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BOOKSELLER & STATIONER

JULY OF CANADA

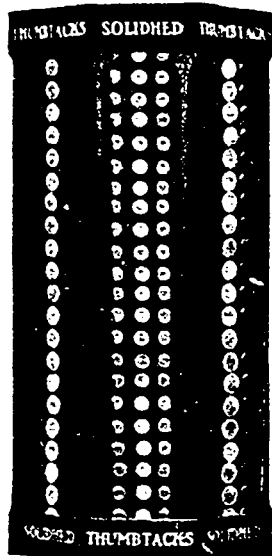
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The New Idea Trade Newspaper that Shows Retailers How to Sell Goods. Covers the Entire Canadian Field and has a Growing Circulation Abroad.

MONTREAL

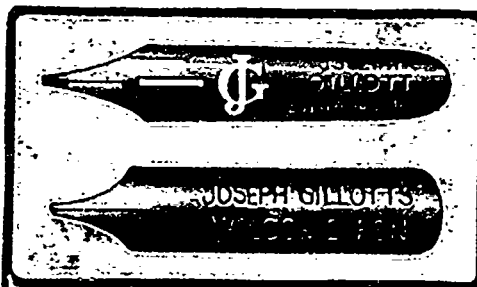
TORONTO

WINNIPEG



It's the Solidhed Display
that sells tacks

Ask your jobber or
Hawkes-Jackson Co., Makers
82 Duane Street, N. Y.



TWO
ONLY
of the
Many
Varieties
of

Joseph Gillott's Pens

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

For all particulars, samples for distribution, show cards, etc. apply JOSEPH GILLOTT & SONS, 17, Gracechurch Street, London, E.C.

YOU ARE INTERESTED IN SOMETHING.

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

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

Terms—100 Clippings.	\$ 5.00
250	12.00
500	22.00
1,000	40.00

Send for our booklet, which fully explains the scope of the clipping industry.

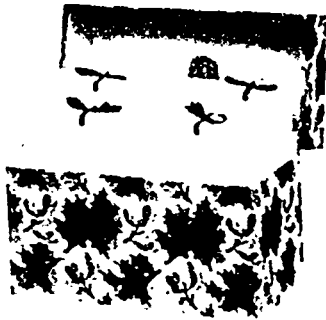
We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL

10 Front St. East,
TORONTO.

FINE STATIONERY

Our travellers are now showing a complete new assortment of artistic fancy boxes containing our well-known brands of fine papers including Wexford Weave and Lorraine.



The series consists of some fifty different numbers, and includes new shapes and sizes never before shown.

COURT IMPERIAL

If you have not seen our "Court Imperial" series of Note Papers and Papeteries write us for samples.



This paper is made with the new plaid effect which is so much in demand by users of exclusive stationery.

Regent and Boudoir sizes in Note Paper, Envelopes and Papeteries now ready for delivery.

Warwick Bros. & Rutter, Limited

Makers of
HIGH-CLASS STATIONERY.

