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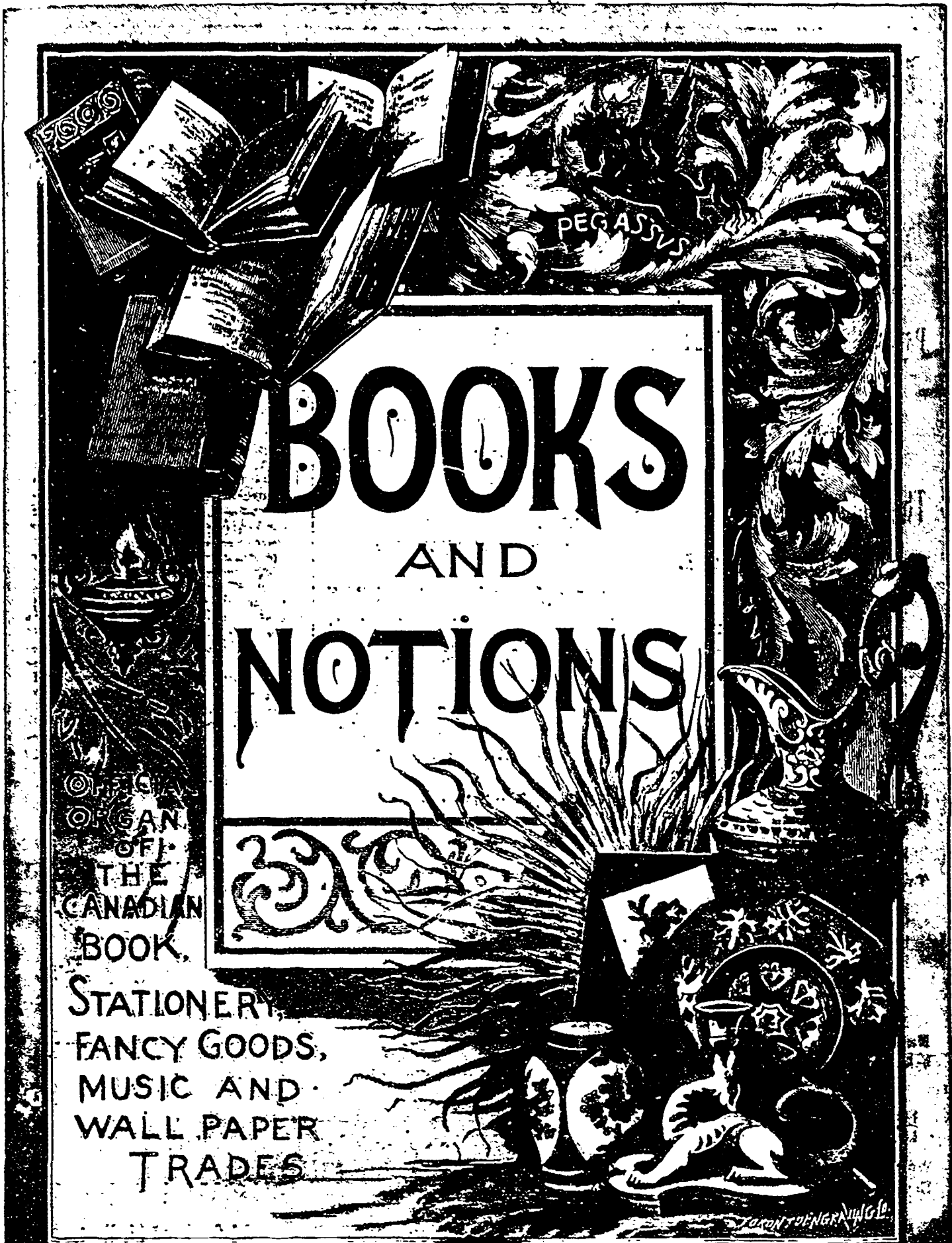
# BOOKS AND NOTIONS

OFFICE  
OF THE  
CANADIAN  
BOOK.

STATIONERY,  
FANCY GOODS,  
MUSIC AND  
WALL PAPER  
TRADES

PEGASUS

W. G. B. & C. L.



# Buntin, Reid & Co.

WHOLESALE STATIONERS

Paper, Envelope and Blank Book  
Manufacturers,

TORONTO.

The Oldest Established House  
IN THE TRADE.

FULL LINES OF

English, Scotch,  
French and German  
Writing and Colored Papers.

Straw Boards,  
Pulp Boards  
and  
Mill Boards.

Fancy papers  
in great variety  
for Box Makers  
and Printers.

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Card Boards,  
Writing and  
Printing Inks,  
School Books,  
etc., etc.

Printers, Stationers and Paper Box  
Makers will do well to get our prices  
before ordering elsewhere.

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Warehouse : 27 to 29 Wellington St. West,  
Envelope Factory 73 to 77 Adelaide St., West

TORONTO.

WHOLESALE ONLY.

# BROWN BROS.,

64-66-68 King St East, TORONTO.

OUR STOCK FOR THE

## Fall & Holiday Trade

Is very complete in every department.

### NOVELTIES IN STATIONERS' SUNDRIES

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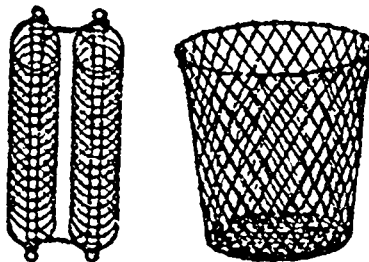
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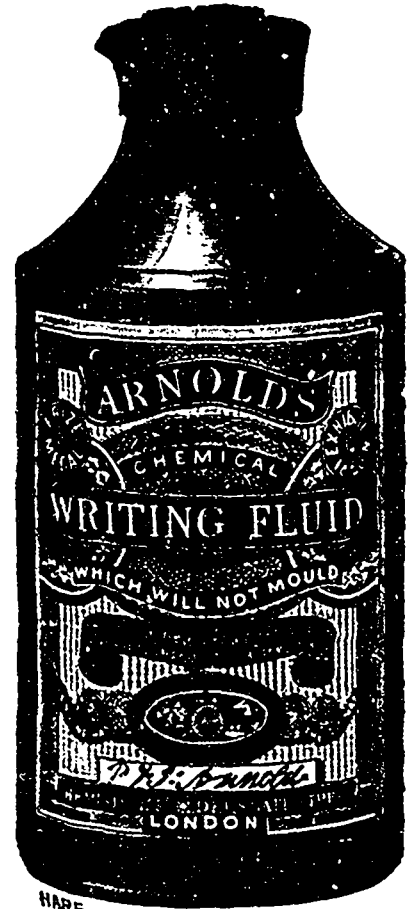


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Canadian Pocket  
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### Chemical Blue-Black WRITING FLUID

Noted for its Fluidity and Permanency.

### Blue-Black Copying Fluid

Will take 6 Good Copies.

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For samples and prices, apply to the  
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64-68 King St. East,

TORONTO.

# BOOKS AND NOTIONS

ORGAN  
of the  
Book, Stationery,  
Fancy Goods,  
Music,  
Wall Paper  
and  
Printing Trades.

Vol. VIII

TORONTO, NOVEMBER, 1892.

No. 11

**You should** Now be ready to sort up your stock in anticipation for a big  
**HOLIDAY AND XMAS TRADE.**

We have new lines in Fancy Goods, Glass and China Ware, Dolls, Toys, Games, Toy Books, &c., &c., and are in a position

TO SAVE YOU TIME AND MONEY.

IMMENSE VARIETY AT RIGHT PRICES.

H. A. NELSON & SONS,  
56 & 58 FRONT ST. W., TORONTO.

**W. H. BLEASDELL & CO.,**

*Dolls!*

*Dolls!*

*Dolls!*

THE LARGEST VARIETY AND BEST VALUES IN THE DOMINION.

74 York St. Toronto.

C. M. TAYLOR & CO., Toronto

CANADIAN JOBBING AGENTS  
FOR THE NEW

National Wall Paper Co., of New York,

Capital \$20,000,000.

The following is a partial list of the factories affiliated with the new Co.:

ROBERT GRAVES CO.; F. E. JAMES CO.; JANEWAY & CO.; HOWELL & BROTHERS; H. GLEDHILL & CO.; CAREY & CO.; F. BECK & CO.; KEYSTONE WALL PAPER CO.; W. H. MARIS & CO.; HOBBS & CO.; WARREN FULLER & CO., PEAK & CO., WILSON & FENIMORE; THE BARTHOLOMEW CO.; A. A. YERKER CO.; NEVINS & HAVILLAND.

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and at 4 to 10 per cent.; \$3.00 per copy.  
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DISCOUNTS TO THE TRADE.

**MORTON, PHILLIPS & CO.,** Stationers, Blank Book Makers, Printers and Publishers.  
1755 AND 1757 NOTRE DAME ST., MONTREAL.

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SELECT NOTES,**

A COMMENTARY ON THE  
SUNDAY-SCHOOL LESSONS For 1893.

EXPLANATORY! ILLUSTRATIVE! DOCTRINAL! PRACTICAL!

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REV. F. N. PELOUBET, D.D., and M. A. PELOUBET.

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BUY YOUR

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THE  
**BARBER & ELLIS CO.**

**Nos. 43, 45, 47 and 49 Bay St., Toronto.**

AND

**823 Craig St., Montreal.**

Our lines of manufactured goods are more varied than ever.

**PAPETERIES.**

Our Fancy Plush boxes have had an enormous sale. It is not yet too late to order for Xmas trade. In staple lines we have introduced some good sellers.

**Plushwater, Eldorado, Abbotsford,**

ARE ALL NEW LINES.

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We have introduced several new lines. The "Excelsior" series is a very attractive line. It replaces the "Globe" that we have been selling for nearly seven years, long before anyone thought it worth while to copyright it.

**NOTE PAPERS.**

Our variety is greater than ever.

Camden Cream Note is very popular.  
 Abbotsford, large and small, is here to stay.  
 St. Neots for fine trade is unsurpassed.

**WEDDING STATIONERY.**

In great variety. Ball Programmes and Pencils.

Just received, a very fine line of Memorial Cards.  
 Write for samples and prices.

**BOOKS AND NOTIONS,**

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Subscription, \$1.00 a Year in Advance.

OFFICE,

No. 10 FRONT ST. EAST, TORONTO.

Montreal Office: — 146 St. James St.  
E. Desbarats, Manager.

New York Office: Room 41, Times Building  
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One Page .....	1 Month.	\$25 00
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Quarter Column .....	"	35 00
Eighth Column .....	"	18 00

All communications intended for publication must be sent in not later than the 2nd of the month Address

BOOKS AND NOTIONS, TORONTO.

Vol. VIII. Toronto, Nov., 1892. No 11

**SNAP SHOTS.**

**T**HE season is at hand for getting rid of bad stock, and broken lots. The wholesaler tries it, but the retailer doesn't do it as much as he should. A bargain table should be kept well stocked and placed in a central position. Other methods are useful and numerous. Take a shallow wicker work-basket and fill it with purses at a price, job lines, remnants, slow sellers, etc.; fill another basket at another price, and still another. But at any rate some night after all the clerks have gone away, and you have time, lock the door, pull down the blinds, and search through the unfrequented corners, and recesses of your store, rummage amongst the drawers and shelves, and you will be surprised at the amount of stuff you can collect which should be pushed. Then fix it up in some striking and prominent way, and make every clerk available hustle that stock. It will go.

\* \* \*

Think of this. The United States during the months of July and August exported books to British North America to the amount of \$20,042 and \$12,365 for the respective months. For the eight months ending August 31st, 1892, they exported \$113,330 worth of books as against \$101,954 worth for the corresponding period of 1891.

Now Canada is nearly all of British North America, and nearly all those books came here. Now if we had a proper Copyright Act, and proper custom regulations, half at least of that money could be expended in Canada, paying wages, paper, etc. And there is no valid reason why the books sold in Canada shouldn't be made in Canada. Books sold in the United States are made in the United States; the paper, ink, labor, etc., is all secured in the States. Everything comes to the man who goes after it. Are we after it?

\* \* \*

This brings to mind the fact that this importing isn't all done by wholesalers, but that the retailers of this country seem to have a mania for dealing directly with New York firms. There should be a patriotism among retail booksellers sufficient to enable them to trust their jobbers to supply them with books, especially when the terms are equal. But the subject is too large for present consideration. But here we may remark that BOOKS AND NOTIONS is in receipt of some complaints regarding some stationery houses selling to business men in places where they have good customers in the trade. This is not mere hearsay, but the written facts are in our possession. We have said a great deal lately on this matter of each part of the book trade keeping its own proper sphere, and while we recognize that the retailers have grievances and that the wholesalers have grievances, we feel that our views have been sufficiently expressed. It is not for this paper to dictate to either trade; it simply holds itself free to say what it thinks concerning the doings of the trade, and this has been done. The proper adjustment of the mercantile machinery in the book trade is a matter of grave importance, but each side holds the thumbscrew which can make the necessary adjustments, and it remains for them to use them, to the attaining of the desired state.

**THE COPYRIGHT STRUGGLE.**

**I**T will be remembered that during the session of 1889 the Minister of Justice introduced and carried through the House an Act amending the Copyright Act. This bill provided that any author domiciled in Canada, or any part of the British Empire should have the sole right to print or publish his work, provided he registered the copyright and printed and published the work in Canada within one month after publication elsewhere. In case he neglected to avail himself of this provision anyone would be entitled to print and publish the work on receiving a license from the Minister of Agriculture, such person to pay a royalty to the author of ten per cent. of the retail price

of the book. The licenses will be protected by a prohibition of the importation of the work for which the license to print has been granted. This would not apply to importations from the United Kingdom. These are the main provisions of the Act.

Now this act has not yet received the assent of the Imperial Government. Moreover the opposition to it has been so strong that a committee was appointed to investigate the question. This committee did its work, by visiting Canada, and its report has been handed in to Her Majesty's Government, and a copy sent to the Canadian Government. It is understood that the report, contains a historical narrative of the copyright question and makes various suggestions in the line of the Canadian Copyright Act of 1889, and deals with the subject of amendments thereto which are deemed important by the officers in question.

Then a few days ago a deputation from Toronto consisting of Messrs. J. Ross Robertson, A. S. Irving and G. H. Suckling went to Ottawa and a lengthy conference with the Minister of Justice on the copyright question when, it is understood, the different points brought out in the report of the four British experts were discussed in detail. The deputation say that there is not a single argument advanced by the English experts which cannot be refuted, and they hold that the Canadian case is simply impregnable.

Such is the state of the case at present. There is a Canadian act which will make it necessary that all books entitled to be copyrighted here, must be published here, but the English authorities have protested, then they have sent out a commission and they have sent into an "English" report, now this report will be thoroughly answered by the Minister of Justice, assisted by the two strenuous upholders of Canadians' rights regarding copyright—Messrs. Irving and Robertson. Thus the English authorities will have both sides of the question, and full material on which to base a decision. Hitherto the Minister of Justice, Sir John Thompson, has stood boldly up for Canadian rights, and he stands just as firmly on this question now, as ever he did, consequently there is ground for hope that the Act of 1889 will be allowed to go into force, either as it is, or with slight amendments. It is to be hoped that the decision will be speedy.

There is one thing important, and that is that Canadian book manufacturers must not be robbed. An English book copyrighted under the International Regulations must be set up and printed there before it can be sold in the United States. This effect should be produced here, and that right speedily. Great Britain has no right to toss the Canadian market as a sweet morsel for the American Eagle.

### MONTHLY COLLECTIONS.

THE great objection among retailers to monthly collections is the fact that the drop-letter postage is two cents per letter. It seems unfortunate that such an excellent system as this should be negatived by a faulty postage system. Our postage costs us dear, because the federal government has seen fit to use the postal system as a colonizer, and for this reason many offices are kept open and postal routes used which do not nearly pay expenses. True, we have had a certain reform in having an ounce rate of three cents instead of the same rate for a half-ounce. But nevertheless the two-cent drop letter rate bears heavily on business men in the matter of statements. In England statements can be sent for the same rate as printed circulars, and if a regulation such as this were adopted by the Postmaster-General, it would be a great boon to business men. All other classes of drop-letters might be left at the present rate. This would not mean a serious loss to the department; in fact the history of such changes shows that it would increase rather than diminish revenue. Moreover, the prosperity of the government depends on the progress of trade, and this would be a powerful factor in putting business on a firmer footing. It would allow of statements of accounts being sent out more promptly. It would induce a shorter credit system; it would aid prompt settlements, and thus benefit business generally.

Monthly settlements are useful to business men, both creditors and debtors. It teaches the debtor carefulness in the amount of credit he assumes. It helps the creditor in obtaining prompt remittances and settlements. In a large business it is positively necessary. In a small business it is not so necessary, nor so profitable, because where accounts are small the expense is as great as where the accounts are large. But even in this case the arguments used above regarding cheaper postage for statements applies just as fully, because in this class of businesses accounts must be rendered at least once every three months, and thus the amount of postage is as heavy, correspondingly, as when the larger class of business houses send out monthly statements.

No dealer should allow any account to run longer than three months, unless there is a counter account, and even then there should be an adjustment and striking of balances every quarter. Where customers are agricultural there might be an exception with regard to certain customers, but here we are leaving exceptions out of consideration. Each dealer must arrange for his own exceptions. But to allow an account of any size to run for longer than three months is like driving along the edge of a precipice—you cannot tell at what moment you may be thrown over and crushed in the fall. It is not safe.

The great departmental stores in the cities do a strictly cash business, and consequently can afford to sell on closer margins. Thus the retailers of this country, outside of these big bazaar stores, are cutting their own throats. Men pay cash—why? Simply because they are forced to. But if a man knows he can get credit, he will not pay cash. This is a rule to which there are, we are glad to say, a few exceptions

But the men who pay cash in the modern retail business of this country are very foolish—because they lose the interest on their money, which they might otherwise receive. A cash customer is seldom treated with more respect than a credit customer, often with less. Thus it is seen that it rests entirely with dealers themselves as to whether short credits and few losses, or long credits and many losses, shall be their practice and experience. In nine out of every ten failures the fault is bad debts and poor financing, and the sooner monthly or quarterly settlements are adopted the sooner the retail business will be on the solid rock.

### MEAN RETAILERS.

A scheme whereby publishers are sometimes defrauded was discovered in this city a few days ago, although it was not practiced by a Canadian bookseller. The bookseller bought a certain number of copies of the Seaside Library, returnable to the publishers if in good order; then he placed a small notice in each novel stating that five cents would be given for a ten-cent novel if returned in good order. These novels were no doubt sold, read and returned, and then sent back by the retailer to the publisher. Here was a clear profit of five cents a copy and no risk. Such are the tricks of publishers and wholesalers. To say that a Canadian bookseller would not do such an act would be pleasant, but some people say otherwise. Still no respectable or honest retailer would countenance this or similar schemes for evading paying just returns. Retailers must use the wholesaler and publisher honestly, if they wish fair treatment in return.

### PAPER MANUFACTURERS.

There is a feeling among many paper jobbers that the manufacturers are likely to favor a syndicate. It is undoubtedly true that the past six months has seen a closer drawing together of the paper manufacturers of Canada, and it may also be asserted quite safely that a number are in favor of a syndicate which would control all the mills and advance prices. But it cannot be said that a syndicate is about to be formed or in the process of formation.

There is some dissatisfaction at present, especially among the pulp men. The tariff imposed by the United States government has shut them out from the American market, and retaliation seems to be one of the objects of the proposed syndicate. A strong syndicate could influence the government if it so desired.

But it will be hard to form a strong syndicate, on account of the many difficulties in the way, such as arrangement of terms, valuations, etc. Nevertheless the sugar refineries and the cotton mills have been successfully combined, and there seems no reason why the paper mills should not also be united under one control.

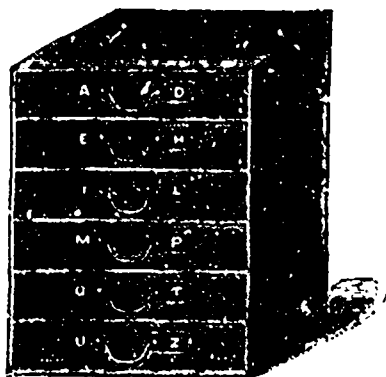
The great objection to a syndicate is that prices would likely rise, and the consumer would have to pay more for his papers. But this result does not follow from a syndicate alone; in

fact, it is now being accomplished by means of the Papermakers' Association, and prices have stiffened during the past two months. Moreover, when each mill is confined to one or two classes of paper, each kind can be produced at a comparatively lower cost, and hence the manufacture could be made profitable without an increase in prices.

A paper combine that would raise prices and rule with a high hand would be unbearable and soon bring opposition. A paper combine that would keep down expenses by greater division of labor, by the need of fewer representatives, etc., and which would treat the consuming public fairly would be necessarily successful.