TORONTO

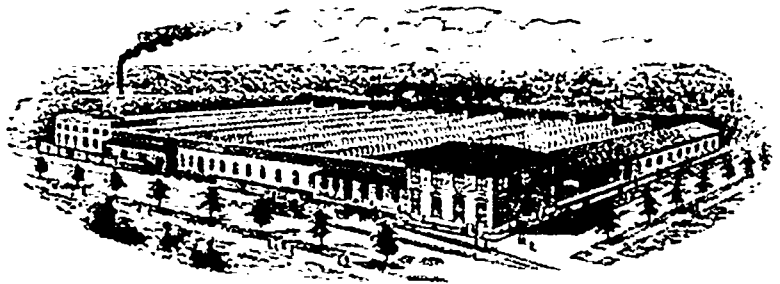
**ALL THE
LEADING WHOLESALE
Stationery and Fancy Goods Houses
SELL
GOODALL'S
PLAYING CARDS**

~~~~~  
**A. O. HURST - 24 Scott St. - TORONTO**

TELEPHONE 643 FORT HILL

**FIDELITY CARBON PAPER COMPANY**

*101 Tremont Street, Boston, Mass. Factory at New York*



REGISTERED IN U. S. PATENT OFFICE.

*Quality and Price the Inducement. The Kind That Won't Rub Off.*

**NON-SMUT CARBON SAVES TIME AND LABOR**

There are many advantages to be gained in using our Non-Smut Carbon. It absolutely will not soil the hands, which grease Carbon does. It thereby acts as a time-saver, eliminating the continual washing of hands. Wears longer—does better work and is considerably cheaper, as the price clearly demonstrates.

BEING A TIME-SAVER ALONE, NOTWITHSTANDING THE EXTREME REDUCTION IN COST, SHOULD COMMEND YOUR IMMEDIATE INVESTIGATION OF THIS.

All sizes to cut. **BILLING CARBON, PENCIL CARBON, PEN CARBON.** Send for samples and prices,

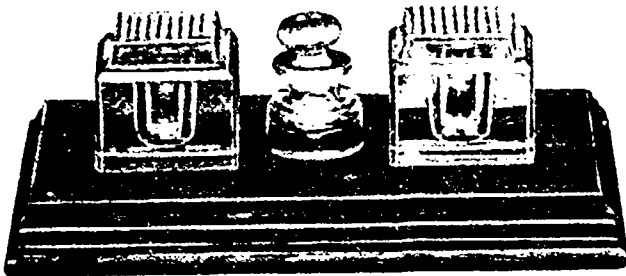
**Non-Smut Carbon**

Every sheet absolutely guaranteed to do the work as advertised, or money refunded.

COLORS—Blue, Black, Purple, Red and Green. SIZES— $8\frac{1}{2} \times 13$ ,  $8 \times 13$  and  $8\frac{1}{2} \times 11$ . CARBON PRICE—\$1.00 (box) per 100 Sheets. Prices F.O.B. Boston. We make special quotations in larger quantities and odd sizes. 24 varieties. Write for additional samples. RIBBONS—All colors for all machines, at \$5.00 dozen; 65c. each. Multigraph Ribbons, \$15 per dozen. Ribbons to match Multigraph, \$5.00 per dozen, for all machines.

# OFFICE STATIONERY

Complete New Stock. Every Requirement.



## Ink Stands

Full line, our own make.

## Cash Boxes

Best English make. From 8 to 14 inches.

## Better Balances

Very fine line for all weights.

## Waste and Document Baskets

Wicker and Wire New goods.

## Stationery Cases

## Date Racks

Oak New goods. Own make.

## Copying Presses

Cap, Letter and Railroad sizes.

## Steel Pens

Esterbrook's and all popular makes.

## Account Books

## Memorandum Books

## Loose Leaf Price Books

Our specialty. Exceptionally fine line.

# BROWN BROS. LIMITED

Wholesale and Manufacturing Stationers  
51-53 Wellington St. West, TORONTO

## EDWARD H. MILLER

Booksellers' and Stationers' Agent

Having a thorough knowledge of the English market, and having had many years' experience in the Colonies, I am in a position to execute orders for Canadian firms in an intelligent manner. Terms on application.

142 Long Acre, - LONDON, W.C.

## A. Molling & Co., Hanover

(350 workers employed)

(GERMANY)

17 Stone- and 8 Book-printing-machines

## ■ Fine Art Printers ■

of Children-Toy- and Painting-Books  
Xmas-New-Years- and Valentine-Cards  
Illustrated Postcards, Calendars and Studies

● Chromos, Fancy-Papers, Menus ●  
Show-Cards Advertising-Cards ●  
CATALOGUES of any description and for every branch  
Large Embossing-Book-binding- and Box-making-Department

First-class work ↔ Promptly delivery.



## Try the Easy Payment Plan

The instalment system works successfully in the talking machine business.

In fact, some Booksellers make more money this way than by cash sales.

You see, when a customer buys a "Berliner" or "Victor" from you on condition that he can pay for it monthly, you have a great chance to sell him records every time he calls.

You cannot tell what other business you may also get, for the "Berliner" and the "Victor" are regular trade magnets.

BOOM YOUR BOOK SALES. ENERGIZE YOUR STATIONERY TURNOVER.  
OUR MACHINES WILL DO THE BOOMING AND THE ENERGIZING.

### DISTRIBUTORS FOR CANADA.

|                                 |                   |
|---------------------------------|-------------------|
| J. & A. McMillan.               | St. John, N.B.    |
| Clark Bros. Co.                 | Winnipeg, Man.    |
| Dyke, Evans & Callaghan.        | Vancouver, B.C.   |
| R. S. Williams & Sons, Limited. | Toronto, Ont.     |
| Nordheimer Piano and Music Co.  | Toronto, Ont.     |
| Royal Stores, Limited.          | St. John's, Nfld. |
| Cordingly Bros.                 | Brockville, Ont.  |

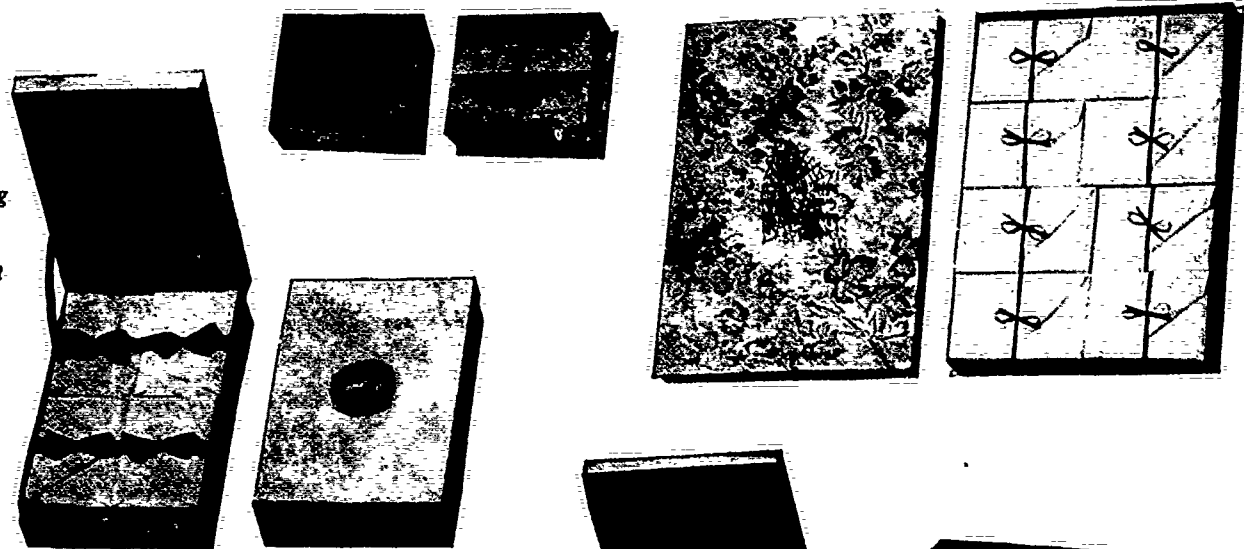
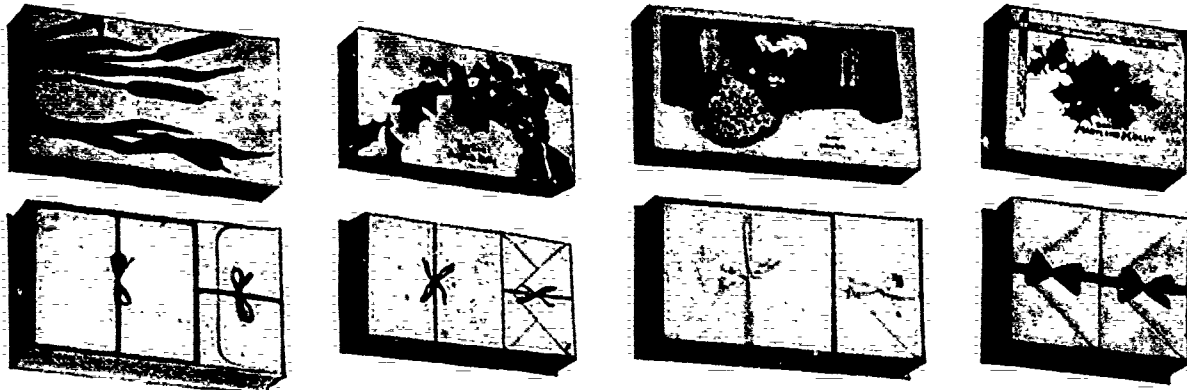
Write your nearest distributor.

**THE BERLINER GRAM-O-PHONE CO.**  
OF CANADA, LIMITED MONTREAL

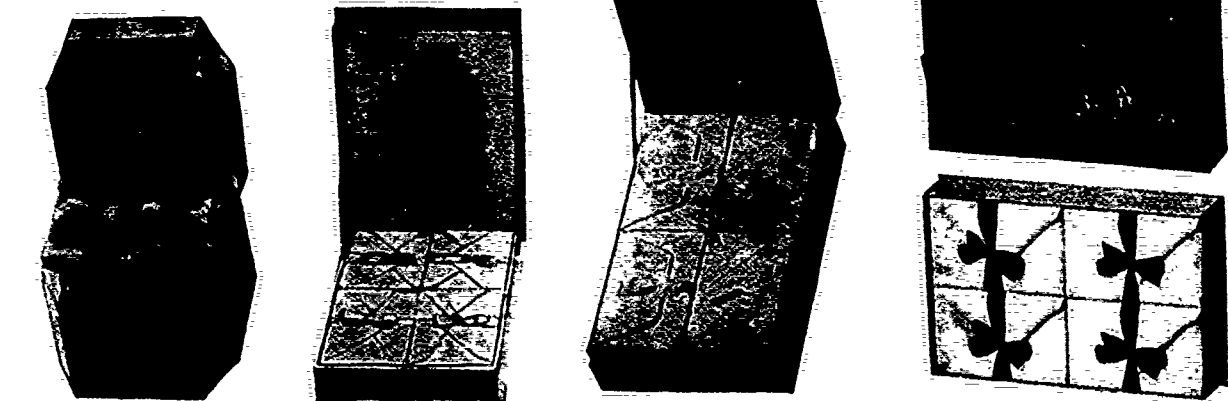


# BERLIN'S HOLIDAY BOXES, 1907

"Every box a work of art, sure to appeal to the high-class stationery and jewelry trade." — American Stationer.



Illustrating  
Berlin's  
Holiday  
Assortment  
"E."



**Berlin's Holiday Assortment "E." Costs dealer \$25.17; retails \$50.34**

It's only one of the splendid trade-building assortments of Berlin & Jones. Write for detailed list—or order up the assortment itself by next mail. It's a safe investment.

**BERLIN & JONES ENVELOPE COMPANY, NEW YORK, N.Y., U.S.A.**

"3" N.Y. Salesrooms: "Factory," 547, 363 W. 27th St.; "Broadway," 621 Broadway  
"Downtown," 136 William St.

28 beautiful boxes, filled with high-grade white stock, linen finishes, assorted sizes, liberal supply of advertising matter free with each assortment.

The June Issue of

*The Pen Prophet*

Is as interesting as it is instructive

**DID YOU READ**

**On the Inside Front Cover**

the key to sizes? a valuable reference, as it is a catalog in miniature of most of our standard cone cap styles.

**Page Six**

is devoted to Ideal-caps and their sizes and is full of facts you ought to know.

**"Perfect Satisfaction"**

An interesting article on the following page of how to please the pen crank.

**Pages Eight and Nine**

devoted to an interesting article on the manufacture of Waterman's Ideal Fountain Pen. You can never be too well informed on the manufacture of any article you are selling.

**And Under "Pen Push"**

on pages twelve and thirteen, a most interesting talk on vacation business and advertising methods that bring profit.

**"Waterman, My Waterman"**

A jolly, ringing song; words and music by Arthur E. Godfrey, the London composer, who wrote the song out of pure gratitude to the inventor of the Waterman's Ideal.

Oh, yes!—and that lesson on "Pen Etiquette," page eighteen, is well worth your while.

You can't afford to skip these or any one of half a dozen other articles in this number of the Pen Prophet.

**The Force of Our Advertising**

which is now more extensive than ever before, is sure to increase sales everywhere.

The July and August ads., of which reduced cuts are shown below, are particularly strong and seasonable.

Prepare for the demand with a well assorted stock, prominently displayed.

**Waterman's Ideal Fountain Pen**



**MANKIND'S HONEST SERVANT**

Sure in efficiency and practical in use, it serves all nations.

It may be depended on as thoroughly by the side of a mountain stream as at an office desk.

It is the same willing servant at all times. This pen is the standard. It is purchasable and exchangeable anywhere on earth. Its perfection is guaranteed. Beyond this there is nothing to desire.

Exhibited at Jamestown Fair, Interior Court, Africa, and Liberal Arts Building.  
L. E. Waterman Co. of Canada, Limited, 136 St. James St., Montreal, 173 Broadway, N.Y., 12 Golden Lane, London

July Adver.

A most important thing in the vacation outfit is a **Waterman's Ideal Fountain Pen**

It is intended to write with, not to fool with. It has no fads and no failures. It writes steady and constantly because its construction is simple and common sense and it is the most durable writing instrument for the same reason. The Clip-Cap keeps it handy without fear of loss, attached to coat or vest or outing shirt pocket.

For Sale Everywhere  
L. E. Waterman Co. of Canada, Limited  
136 St. James St., Montreal  
173 Broadway, New York. 12 Golden Lane, London

August Adver.

**L. E. Waterman Co. of Canada, Limited, 136 St. James St., Montreal**

173 Broadway, NEW YORK

12 Golden Lane, LONDON

BOOKSELLER AND STATIONER

WORTH  
YOUR

# ATTENTION

## THE "ORIGINAL" EARLY SUSPENSION POST-CARD HOLDERS

Met with splendid success. OVER A MILLION IN USE.

**THE "IDEAL"**  
Holds 25 Cards. Weight Half Ounce  
\$3.00 per 100 Units.  
Packed 10 in Box

**THE "DISPLAY"**  
Holds 6 Cards. 30c. per doz  
\$3.00 in Gross Lots.

**THE "IDEAL"** (new upon the market)  
The most promising of all Holders

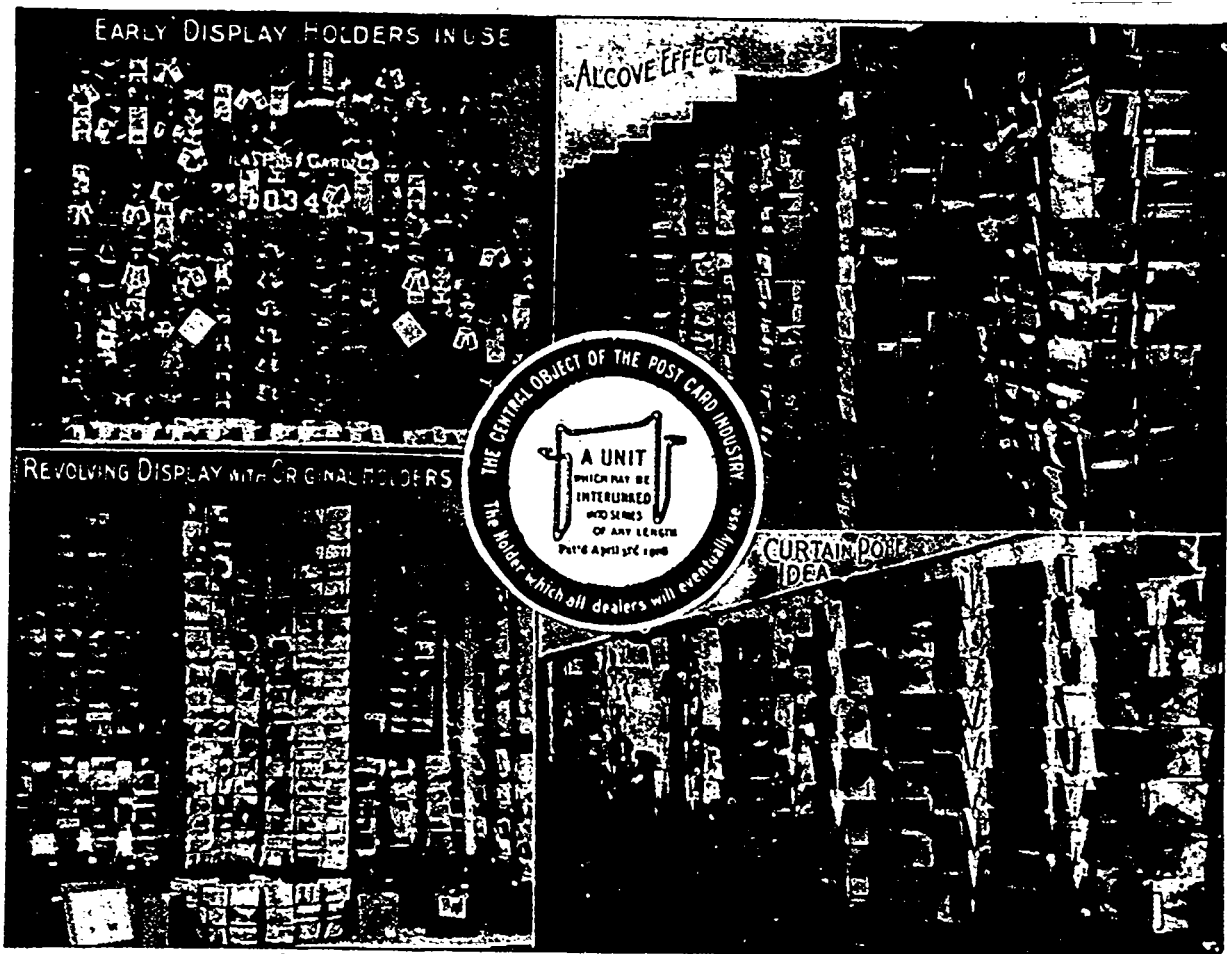
Possesses every good feature of the "Original." Price, weight, capacity and method of packing makes it the leader.

**Ask Your Jobber for Them.**

Patented in Canada Aug. 14th, 1906

This holder has the endorsement of all the leading publishers and jobbers as the most practical and cheapest method obtainable for the display of post cards.

They display full surface of cards, and serve as a rack from which to sell; at the same time they provide a convenient storage for duplicate stock.



### PRIZES of \$100.00 within your reach.

Many reports have come to us of unique and attractive applications of *Early Holders*. We are eager to know and show how fertile minds have applied this most popular Holder according to their needs. We therefore offer for photographs of the five best applications, the following:—

- \$50.00 as first prize
- \$20.00 as second prize
- \$10.00 as third prize
- \$10.00 as fourth prize
- \$10.00 as fifth prize



Contest closes Dec. 31st, 1907

Decision by three impartial judges.

## The Earl J. Early Novelty Co.

904 Arch St. 1036 Market St.  
PHILADELPHIA, U.S.A.

Room 11, 75 Yonge St., - TORONTO, ONT.



# The Birthday Card Season

Continues During the Entire Year.  
 Have you any BIRTHDAY CARDS?  
 We have in Stock Two Assortments.

Assortment No. 1 consists of 26 Beautiful Cards assorted in a neat box. Price \$1.20 per box.

Assortment No. 2 comprises a larger variety, 63 Cards assorted in Case containing 4 Trays. Price \$3.60 per case.

Suitable Envelopes are with each Card.

## Japanese Napkins for Summer Picnics

Put up 24 assorted in an attractive Colored Envelope. Price 70 Cents per dozen Envelopes, or \$5.00 per 100 Envelopes.

## Flag Festoons for Decorative Purposes

12 Flags, size 4 x 6 inches, all different, on a string. Price \$6.00 per 100 sets of 12 Flags.

## Post Cards for Summer Trade

### Correspondence or Arrival Cards (12 Subjects)

Fishing Here Very Successfully  
 I Hope You Will Remember  
 Just Arrived, etc., etc.

### Seashore Scenes (19 Different Subjects) All Colored

Waiting for the Wave  
 In the Good Old Summer Time, etc., etc.

### Tinselled Cards

Niagara Falls  
 The Wave

### Moonlight Cards

No. 2052 Moonlight Scene  
 " 2055 Moonlight Scene on the Ocean  
 " 2059 Moonlight Scene

### Child and Doll Series

No. 001 Be Good  
 " 002 A Happy Mother

### Pussy Cat Series

No. 151 Looking Out  
 " 152 Anxiously Waiting  
 " 153 Expecting  
 " 154 Before Retiring

### Indian Cards

No. 113 Indian Producing Fire by Friction  
 " 114 An Indian Child of the Forest  
 " 115 An Indian Mother With Her Little Baby

All the above Cards are  
 \$1.50 per 100

## Leather Cigar Case Post Cards

Assorted Designs  
 80 Cents per Doz.

## Leather Photo Frame Post Cards

Assorted Designs  
 80 Cents per Doz.

## Leather Post Cards

Assorted Designs, put up 100 in a Package, Price \$3.50 per 100.

**REMEMBER** We supply gratis with each order for 500 Cards our "ART" Display Post Card Stand

Send Us Your Orders or ask to have our Traveller call on you and show you Samples of our Goods.

**THE COPP, CLARK COMPANY, Limited**

64 and 66 Front Street West, TORONTO, ONTARIO

"After many years' experience we consider The Bookseller and Stationer to be the best advertising medium through which to reach the stationery trade in Canada."

Warwick Bros. & Rutter, Limited.  
Toronto.

"We wish to express our appreciation of your paper, The Bookseller and Stationer, as an advertising medium. We have had enquiries from as far west as Westaskiwin, Alberta, to the Maritime Provinces, invariably resulting in the opening of new accounts."

Canadian Ink Mfg. Co.  
Montreal.

The Special Fall Number of  
**The Bookseller and Stationer**  
will go to press on August 5th

THE BOOKSELLER AND STATIONER is the Open Gateway to the Canadian Market. We enlarge the opening in August to admit everybody. Do not delay, but join the procession at once.

**Bookseller and Stationer of Canada**

TORONTO

MONTREAL

WINNIPEG

LONDON, ENG.

"We find The Bookseller and Stationer a very great trade-help, and each issue better than the last."

E. G. Nelson & Co.  
St. John, N.B.

"I find The Bookseller and Stationer most useful in keeping me up-to-date, living in such a far-away spot in the Northwest."

Christina Willey  
Saltcoats, Sask.

## Reduction of British Postal Rates on Newspapers to Canada

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### LIVE AGENTS WANTED

To Secure Subscriptions For

# “Black & White”

The Most Notable English Illustrated Weekly

---

It commands the services of the black and white artists of the day; and the excellence of its literary contents is unrivalled.

The cultured classes throughout the world subscribe to “Black & White”

To advertise “Black & White” we are prepared to post a copy every week for a year to any address in Canada for \$6.00.

This works out at a trifle less than the selling price in England (namely 12 cents); or

We will post a copy weekly for 26 weeks for \$3.50. We pay postage.

### YOUR COMMISSION

We offer you 25 per cent. off these special subscriptions.

---

**REMEMBER** that all Hotels, Public Libraries, Clubs and every public institution want an English illustrated, and upon the terms quoted you should have no difficulty whatever in securing their orders.

---

### “BLACK & WHITE”

Is *the* ideal English Illustrated for the *Home*; an unfailing source of delight to every member of the family.

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Write to

*The* Manager, “Black & White”  
63 Fleet Street, London, England.

# THE Bookseller and Stationer

Subscription, One Dollar a Year.

Single Copies, Ten Cents.

Vol. XXIII.

MONTREAL AND TORONTO, CANADA, JULY, 1907.

No. 7.

## EDITORIAL CHRONICLE AND COMMENT

Our next issue will as usual be the Special Fall Number, and plans are now being laid to make it a most attractive publication. Various editorial contributions of interest and value to the trade are in preparation, which will render the number indispensable to every dealer in the Dominion. We are most anxious to have suggestions from our readers as to subjects that might with advantage be discussed in it. The editorial department is naturally unacquainted with many of the problems that confront booksellers in distant localities and would appreciate ideas.