### MODERN ADVERTISING.

The advertising of to-day which is bringing in proper returns is not the huge, black lettered advertisement, with nothing in it but space and ink. Any clerk can write such an advertisement, and any printer's devil can set it up. It is not a product of thought or experience. It may be all right in advertising a new name either of goods or of a firm. But for regular advertising by established wholesalers or retailers it is no use. Again, general advertisements are no good. Such expressions as "Blank & Co. carry the finest stock of dry goods on the continent" are of no use. They are only guff. Advertisements must record facts, and the facts must be new and interesting. Oads of advertising is being done every day, and hundreds of people are engaged in writing advertisements and as many more are telling them how to do it, and yet only a comparatively few firms are writing advertisements which really attain to the plane of excellence. Above it was said that advertisements must record facts, and the facts must be new and interesting. Write that rule on a big sheet and pin it up where your eyes will see it nineteen times a day, and where it will be as a light on your advertising sheet. These new facts must be pointed. That is, they must be told so as to make an impression on the reader, the conversational method being much used for this. The advertiser of to-day uses smaller type than his forefathers, and instead of standing in a high place and sending forth a blast to tell all the world where he is, he comes down on to the common plane and tells you as a friend about his newest goods and his special prices. He doesn't recite to you long lists of the names of the goods he carries, but chooses one line at a time and tells you all about it. Thus advertising is simple but pointed. It contains only facts and the facts are new and interesting. It takes an artist and a student of human nature to write an advertisement. He must have had long practice, considerable training, and must be a careful thinker. Practice comes by practice, and thus one is made perfect. But water will not come out of a dry well, hence if the well does not contain a live spring, then there must be a soaking from what is written by practical advertisers. The merchant who reads his trade paper carefully and watches the best methods, will soon learn how and when to do. He will find that he must always record facts, and the facts must be new and interesting.



# Age Cabinets = For all Business Men.

8vo. \$1.50 Each }  
4to. \$2.00 " } Clips and Index in each drawer.  
F. Cap \$3.00 " }

THE COPP. CLARK CO., Ltd., TORONTO.

TRADE CHAT.

**P**UPILS of the Toronto night schools cannot get text books. The retailers have sold all their stocks, and the School Board is poor. Miss J. R. McIlveth, fancy goods, Antigonish, N.S., is dead.

Mr. Alexander Buntin, manager of Valleyfield Paper Mills, was married recently.

Fletcher & Guest, publishers, Truro, N.S., have been succeeded by Clarence Spooner.

T. J. Moore & Co., of Quebec, had their stock badly damaged by water not long ago.

Bolseau & Boland, wholesale fancy goods, Quebec, have compromised at 40 cents in the dollar.

The music store of I. Suckling & Co., Yonge street, Toronto, was slightly damaged by fire a few days ago.

Patterson's paper mill at Portage la Prairie was totally destroyed by fire on the 23rd ult. Loss, \$40,000.

At the last meeting of the Printing and Supplies Committee of the Toronto School Board Selby & Co.'s tender for kindergarten supplies was accepted.

Mr. George Way, of Halifax, has invented a telephone tablet, simple in construction, cheap and durable, for which he has taken steps to secure a patent.

Any person who has a good cheap wall case for fancy goods, between 6 and 12 feet in length, and desires to dispose of it, should communicate with J. K. Cranston, Galt.

Mrs. Curtis, fancy dry goods, Ingersoll, Ont., has made an assignment in trust to William Ewart for the benefit of her creditors. She had carried on a successful business for over twenty years.

Mr. William Bradbury, whose death in London, Eng., was announced recently, was the senior partner in the firm of Bradbury, Evans & Co., one of the oldest London publishing firms. It brought out Dickens' earliest works.

An exciting game of Association football was played on Saturday afternoon, 5th Nov., between teams representing the wholesale firms of H. H. Fudger and the Copp Clark Co., the former being the victors by the score of one goal to nil.

The International Monetary Conference will be held at Brussels November 22, with seventeen powers represented besides the United States. The governments which have accepted the invitation of the United States to send delegates to the conference are Aus-

tria, Hungary, Belgium, France, Germany, Great Britain, Greece, Italy, the Netherlands, Portugal, Roumania, Russia, Servia, Spain, Sweden and Norway, and Switzerland.

Messrs. Newsome & Leyden, law stationers, of this city, are having a lawsuit with the county of Oxford, for the value of stationery supplied to the Surrogate Court officers in Woodstock. This will be a test case, and will be watched with interest.

Two of Winnipeg's leading stationers have visited the city during the past week. Mr. Alex. Taylor was one of these, and as a wholesaler remarked, "He is growing old and jolly," and the other was Mr. Geo. D. Rice. Their visits were strictly business ones.

The joys and disappointments of a government contractor is very well shown in the recent developments in Court concerning the contract for supplying stationery to the Quebec government, which was held by J. A. Langlois. His stock is now advertised for sale by tender.

Messrs. Thomson Bros., the book-sellers, of Vancouver, B.C., have just issued a cookery book which they have named "The Handy Reliable Cook Book." The book consists of about 100 pages, and is a manual of common sense cookery. It also contains a "ready reckoner," and the whole book is very complete and concise.

Mr. J. A. Hawthorne, who has been for thirteen years in the employment of Messrs. W. Drysdale & Co., Montreal, has been appointed business manager of the Presbyterian News Co., Ltd., of 170 Yonge street, Toronto, and has entered upon his duties. Mr. Hawthorne is very favorably known to the book reading public of the Dominion, and the Presbyterian News Co. is to be congratulated on having secured his services. Under his management the company will doubtless enter upon a new era of prosperity.

A good story is told of a recent transaction. A traveller sent to his house an order for about \$100 worth of goods at sixty days, which he had taken. The house looked up the rating of the customer, and not being satisfied wrote to him and said that it would fill the order if he would pay the first \$200 cash and the second \$200 in sixty days. The customer replied: "Your terms are accepted, but you can cancel the first half of the order."

A meeting of the clerks of the town of Renfrew, Ont., was held the other evening, to consider if they would take

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**Special Offer :**

In Lots of 100 Assorted.

Chromos, size 14x20, \$9 per 100. Landscapes, Figures, Fruit, and Game Pieces, Animals, Comical and Religious Subjects.

**XMAS CARDS.**

**JAPANESE NOVELTIES.**

PORCELAINS, SILK, CURIOS, FANS, LANTERNS, PAPER NAPKINS, PARASOLS, ETC.

steps to try to induce their employers to continue the early closing movement—six o'clock three nights in the week—the year round, instead of for the summer months only. All agreed that they would like to get the concession; but the general store clerks were not quite sure, if they were the bosses themselves, that they would want to close up so promptly any nights in the winter months, when far-off customers get in late in the day and want to do their shopping at night. It was decided, however, to name a committee to find out the opinion of the senior merchants themselves on the matter, and D. W. Stewart, W. R. Barnard and J. R. Morley were selected.

After an illness of some months' duration, Mr. George Boyd, Sen., passed away on Monday evening, the 7th inst., at his late residence, 63 Wellesley st., Toronto. Mr. Boyd, in the course of a long and busy life, did much to advance the material prosperity of this his adopted city. He was born in Dumbarton, Scotland, in the year 1815, and came to Canada in May, 1857, taking up his residence in Toronto. He associated himself with his brother-in-law, Alexander Buntin, and J. Y. Reid in establishing a wholesale paper and stationery manufacturing business, and the firm, which is still in existence, enjoyed great success in its undertakings. In 1880, however, Mr. Boyd retired from active business life, and from that date he devoted his attention to financial matters. He was a director of several companies in Toronto, as well as in other places, and was a well-known figure among the business men of the Dominion.



## PENCIL NOVELTIES.

THE latest novelty shown by Eagle Pencil Co., N.Y., is the World's Columbian Exposition Pencil. It is tipped with a well-executed bust of Columbus, and forms a



WORLD'S COLUMBIAN EXPOSITION EAGLE PENCIL CO. N.Y.

strong selling novelty. Among other of the recent novelties put forth by this company are the Spear Pencil, the Spiral Hexagon Pencil, the Tape Measure Pencil, the Calendar Pencil, the Triangular Pencil, with eraser. Cuts of all these pencils are shown.

gow, by Annie S. Swan; A Woman's Word, by Dora M. Jones; The Doctor's Dozen, by Evelyn Everett-Green; In Her Own Right, by Mrs. Neale; and Carriage and Other Legends, by K. M. London.

Raphael, Tuck & Sons have just

issued two new books for the holiday trade. Songs and Echoes, by F. E. Weatherley, is a beautiful book of poems, cloth, bevelled gold edges, and price 12s. A Book of Good Wishes, by Emily Barnard, is another volume of graceful verse, with fifty-six illustra-



523 EAGLE SPEAR No. 2 EAGLE PENCIL CO. N.Y.

Their make of lead pencils is too well known in Canada to need recommendation from this journal.

## OUR ENGLISH LETTER.

Just now the leading novelties are the calendars, cards and booklets. It is surprising how much ingenuity, study and artistic skill is expended in

tions and price 10s. 6d. They have also issued second editions of On Service, at Home and Abroad; George Elliot, Her Early Home, and Man the Lifeboat. Their juvenile gift books and toy books are having a great sale.

J. Taylor Foote has got out some really new lines of Christmas and New Year cards. They are souvenirs of lawn tennis, cricket, boating, billiards, hunting, cycling, etc. These sporting cards

owned writers of the English language, and the tone of the books is good. The Boys' Own and The Girls' Own are books which if once introduced into a family, that family becomes ever afterwards a steady customer. It only need be introduced once. The articles besides being interesting are full of information which will convert any dull boy or girl into a bright one.

Christmas Illustrated numbers are selling well. The trade will be early, as already they are being sent out by the news companies to the dealers, and most of the work can be done before the regular holiday trade begins. All the numbers are especially good this year. The Graphide contains a story by Grant Allen, a native of Kingston, Ont., entitled Ivan Greet's Masterpiece, and another by J. M. Barrie, entitled Two of Them. Other leaders are Black and White; Chatter-box Xmas Box; Figaro, French and English; London News; Ladies' Plethora, and Yule Tide. Orders already in with the news companies far surpass the volume of last year.

The Illustrated numbers of the Canadian papers should not be forgotten.

## BOOK AND LITERARY NOTES.

The Copp Clark Co. have made arrangements for securing the Canadian market for F. Marion Crawford's new novel, entitled Don Orsino. It is a sequel to Saracinesca and Sant'Harlo. The book will be published simultaneously in London, New York and Toronto on November 8th. The retail price will be \$1. This book should sell well at this season of the year. The Three Fates, by the same author, having taken well and made him more familiar to Canadian readers.

Warwick & Sons are busy sending out annuals just now to their customers. They report an increased sale this year in the Boys' Own, Girls' Own, Sunday at Home and Leisure Hour.

Tess of the D'Urbervilles, by Hardy, has had a good run with the Toronto retailers during the past few months. Harpers', Cloth, \$1.50.

The Toronto Willard Tract Depository are selling the Life of John G. Patton, a book written specially for young. It is handsomely bound and illustrated and retails at \$1.50. Among recent arrivals at this house are: The Bernardo Annual, Our Darlings, and Four Men, by Jas. Stalker, author of the Life of Christ. This latter book is written for young men, and has already gained a great reputation. They are doing a good trade at present in holiday books and booklets.

In his enlarged holiday advertisement on another page of this issue William Briggs announces that he will within a few days place upon the market a new book by Annie S. Swan, entitled The Guinea Stamp. This story does not fall below the high standard of Miss Swan's books. The great sale of the popular Canadian copyright edition issued by the above-mentioned publisher has gone far to make the name of Annie S. Swan a household word throughout Canada. Mr. Briggs also makes the important announcement that he is placing upon the market a paper edition of several of Miss Swan's books at the popular price of twenty-five cents. A huge sale for such an edition is assured by the growing demand for the books of this glittering and charming writer.

producing these little articles which seem so trifling when produced, yet which charm at this season of the year, when nature has lost its freshness and seems to enjoy glimpses of it in the artificial reproductions with which the market is flooded.

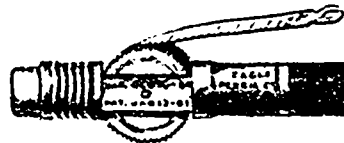
Just now the booksellers are out with their fall announcements, and push



are well designed and artistically executed, and promise to command a huge share of the trade.

## ANNUALS AND CHRISTMAS NUMBERS.

There are four annuals worthy of

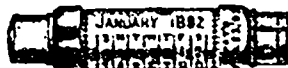


538 EAGLE TAPE MEASURE No. 2 EAGLE PENCIL CO. N.Y.

ing their holiday editions very strongly. Many editions de luxe are out, a very handsome one being one of J. M. Barrie's, A Window in Thrums, with etchings by William Hole, R.S.A.

Mr. David Patrick, the editor of Chambers' Encyclopaedia, is, on the approaching completion of his labors, being presented by his colleagues with

being paid great attention by booksellers. These are the Boys' Own, the Girls' Own, Sunday at Home, and Leisure Hour. These books are all bound in Canada, and most of the profit arising from their manufacture remains here. Few English copies will be imported this year, as the binders, Messrs. Warwick & Sons, sell at a price which



EAGLE CALENDAR No. 2 EAGLE PENCIL CO. N.Y.

a set of albums, containing photographs of the writers of the signed articles.

W. and A. K. Johnston have just published a very superior physical wall map of America. It is well suited for the purpose, full colored, mounted on

is lower than they can be laid down by importation, at the same time sending forth a well bound book.

This year's bindings are most artistic, and the colors of the binding cloths are well chosen, the leading being light blue, dark blue, dark green,

cloth and rollers, varnished, and with the handbooks sells at 12s. They are also issuing some large school wall maps of European countries.

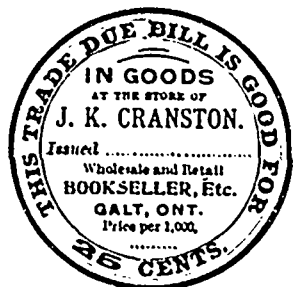
The latest issue in the Pocket series of Oliphant, Anderson & Ferrer is John Gentleman, Tramp, by J. A. Norquay Forbes (Hermione). Among other new publications are the following - The Guinea Stamp a Tale of Modern Glas

and a pretty red. The embossed work shows the highest grade of workmanship and thorough execution.

There is another and perhaps greater reason why these books should be pushed by all retailers, and that is that these books contain the most wholesome literature published in their respective classes. The list of contributors contains the best and most re-



Great Boons to Active, Busy, and Lazy Merchants and Clerks are offered by the J. K. Cranston Store Office Supply Co., Galt, Ont.  
Here they are! Two of them! More to follow!



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Dear Sir,—The Happy Thought Check Books are the best we ever used, and would not be without them. KAISEN & JARRETT, Pine Grove. Oct. 22, '92.

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**THE IVORY GATE,**

BY  
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## NEW PUBLICATIONS.

**PHANTOM DAYS**, by Geo. T. Welch, is a weird tale, which fascinates the reader with its strangeness and depth of the action in the plot. These are days when the mind is studied, when the will power is the criterion of a man's strength in certain directions. Lovers of this kind of knowledge and will find in this novel a fairy tale with human characters, yet non-human in their mode of acting. The story includes the supernatural in the natural. J. S. Ogilvie, New York.

**THE RETURN OF THE O'MAHONY**, by Harold Frederic, L. C. 71 in the Ledger Library. The scene opens on the battle fields of '65, with General Grant and the army of freedom. It afterwards shifts to Ireland, the land of mirth, love and misery. O'Mahony, a private in the blue-coated army, wanders back to Ireland, and after a long and chequered career, proves his birthright and is established in the place of his ancestors. Distinctly drawn characters, interesting and stirring exploits well told, and a well sustained plot, make this novel a worthy one. Robert Bonner's Sons, New York.

**PHILIP MEYER'S SCHEME**, by Luke A. Heald, is a story of Trades Unionism, dedicated to the now famous Edward Bellamy. The author thinks that the trades unionism of to-day is too exclusive and is surrounded by too many restrictions to become universal. It speaks strongly of the corporate tyranny of modern industry. The weapons of labor, he believes, are the ballot and the union. The book deserves a wide circulation among all classes. J. S. Ogilvie, New York.

**ECONOMIC CAUSES OF MORAL PROGRESS**, by Simon N. Patten, Ph. D. of the University of Pennsylvania, is published by the American Academy of Political and Social Science. The author attempts to show in a common sense, yet scholarly way, the real causes of the supposed moral progress the world is making. Well fed and groomed men never make criminals, is seemingly his idea.

**SOUVENIR GUIDE**, to Chicago and the World's Fair, by Thos. E. Hill, is published by Laird & Lee, Chicago, in two bindings—cloth 50c., Russia leather \$1. The man who attempts to go to Chicago without this guide will be very foolish, and the man who stays at home will find much universal information in it. The guide is reliable and opportune.

**IN SAVAGE AFRICA**, by E. J. Clave, one of Stanley's pioneer officers, is a tale of six year's adventure in Congo Land, and is essentially a boy's book. As Stanley says in his introduction to the book: "As everyone cannot go to Africa, why may not Africa be brought to them, as is here done by my friend, Mr. E. J. Clave. In this new and strange land the experiences of the white pioneers is thrilling and instructive, and broadens the ideas of the reading youth. The book is well illustrated and handsomely bound in light-colored cloth and gold. It is especially suited for presentation trade." H. H. Russell & Son, New York.

**A MODERN ULYSSES**, by Joseph Hatton, is issued in the Red Letter Series. This is a weird story of adven-

ture, beneath the weirdness of which is much common sense and information. The plot is worked out with scenes in England, the Continent and in some imaginary eastern islands named Kututu and Bulonagan, inhabited by cannibals, the former being ruled by a shipwrecked Irishman. Kututu is an island where there are no paupers, no politics, no financial panics, no printing presses, no land laws, no Irish, and no English. The story abounds in comical and exciting situations, adventurous escapades, and contains also a seasoning of that without which no novel is complete—the wiles of Cupid. The National Publishing Co., Toronto.

**THE NEW DUCHESS**, by Mrs. Alexander Fraser, is one of the latest issues in the Red Letter Series. This is a tale of a daughter of a gentleman in the Southern States, for whom circumstances seem to have mapped out a strange life and a peculiar destiny. Bereft of a mother's love and goaded by a father's hate, her passionate nature finds vent in love for a young Englishman, but who unfortunately loves her sister. She schemes the breaking up of this match, but fails to secure him for her husband. Driven from home, she eventually finds herself the adopted and beautiful daughter of an American lady travelling in England. Here she marries a lord, who soon becomes a Duke and she is the new Duchess. But even here her retribution for her past acts is paid by her death in the Park at the hands of a rejected lover and her cruel and spiteful father. The tale is well told, spirited in execution, and abounding in interesting descriptions. The National Publishing Co., Toronto.

**THROUGH PAIN TO PEACE**, by Sarah Doudney, is a sentimental novel of an extreme type. The heroine is a young lady whose aim in life was to worship some knight. Her first one fails to attain to her standard, but her second dissolved into the ethereal too soon, and the grief is too much for her. The book contains some touching scenes from life, but they are somewhat overdrawn. National Publishing Co., Toronto. Paper, 50 cents.

**WITH COLUMBUS IN AMERICA**, is translated from the German of Falkenhorn. This is an interesting tale of discovery and adventure, and this is a very suitable time for its publication. The work is well illustrated, and issued in the International Library of Worthington & Co. Price, 75 cents.

**ROLAND GRAEME: KNIGHT**, by Agnes Maule Machar. Roland Graeme is a Canadian and Miss Machar is a Canadian, and what more could a Canadian bookseller desire? The story is well written and worth reading. Miss Machar does not write without a purpose, and her purpose is to show by the glimpse of a Canadian knight—a knight who "rides abroad, redressing human wrongs"—that socially there are wrongs to be righted, a class to be uplifted. The factory operative needs attention, and Miss Machar has sent forth a powerful appeal to men of thought and men of wealth in Canada, in behalf of the factory operative in particular and the laboring classes in general. The love story is admirable, but the social philosophy of the book is unimpeachable. Wm. Drysdale & Co., Montreal.

**POSEIDON'S PARADISE**, by Elizabeth G. Birkenmaier, is a romance of Atlantis. Things that are long past

are not facts, but fiction. The ancients believed, or knew—it makes no difference which—that west of Africa and Spain there lay an island called Atlantis, about one-half the size of Europe. This author has collected its fiction, repopulated it from the King and Queen down, and written about them in a charming manner. People nowadays do not believe in ghosts, but this is a story which surpasses ghost stories, and people will appreciate it. The Clemens Publishing Co., San Francisco.

**THE IVORY GATE**, by Walter Besant, which was first published in Chambers' Journal, is now published in book form, and a Canadian copyright edition has been issued by the National Publishing Co., Toronto. This work is a tale of an insane man—insane in the evening, sane during the day. This double caused a great deal of trouble, and an admirable love story is woven into one of the most mysterious and interesting novels of the year. Mr. Besant draws characters with a master hand, and with this exception he has drawn all the characters in this novel from life. He takes men and holds them up as a scientist would a fossil. He playfully criticizes, or perhaps he delves deep and lays them bare—bare even to the inmost motives. He understands life—life as it is met in the street, in the office, in society. He reads men, and as he leads the reader follows, unflinchingly, knowing that a master leads. No one can read the Ivory Gate and not know more of life; no one can read it and not believe that Walter Besant is a master writer of fiction.

## AN ART BOOK.

Through the kindness of Messrs. Warwick & Sons **BOOKS AND NOTIONS** has been the recipient of a copy of one of the most artistic of the art books produced this season by Raphael Tuck & Sons. It is entitled *The Story of Columbus*, but is told in the shape of a fairy tale, and this tale is embodied in a poem by the celebrated American Nesbit. The characters are fair young children whom the fairies induce to go to sea on a voyage of discovery. Their leader is a brave lad named Columbus. But the great feature of the book is the beautiful full-page art cuts. The frontispiece is a handsome nautical design, encircling the picture of the true Genoese Discoverer. Throughout the book are beautiful scenes, such as the Departure, Storm, Mutiny, Sighting Land, Planting the Flag, A Friendly War Dance, Home Again, and Presented at Court. Each illustration is a model of art and skill, varying from the light grey sepia work to the full-blown harmony of a score of blended colors. The poetry itself is combined with small artistic designs running along the borders of the verses. The letterpress is artistic fairy script. In fact each page is a work of art, and the book, in size about fourteen inches by eighteen, is one of the most clever productions of art work that have ever been placed before an art admiring public.