A good move has been made by the stationers of New York in appointing a committee of six to confer with a committee consisting of six manufacturers and jobbers on questions at issue between the two interests. It was felt that this would be a much more practical and satisfactory way of settling differences than by discussing them at association meetings, where only the edge of the subjects could be reached. The conferring committees can study out the causes of the disagreements and provide immediate remedies. Such a plan is to be commended to Canadian booksellers and stationers who have plenty of grievances of their own.

A case of interest to all firms having travelers on the road has recently come before the English courts. A traveler, who had served a certain stationery house for twenty years, left the employ of the firm. The firm issued a circular stating that the traveler was no longer in their employ and requesting customers to give him no orders nor pay him any money on their account. The traveler claimed that this circular damaged his reputation, implying dishonesty on his part. He accordingly brought action for damages and was awarded £200 by the jury, though the judge granted a stay of execution in view of an appeal.

The Associated Booksellers of Great Britain and Ireland held their annual meeting on June 1 at Eastbourne. About eighty members attended. In the report of the council it was pointed out that the number of net books published had increased from 2,322 in 1901 to 5,136 in 1906. This showed that the principle of the net book system was gaining in favor and that the publishers were beginning to realize the system was an advantage to them as well as to those who sold their books. It was also shown that literature of all kinds was being published at a much cheaper rate than formerly.

The merchant who can enlist the active sympathy and support of his clerks is bound to succeed far better than the merchant who regards his help as so much necessary machinery. A clerk, unless he or she is utterly incapable, is open to more or less development, and it is a wise master who pays some attention to the education of his workers. Take a case in point. How many employers who read this issue of Bookseller and Stationer are going to take the trouble to hand it over for their clerks to look at? Here is an easy method of giving the helpers in the store some useful information that may mean dollars and cents to the business.

The half-yearly book list, which occupies the back pages of this issue, merits attention. It is not pretended that this list is complete, that it includes every book publication in Canada. But it does include every publication of the regular book trade and it is this regular trade that we are out to support. We limit the information given in each case to title, author, publisher and price, believing that those in search of further particulars can easily secure them by following up the data furnished under these headings. The index is double, giving both author and title. No mention is made of technical books.

We mentioned in our editorial columns last month that both merchants and clerks, when on their vacations, should not let any opportunity drop to secure pointers on how others conduct their businesses. Many vacationists will likely visit Toronto and Montreal during the summer. Perhaps some will come to the city for the first time and will find some difficulty in getting their bearings. To all such we would extend a cordial invitation to visit the local offices of The Bookseller and Stationer, where everything possible will be done to help them to enjoy and profit by their sojourn in the city.

We are not having the response we would like to have to our request for pointers on doing business. Each month, it will have been noticed, we publish an article, containing hints for carrying on business during the following month. We offer one dollar for each accepted paragraph for this article. Suppose some clerk sends us in five paragraphs. For his ideas he gets five dollars. All he needs to do is to put them down on paper and send them in. We pay for the ideas, not for the language, so don't hesitate, if you think you haven't the literary faculty.

## EXECUTIVE OF ONTARIO ASSOCIATION MEETS

A meeting of the Executive Committee of the Booksellers' and Stationers' Association of Ontario was held in the office of The Bookseller and Stationer, Toronto, on Friday, July 5, with President Wm. Tyrrell in the chair. The principal business coming before the executive was the selection of a date for the annual meeting of the association and the appointment of an entertainment committee.

It was decided to hold the first annual meeting on Thursday, August 29, during the first week of the Toronto Exhibition. Arrangements were left in the hands of a committee, consisting of Messrs. E. S. Caswell, Albert Britnell, J. A. Carveth, J. M. Robertson and James Grand, of Toronto, with the president and secretary as ex-officio members.

The question of sending a delegate to represent the association at the annual meeting of the National Association of Stationers and Manufacturers of the United States, at St. Paul, Minn., on July 15 and following days, was considered and the secretary of the association was duly authorized to assume the responsibilities of delegate and report to the annual meeting.

The executive, as directed by the organization meeting of the association, next took up the work of drafting a constitution, and prepared a document which will be presented for ratification at the annual meeting.

Coming to the question of school-books, the executive

recommended that the annual meeting pass a strong resolution to be presented to the Ontario Government, asking them to put in force as soon as possible their proposal to prevent publishers from issuing more than one edition of any annotated text book.

The executive further decided to recommend the association to appoint a committee to confer with the publishers and try to reach some satisfactory arrangement whereby many of the difficulties now existing in the book trade might be removed. This was felt to be the most practical way to clear up the differences.

The net system came up for consideration, and the resolutions passed by the American Booksellers' Association on the net system were gone over and approved. Booksellers were recommended to read these resolutions, as they appeared on page 18 of the June number of Bookseller and Stationer. The president was instructed to prepare an article explaining the advantages of the net system, the same to appear in Bookseller and Stationer, and later to be distributed in pamphlet form, for the education of Canadian booksellers. It was also recommended that the association take up the matter vigorously and instruct its special committee to try to come to some arrangement with the publishers.

The methods of publishers in clearing out remainders to department stores came in for some criticism and it was suggested that regular booksellers be given a better opportunity for securing stocks of remainders.

## WHAT TO DO IN AUGUST

What to do in August is a problem to almost every business man except the ice cream man. There are, however, several things around a stationery store that can be attended to nicely in August on account of the general slackness of business. One of the chief of these was mentioned last month as being a pretty fit occupation for July. That is stock-taking. When the stock is down fairly low, as it is quite likely to be in August, it requires much less labor to see just what you have. You may, perhaps, stumble across some almost forgotten line of goods which would do nicely as a special reduced-price leader to stimulate the sleepy buying public. Even if you don't, it is better to know exactly how you stand before the brisk fall trade begins.

**Following the Holiday Maker.**

The man or woman who goes away for a few weeks to some spot "far from the madding crowd," invariably likes to have some reading matter to fall back on. How to supply that necessity—or, rather, how to let the intending holiday-goer know that you can supply that necessity—is the question that should occupy the minds of booksellers in summer. It is impossible for most booksellers to obtain a list of names of people going back to the woods so that they can send them a list of suitable books, and about the only way they can reach them is through the newspaper.

A little attractive copy, headed "Are You Going Away?" or something to that effect, should be written, setting out the delights of a book by the "babbling brook," etc. This should be followed by a select list of light, paper-covered fiction with a sprinkling of nature books. Don't make the list very long. Just a few books that you feel sure will help to pass away the idle hour. Put the prices opposite the books, too. If possible, run an illustration suitable to the copy.

**Join the Association.**

Another good thing to do in August is to use some of your spare moments in thinking about the Booksellers' and Stationers' Association of Ontario. Think about it, and then join. It is an amazing thing in view of the proof adduced in recent years of the benefits of trade organization, that so many booksellers and stationers are still without the pale of organized effort. In a business requiring such a high order of business ability, this backwardness is remarkable. The executive of the association met the other day, and the number of matters affecting the trade which ought to be energetically dealt with was astounding. You are a stationer, and you ought to co-operate with your brethren in the trade to improve trade conditions. All the other trades do it; why not the stationers?

**Send Us Your Ideas.**

You have a good business-getting idea. You use it, and it turns out successful. It would be a good thing for the trade to hear of. If, while ruminating over things in general during the sultry days of August, you think of any idea which you feel sure the trade ought to know of, why—send it along to this paper. We have from time to time made an offer in this department, which is still wide open. Send us an idea for next month's business, and if we use it (we certainly will if it's a good one) we will send you a dollar. Send 'em along!

**Visit the Cities.**

About the end of August the Toronto Exhibition offers a good excuse for you to come to the city, and other exhibitions elsewhere should attract dealers from the rural localities. The educative value of a visit to the city is great. One rubs off the corners, gets new ideas and returns home with renewed zeal and a better conception of

what needs to be done. Then, too, the wholesale houses will be sure to contain many things in interest you, which you ought to see. So visit the city when you get the chance.

**School Opening.**

With the advent of August, school openings come pretty close at hand. What have you done in the way of preparation for this event? It is to be hoped you have secured a number of novelties as trade-bringers. These are the great attraction for the children, and if you can get them to talk about your store, yours will be the popular mart for the youngsters after the holidays. It is wonderful what little things will influence the child mind and cause a stampede to your store.

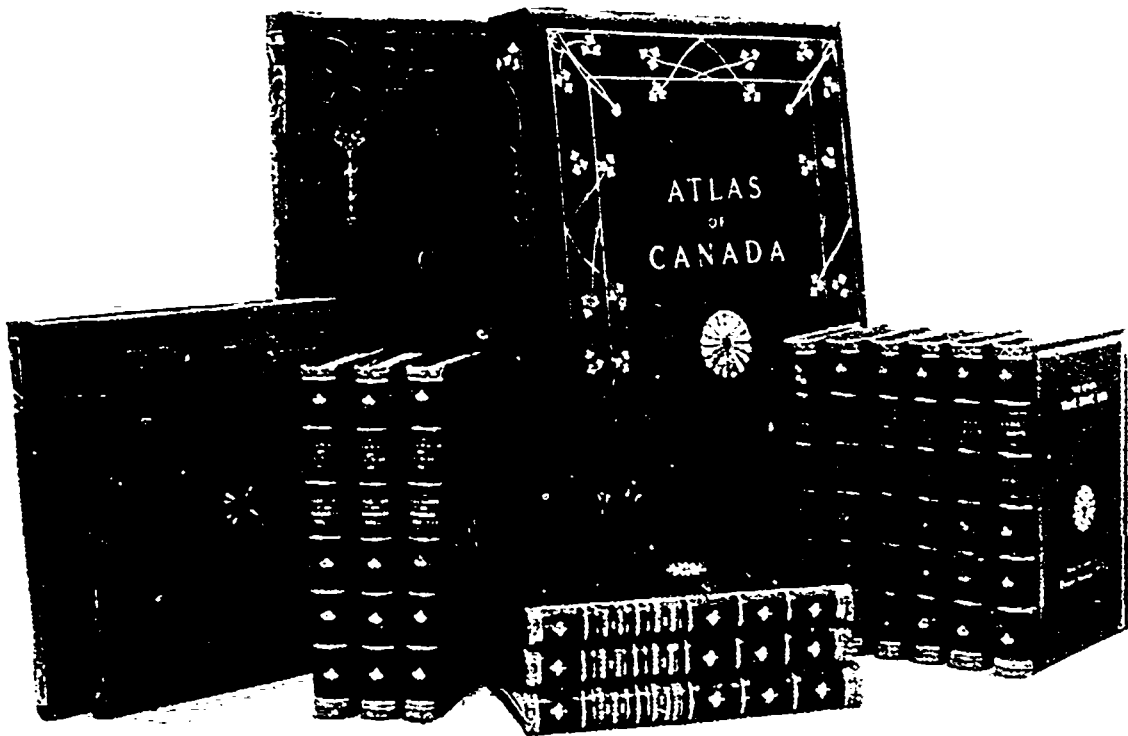
**Move Your Stock Around.**

When was the last time you shifted your showcases and stock? If it was three or four years ago, it is high time you made another change. It helps business to move things around and give your store another as-

ing his bookseller, get it for the same price as last year. This seems a very reasonable deduction.

On the other hand, a prominent Toronto magazine subscription agent declares that he has found little difficulty so far in obtaining renewals of subscriptions, in spite of the increased postage. One customer of his renewed his subscriptions the other day at an increase of nearly four dollars over last year, and even ordered another magazine, too. This agent does not expect that all his customers will be so ready to bear the extra cost.

A representative of the Toronto News Company says that his firm has not yet noticed any change in the magazine business. He thinks the change has not yet had time to work, and places next Christmas as about the time when the change will have some effect on the trade. It is about that time that a great many magazine subscriptions expire, as magazines are often given then by people as Christmas presents. This gentleman does not think, however, that a very great increase in counter



Specimen of High-Class Canadian Book-Binding.

See page 23

pect. Customers going by will think there is something doing and will remark about it, and first thing you know there will be a revival of interest in your store and your stock. Try it this next month, when you haven't much to do.

**POSTAGE AND THE MAGAZINE.**

The magazine dealers of Toronto, both those of the subscription agency and those who sell over the counter, declare that no particular change has yet been noted in the magazine business as a result of the increased postage. According to one Toronto man, who is a retailer of magazines and newspapers exclusively, it is still too early to expect any decided increase in counter business. He thinks, however, that such an increase is sure to come, because it is hardly to be expected that a reader of magazines will consent to pay 50 cents per year extra for his magazine, when he may, by patroniz-

business will take place. He thinks that people who subscribe to magazines do so more on account of the convenience of having them delivered to their own door, than on account of cheapness.

There probably are, however, a large number of subscribers whose chief aim in subscribing, instead of buying from booksellers, is cheapness. This class of people will probably go to swell the number of the booksellers' magazine customers.

It might be a good scheme for booksellers to make the most of the peculiar situation created by the new postal convention. This could be done by advertising the fact that next year a magazine subscriber will have to pay extra postage if he wishes to continue his subscription, but that it may be had at the old price by merely ordering through the bookseller. The subscription agency has, in recent years, made great inroads on the magazine business of the stationery trade, and this seems like an opportune time to get some of that business back.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during June, 1907.