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Now is the time to have stock.

## LACROSSE--JUST READY.

Write for our list of Best Selling Lines.

**The Copp, Clark Co., Ltd.,  
TORONTO.**

### OUR MONTREAL LETTER.

THE month's trade in fancy goods and books and notions has been good. In fact several merchants assured your correspondent that the month's sales were fully ten per cent. over those for the corresponding month last year. This statement applies more particularly to the fine lines of stationery, but although it may not be the general rule, it is a safe indication on which to base an assumption that the month's general trade has been up to, if not over, the average. For if stationery has been active, other allied lines must have had their share of the good things. Lately, however, stationery and paper have been quiet, but this is a normal condition at this season in Montreal, and dealers are not surprised, nor do they complain. With regard to values on paper, there is no change of importance to note except that the agitation of a month ago has resulted in stiffening up values all round. Considering the close way in which it has been customary to carry on business in paper this is not surprising, and it is only natural that dealers who have been working all along on very narrow margins should take advantage of the fact and try to increase their profits.

The book trade has been quiet in most lines, from fiction down through the list, recently, but the aggregate movement previous to the commencement of November was fair. The copyright question and what the future will bring forth in that connection is occasioning considerable comment. As noted in our letter of last month, the trade intend to see the matter carried to an issue. The news that Lord Ripon had notified the Federal authorities that the Imperial Government desired to consult with them on the matter was therefore a source of satisfaction. Book publishers do not imagine that the Imperial authorities will grant them all they wish, but they are in the hopes of presenting their case in such a manner as will conduce more to their advantage. They anticipate that certain restrictions will be imposed, but hope to obtain some arrangement whereby Canada will stand on its own bottom, and not as now be thrown in as a job lot to Appletons, Harpers, or such. No bookseller here expects, nor does he imagine that he is entitled to, the right of publishing new English works under a nominal royalty, but is willing to pay what is considered right for the privilege of using any new publication. It

is pointed out that if this object can be attained not only will the publisher be benefitted, but our printers will receive considerable accession to their revenue. It will be no question of bringing over from the States new works in sheets and binding them here if the publishing trade attain all that they desire. The butchering of novels, as in the past, at all sorts of prices, will also be obviated, and the trade as a whole carried on on a sounder basis.

The demand for new high-priced publications, it may be mentioned, has been one of the features of trade this fall, and according to the manager of one of our leading news companies, the stock of cheap publications got out prior to the announcement of the Imperial authorities regarding the copyright, is being rapidly worked off the market.

In other lines the month has not furnished anything calling for special comment. Wall paper business has been good. The paper bag men report that they have had all they can do; while it is yet a little too early for the retailers to expect a demand for holiday wants.

#### NOTES.

B. Marcuse is also showing some handsome lines of notions and fancy goods, and reports a good demand from his patrons.

Mr. Fred. Nelson was down in New York last month arranging for supplies on account of holiday requirements. The firm have fancy chinaware, photo frames; in fact a supply of novelties too bewildering to permit of detailed mention.

In plush goods the Reinhart Manufacturing Co. have as usual a full and complete list in new and striking designs, all the way from dressing cases down to cabinets which come in handy for almost anything. Their travellers have been doing a good business throughout the month.

The Montreal News Company got in their sample plates, etc., which are to be given out as premiums with holiday publications at the first of the month. The pictures given by the London Graphic, London Illustrated News, Black and White, Pictorial World, and the English sporting magazines are fully up to the usual standard. Perhaps the pick of the basket are those offered by the London Black and White, but the others leave little to be desired.

The Star's new Christmas Almanac will be out shortly; in fact booksellers have been advised that it will be ready

## Blotting Papers.

It will pay Stationers to see our samples when in want of Blottings. We carry in stock

### Velvet Blotting,

Extra Superfine.

### PIRIE'S SUPERFINE BLOTTINGS,

White and Turkey Red.

### Bank Blotting,

Our Special Line.

Our BANK BLOTTING is the best value in the market. It is soft and absorbent and bulks surprisingly for its weight.

Send for Samples.

Special Attention to Letter Orders.

## CANADA PAPER CO.,

15 Front St. W., Toronto,  
Craig St., Montreal.

for the trade on the 15th or thereabouts. It was anticipated that it would contain some of the famous Bengough's cartoons, but this is not so. The publication will comprise a mass of statistical information and three large maps which are considered valuable.

John Lovell & Sons report that they have been so busy with their regular work, calendars, etc., that they have had no time to devote to book work at all. Next month, however, they are bringing out some new novels, which will be duly advertised beforehand.

Messrs. Colin McArthur & Co., wall paper manufacturers, report a good fall turnover in their lines of papers. They are ready to supply nice paper to any and every one who want stock of this description.

## STATIONERY AND PAPER TRADES.

On Oct. 25th the order forbidding the importation of rags from Great Britain was repealed, and all difficulties have now been removed. It was almost unnecessary in the first place, as Great Britain does not allow the importation of rags from the Continent.

The E. B. Eddy Co. report a rushing trade, and are hustling forward machinery for their new two-machine paper mill. They also intend to put in extra machines for book, white prints and colored papers. The secret of the success of these new paper manufacturers has seemed to be their determination to use all papers published to keep themselves before the public.

The Holyoke Mills will not shut down at present. Rags are more plentiful than expected.

The U. S. tablet manufacturers have held a meeting, and are thinking seriously of advancing price. Is it an other trust?

For the month of September \$89,500 worth of paper and paper manufactures were entered for consumption. On this the duty was \$28,139.

The Niagara Falls Paper Co. has ordered one 36 inch Fourdrinier machine, which when completed will be the largest in America.

The latest additions to the series of tablets from the factory of Buntin, Gilles & Co. are two very neat lines indeed. The Century Linen, as its name implies, contains a heavy weight of that first class paper. It comes in three sizes commercial note, letter quarto, and in the small quarto which is becoming so popular for ladies' use. The Ivorine Linen Repp comes in commercial note and small quarto and contains the cream embossed "Linen Repp" paper which is all the rage in England at the present time. The prices per 100 tablets are given in our advertising columns.

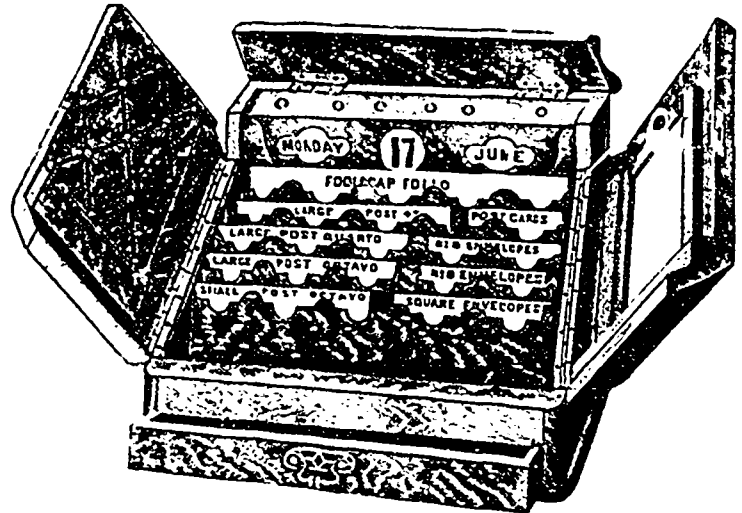
The inventive genius who caters in Warwick & Sons' establishment to the gratification of public taste in writing tablets has once more "scored a centre." His latest effort is very creditable, as he has combined utility and beauty in an extremely neat production. The covers are of fancy embossed board, bearing the name "Victorian Court" and a portrait of Her Majesty the Queen stamped in gold relief. The tablet is filled with an extra superior paper having the water mark "Victorian Court," and being a smooth surface is very pleasant to write on. The padding is the celebrated Johnson process, and the tablets are manufactured in small and large note and small and large letter sizes. There is also a tablet, specially designed for ladies' correspondence, which is filled with note paper. This is an elegant article, and will be appreciated by ladies. There are envelopes to match the whole line.

The American idea of writing tablets with lithographed covers has been represented solely by one line here in Canada, the Chester Series comprising Monastery, a vellum pad, Ivory White, a burnished white pad, Irish Linen, a linen pad, Queen City, a cream pad. The favorable reception which these pads received have induced the manufacturers, the Copp Clark Co. to issue entirely new covers, the same

names being retained, with very artistic designs. They are now ready, and in the hands of their travellers.

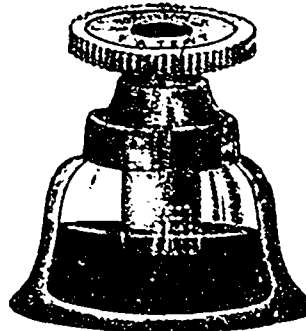
## STATIONERY CABINETS.

The accompanying cut illustrates a line of very handsome stationery cabinets, which are being placed on the market by Messrs. Brown Bros. These cabinets are shown in different sizes



and styles, in light oak, dark oak, and walnut. They are very useful articles, and every merchant and private man of business needs some such article as a receptacle for his stationery, so that whatever he needs may be kept handy and in order. This should be a paying specialty for dealers.

They also handle Darke's patent inkstands, a cut of one of which accompanies this article. This is said to be



one of the best patent non-evaporating inkstands in use. The ink can be easily and readily brought to the surface by depressing the earthenware centre-piece. By raising it the ink falls again, thus avoiding any exposure to the air.

## KEEP DOWN THE EXPENSE ACCOUNT.

The facilities for doing business are much better than they were a number of years ago, and for the same amount of capital a much larger business can be transacted. Rapid freight transportation has had much to do with this change, and in connection with this the use of the telegraph and telephone have greatly facilitated business operations. So much have these factors helped to increase the busi-

ness done that many merchants are apt to forget another side of the question, and a side which needs as sharp looking after as anything in the whole line of business transactions.

We refer to the expense of doing business, which upon examination will be found to have increased in a more rapid ratio than has the amount of business done. The problem of how to keep down the expense account is a most important one, and upon which

depends the success or failure of a business.

The use of the telegraph, the telephone and the typewriter, while helping business, has also greatly increased the expenses. While the proprietor or assistant used to do all the corresponding, he now has to have one or two typewriter operators to assist him, and again rapid transportation has caused merchants to buy much more frequently and in smaller quantities, thus necessitating a much larger amount of bookkeeping and correspondence. It is hardly necessary to follow up all the items which call for an increased outlay in the modern method of transacting business, but when the proprietor comes to look over the expense account for the month or the quarter the totals are such that he can forcibly realize that doing business in a modern way is a most expensive thing, and the best energies of a successful house are expended in the direction of keeping down expenses. Especially is this true where the business is divided up into departments, for here the managers may think that a little expense here and a little expense there will not amount to much, but when some half dozen departments are in a house and all these expenses are footed up it will be found that the total is something which sometimes becomes startling to the proprietor of a business.

With the increased expenses and with the decreasing profits owing to competition, it has become a necessity that the capital invested in a business should be turned over much more frequently than was the case fifteen or twenty years ago, unless this can be done the business is not apt to be profitable, and it has become true indeed that it is the nimble sixpence which lends to profits. But, however often the capital may be turned over during the course of the year, it is one of the essential things in arriving at success to keep down the expense account.—Ex.

**WANTED.**

Traveller, Stationery, thoroughly experienced, for Eastern Ontario and Quebec. Apply, Warwick & Sons, Toronto.

**10 CENT SHEET MUSIC.**

The largest stock in the Dominion of Canada, trade supplied and lists sent on application.

In dealing with us the trade are safe from legal troubles and infringement of copyrights. W. STREET, Montreal.

**WM. BARBER & BROS.**

Paper Makers.

GEORGETOWN, - ONTARIO

BOOK, NEWS AND COLORED PAPERS.

JOHN R. BARBER.

**B. F. Stevens's American Library and Literary Agency**

Was established in London in 1864 for the supply of European books, new and old, to Public Libraries and private collectors in the United States and Canada, in large or small quantities. The facilities and economies offered by this agency to book buyers include:—

Prompt execution of orders. All books are despatched by early mail or steamer.

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Commission of ten per cent. on trade or net prices.

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A Complete History of America, from Columbus down to the present day, in the form of twelve complete stories.

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Issued Bi-Monthly Each volume complete in itself.

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CANADIAN HOUSE

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R. J. BERKINSHAW, Manager.

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**SIX YEARS OF ADVENTURE IN CONGO-LAND**

By E. J. GLAYE,

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**A NEW SWAN BOOK.**

We have pleasure in notifying the Book Trade that we are adding to our Canadian Edition of Annie S. Swan's books, that popular writer's latest story under the taking title of

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A TALE OF MODERN GLASGOW,

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This book will in a few days be placed upon the Canadian market. Into the story Miss Swan has woven the subtle charm which captivates the reader of her books, and popularizes, even idolizes, their author. The mechanical work upon the book will be up to the standard of our well-known Copyright Edition.

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The great and growing demand for Miss Swan's books has induced the issue of a cheap paper edition at the popular price of

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Of convenient pocket size, and bound in attractive covers, these books will sell like the proverbial "hot cakes." Here are the numbers:

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| Robert Martin's Lesson.      | Wrongs Righted.   |
| Mistaken and Marion Forsyth. | The Secret Panel. |
| Twice Tried.                 | Hazel and Sons.   |

A Vexed Inheritance.

Thomas Dryburgh's Dream, and Miss Baxter's Bequest.

A Bachelor in Search of a Wife, and Roger Marcham's Ward.

Send us your order at once. We will send with the books neat posters for the window or bulletin board.

**CALENDARS FOR 1893.**

A sale already amounting to between twenty and thirty thousand attests the popularity of our line of Calendars for 1893. Do not delay ordering till our stock is exhausted. Here is the list:

THE FAITHFUL PROMISER. A twelve Sheet Calendar Size 10 by 8½ with very Choice Designs in Color. 60c.

OUR ONWARD WAY. Twelve Sheet Calendar, with choice coloured designs and Scripture Texts. Tied with Ribbon. 30c.

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MOTTO CALENDAR. Twelve Sheet with choice colored designs. Tied with ribbon, with Scripture Texts. 20c.

ALL THE YEAR THROUGH. Six Sheet Calendar with colored designs, and Two Months on each sheet, with Scripture Texts. 15c.

All the above may be had also with selections from the Poets. Samples forwarded on application. Liberal Discount to the Trade.

**WILLIAM BRIGGS, Publisher,**

**TORONTO.**



During the month of September fancy goods to the value of \$162,569 were entered for consumption, the duty amounting to nearly \$50,000.

The Copp Clark Co. have some very handsome lines in albums, dressing-cases and fancy inkstands, which they are clearing at present. These are fresh imported goods, not job lines.

Mr. E. Nerlich, of Nerlich & Co., is at present in New York, picking up the latest fancy goods novelties for the Xmas trade.

Warwick & Sons are now busy delivering their import orders for albums and Xmas cards. Their trade is all import, but their range of samples this year was a magnificent one.

The month of October completes the shipments of fall orders, as well as of spring import orders. The goods are now in the hands of the dealers, and repeats of fast selling lines are coming in. Nearly all dealers are stocked, but those in small places have not yet placed their orders in many cases, as they want the goods to be fresh for the last two weeks. The goods may be fresh, but they will be tagments and endments. Travellers are all out seeking sorting orders.

Many dealers in fancy goods overlook the fact that the largest stock of fancy silks is carried by John Macdonald & Co. In pompons, floccelles, rope and other silks their stock is unsurpassed. But besides this class of goods they are carrying strong lines of general fancy goods, some of which merit mention. In papermache goods, they carry a great variety of all kinds of ornamental ware. Their bamboo furniture is finding good demand in such articles as screens, music racks, book stands, etc. A very pretty line of handkerchiefs and glove satchels are shown. The peculiarity is the addition of a well-formed *pansy*, tacked on to the surface of the satchel, making a rich and striking ornament. Other lines of new goods opened up recently are portmanteaus, opera-glasses, magnifying glasses, fan-shaped photo holders with metal stands, perfume and perfumery sprayers, soaps and florida water.

Darner sets are a taking novelty. A glove darner set consists of a wooden darner for inserting into the finger of the glove, a shape of wax, an emery bag for cleaning the needle, and a button bag. These are all fastened together in a neat way by ribbons. A similar set is used for darning stockings. These are sold by the Boyd, Bowler & Brumell Co. They show also a very pretty brush and comb holder which is made of a square of tinted cloth worked in silk, fastened on covered pasteboard this being caught up at two diagonally opposite corners, thus forming an oval receptacle. It is then finished with a trim of silk and lace and tied with a bow-knot of ribbons. They are also exporting novelties in hand-painted toilet stuff, and these goods will be in stock in a few days.

One of the newest lines in fancy goods is a very pretty enamelled ware. It is made from wood or cane, but en-

amelled so as to imitate the various colors of celluloid. The inventor or manufacturer of these goods has made a happy hit; and when these goods are decorated in various ways they make the noblest kuleknacks that have been shown for some time. Towel holders are made of rings of this material and satin or silk ribbons; previously brass rings were used, but were much more expensive. Sponge racks are very nobby; but when these racks are lined with some delicately colored gauzy material and ornamented with little bows of ribbons, they make neat catch-alls to hang on the wall of a room for receptacles for spoons, button hooks or any little articles that are likely to be lost if not kept in a certain place. Very pretty rattles are made from rings of this material decorated with ribbons and enwebbed in the centre with silk cord; little brass bells are fastened at various distances on the cords.

### FANCY GOODS DEFINED.

A writer in a recent issue of the *American Stationer* writes as follows:

Webster defines fancy goods as those articles which are distinguished from simple or plain, and no one will be inclined to seriously quarrel with this definition. The constant increase in the variety of the stock of the fancy goods dealer, however, is giving a wider significance to the term than it formerly had. The fancy goods house of to-day is a great bazaar, a sort of curiosity shop, a novelty in itself, and is becoming a more important factor every year. It not only handles goods which are distinguished from "simple or plain," but also includes the many which are accounted necessities. The fancy goods line now has in it a large percentage of the useful, and where both can be combined the value will generally be enhanced and the sale greater. The eye admires that which is beautiful, and sentiment will continue to spend its millions every year in purchasing what must please it; but there is, nevertheless, the practical ever asserting itself and demanding that manufacturers shall not only gratify the taste but shall give to their goods that solidity of finish which shall render them of real service to the purchasers. Perhaps it is this desire for the combination of the useful and fanciful which has caused so many dealers in recent years to largely increase their stock. Fortunately or unfortunately, a fancy goods dealer finds that in order to compete with his rivals he must keep a collection of articles which he otherwise would have left untouched. Tinkles and coal scuttles, penholders and fire irons, work baskets and medicine cases, masks and bibles, clocks and jockey costumes are only a few of the strangely different things which a modern house is now carrying. The dividing line between a fancy article and a novelty becomes every day more difficult to define. Southey says that the latter is the great parent of pleasure, but terms are becoming so mixed that it is difficult to keep track of the parentage. We do not expect that the fancy goods industry will, for some time at least, include washtubs or steam engines; but even this is not beyond the limit of possibility.

### MAGAZINES.

Good Housekeeping for November has a dainty bill of fare. Dealers should examine its special features.

Outing is suitable for such customers as love sporting proclivities. It will not sell unseen.

The Review of Reviews is said to be written for busy men. Sad is it to see the dealer too busy to push it. The November number is as pithy as ever.

Do Canadians revere the name of Parkman? There is a sketch, with frontispiece, of him in the November Century.

The November Arena is not written for wishwashy thinkers. It is stern, scholarly and educational. It closes its sixth volume propitiously, and its many admirers wish it continued success on the highway of thought in which it leads.

The November Art Interchange has a three-colored supplement, showing a cleverly painted head of a mulatto child.

More Than Kin is the name of a complete novel by Marlon Harland in the November Lippincott's.

### THE EXCITABLE MAN.

Behind the counter, in the business office, in an argument, or on the battlefield, the excitable man is a veritable nuisance. He is the fellow who goes off half-cocked, and when he opens his mouth always puts his foot in it, writes George K. Scott. Wise people are very careful that they don't get associated with him in any kind of business. If he is a foreman anywhere he harasses every one under him and does little good for those above him. He doesn't know how to handle horses or men, for he makes them both bulky and doesn't get out of them half that is in them. The excitable man is a failure, for he jumps at conclusions and becomes enthusiastic over trifles. Those are to be pitied who serve under him, and the excitable who serves is also a nuisance to the boss. The excitable man is always using his gab, such as it is. He forgets what is often written, that the man who speaks too little is very rare. The wise man's words are as gold, few and well ordered. Every reader can bear testimony to what we say. He can count several in his own circle who are faulty in this matter, perhaps himself. The cure for this weakness is honest thought. "Think twice before you speak once" has been commended and disobeyed in all the generations. All stuttering comes from wanting to say too much and saying it too quickly. The gun that goes off half-cocked we throw away. It is dangerous. The same disposition should be made of the excitable man. Send him to the rear. Many a merchant has lost a good customer and much money by the excitable wagging of his tongue. Speaking unadvisedly with the lips is a common error, as is destructive to our peace and prosperity as it is common. The cool, calm fellow doesn't tell all he thinks of persons and things. It would never do; the fat would always be in the fire. You have made hasty and ugly remarks about somebody. You have done more than that. You have made them your enemy forever. Swell your income by good words, for it is not a bad way. Magnify the good and let the evil pass.—Shoe and Leather Gazette.