- Thou Wilt Keep Him in Perfect Peace. Anthem. Music by Ernest R. Bowles. The Anglo-Canadian Music Publishers Association, Limited, London, England.
- The House of a Thousand Candles. By Meredith Nicholson. With illustrations by Howard Chandler Christy. Book. Melzod & Allen, Toronto.
- Homeward Bound With the Real Thing. Pictures. By A. H. Hider. Calgary Milling Company, Limited, Calgary.
- Vivre et Mourir-Français, Chant-Patriotique Canadien. Paroles de H. Malo. Musique de D. McNamara. J. G. Yon, Montreal.
- The Giant. Design. Will J. White, Toronto.
- My Dixie Land. Song. Words and music by Floyd Thompson. A Royal-Coon. Song. Words by Jolly John Larkins. Music by James R. Europe. Will Rossiter, Chicago.
- Alone! The Queen's Lament. Song. By Mrs. M. E. T. de Touffe-Lauder. M. E. T. de Touffe-Lauder, Ottawa.
- Le Medecin Devant La Loi. Livre. Par J. M. Alfred Mousseau. J. M. Alfred Mousseau, Montreal.
- You Are the One. Song. Words and music by Harry A. Edwards. Come With Me for a Roller Skate. Song. Words and music by Chas. E. Wellinger. How Could My Heart Say Farewell to You? Song. Words and music by Harry A. Edwards. Harry H. Sparks, Toronto.
- Dreaming of the Golden Past and You. Song. Words and music by Arthur R. Cremer. Harry H. Sparks, Ottawa.
- Songs of a Sourdough. By Robert W. Service. Book. Robert W. Service, White Horse, Yukon Territory.
- My Yankee Doodle Indian Boy. Song. Words by Edgar Selden. Music by Bert and Lou Fitzgibbon. I'm Going Where the Climate Suits My Clothes. Song. Words by Lester Walton. Music by J. Leubric Hill. The Woman in the Case. Song. Words by Vincent Bryan. Music by E. Ray Goetz. Darling. Song. Words by Arthur J. Lamb. Music by Frederic V. Bowers. Budweiser's a Friend of Mine. Song. Words by Vincent Bryan. Music by Seymour Furth. Maurice Shapiro, New York.
- Musical-Canada, May, 1907. Vol. II. No. 1. Book. E. R. Parkhurst, Toronto.
- Brother Noah Gave Out Checks for Rain. Song. Words and music by Arthur Longbrake. Joseph Morris, Philadelphia.
- Prince of Wales' Elm. Painting. John C. Miles, St. John, N.B.
- Peterborough Directory, 1907. Union Publishing Co., of Ingersoll, Ingersoll, Ont.
- City of New Westminster. F. J. Hart & Co., Limited, and the Dominion Trust Co., Limited, New Westminster, British Columbia.
- The French Canadian Scholar's Companion. Compiled by Rev. J. E. Chamberland. Second edition. Rev. J. E. Chamberland, Quebec.
- Evangeline Post Card. Ganong Brothers, Limited, St. Stephens, New Brunswick.
- Va! Vi-O-Let Me Love You. Song. Words by G. M. Grant. Music by Herbert Leiser. Herbert Leiser, Victoria, B.C.
- Methodist Church, Midland. Photo. Aberdeen Elevator, Midland. Photo J. W. Bald, Midland, Ont.
- Quantitative Punctuation. An essay in pedagogy of English composition. By J. D. Logan, A.M., Ph.D. Book. John Daniel Logan, Toronto.
- Investments Representing Real Estate, Finance and Commerce, Winnipeg, Man., 25th May, 1907. Publication. Edgar Hall Mansfield, Winnipeg.
- Old-Boys' Re-union Song-Book, 1907. S. G. Retallack, Belleville, Ont.
- Souvenir de Famille. Dessin. Romulus Bacon, Montreal.
- The Living Picture Series. Post cards. Alfred H. Cooper, Toronto.
- Bird's Eye View of North Vancouver and Harbor. Map. Samuel Gintzburger, Vancouver.
- Way Back. Song. Words by John Kemble. Music by Lester Keith. Jerome H. Remick & Co., New York.
- L'Annuaire des Adresses de Quebec et Levis, 1907-08. Boulanger & Marcotte, Quebec.
- Fearless, I'll Follow. Sacred song. Words by James Lawson. Music by Fred H. Byshe. Frederick H. Byshe, Ottawa.
- Perrault-Duployan Complete Elementary Course of Stenography, in Six Lessons. Book. Denis R. Perrault, Montreal.
- Longboat and Nebrieh. Post card. R. B. Jackson, Toronto.
- Your Father Was a Soldier. Song. Words by Harry Williams. Music by Egbert Van Alstyne. Jerome H. Remick & Co., New York.
- From My Quebec Scrap-book. By G. M. Fairchild, Jr. Book. G. M. Fairchild, Jr. Quebec.
- A Summer Night. Waltzes. By John T. Hall. A Winter Evening. Waltzes. By John T. Hall. John T. Hall Music Publishing Co., New York.
- Prince Pushimi, Gravenhurst, 13th June, 1907. Photo. Herbert William Gallichan, Gravenhurst.
- We'll Keep the Old Flag Flying. Song. Words by N. D. Hurdon. Music by Wm. Brown, N. D. Hurdon, Exeter, Ont.
- The Currie Business University Two-step. By Byron C. Tapley. The Currie Business University, Limited, St. John, New Brunswick.
- Poor Little Lonesome Maid. Song. Words by Leland Ingersoll. Music by M. W. Lusk. Jerome H. Remick & Co., Detroit.
- Evening Thoughts. Waltzes. By Harry J. Lincoln. The Lost Phase. Waltzes. By Harry J. Lincoln. Introduction taken from Evening Prayer No. 1, Grade 2. Vandersloot Teaching Edition. Vandersloot Music Publishing Co., Williamsport, Pennsylvania.
- Private Prayers for Boys. By Rev. E. J. Bidwell, M.A. Book. Rev. Edward John Bidwell, Lennoxville, Que.
- Snuggle Up Closer. Song. Words and music by Harry L. Newton and Hampton Durand. Will Rossiter, Chicago.
- Birdie's Reply. To a Wee Bird Trying to Fly. Song. Words by Mrs. M. E. T. de Touffe-Lauder. Music by Arthur Uvedale. Mrs. M. E. T. de Touffe-Lauder, Toronto.
- Western Grain and Telegraphic Code. Book. Amalgamated Press of Canada, Limited, Winnipeg.
- Englehart, Third Avenue, Looking West. Photo. Englehart, Fourth Avenue, Looking West. Photo. J. Hampden Field, Englehart, Ont.
- Ye Moon Booke. Book. The Shepherd Advertising Originalities Company, Winnipeg.
- The Makers of Canada: Baldwin, Lafontaine and Huicks. By Stephen Leacock. Morang & Co., Limited, Toronto.

Rice Lake and Otonabee River. Photo. Kirkfield  
Hydraulic Lift Lock. Photo. Robert M. Roy, Peter-  
borough, Ont.

A Buffalo Wallow. Picture. The Toronto-Lithograph-  
ing Co., Limited, Toronto.

**Interim Copyrights.**

Ottawa. Home Sweet Home. Composition Musicale.  
Albert E. Dion, Ottawa.

The Early History of Ottawa. Pamphlet. A. H. D.  
Ross, Indian Head, Saskatchewan.

Dowling's Grain Code. Book. Peter Ferris Dowling,  
Winnipeg.

The Jabberjocks. Drawings. William Beverly Water-  
bury, St. Thomas, Ont.

Pirate and Traveler. Instructive Map Game of Tra-  
vels Around the World. California Educational Game  
Company, Stockton, Cal.

**BEST SELLERS OF PAST MONTH.**

**Charlottetown.**

1. Running Water, by A. E. W. Mason. Briggs.
2. Cruise of the Shining Light, by Norman Duncan.  
Frowde.
3. Port of Missing Men, by Meredith Nicholson. McLeod.
4. The Secret, by E. P. Oppenheim. Copp.
5. The Doctor, by Ralph Connor. Westminster.
6. The Mystics, by Katharine Cecil Thurston. Poole.

**Edmonton.**

1. Port of Missing Men, by Meredith Nicholson. McLeod.
2. Lone Furrow, by W. A. Fraser. Frowde.
3. Friday the 13th, by Thomas W. Lawson. McLeod.
4. The Brass Bowl, by Lewis Joseph Vance. McLeod.
5. Cruise of the Shining Light, by Norman Duncan.  
Frowde.
6. Fighting Chance, by Robert W. Chambers. McLeod.

**Halifax.**

1. Cruise of the Shining Light, by Norman Duncan.  
Frowde.
2. The Brass Bowl, by Lewis Joseph Vance. McLeod.
3. The Secret, by E. P. Oppenheim. Copp.
4. New Chronicles of Rebecca, by Kate Douglas Wiggin.  
Briggs.
5. Lone Furrow, by W. A. Fraser. Frowde.
6. The Imposter, by Harold Bindloss. McLeod.

**Kingston.**

1. Songs of a Sourdough, by Robert W. Service. Briggs.
2. Running Water, by A. E. W. Mason. Briggs.
3. Second Generation, by D. G. Phillips. McLeod.
4. Port of Missing Men, by Meredith Nicholson. McLeod.
5. Dust of Conflict, by Harold Bindloss. McLeod.
6. Lady of Rome, by F. Marion Crawford. Macmillan.

**Moncton.**

1. The White Cat, by Gellert Burgess. McLeod.
2. Cruise of the Shining Light, by Norman Duncan.  
Frowde.
3. The Brass Bowl, by Lewis Joseph Vance. McLeod.
4. Lone Furrow, by W. A. Fraser. Frowde.
5. Port of Missing Men, by Meredith Nicholson. McLeod.
6. New Chronicles of Rebecca, by Kate Douglas Wiggin.  
Briggs.

**Montreal.**

1. Cruise of the Shining Light, by Norman Duncan.  
Frowde.
2. The Long Labrador Trail, by Dillon Wallace. Revell.
3. The Brass Bowl, by Lewis Joseph Vance. McLeod.

4. The Princess Virginia, by C. N. and A. M. William-  
son. Musson.
5. The Great Plot, by William Le Queux. Copp.
6. The Secret, by E. P. Oppenheim. Copp.

**Ottawa.**

1. Princess Virginia, by C. N. and A. M. Williamson.  
Musson.
2. Cruise of the Shining Light, by Norman Duncan.  
Frowde.
3. Ian of the Orcades, by Wilfred Campbell. Frowde.
4. The Long Labrador Trail, by Dillon Wallace. Revell.
5. The Man Who Was Dead, by A. W. Marchmont. Copp.
6. The Imposter, by Harold Bindloss. McLeod.

**Port Arthur.**

1. The Tree of Heaven, by Robert W. Chambers. McLeod.
2. Friday the 13th, by Thomas W. Lawson. McLeod.
3. The Imposter, by Harold Bindloss. McLeod.
4. Captain of the Kansas, by Louis Tracy. McLeod.
5. The Brass Bowl, by Lewis Joseph Vance. McLeod.
6. Dust of Conflict, by Harold Bindloss. McLeod.

**Sarnia.**

1. The Kinsman, by Mrs. A. Sidgwick. Macmillan.
2. Long Trail, by Hamlin Garland.
3. Captain of the Kansas, by Louis Tracy. McLeod.
4. Growth, by Graham Travers. Musson.
5. Partners of Providence, by C. D. Stewart. Century.
6. Running Water, by A. E. W. Mason. Briggs.

**Stratford.**

1. Cruise of the Shining Light, by Norman Duncan.  
Frowde.
2. The Scarlet Woman, by J. Hocking. Musson.
3. The Flyers, by G. B. McCutcheon. Briggs.
4. Port of Missing Men, by Meredith Nicholson. McLeod.
5. Long Labrador Trail, by Dillon Wallace. Revell.

**Toronto.**

1. The Imposter, by Harold Bindloss. McLeod.
2. Lonely Lady of Grosvenor Square, by Mrs. De La  
Pasture. Dutton.
3. Short Cruises, by W. W. Jacobs. Briggs.
4. The Secret, by E. P. Oppenheim. Copp.
5. Memoirs of a Person of Quality, by Ashton Hilliers.  
Heinemann.
6. The Country House, by C. E. Hooper. Doubleday.

**Vancouver.**

1. Running Water, by A. E. W. Mason. Briggs.
2. Half a Rogue, by Harold McGrath. McLeod.
3. Port of Missing Men, by Meredith Nicholson. McLeod.
4. Second-Generation, by D. G. Phillips. McLeod.
5. Hilma, by W. T. Eldridge. Briggs.
6. Dust of Conflict, by Harold Bindloss. McLeod.

**Victoria.**

1. The Tree of Heaven, by Robert W. Chambers. McLeod.
2. Her Son, by H. A. Vachell. Macmillan.
3. The Imposter, by Harold Bindloss. McLeod.
4. Little Esson, by S. R. Crockett. Briggs.
5. Lone Furrow, by W. A. Fraser. Frowde.
6. The Priest, by Harold Begbie. Briggs.

**Canadian Summary.**

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## MONTHLY REPORTS FROM TRADE CENTRES

ST. JOHN, N.B.

### Trade a Little Quiet—Increase in Magazine Trade—New Magazine—Death of an Old Bookseller.

Office of BOOKSELLER AND STATIONER,  
St. John, N.B., July 4, 1917.

Trade has been fairly quiet during the past month, owing to backward weather, but lately it has brightened considerably and with the warmer weather there has been quite a tourist business.

Picture post cards are in greater demand than ever and there seems to be no indication of the trade falling off. Stocks of fancy goods have been opened up and there has been a good demand, which promises to increase with the warmer weather and the big tourist trade that usually starts in about this time in the year.

The new postal laws have had the result of raising the subscription price on the United States magazines, and many readers find it pays better to purchase their favorite periodical from the stationer. The dealers bring their supplies in by express and thus escape the excessive postage charges.

T. L. Coughlan, jeweler and dealer in souvenirs and fancy goods, has removed from King street to Germain street, where he has larger and more commodious quarters.

The Colonial Bookstore, T. H. Hall, report that the new twenty-five cent edition of Meredith Nicholson's book, "The House of a Thousand Candles," published by McLeod & Allen, of Toronto, is meeting with a big sale. It is pronounced one of the best sellers of the year. The new book by Dillon Wallace, "The Long Labrador Trail," is also meeting with a big demand.

E. G. Nelson & Co. are doing a good business in photo supplies, which line is a specialty they find it worth while to push.

The New Brunswicker is the name of a new magazine shortly to make its appearance in this province. The publisher will be W. E. Skillen, of St. Martins, and the first number will appear in August. The prospectus says the magazine will be the same size as Munsey's, and will have a section devoted exclusively to New Brunswick and its inhabitants. There have been numerous attempts to publish magazines in this province, and Mr. Skillen hopes to profit by the experiences of others.

It is announced by Patterson & Co., printers, that they will shortly issue a morning newspaper in this city in the interests of the Conservative party. At present the Conservatives are without a daily organ, though they have had a weekly paper for the past few weeks devoted to their interests published by the "Borden Club."

The death occurred at Milltown recently of Everett Smith, who conducted a bookstore at St. Stephen for several years.

Miss A. Maude Duval, who conducted a fancy goods store at 15 Waterloo street, sold her entire stock at auction on June 18 for the benefit of her creditors. Her liabilities were about \$800, with assets of \$200 or \$300.

W. J. Wetmore, who for a long time represented O. H. Warwick & Co., of St. John, in P. E. Island and eastern Nova Scotia, has formed a partnership with R. H.

Martin, who for ten years represented Gowans, Kent & Co. in the Maritime Provinces, and the new firm will carry on a manufacturers' agency business in St. John.

The building, machinery and effects of the Canadian Bank Note Company, Clarence street, were sold at auction on June 17, to satisfy a mortgage claim of Edward A. Goodwin. H. H. Pickett forbade the sale at the instance of Walter Scott & Co., of Plainfield, N.J., who claimed that there was due them on one of the printing machines the sum of \$1,250. The sale went on and the property was knocked down to the bid of Herbert J. Smith at \$12,475. Mr. Smith, it is understood, is acting for members of the company. The business is running along under the direction of H. S. Wallace, the president, pending a settlement of the difficulty. It is expected that a satisfactory arrangement will be made and the business will be continued.

## MONTREAL.

### Tourist Trade Now in Full Swing—Current Fiction — Popular Music Situation—The Use of Post Cards.

Office of BOOKSELLER AND STATIONER  