# JUST RECEIVED!

A LARGE LINE OF

## Mechanical Figures

VERY AMUSING,

Specially suitable for WINDOW ATTRACTIONS.

“Plantation Party”

VERY SHOWY.

“Scidmore Guard”

AT LOW PRICES.

**NERLICH & CO., TORONTO,**  
35 FRONT ST. WEST.

OUR TRAVELLERS ARE OUT AND CARRY SAMPLES OF THEM.



**SPECIAL**

To the Book Trade

NOW READY

Tennyson's Latest  
and Best Work.

The Death of Aenone

Akbar's Dream

And Other Poems

One 16 mo. Vol. Cloth, \$1.25.

Discount to Trade.

The Williamson Book Co.,

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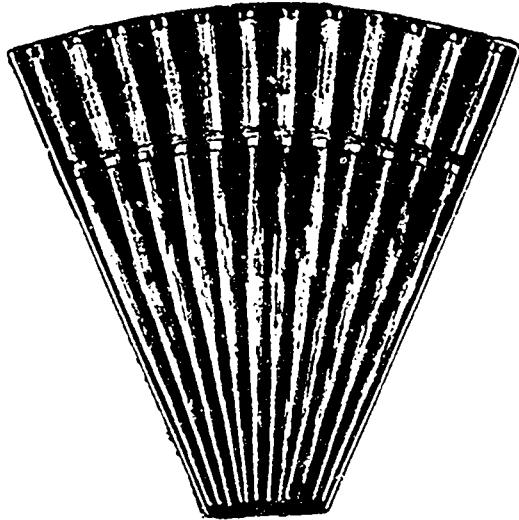
PUBLISHERS,

**TORONTO**



### A NEW AND ATTRACTIVE PENHOLDER.

A VERY pretty penholder, which will doubtless prove to be a trade catcher, has been gotten out by the American Lead Penell Co., of 50 Howard street, New York. It is a swell shape penholder, in natural, or rather olive wood



color, with fine gold plated tip. This holder has the glass finish which makes it very attractive in appearance and is said to feel better to the touch than the ordinary finishes on wood holders. They are put up in fan-shaped boxes mounted on fourth grade, and showing the dozen in a layer, of smooth finish, it will arrest the attention of buyers.

### HOLIDAY WINDOWS.

This is the time of year when the fancy goods dealer starts in to harvest the crop which he has not sown—unless he has advertised. But he is going in for a quick crop, and he sows the seed in window displays, and expects prompt returns. He will get it even if the other drill the advertising is left in the barn. The crop will only be half the size, but that is to be expected.

The leading point must be born in mind. You cannot make your windows too showy. This is true because the coloring of nature has gone. Like the bobolink, she has cast off her many hued garment with all its brilliancy, and now has donned her sombre garments of white and grey. Then man kind looks to other sources for brilliancy, and find it they must whether it is in the gay ball-room, the brilliant theatre, the pleasant home fire-side, or the trader's window. Coloring in all its richness will please, by contrast with nature's dullness.

If you are going to make a series of displays during the next two months, make a short survey of your store and jot down your leading and most attractive lines, not forgetting the lines that you have a dangerously large stock of. Write the latter lines down twice. Then you have your list of window displays for the season, subject to one or two alterations later on, when you get something new.

When having decided what goods should be shown, all that remains to

be done is to show them. If you have marked dolls as one line, fill your window with dolls, big and little, black and white, dressed and undressed. In the centre should be your largest, with a pretty bouquet of flowers, or in some other charming attitude. If you handle dolls' carriages, put one in and exhibit dolls in it. Do the same with dolls' cradles, beds, houses, etc. Arrange a doll tea party, showing your

finest range of children's dishes. In fact a hundred different ways exist for showing dolls, if the dealer will take time to think of them. Dolls on swings, dolls at home, dolls on the street, dolls at work, dolls awake, dolls asleep, mother dolls, baby dolls, comic dolls, and various other kinds, ought to be represented. If you care to show plush goods, show plush goods. Do not do it in a mean, stingy way. Be generous, for it is the season of generosity. Don't do things in a half-hearted way, or your customers will be the half-hearted people. So with other lines. Fill your window full with a certain line and make huge displays. But do not get too general in your window dressing. Do not advertise your stock; advertise some particular line, by showing every possible variety of it that you possess. This is the advice; the application is more important, and it is the test of the ability of the dealer and his clerks.

### MECHANIC'S INSTITUTES.

Once a year the libraries of these Institutes are replenished by the addition of new books. The live merchant knows this, and he is always ready at the proper time to secure the order by offering advantageous terms. He cannot do this from stock in most cases, but he talks the matter over with his wholesaler, and gets the benefit of his superior wisdom on the matter, and having gathered all the knowledge he can concerning the best methods of procuring books for these libraries, and what discount he may safely offer and still leave himself a paying margin, he begins a campaign for the contract. A campaign it is, because the ways of placing discounts before the Board vary very much, and the dealer will find himself out of the race, unless he thoroughly masters all the methods of offering discount.

An enemy to the retailer has sprung up under the name of the Home Know-

ledge Association, which is at the present time trying to secure the Mechanics' Institute trade, and consequently dealers must watch for and meet its competition. Its offers are very vague, as will be seen from the following extract from a circular issued in August:

"We beg to inform you that we now have increased facilities for promptly supplying books to Mechanics' Institutes and public libraries, and notwithstanding the complaints made that we cut prices, we shall continue to supply first-class modern literature at our former reduced rates, viz., from 33 1-3 per cent. to 45 per cent. off English publications, and from 20 per cent. to 50 per cent. off United States publications. Will you kindly hand this circular to your library committee, and ask them to compare our prices with the usual trade prices? Although we take off only 20 per cent. from new books published in the United States, this is 12 per cent. cheaper than the Canadian wholesale trade prices. The trade always add 20 per cent. to the retail price of American publications before taking off the discount, which varies from 10 per cent. to 25 per cent. Supposing you are allowed 25 per cent. the net price of a dollar book will be 50 cents, while our price is only 80 cents, because we take 20 per cent. off publishers' prices."

Of course, it is not necessary to fight this enemy until he appears in the arena, but it is well that the retailer should know his terms and arguments, because to be forewarned is to be fore-armed. The dealer who has to supply a library of any kind will do well to place his order in the hands of some wholesale dealer, because these men have special means of collecting and invoicing these books, of which the ordinary dealer knows nothing.

### OUT OF SIGHT.

He was cantankerous that morning and was taking it out on his pretty typewriter.

"Everything is confusion on this desk," he said, testily.

"It always is," she responded, meekly. "You insist that you don't want anything disturbed there."

"Well, I don't want my papers disturbed, but I don't want this sheet of postage stamps left here."

"Where shall I put them?" she inquired demurely, as she took them up.

"Don't ask so many questions," he snapped. "Put them anywhere out of my sight."

"Very well, sir," she cooed as softly as a dove, and giving them a swipe fore and aft with her pretty red tongue, she stuck them on his bald head, and walked out to chase a new job.

### SIGNS OF WINTER.

Among the signs that herald in a new year is the appearance of our old friend, The Canadian Almanac, now in its forty-sixth year. We understand the 1893 number is to be considerably enlarged by some very valuable information not hitherto given. Among other interesting articles is one on how to make your own will, by attending to which the mistakes made by many men, and even lawyers sometimes, may be avoided. A fine map of Montreal will be given together with a graphic description of the city.



**Brokers and Commission Merchants**

With a good connection in the wholesale book stationery and fancy goods trade, who are open to represent another foreign firm send address and references, stating what firms they now represent to Editor—BOOKS AND NOTIONS.

**THE GOODRICH HARD RUBBER CO., AKRON, OHIO.**  
Manufacturers of  
**Hard Rubber Stationers' Sundries.**

PEN HOLDERS, Finely Finished.  
RULERS, Flat, Round and Flexible.  
INK STANDS, Round and Oval.  
VEST POCKET INK STANDS.  
MATCH BOXES, in Unique Designs, etc., etc.  
Send for Illustrated Catalogue and Discount Sheet.



Factories and Salesrooms, Toronto, Canada.  
E. G. GOODERHAM, Manager. JNO. C. COPP, Sec.-Treas.

**MENU AND GUEST CARDS**  
HIGH CLASS

Illustrated Catalogue free by Mail. Goods through all Shipping Houses.



Perfect Models of beautiful Flowers, etc., and Charming Decorations for the Dinner Table.

**J. TAYLER FOOT,**  
18 Poland St., London, England.

**THE B. F. GOODRICH CO.,**  
Akron Rubber Works,  
AKRON, OHIO.

Manufacturers of  
**Soft Rubber Stationers' Sundries.**  
Sterling Shell Erasers, Fluted Erasive Rubbers, Crown Erasive Rubbers, Pointed Erasive Rubbers, Akron Improved Ink Erasers, Type Writer Erasers, Etc., Etc.  
Sting Rubbers, Copy Press Sheets, Key Foot Balls, Bladders for Foot Balls, Lawn Tennis Racket Handle Covers, Elastic Bands, all sizes and of Pure Rubber.

Send for Illustrated Catalogue and Discount Sheet.

**B. MARCUSE, MONTREAL**

**MARCUSE**  
388 ST. Paul ST.

**JAPANESE GOODS.**

FINE PORCELAINS, SILK, CURIOS, FANS, LANTERNS, SCREENS, LACQUERED WARE, ETC.

**DIRECT IMPORTATIONS.**

Sample Orders Solicited.

**Stationers and Booksellers.**

Whilst other trades are constantly intruding on your legitimate lines you must be watchful of your own interests. In every town there should, and certainly will be an active demand for artists and decorative materials. This is a legitimate branch of your trade Oil and Water Colors, Drawing Papers, Brushes, Celluloid, Ragged Edge Cards, Drawing Books, Studles, Enamel Paint, etc. There is no excuse for missing this trade as prompt payers can buy at unheard of prices from

**THE ART METROPOLE,**

131 Yonge Street, Toronto, and 3, 5 & 7, Toronto Arcade.

Make a note of it and get prices.

**J. S. RUSSELL,**  
IMPORTER OF

**FINE FANCY GOODS**

Gold and Silver Lace, Fringe, Stars and Tassels

Pocket Cutlery, Spectacles, Stereoscopes, Briar Pipes, Cigar Tubes and Pipe Mounts, Purses, Bill Books, Native Indian Goods, Perfumery, Combs, Whisks, Banner Rods, Fancy Brass Goods, Society Buttons.

**WALKING STICKS,** in endless variety.  
**NORTH-WEST INDIAN CURIOS.**  
Like Superior Amethysts and Agates.

114 BAY STREET. - TORONTO

**A COMPLETE NEW LINE OF EVERYTHING.**

AN IMMENSE COLLECTION OF

**ORIGINAL AND ATTRACTIVE GOODS.**

Samples ready now for inspection at 35 Front St. West.