222 McGill Street, Montreal.

July 9, 1917.

The sale of books during the month of June continued satisfactory. At the beginning of the month, and up to the present writing, all progressive stores made special efforts to catch tourist and traveling trade. Quite a feeling was shown by merchants towards nature books. Paper fiction, as well as tourists' necessities, such as guide books, had a large representation also. New fiction, as usual, was also brought to the front and the combined progressiveness of most stores prompted healthy and active business.

Window displays were brighter and daintier than for many months. The large St. Catherine street book stores, notably Phelan, Renouf, Foster Brown, and Chapman, all had attractive displays, changed regularly. Interior decoration was also attended to and display racks were prominent.

E. M. Renouf, St. Catherine street, bookseller, to attract public attention and help keep trade lively throughout June, July and August, has had a special mahogany round table made to match fixtures. The peculiarity of the work is that two or three clerks can conveniently and comfortably place themselves in the centre of the table. The Renouf Co. hold special sales each week, such as note paper at reductions sure to clear; then miscellaneous stationery at all prices, and then all lines of books, to clear regardless of cost. This special, which started in June, will run throughout July and August, and is called "Special Round Table Sale." Up to the present writing, this sale has proven quite a success and a drawing card, leading to the sale of other articles which might otherwise not have taken place.

To judge from the number of customers seen in legitimate bookstores, departmental stores have not hurt the business to any extent.

Without doubt, "The Cruise of the Shining Light" is still the best selling book, the sales in Montreal having been exceptionally large since the book first came out. Quite a demand has been experienced for "The Long Labrador Trail," although only recently on the market. The author of this book is Dillon Wallace. Other current publications favorably mentioned include: "The Brass Bowl," by Louis Joseph Vance; "The Princess Virginia," by C. N. and A. M. Williamson; "The

Great Plot," by William Le Queux, and "The Secret," by E. P. Oppenheim.

Wedding and visiting cards have been featured throughout the month, and as a result quite a successful business has been put through.

In music departments, with a few exceptions, trade has been rather slow throughout June and up to the present writing. Anna Held's sensational eye song, as used by her in "A Parisian Model," "I Just Can't Make My Eyes Behave," is now enjoying a very large sale in Montreal and Toronto. "And a Little Bit More" has for some time been featured by "That Quartette" and at present is meeting with great success.

Chas. K. Harris, who has probably written the greatest number of song hits of any living writer, has just published a new one entitled "Just Because I Love You So." This song bids fair to become as popular as his other great successes, "After the Ball," "Would You Care?"

The Delmar Music Co., Montreal, reports big sales from Fred Norris' song, "Purest Love." This song is now being sung by many of the popular singers in vaudeville throughout the United States.

Williams & Van Alstyne, who wrote "In the Shade of the Old Apple Tree," claim to have a big success in "On an Old-fashioned Buggy Ride." Williams & Van Alstyne, who a few years ago were unheard of in the music world, have rapidly come to the front, and at present, for popular class music, can be compared with the best. The Jerome H. Remick Co., New York, publish all these authors' songs.

"She Was a Grand Old Lady" is a new march ballad by the author of "We Have No One to Care for Us Now." The publishers are looking for big sales on the song.

"The Lemon Tree," by Edward Madden, is a very catchy piece with a pretty swing. Quite a feeling has been experienced towards a song entitled "Dreaming." This is a song which the publishers are spending considerable money on.

Amongst the many waltz songs brought out this year, "Where There is a Big Brass Band" is probably the most popular. Another song which has met with marked favor is "Under the Tropical Moon." This song is after the coon variety. Another song of this class which is meeting with success is "Find Another Tree to Build Your Nest."

At present there is quite a demand in Montreal for the hits in "The Time, the Place and the Girl." The most popular songs in this musical comedy are, "I Don't Like Your Family," "Blow the Smoke Away," and a duet entitled "Don't You Tell."

Instrumental music continues in splendid request. "Red Wing," an Indian intermezzo, and "Egyptian Waltzes," are good. "The Explorer" and "Curly," both march and two-steps, are favorites. "Dance of the Water Nymphs," by Geo. Botsford, is having a steady sale.

The importance of the illustrated postal card business was perhaps never better demonstrated than it is at the present time. Inquiry among large wholesalers, publishers and importers of postal cards develops the fact that the business is now settled down to what appears to be a permanent staple basis.

The use of post cards, view, fancy and other lines, is now literally a habit of which shrewd buyers take advantage by placing generous assortments on sale. These cards, outside of being a profitable investment, serve to

attract customers to the store, and other purchases result. Views and scenes continue to hold first position in the postal card trade, and will do so for some time to come.

TORONTO.

**Business Satisfactory—Unframed Pictures Good Item—  
Everybody Handling Post Cards — Methodist  
Book Room Extension—Questionable Cards.**

Office of BOOKSELLER AND STATIONER,  
10 Front Street East, Toronto

July 10, 1907

Business in Toronto has been very good during the past month, especially in fancy goods, post cards and unframed pictures. These latter are used very extensively by the stationers here as window decorations. They attract public attention to the window.

One noticeable feature about the trade in this city is the ever growing tendency among druggists to carry select lines of stationery. One druggist says he doesn't make much out of it, but has to carry it to oblige his customers.

W. A. Murray & Co. are paying increased attention to their book department, and have recently been making a feature of slow-selling copyright cloth bound books at 25 cents per volume. This department is making something of a specialty of framed and passepartout bound pictures and mottoes at 25 cents to \$1 each, and frequently have a window devoted to these goods.

Several stationery stores here have recently put in small stocks of photo supplies. The fact that there are a number of stores devoted exclusively to photo supplies tends to prevent the generality of stationers here from handling these goods.

There is a considerable amount of price-cutting going on in picture post cards, some fairly good cards being offered at 15 cents a dozen and less. Motto post cards are enjoying a brisk sale.

Miss E. Lambert, 119-Carlton-street, has recently had her store rejuvenated, and has put in two splendid new silent salesmen. The store now presents a very smart appearance.

The Education Department of the Ontario Government is calling upon the publishers of school text books, other than readers, to reduce the price voluntarily. They have been asked to submit a statement of the reduction they are willing to make. It is said that if the publishers refuse to reduce, the Government will authorize optional text books at a reduced price, pending the completion of the new series at present being prepared.

The completion of the new addition to the premises of the Methodist Book and Publishing Company, on Temperance street, Toronto, has removed considerable of the pressure on the wholesale book department. This department has been moved from its present cramped quarters on the ground floor to larger quarters on the first floor, where it occupies the entire flat on the Temperance street side of the building. Access is gained from the Temperance street entrance. The removal affords much better shipping facilities.

The police are making the rounds of the shops where picture post cards are for sale and seizing all those which are of questionable character. Chief of Police Grasett, Chief Inspector Archibald, and Inspector Henderson, of the postoffice, have formed a committee to look over the cards brought in. When an objectionable one is received the vendor is notified. It is not expected that any summonses will be issued.

# THE BOOKSELLER AND STATIONER

and Fancy Goods Review.

Published promptly on the second Wednesday of every month.

## The MacLean Publishing Company, Limited

President, JOHN BAYNE MACLEAN, Montreal.

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Vol. XXIII.

JULY, 1907.

No. 7

### THE BOOST CLUB.

The formation of the Toronto Boost Club, with an enthusiastic membership, is one of the many signs of Canadian business progression. It is interesting to enquire for a moment into the origin of the boost club movement, and to trace its effect upon the commercial life of United States cities.

About four years ago, four business men of New York, all connected with the stationery trade, met at lunch, and the idea of the boost club was talked over among them. They forthwith drafted a constitution, built a fund the motto published in a recent number. It was argued that an organization founded upon the benevolent principle of saying nothing calculated to injure one's fellows, but, instead, of seizing every opportunity to put in a good word, could hardly fail of success.

The idea "caught on" with the stationery trade of New York, and soon the boost club was firmly established there with a large membership. After a time the membership of the club was thrown open to any business man of good principles, and it ceased to be a purely stationery trade organization. Since that time boost clubs have been organized and are doing well in most of the larger cities of the United States.

Toronto is the first Canadian city to be affected with the boost spirit, but probably will not be the last. The motives of the boost club are such that they cannot fail, if properly adhered to, to broaden the minds and sympathies of its members. The boost club teaches its members that men in similar businesses are not on that ac-

count to consider themselves deadly enemies. It teaches mutual confidence and co-operation, and gives each member a better insight into the character of the other fellow. It aims to abolish the deadly "knocker," so rampant in some quarters, who, in trying to gain customers, resorts to the underhand method of slandering his competitor. The boost club aims to boost the knocker into the booster.

The friendly relations obtaining between boosters who are connected with the same lines of business in boost club cities is a remarkable example of what can be accomplished in the line of trade betterment and individual character building. May the boost spirit spread abroad among us till all knockers are knocked to pieces and the pieces remodelled into boosters.

### SASKATOON, VANCOUVER, B.C.!

The following editorial note occurs in the June issue of Paper Making, an English paper trade monthly:

"In the Old Country everybody wants concessions if you want to build a paper mill, and everybody wants his interests safeguarded. In a new country it is you that can demand concessions and stipulate for the safeguarding of your interests.

"In Vancouver, B.C., at Saskatoon, for instance, Mr. S. Melville thinks of starting up a mill. He goes to the mayor, or whatever corresponds to a mayor out there, and asks for a few things. He will want three acres of land close to the river or a railway, or both. He wants some concessions from the council, tax exemption for a number of years, and fire protection. He must have a site within a reasonable distance of the centre of the city. He will probably get everything he wants; the paper-miller leads a merry life in a rising colony."

Alas! that in spite of Colonial Conferences, Imperial Preferences, and various other forms of publicity, our geography should be so far misunderstood as to have Saskatoon referred to as a sort of a suburb of Vancouver.

### HAWKERS AND PEDDLERS.

In a recent police court trial at Galt, one Wesley G. Hull, of London, was prosecuted under the hawkers and peddlers bylaw of that town. Mr. Secord, counsel for the prosecution, read the section of the bylaw under which the prosecution was being made, which is as follows.

"Every transient trader or other person whose name has not been duly entered on the assessment roll in respect of income or business assessment for the then current year, and who may offer goods or merchandise of any description for sale by auction or any other manner, conducted by himself or by a licensed auctioneer, or by his agent or otherwise, is liable to prosecution.

"The words 'transient trade' wherever they occur shall extend to and include any person commencing in the municipality the business in the said clauses mentioned; who has not resided continuously in such municipality for a period of at least three months preceding

the time of the commencement by him of such business therein."

In the box, Mr. Hull said that he was in the tea-business for himself, with headquarters in London. He had regular customers, and at certain intervals he supplied these with a certain quantity of tea. He did not carry samples. Had no stationary premises in the town of Galt. He never delivered the tea at the time of taking the order and never asked for an order. He had standing orders with customers. By this he meant that he delivered so many pounds of tea once every two months.

Mr. Secord asked for a conviction on the ground that the defendant was not a resident of Galt, and not on the assessment roll, and paid no income or business tax, and, finally, that he had sold tea as a transient trader.

The defendant's lawyer submitted that no case had been made out. The bylaw said "offer goods or merchandise for sale." At the time the tea was sold there was no offering of goods or merchandise. The defendant simply took orders on foot and then delivered the goods. There was no provision in the bylaw regarding the delivery of goods.

The magistrate, in registering a conviction, said he thought the bylaw was in restraint of trade, but that he would have to officially follow the law. He, therefore, fined the defendant \$1 and 50-cents costs, which allows for an appeal.

When this appeal is made (if it ever is) it is to be hoped that the bylaw will be upheld. It is in the interests of good civic government and not in restraint of trade that towns and cities pass such bylaws. Were the streets thrown open to every Tom, Dick and Harry who chose to push a barrow or peddle goods from door to door the finely-lighted, well-paved and well-built streets of our cities would be an impossibility. Transient hawkers pay nothing for the up-keep of our civic institutions, own no real property, pay no rent, but use the property of the merchants and others citizens rent free.

#### DOUBLE CHARGES.

A correspondent in a recent issue of *The Canadian Grocer* calls the attention of merchants to an evil which it is to be hoped is not very prevalent. He received an express parcel clearly marked "prepaid," but was, nevertheless, compelled to pay the charges before the driver would deliver it. Following is the letter:

"Did you ever get an express parcel and see it plainly marked across tag, or on parcel, 'prepaid,' and driver deliver it to you and want to collect charges over again? The writer desires to call the attention of merchants to this practice, which has been going on for some time unnoticed. It may be the fault of billing clerks at either end, but is a grievance of long standing, and the sooner it is looked into by some officials of Dominion and Canadian Express Companies the better, or some of the Government people will give them more trouble. ! Once they get your money it is hard and tedious to get a refund. I have had two parcels sent me lately which were plainly

marked 'prepaid,' and the agent at destination wanted to collect again. Of course, drivers can do nothing, only carry out their orders."

Such a state of affairs, if at all as prevalent as the writer of the letter here suggests it may be, would be an unqualified nuisance to the trade. Readers of *Bookseller and Stationer* are requested to send word of any similar cases which come under their notice to the secretary of the Booksellers' Association, when they will be dealt with along with the other express grievances at the next meeting of the executive of the association.

#### LOOKING PROSPEROUS.

A short time ago a leading Canadian banker deprecated the growing tendency among bankers of spending a lot of time and tying up a lot of money in elaborate buildings. No doubt all good things are capable of being overdone. Nevertheless, it is extremely hard to tell whether or not the banks are putting too much money in buildings. The finer and more substantial the building, the greater the confidence of the public in the bank's stability. In these days of tight money conditions, when all banks are eagerly reaching out after the depositor, elaborate buildings assume the form of an advertisement, as well as an ornament to the community. The bankers realize that an appearance of prosperity tends to beget the real thing.

As with banks, so with stationers. Appearances count for a whole lot. If your store has an untidy, out-of-repair appearance, it is liable to be shunned by the best class of trade. It is certainly the best policy to spend considerable thought and some money upon the appearance of the store and to look fully - perhaps a little more - as prosperous as circumstances permit.

#### IMMORAL POST CARDS.

The abuse of a fad generally kills it. The post card fad has grown to immense proportions and some difficulty is being experienced by publishers in meeting the ever increasing clamor for novelty. In the majority of cases the demand is met by the production of cards of artistic refinement, of clean humor or of local or foreign interest.

Unfortunately, however, some publishers show a tendency to go beyond the bounds of decency. Immoral cards, or cards bearing designs and wordings not in accord with rules of propriety, are coming into the market with ever increasing volume. This is much to be deplored, as a general lowering of the tone of post card designs will result in a diminution of the card business, if not its total abolition.

The Toronto police morality department, in conjunction with the postoffice authorities, have established a rigid censorship on cards presented for mailing at the Toronto postoffice. When an objectionable card is received the vendor is notified to cease selling that card under a severe penalty. This laudable effort should be encouraged, if for no other reason than the somewhat selfish object of keeping the card trade alive.

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# NEWS OF THE BOOK WORLD

## THE BEST SELLERS.

It is a noticeable fact that this month the leading seller in the city of Kingston was a book of poetry. The "Songs of a Sourdough," which have been compared with the work of Kipling, have probably captured the fancy of the military element of the Limestone City.

### Canadian Summary.

|                                                  | Points |
|--------------------------------------------------|--------|
| 1. Cruise of the Shining Light, by Norman Duncan | 59     |
| 2. Port of Missing Men, by Meredith Nicholson... | 41     |
| 3. The Brass Bowl, by Lewis Joseph Vance.....    | 33     |
| 4. Running Water, by A. E. W. Mason .....        | 32     |
| 4. The Imposter, by Harold Bindloss .....        | 32     |
| 5. Lone Furrow, by W. A. Fraser .....            | 24     |
| 6. Tree of Heaven, by Robert W. Chambers .....   | 20     |

### English Summary.

1. Short Cruises, by W. W. Jacobs.
2. Fräulien Schmidt and Mr. Anstruther, by Countess von Arnim.
3. Glen o' Weeping, by Marjorie Bowen.
4. The Vigil, by Harold Begbie.
5. Pages from an Adventurous Life, by "Dick" Donovan."
6. Lord Randolph Churchill, by Winston Churchill.

### United States Summary.

1. Brass Bowl, by Lewis Joseph Vance.
2. New Chronicles of Rebecca, by Kate D. Wiggin.
3. Port of Missing Men, by M. Nicholson.
4. Lady of the Decoration, by Little.
5. Princess Virginia, by C. N. and A. M. Williamson.
6. Mayor's Wife, by A. K. Green.

## PUBLISHERS' ACTIVITIES.

Owing to the great demand for "Lady Betty Across the Water," by C. N. and A. M. Williamson, the Musson Book Co. have found it necessary to issue another Canadian edition. (Cloth \$1.25).

Few of the spring-books can equal for entertainment "The Mystery," by Stewart Edward White and Samuel Hopkins Adams, of which the Musson Book Co. are publishers. It is a fascinating story of a voyage of scientific discovery. (Cloth \$1.50.)

The Musson Book Co. report a good sale for "The Red Cavalier," by Lewis Ramsden. They also state that "The Whirlwind," by Eden Phillpotts, is enjoying considerable popularity. (Cloth \$1.25).

A sparkling romance of royal love is to be found in "The Princess Virginia," by C. N. and A. M. Williamson, which the Musson Book Co. published recently. It is not only a very readable book, but it is artistically bound and illustrated in color. (Cloth \$1.25).

Owing to the great encouragement the author of "The Viper of Milan" received, through the success of her book, she has written another one, entitled "The Glen o' Weeping." In this last book Miss Bowen has built up around the celebrated massacre of Glencoe a romantic drama worthy of Maurice Hewlett or Stanley J. Weyman, at their best. (Cloth, \$1.25; paper, 75c.)

"Pigs is Pigs," by Ellis Parker Butler, is still

having a very large sale. It has been necessary to issue another large Canadian edition to satisfy the increasing demand for this highly humorous story. The Musson Book Co. are the publishers. (Cloth, 50c.) The same author has written another humorous little book, published in uniform style and called "The Great American Pie Company." The reader cannot help but laugh hilariously all through the book.

The Oxford University Press is arranging for the publication of "The Shadow of a Great Rock," by William R. Lighton, this month. It is a spirited story of western mining life, told realistically. This company will also publish a Canadian edition of the new life of Dr. Baedeker, the missionary, shortly.

Among the early fall-books to be published by William Briggs appear the following titles: "Anderson Crow," by G. B. McCutcheon; "The Halo," by Baroness von Hutten; "The Stopping Lady," by Maurice Hewlett; "The Heart of Jessie," by Amelia E. Barr, and "Beth Norvell," by Randall Parrish.

Great things are expected for "Gaff Linkum," a story by a new Canadian author, Archie P. McKishnie, which William Briggs has just published. It is said to be a splendid first effort and it will undoubtedly bring its author into considerable prominence.

"Spirit Lake," by Arthur Heming, of Hamilton, is one of the handsome new publications of the Macmillan Company of Canada. Mr. Heming's work as an artist is already known to readers of American magazines, and now, as an author, he will no doubt win new fame. The book is illustrated with 24 of his drawings.

The Macmillan Company have issued Volume 10 of the Cambridge Modern History, dealing with "The Restoration." They are also bringing out a new edition of Dr. J. Holland Rose's "Life of Napoleon."

The last published writings of the late John Fiske were the "Essays Historical and Literary," which appeared in two volumes about four years ago. Some of these essays are among the most delightful and illuminating that Mr. Fiske ever wrote, and the success of the two-volume edition justifies the publishers in announcing an issue of the two volumes in one. (Macmillan Co.)

Randall Parrish has written a new story which A. C. McClurg & Co., Chicago, will publish early in the fall. Unlike his previous novels, it is understood to be a romance of to-day, and the action is laid in the mountains and among the mining camps of Colorado. The title of the new romance will be "Beth Norvell." The heroine is a talented young actress, and the hero a stalwart young mining engineer. N. C. Wyeth will illustrate the book.

A second edition of "The Man Who Was Dead," by A. W. Marchmont, is announced by the Copp, Clark Co. They also report a second edition of "A Strong Man's Vow," by Joseph Hocking. This book, together with "The Secret," by E. P. Oppenheim, are their best sellers this summer.

The Copp, Clark Co. will shortly have ready a new and complete edition of the poems of Charles G. D. Roberts, including "The Book of the Rose." The price of the volume, which will be handsomely bound, will be \$2.

The Copp, Clark Co. have taken the Canadian market for the new Chats Series of books for collectors and all persons interested in antiques. The series includes "Chats on Old Prints," "Chats on Old China," "Chats on Old Furniture," and "Chats on Costume." The price is \$1.50 per volume. Each book is profusely illustrated.

For July, the Copp, Clark Co. are preparing editions of Antonio Fogazzaro's latest novel, "The Woman," and "The Shulamite," by Alice and Claude Askew. Both will appear in cloth only, at \$1.25.

About August 1, the Copp, Clark Co. will publish "Champion," an exciting motor story by John Colin Bane, and "Garrison's Finish," a romance of the race-course by W. B. M. Ferguson. Both books retail at \$1.50 and in their characteristic covers should prove good sellers.

A third edition, larger than either of its predecessors, of "Songs of a Sourdough," by Robert W. Service, is announced by William Briggs. The book was bound to be popular, but the demand has reached unprecedented proportions.

The last of William Briggs' spring list, "Daft Days," by Neil Munro, is now ready in cloth and paper editions. An attractive cover design adds to the other good qualities of the book.

McLeod & Allen have completed their spring list with the publication of the six novels announced for June. Of these "The Scarlet Car," a series of motor stories, by Richard Harding Davis, "Three Men and a Maid," a story of English village life, by Robert Fraser, and "A Winged Victory," by R. M. Lovett, are probably the leaders.

Great things are anticipated for Robert Chambers' new novel, "The Younger Set," to be published about the end of August by McLeod & Allen.

The elementary school edition of Webster's "New Standard Dictionary" is the latest lexicon to be added to Laird & Lee's famous series of school dictionaries. It is an entirely new and original lexicon printed from bold black type of good size, making a much superior book to the kind usually furnished to school children. Among the many features of this dictionary are the degrees of adjectives, plurals of nouns, irregular forms of verbs, proper nouns indicated by capital initials and many new words and definitions. Bound in black silk cloth, 25 cents. (Laird & Lee, Chicago)

A. C. McClurg & Co., Chicago, have issued an advance bulletin of their fall publications. The list is a big one and attention is bestowed in it to almost every phase of publishing activity. The fiction includes "Beth Norvell," by Randall Parrish; "The Crimson Conquest," by Charles B. Hudson, and "For Maisie," by Katharine Tynan. A. C. McClurg & Co. also announce a new series of uniform reprints of the standard writers of fiction, to start with Dickens' "Tale of Two Cities" and "Oliver Twist," and Scott's "Kenilworth" and "Ivanhoe." Under the heading of illustrated gift books, they will publish "My Book of Joys," by Lucy Fitch Perkins, "Immensee," by Theodore Storm; "With Wordsworth in England," by Anna B. McMahan, "Shakespeare's Christmas Gift to Queen Bess," by Anna B. McMahan; "The Lincoln Year Book," "The Franklin Year Book," and "Our Country Home," by Frances Kinsley Hutchinson. Under the heading of books of history and description, there will appear "The Great Plains," by Randall Parrish, "The Campaign of Santiago de Cuba," by Col. H. H. Sargent, "Venice," from the Italian of Pompeo Molmenti, and "A Handbook of the Philippines," by Hamilton M. Wright. Other titles will be announced later.

### PUBLISHERS MOVE.

After quite a long occupancy of their premises on Melinda street, McLeod & Allen, the Toronto publishers, have at last felt the need for more room, and have, accordingly, leased the four-storey building at 42 Adelaide street west. They expect to occupy their new quarters about the middle or end of August. They will at first use only the ground floor, subletting the basement and upper floors. They have already leased the top floor to Cassell & Co., for whom they will act as selling agents.