See our new Glass Baskets, Fancy Cups, Saucers, Dolls, Toys, etc.

TELEPHONE No. 2207.

**NERLICH & CO., TORONTO.**

**ALEX. PIRIE & SONS, Ltd., ABERDEEN, SCOTLAND,**

—MANUFACTURERS OF—

Papers, Envelopes, Cards, Gummed and Enamel Box Papers.



**FINE PAPERS A SPECIALTY:**



To be had of all Wholesale Stationers. Ask for these goods.

### AMONG THE WHOLESALERS.

THE book trade has been very good during October. Of course the volume of school books, exercise and scribbling books was not nearly so large as in the previous month, but for October it was satisfactory.

Stationery is quiet, except in fancy lines and in papetricks. There has been a small trade doing regularly, but no large proportions have been attained.

Fancy goods and notions have been more active than other lines, and no time is more suitable than the present for stocking up with leaders. This is due to the fact that nearly all import goods are shipped, and some of this stock remains on hand, with dealers who carry them only for import. Men have died or failed, and their orders are cancelled. The consequence is that these orders can be bought at reasonable and low prices, and the live dealer who is always looking for snags scores another point just at the proper period of the season's trade.

#### NOTES.

Nerlich & Co. are doing a good trade in music boxes. Some new novelties in these are introduced. They run in price from \$37 to \$75.

The Rosebud Annual for 1893, for which the Copp Clark Co. are sole agents for Canada, has sold well and the stock is depleted. They expect a strong demand for this book next year.

H. A. Nelson & Sons are doing a good all-round trade at present, fancy goods receiving somewhat strong attention.

The Barber & Ellis Co. have made a great run on gold pens this season. They have been selling an assortment for \$18, consisting of twelve different pens, with ebony, pearl and other handles. In fountain pens they are doing a good trade in Blair's and Holland's leading lines. Their fancy inkstands have also had good attention from buyers.

The Copp Clark Co. are showing a patent muellege bottle of a nice shape and size and fitted with wiping blades, which remove the excess of muellege from the brush as it is being drawn out for use. This bottle is called the Scientific. Among their large range of non-evaporating inkwells is Darke's Patent. In this bottle a very small quantity of ink is exposed to the air, and it consequently is always clean and fluid. When not in use the stopper may be slightly raised and the ink sinks out of sight. It is an excellent ink bottle. Their other patent ink wells are worthy of attention.

Nerlich & Co. are already making a strong bid for next season's rubber ball trade. They have secured the Phoenix Brand and are quoting close prices. Their range in this manufacture is increased this year by the addition of solid balls.

The artists' colors and materials of Reeves & Sons, London, Eng., are handled in this city by W. H. Jagger, 24 Front street west. The latest addition to this line of goods is Young's Fine Art Studies, which Reeves & Sons are now handling by special arrangement with Madame E. Vouga, of Geneva, Switzerland.

Messrs. Nerlich & Co. have secured a neat and attractive line of mechanical figures for store windows. Some run an hour, some twenty minutes.

These will prove interesting features for the holiday window dressing.

The Methodist Book Room has recently issued an edition of the Psalter and Hymnal in large type, thin paper, cloth binding, gilt stamp and red edges. It promises to be popular because of its cheapness and because of its large clear type and the use of figures instead of Roman numerals in numbering. The book is compact and neat in all particulars.

The Canada Paper Co. have issued samples of a new heavy blotting paper which they are now offering to the trade. It is called the Bank Blotting, and the absorbing qualities of the paper are excellent. They report a fair trade in all lines of papers, cardboards, etc.

Among the many beautiful designs which are invented to embellish the backs of playing cards there are some which are singularly attractive for elegance and artistic skill. These features are characteristic of the Texan cards which have just been imported by Warwick & Sons. There are two designs of this series called "The Lone Star," one of which shows a five-pointed star with radiating lines, and has an extremely pleasing appearance, the other is a diffusion of lance-shaped leaves, surrounding a coin, in the centre of which is the "lone star." The patterns are very neat and the enamelled paper is of a high-class grade.

### ANNOUNCEMENTS.

The Williamson Book Company make the following announcements for the immediate future:—By special arrangement the new volume of Lord Tennyson's "Akbar and Other Poems," containing his latest, and, as will be found, some of his finest work, will be issued in Toronto simultaneously with its publication in London and New York.

The same house will offer to the Canadian public a native work of exceptional brilliancy and versatility. The story is entitled "The Two Knap-sacks," and begins in Toronto with the starting out on a pedestrian tour of two bright youths, one a Toronto lawyer and the other a school teacher, from one of our leading institutions. What befell them on their journeyings, their conversations and adventures make up a tale of remarkable interest. When we say that their way led them into the wilds of Simcoe, over the blue mountains of Collingwood, that they had encounters with whisky distillers and other outlaws, moonlight frays against the swamp angels, leading to the death of a noted detective and the capture of a notorious offender, it can be seen that there is good ground for an interesting book. The author, Cawdor Bell, has made the most of his subject.

At the request of many of the admirers of his literary gifts, Mr. Goldwin Smith has at last consented to the issue of an enlarged and illustrated edition of his "Translations from the Latin Poets," published some time ago under the name of "Bay Leaves," for private circulation only. One need only say that the privately issued copies have given delight to many friends.

The wider range of cultured readers now to be reached may look forward to a literary treat.

The same house have also the pleasure of introducing a native poet, whose work will be worthy compare with the native birds already before our poetasters. Mr. J. Allister Currie's little volume, "A Quartette of Lovers," will be shortly ready. Mr. Currie, being a well-known member of the fourth of late, we commend his first attempt to his fellow workers and all others interested in the growth of literary taste in the Dominion.

### THE GREAT STAR ALMANAC.

Before this issue of BOOKS AND NOTIONS reaches our readers the great Star Almanac and Year Book will be launched, and the great bulk of them, no doubt, disposed of. Although the first edition is fifty thousand copies, they are all bespoken before the first number reaches the public. We hear the Star Almanac and Year Book is the greatest thing of the kind ever issued. They say it appeals to purchasers in a thousand ways, and is really a thing of wonderful merit. Although it is 400 pages, with six colored maps, we hear the Star Almanac is to be sold at the small sum of 25 cents.

Great writers are sometimes the victims of mishaps in the matter of losing valuable manuscripts. Tennyson was not without his experience of this kind. In his youth, while returning home from a market town, he lost from his overcoat pocket the manuscript of his and his brother's first volume, "Poems, Chiefly Lyrical." The poet rewrote the volume from memory.

Before the Hamilton association recently Mr. Sanford Evans, nephew of Senator Sanford, read an interesting paper on the "Possibilities of Fiction." The writer has evidently devoted a great deal of thought and care to his subject, and was able to present to the large audience a well-arranged, logical and interesting treatise on the subject. He thought the novel of the present was not a mere toy, something with which to pass an idle moment, but had rather become one of the most important text books in the study of human life and human nature. Those who read for excitement only select sensational novels. Good novels extend human sympathies and conduce to a fuller knowledge of life in all classes of humanity. They are also excellent guides to the study of self. The greatest novel is that which portrays human life, not only as it exhibits itself in action, but as the actors are conscious of it. Besides words and actions, a novel should have a faithful portrayal of the inner life of its characters. Realism is not for the most part real life, but idealism turned upside down, the ideal being the extremity of ugliness in crime and immorality. Taste in novel reading must be developed. Young people should steer clear of novels that contain false ideas and make readers unfit for the practical business of life. In conclusion he recommended the works of George Elliot to the audience as containing plenty of material for earnest, careful study.

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with which to while away an idle hour. Go Bang and Reversal are games not so well known as they should be this side of the Atlantic. In England these two are universal favorites. A book published by George Bell & Sons, of London, devoted solely to these two games, deals with openings, tactics, rules and general play. What appears to be a very simple game, is here shown to contain moves and variations that only thought and practice will disclose. Enkosis, or the parlor game of lacrosse is a new game now just ready, and contains all the points desirable for a fast selling and popular



game. There is another class of games sold which must not be overlooked namely, children's games. These are dependent greatly upon the attractive form in which they are gotten up, as well as the fact that though simple they are playable and contain all the material necessary for a successful finish. Lotto, Snap, Old Maid, Obstacle Race, are all old favorites. To these might be added Boy to Banker and Canadian Events. The last named game is peculiarly Canadian, and a cut representing the box cover is



shown. The game itself deals with Canadian history and embraces eleven decades. It is a game which should recommend itself to every parent, as

dollars worth of fountain pens are consumed every year in this growing country, and thousands of dollars are spent in securing new gold nibs, and



being both amusing and instructive for the children. Cuts of most of the boxes of these games are here shown by the kindness of the Copp Clark Co.

## FOUNTAIN PENS.

This is a line of manufactures which is not made in Canada. The supply of fountain pens consumed on this market come mostly from the United States, the English pens not being equal

yet nobody makes rubber pens, and nobody makes gold nibs. If there was a Canadian factory, the great length of time required to have a fountain pen repaired would be so much lessened that the demand for fountain pens would increase a hundred fold. At present the sale is confined to the goods of one or two leading manufacturers on account of this difficulty, as the cost of the Customs inspection, regis-



to the American goods. The leading lines sold are the Paul E. Wirt, of Bloomsburg, Pa., and Caw's Dash-away, of New York. Other lines which are sold, but which occupy only second rank in point of consumption, are The Rival, The Crown, The Waterton and The Blair.

The retail prices range from \$2.25 up to \$10, but the favorite and most usual prices are from \$2.75 to \$4.50. The lowest retail price for a Wirt is \$2.75.

The gold nibs generally last from one to three years, according to usage. These pens have then to be sent to the factory to have a new nib inserted. This is the vexatious part—to the owner of the pen. He has to wait two or three weeks for the pen, and he feels like kicking the dealer out of town, dynamiting the Customs officials and starting a small world of his own. Nineteen out of twenty pens sent to the factories to be repaired require the gold nib, a new one costing \$1 to \$1.25.

There should be a fountain pen factory in Canada. Twenty-five per cent. duty on foreign pens should give a stimulus to a manufacturer, but as yet it has not done so. Thousands of

tration, duty, etc., is small for a large number, but great for a few. This second-hand way of doing business is too slow for the citizens of this country, and the demand for domestic pens is simply awaiting the lucky manufacturer who first touches the market with a supply.



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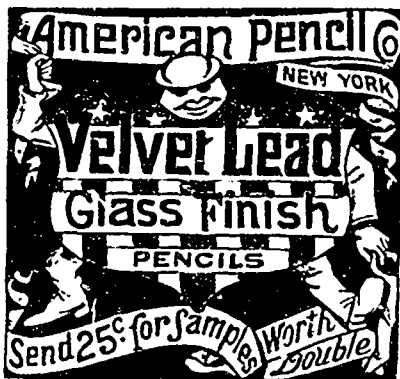
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