### CANADIAN BRANCH OPENED.

As announced in the May issue of Bookseller and Stationer, Cassell & Co., Limited, publishers, London, New York and Melbourne, have at last made arrangements for the opening of their Canadian branch, which is to be located at 42 Adelaide Street West, Toronto. Mr. R. H. Paget, the firm's foreign publisher, has been in Toronto recently securing premises and overseeing the opening of the branch, and it is expected that the Canadian office will soon be in full operation. Mr. H. Button will act as manager, and Mr. G. A. Parker will take charge of the periodical department.

It might be of interest to note that Cassell & Co. publish a large number of magazines, including Cassell's Magazine, The Quiver, Chums, The Story-Teller Magazine, The Saturday Journal, The Girls' Realm, Little Folks, etc. The sale of all these periodicals will be energetically pushed.

They also issue serially several important popular publications, such as "Women of All Nations," "The New Book of the Dog," "Sacred Art," "The Book of Photography," "Cassell's Popular Science," etc., which are published in monthly parts at low prices.

But what should interest Canadian booksellers chiefly is the announcement of The People's Library—handsome, serviceable, and yet cheap editions of the world's most famous books. Twenty-five titles are announced for publication in Canada by October 1, including "Treasure Island" and "Kidnapped," by R. L. Stevenson; "Adam Bede," by George Eliot; "Ivanhoe," by Sir Walter Scott; "Tom Brown's School Days," "John Halifax, Gentleman," "Jane Eyre," etc.

Cassell & Co. have arranged with McLeod & Allen, Toronto, for the latter firm to act as their selling agents for the Dominion.

### BOOKS OF THE MONTH.

AT SCOTLAND YARD. By John Sweeny. Edited by Francis Richards. Toronto: Musson Book Co. Contains a record of the experiences of John Sweeny, a retired Scotland Yard inspector of detectives, from the time of his joining the London police force until his recent retirement. Gives some good examples of the inner workings of the famous criminal investigation department of Scotland Yard, and tells of numerous personal encounters with anarchists and Irish agitators.

BUSINESS DESK BOOK. Curtis, Gardner & Co., Ltd. London. Paper, 2d. (4 cents). This is a little paper covered booklet, full of information of the kind that might be needed any moment by a business man. Tables of weights and measures, profit and discount tables, interest table, foreign exchange rates, and many other subjects of everyday use are treated concisely in this little "tuppenny book."

**DAYSPRING, AND OTHER SERMONS.** By Rev. James Little. Oliphant, Anderson & Ferrier, Edinburgh. 5s. In this volume of sermons the life and truth of the gospel are presented with admirable sincerity and directness. Questions of controversy and criticism are carefully avoided. Prominence is given to the ethical and spiritual value of the gospel and its power to overcome evil and transform the life. The style is singularly lucid and forceful. In the publication of these discourses Mr. Little has made a valuable contribution to Christian literature.

**HILL OF DREAMS.** By Arthur Machen. Dana, Estes & Co., Boston. \$1.50. A study after the manner of De Quincey. The author has depicted a character of morbid and introspective temperament dominated by the imagination as one under the influence of a drug. The tone throughout is pessimistic. A life of dreams tends to alienation from his kind and closes in loneliness and failure.

**OF SUCH IS THE KINGDOM.** By Richard L. Metcalfe. Lincoln, Neb.: The Woodruff-Collins Press. Cloth. This is a volume of essays, taking its title from the first one, which is upon the subject of children and their influence upon mankind. There are 37 other short essays, upon kindred subjects, drawn from life. The book is replete with the soundest of moral and humane precepts, written in the free and unrestrained style of a man who feels what he says.

**ORTHODOX SOCIALISM.** By James E. LeRossignol. New York: Thomas Y. Crowell & Co. Cloth, \$1 net. This is a text-book on the subject of socialism, and is written with a view of examining that creed. The first chapter quite dispassionately defines the creed and traces the rise of socialism. Following this, the writer enters into discussion of the theory of value, the law of wages, surplus value, the use of machinery and its effect on labor, panics, strikes, and all the other topics which a discussion of socialism naturally gives rise to. The method of treatment is as well-suited to the general reader as to the student of economics.

**WELLCOME'S PHOTOGRAPHIC EXPOSURE RECORD AND DIARY, 1907.** New York: Burroughes, Wellcome & Co., 45-Lafayette street. This is a little book useful to amateur photographers. It contains information as to the development of negatives, and particularly as to the proper exposure of plates or films. There are 120 pages of reading matter, and 140 pages of specially ruled paper for the purpose of recording particulars of any piece of work and the peculiar circumstances surrounding it. There is a celluloid disc on the inside back cover, by means of which the operator can find the correct time for the exposure necessary for any kind of subject. The book is pocket size.

**WRITING FOR THE PRESS.** By Robert Luce. Boston: Clipping Bureau Press. Cloth, \$1. This is a comprehensive manual for the use of all people interested in literary work of any kind. It is somewhat unique in form, as it is without division into chapters. It starts out with instructions as to the size of copy paper, and more or less completely deals with every branch of knowledge entering into newspaper writing, magazine writing and book-making and publishing. It contains also a useful glossary of terms peculiar to the publishing world. It is now in its fifth edition.

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11 Street, Bloomsbury, London, W.C., England

**Just Published**

**Farm Live Stock of Great Britain**

By ROBERT WALLACE, F.L.S., F.R.S.E., etc.

Professor of Agriculture and Rural Economy in the University of Edinburgh, Author of "Indian Agriculture," "The Rural Economy and Agriculture of Australia and New Zealand," etc., etc.

Fourth Edition, Re-written and Enlarged—making practically a new work. 800 pp. of Text and 200 pp. of Illustrations. Medium 8vo, net £0-18-0.

A Guide to breeders of all classes of Stock and a text-book for Students of Agriculture.

Edinburgh: OLIVER & BOYD  
London, Eng.: GURNEY & JACKSON,  
10 Paternoster Row.



# HERE AND THERE AMONG THE STATIONERS

Items of Interest to the Trade Gathered from Various Sources.

## WATERMAN'S IDEAL SIGN.

The attractive illustration on this page of the Waterman's Ideal Fountain Pen, is a reduced facsimile of an advertisement being placed by the L. E. Waterman Co., of Canada, Ltd., in all Canadian street cars. Upon request, the company will send to any dealer a display sign which is a facsimile of the illustration, lithographed in colors, size 11 x 21. They will also furnish free to dealers, upon request, an electrotype of the illustration for use in local newspaper publicity. Wideawake dealers will see the value of these offers in that they furnish valuable supplementary advertising, concentrated in each locality, to the widespread advertising conducted by the company.

stroyed. A great deal of damage was also occasioned by water. A few days later two men, one a policeman and the other a fireman, who had been placed on guard in the damaged store, were arrested, charged with stealing a number of fountain pens and other small goods. The loss was covered by insurance, spread over several companies.

Buntin, Gillies & Co., Limited, Hamilton, report an increasing demand for lightweight stationery, their onion skin tablets, both 8vo and 4to sizes, having a large call.

Warwick Bros. & Rutter are showing a fountain pen clip of a useful nature, which they are giving away with their Perfect fountain pen. The clip may also be pur-



The secretary of the Winnipeg School Board is calling for tenders for stationery supplies.

Tenders for stationery supplies are being called for by the secretary of the Halifax School Board.

Dubin and Damin is the name of a new firm of fancy goods merchants who have entered the business arena at Longue Pointe, Que.

The Acme Supply Co., Limited, have recently been incorporated in Toronto, with a capital of \$40,000. The objects of the company are to carry on business as wood-workers and to do pyrographic work and designing.

Menzies & Co., of Toronto, have been incorporated with a capital of \$40,000.

Mildred Leadbetter, fancy goods merchant, of London, has sold out.

A disastrous fire recently caused a great deal of damage to the book and stationery store of D. J. Young & Co., Ltd., of Calgary. The fire broke out in the rear of the building, and in spite of the firemen's efforts a large quantity of wall paper and fancy goods were de-

stroyed. The pens are packed in dozens in neat show boxes, and are accompanied by a dozen individual boxes and fillers.

The Ferris Wheel post card rack is the latest novelty in the line of devices for exhibiting post cards. It is illustrated elsewhere in the paper. It stands about three feet high, is about one foot wide and holds 3,500 cards. It is finished in brass and will prove a handsome adjunct to any store. As it turns, the cards keep falling over into perpendicular positions. Warwick Bros. & Rutter have the Canadian agency for these racks.

Some novel effects are being shown in new papeteries by Warwick Bros. & Rutter. One original design is in the shape of a chateleine bag, hanging by a ribbon. When opened out, it shows neat packages of envelopes and note paper. Another odd effect is a box with octagonal projections running around it. Both these boxes are covered with floral paper, and look very pretty.

"Remembrance" is the name of an artistic papeterie box shown by Warwick Bros. & Rutter. It has a pale pink covering with faint design interwoven. The various

boxes shown this year are for the most part decorated with floral designs, holly and mistletoe, and come in several staple and novelty shapes.

The hand-made deckle edge note paper and envelopes referred to before in this paper as having been secured by Warwick Bros. & Rutter from Italy are now to be had in attractive boxes, decorated with coat of arms and floral paper. There are two sizes.

Buntin, Gillies & Co., Limited, Hamilton, report a rush of orders for September school opening, everything pointing to an unprecedentedly busy season in the products of their factory.

#### HIGH-CLASS CANADIAN BINDING.

It is frequently asserted that the art of high-class book-binding by hand has died out in Canada. Probably this opinion has arisen from the small demand that exists for this class of work. But, though the demand is small, yet Canadian workmanship in this particular is by no means so mediocre as one might suppose. In fact, work is from time to time turned out that would do credit to many of the famous binderies of the old land.

A recent visit to the bindery of Warwick Bros. & Rutter, Toronto, confirms this opinion. A week or so ago this firm put through some elaborate work on a number of duplicate sets of Canadian books, intended for presentation to Prince Fushimi on the occasion of his visit to the Dominion. The designing of the covers, the exquisite tooling and the perfect finish of the work commend it to the most fastidious.

#### A FINE CATHEDRAL PICTURE.

Five hundred and thirteen years is a long time to spend in the erection of one building. Yet that is the period of time—from 1377 to 1890—taken to complete the magnificent cathedral building at Ulm on the river Danube, Germany. A beautiful colotype of this building, the spire of which is 161 metres high, has been received from the publisher, Mr. Heinrich Jung at Ulm, Germany. The picture is printed on heavy paper, and is about 2 feet by 18 inches in size.

#### LYRE ASSORTMENT.

A novel pencil assortment recently placed on the market is the "Lyre" assortment No. 1653, made by the American Lead Pencil Company. Like all assortments brought out by this concern of late, the Lyre is compact and is of excellent value for the money; it takes up but a few square inches of space on the counter, and contains only the leading brands, every style being a top-notch in the way of popularity. The box is in the shape of a lyre, and contains six dozen round and hexa-



gon pencils with assorted finishes, gilt and nickel tops and fitted with grey, green and pink rubber erasers. Colored illustration and price will be furnished on application.

#### TARIFF DECISIONS.

The customs tariff on the following stationery lines has been settled at the following figures:

Slate used for the purpose of school blackboards, British preferential rate, 15 per cent.; general tariff, 25 per cent.

Paper napkins, white or colored, British preferential rate, 22½ per cent.; general tariff, 35 per cent.

Bags or sacks used as coverings in transportation of magazines from United States—such magazines being free of duty—free.

## Crane's Linen Lawn Cards

Have been adopted by many of the leading stationers of the country as the new visiting card stock. It makes a strikingly attractive card in the two-sheet thickness, and prints well from plate. The fashionableness of the Crane's Linen Lawn papers will add much to the demand for the Linen Lawn cards. Send for samples of them.

It will pay any of the trade to visit our salesrooms in Chicago, Boston or New York. We are showing the holiday lines and other novelties, as well as the staples.

GEO. B. HURD & CO.

Fine Paper Manufacturers

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



**BERLIN'S LATEST STAPLES.**

All dealers will be glad to note that not the least important part of the 1907 Berlin lines is that devoted to spring staples, embodying a hundred and fifty distinctly new numbers.

The "Art Linen," "Manor Linen" and "Art Ideal" numbers are designed to give the dealer a twenty-five cent box in an all-over design cover with an excellent quality linen finished stock, ribbon tied, as filler. These titles are certain to prove splendid summer sellers.

The Hand Plated Vellum, the new high finish vellum stock, is furnished in ream goods and weddings, as well as in paperettes. It is said to be meeting with marked success with the jewelers and high class trade. It retails from forty to sixty cents per quire with envelopes.

The St. Clair Linen and Berlin's English Weave are both high grade linen finish papers, and are put up in highly attractive boxes, to retail from thirty-five to fifty cents in the various sizes.

One of the most attractive features of the line is "Duray Linen," an Indian head top in six colors and gold, probably the most striking paperette shown in high grade goods this year. This package retails from forty to sixty cents in the various sizes.

The new floral boxes, made in the popular drawer box, also in tandems, are sure to prove fully as popular as Berlin's other floral line.

All in all, the new Berlin staple line is as strong a one in its way as the Berlin holiday display. Both may be seen at the Berlin & Jones Broadway sample rooms (621 Cable Building, N.Y., U.S.A.), or at factory sample rooms (547 W. 27th St., N.Y., U.S.A.), or on the road, by appointment with any one of the Berlin salesmen.

**NEW SUPPLY FIRM**

A new firm of photo supply manufacturers and dealers have been incorporated in Toronto, under the name of the Canada Photo Supply and Manufacturing Co., Limited. The company have a capital stock of \$40,000, and their head office is at 339 Broadview avenue, Toronto.

The manager of this company, Mr. W. M. Mitchell, claims to have invented a machine which will turn out real photograph post cards quicker and better than any process previously discovered. It is his intention to put this machine on the market, and manufacture and supply the necessary chemicals and other accessories for its proper use.


**VENUS PENCILS**

THE BEST THE WORLD PRODUCES  
17 DEGREES—SOFTEST TO HARDEST

EXAMPLES AND PARTICULARS ON REQUEST.

LONDON, ENG. **AMERICAN LEAD PENCIL COMPANY, NEW YORK**

VENUS PENCILS  
CAN NOW BE OBTAINED  
FITTED WITH HEAVY GILT  
PROTECTORS and RUBBERS



**The Sutcliffe-Edmison Co., Limited**

TORONTO, - ONT.

Wholesale Fancy Goods, Druggists' Sundries,  
Dolls, Toys, China and Glassware.

We are now showing our Import and Stock  
lines for Fall Trade, and have the newest,  
most up-to-date and best money making lines  
procurable.

It will pay you to inspect our range of  
goods and prices before placing orders else-  
where. Your present requirements in  
Summer Novelties, Rubber Balls, Sporting  
Goods, Japanese Fans, Lanterns, Jap.  
Screens, Tissue Paper Napkins, Lunch Sets,  
Garden Sets, Sand Pails, Shovels, etc., will  
receive our prompt attention.

Our China Department is now well stocked  
with new and very neat designs.

---

**The SUTCLIFFE-EDMISON CO., Limited**

76 YORK ST., TORONTO, ONT.

**Booksellers and Stationers**

will find it profitable to give

**The Busy Man's Magazine**

a prominent place in  
their magazine displays.  
The news stand sale is  
increasing at a pheno-  
menal rate. It is a ready  
seller, and the profits are  
large. It needs only to  
be introduced to be ap-  
preciated. Order from  
your News Company on  
a fully returnable basis.

**The Busy Man's Magazine**

Montreal, Toronto, Winnipeg, London, Eng.

## CARTER'S INKY RACER

Removes ink blots from paper, and eradicates ink and other stains from all kinds of cloth, carpets, desks, hardwood floors, etc.

IT IS PUT UP  
IN A HAND-  
SOME PASTE  
BOARD BOX  
WITH SLIP  
COVER.



EACH DOZEN  
IN AN EASEL  
BOX FOR  
COUNTER  
DISPLAY.

IS A FAST SELLER

THE CARTER'S INK CO.

BOSTON  
CHICAGO

NEW YORK  
MONTREAL

## WHAT IS MORE IMPORTANT

than having your business records, copies of contracts, etc., preserved? To be sure of this, it is necessary to have Carbon Paper and Typewriter Ribbons made from colors that are absolutely permanent.

These colors are costly and that is why

# PEERLESS

BRAND

is sold at a higher price than many other lines advertised.

Our goods are guaranteed in all respects.

The Carbon Paper and Ribbon Mfg. Co.  
Limited

Office and Factory—34 Adelaide Street West.

TORONTO, CANADA

## "Sports" Playing Cards



LACROSSE DESIGN.

THE BEST VALUE  
IN THE MARKET.

ONE OF MANY  
VARIETIES

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

SPECIAL CARD FOR  
WHIST PLAYERS

Colonial Whist

We are headquarters for PLAYING CARDS  
MADE IN CANADA.

Style and finish equal to Imported Cards.

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

The UNION CARD & PAPER CO.,  
Limited  
MONTREAL.

# Quality Papers!

Your requirements, no matter what they are, can be satisfactorily met by us, as we have the facilities for manufacturing lines which, for quality, cannot be equalled in the Dominion. Notice a few of our chief lines, sizes and weights given:

### PROVINCIAL BOND

White and Tinta

17 x 24—20, 24 and 28 lbs.  
17 x 22—14, 16, 18, 20 and 24 lbs.  
18 x 24—20 lbs.

### PROVINCIAL BOND

Azure

17 x 28—28, 32 and 36 lbs.  
21 x 32—56 lbs.  
23 x 36—72 lbs.

## COVER PAPER

### SNOWFLAKE

In Blue, Red, Lilac and Wine  
20 x 25—40 and 60 lbs.  
22 1/2 x 28 1/2—50, 60 and 80 lbs.

### ADELIA

Fine White Wave, Double  
Cap and Fello  
and variety of other lines.

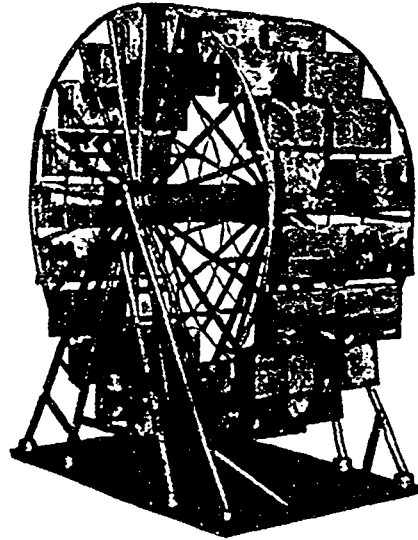
The Northern Mills Pulp  
and Paper Co.

278 St. Paul Street

MILLS  
St. Adèle, Que.

MONTREAL

The New  
**Ferris Wheel Post Card Rack**  
 Gilt Lacquered Finish



Height, 31 inches.

Weight, 36 lbs., packed ready for shipment.

NOVEL  
 ATTRACTIVE  
 SERVICEABLE

The Ferris Wheel Post Card Rack is solidly constructed and the gilt finish makes it the most attractive stand made. The wheel is made so that it may be turned by electric power if desired.

ORDER A SAMPLE

The "Gassaway" Post Cards

Sixty original juvenile designs in high-class colored reproductions



Put up one hundred assorted in box. Price, \$1.25

ORDER A SAMPLE BOX

SIXTY DESIGNS

**Warwick Bros. & Rutter, Limited**  
 Publishers of  
 Picture Post Cards  
**Toronto**



## PICTURE POST CARDS



### FILLING WASTED SPACE.

The accompanying picture shows how a gallery and shelf partition, which was the only available space for post cards in a compact commercial stationery store, has been utilized by the Early suspension post card holder. Mr. Earl J. Early, the inventor of the holder, devised it particularly to meet the requirements of the limited space available for post card display in this store.

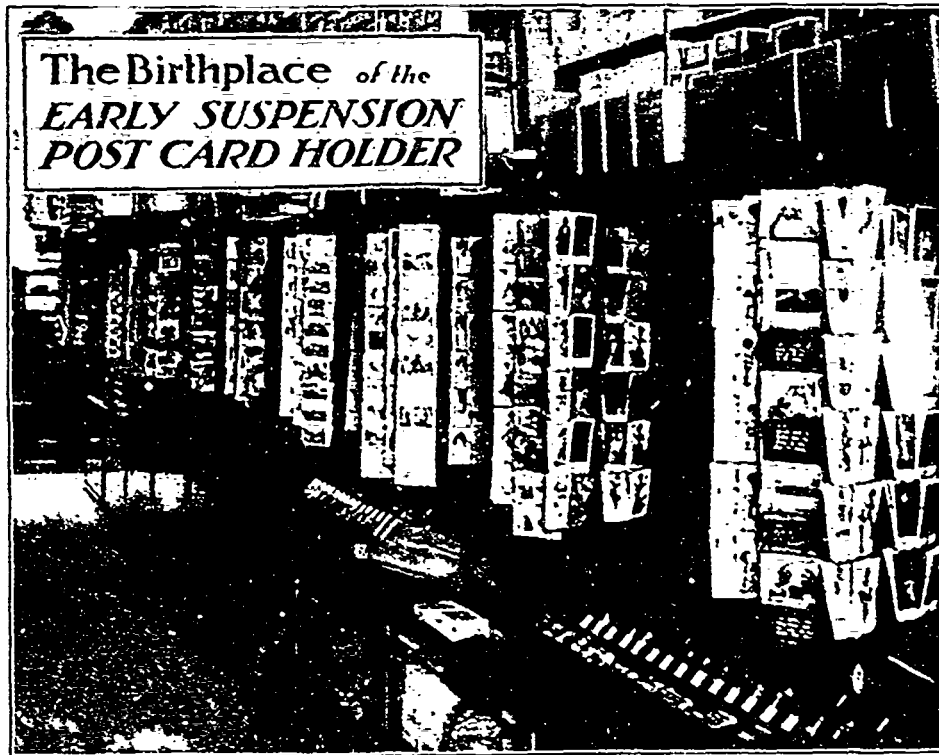
One quarter of the number of holders shown in the illustration are supported from the shelf partitions by Early adjustable brackets. The remainder are supported by the gallery, carrying, all told, 50,000 cards without interfering with the regular stock.

The Early holders are designed on the unit principle, and can be linked into chains of any length. Each hold-

er, you lay a number of these strips together, pass a double string or elastic through the holes on one side, carry underneath and then up through the holes on the other side. Pass the string through till it is long enough to hold all the cards desired, then tie it. The strips will then be lying on top of each other. Lift up all strips but the bottom one, insert your post card between the double string and repeat the operation until all the strips are used. When a card is removed, those on top of it fall down and fill up the gap automatically.

### GERMAN COLOR PRINTING.

One of the most remarkable developments of science, in this scientific age, is that of the color printing art.




er is an adjustable rust-proof pocket, without springs, giving the cards a forward tilt like pictures on a wall. The slant base enables cards to be removed one at a time, which prevents the remainder of the stock from being soiled.

### A SIMPLE CARD HOLDER.

A slip of metal and a piece of thin string, just about describes the "C.H.B." card holder, now being placed on the market by William Mitchell (Pens) Limited, London. The device consists of a little thin strip of black steel, 3 inches long and a quarter of an inch wide, with a hole pierced in either end. To display post cards with

Crude, indeed, are the color prints of old, when compared with some of their beautiful successors of the present day. Among the foremost nations of the earth in the development of the art of printing in colors is Germany. There are many firms in that progressive country whose talents are entirely devoted to color printing and chromo-lithography, and among the most successful of these firms is that of A. Molling & Co., of Hanover. Although this firm turns out some excellent half-tone work, its specialty is chromo-lithography. In this line it is right in the van of progress.

By that method of reproduction the firm turns out all manner of printed things. There are, for instance, children's toy-books embracing many subjects, such as

HIS  MARK


**High Grade  
Printing**  
from the conception of the  
idea to the finished job—we  
are now ready to produce in  
our **NEW PRINTING  
DEPARTMENT**

With everything new—  
**NEW MANAGER**—  
from New York City, full of  
the ideas and methods of the  
best printers, advertisers and  
publishers of the States—  
**NEW PRESSES**—the  
latest products of the press  
makers—  
**NEW TYPE**—the  
best faces selected from the  
stocks of leading foundries  
and a  
**NEW RESOLVE**—to  
make every job a credit to  
us and to you—we ask for a  
chance to figure, furnish lay-  
outs, dummies, schemes and  
designs for anything from  
a letterhead to a catalog—

If you want  
"printing that's different"  
let us hear from you

**MACLEAN  
PUBLISHING  
CO LTD**  
John Bayne MacLean  
P r e s i d e n t  
10 Front St East Toronto  
MONTREAL WINNIPEG  
L O N D O N E N G

**PRINTING DEPT**  
Charles Edward Peabody  
M a n a g e r

his  mark

in obtaining renewals of subscriptions, in spite of the Little Red Riding Hood, Cinderella, etc., some printed on untearable linen paper. Children's post card painting books are also specialized in by this firm. Christmas cards, boxes, post cards—to name in detail all the products of the art in which this firm excels would be impossible in the limited space available; but it would be quite safe to sum up their capacity by saying they can print in colors anything capable of it.

—♦—  
**THE TRAVELING MAN.**

Could I pour out the nectar the gods only can,  
I would fill up my glass to the brim  
And drink the success of the Traveling Man,  
And the house represented by him;  
And could I but tincture the glorious draught  
With his smiles, as I drank to him then,  
And the jokes he has told and the laughs he has laughed,  
I would fill up the goblet again—

And drink to the sweetheart who gave him good-by  
With a tenderness thrilling him this  
Very hour, as he thinks of the tear in her eye.  
That salted the sweet of her kiss;  
To her truest of hearts and her fairest of hands  
I would drink, with all serious prayers,  
Since the heart she must trust is a Traveling Man's,  
And as warm as the ulster he wears.

I would drink to the wife, with a babe on her knee,  
Who waits his returning in vain—  
Who breaks his brave letters so tremulously  
And reads them again and again!  
And I'd drink to the feeble old mother who sits  
At the warm fireside of her son  
And murmurs and weeps o'er the stocking she knits  
As she thinks of her wandering one.

**Biggest Selection of Post Cards for the Trade, Fancy  
Glaces and Colored Bromos. A Very Good Imitation.**

Colored Series & Children, \$1.50 per 100 & \$12.50 per 1000  
Plain Glace Radio, \$1.00 per 100 and \$9.00 per 1000  
Black Bromos, 60c. per 100 and \$5.50 per 1000  
Send postage for samples. Note the price.  
**THE FALICK-IMPORT CO.**  
107 St. James St. Montreal

**Pictorial Postcards,** Autotype-chromo, Photo-  
type, and Lithographic  
Coloured, etc.

Cards made from any Photograph. All orders receive prompt  
and careful attention. Lowest terms.

**German Postcard Works  
Boch & Kirsch-Frankfort M.**

Several Rewards Established 1872 **GOOD AGENTS WANTED**

**Fine Art Printing Co.**  
Kaufbeuren, Munich, Germany

Manufacture to order for important buyers,  
as a speciality:

**Postcards**

in Collotype, from 1,000 up-  
wards, per design.  
in Copper-plate Printing,  
from 1,000 upwards, per  
design.  
in Retochrom—combined let-  
ter press and lithographic  
color printing, 3,000, 5,000 and 10,000 per design, in sheets of 30  
and 61 designs

# SPECIAL FOR STATIONERS

## SCHOOL OPENING

We are showing the finest range of new scribblers ever offered to the Trade in Canada.

### SIXTEEN NEW DESIGNS

We wish to call special attention to our eight new Animal designs done in the three-color process, and specially made up for us in the Old Country. Highest grade of Toned Paper for Pen Work. These scribblers are absolutely in a class by themselves.

We also carry a full range of supplies, and all authorized School Text Books.

**CLARK BROS. & CO., LIMITED**

Wholesale Stationers

WINNIPEG, MAN.

**W. NEUMANN & CO.,**

Wasserthorstrasse 42,  
Berlin, S. 42

## High-class Collotype Printers

SPECIALTY: **Collotype Postcards** TO ORDER

Hand-coloured Collotype Cards

Glossy Collotype Cards

Double-tone Collotype Cards

Photochrom Collotype Cards

ALL KINDS OF VIEW-ALBUMS AND SAMPLE SHEETS

CHEAPEST PRICES.

WHOLESALE AND EXPORT ONLY

# SPECIAL COMBINATION OFFER

1 (one) Assortment to a Customer

| REGULAR PRICE                               |        |
|---------------------------------------------|--------|
| 50 Leather Cards . . . . .                  | \$1.25 |
| 12 Asst'd Real-Fur Teddy Bears . . . . .    | .60    |
| 12 Asst'd Pen-Wipers, Teddy Bears . . . . . | .42    |
| 12 Leather Medals . . . . .                 | .30    |
| 12 " Sole, P.C. . . . .                     | .30    |
| 12 " Appliquet-Flower Sets . . . . .        | .60    |
| 12 " Mignon Post Cards . . . . .            | .18    |
|                                             | <hr/>  |
|                                             | \$3.65 |

Delivered free of expense, anywhere in  
U.S. or Canada, \$2.65, cash with order.

Retail price for this lot, . . . . \$7.66

---

\$7.66 Retail

\$2.65 Cost you

\$5.01 Your net profit.

We have now (500) varied designs in Hand Burnt and Painted Leather Cards, also a fine line of Artistic Novel and Attractive Souvenirs.

**LEATHER POST CARD CO.**

335 BROADWAY, NEW YORK



**PAYSON'S INDELIBLE INK**



Trade supplied by all Leading Wholesale Drug Houses in the Dominion

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

**Standard Commercial Works.**

**Matté's Interest Tables,**

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

**Matté's Three-Per Cent. Interest Tables.** By the same author. On fine toned paper and strongly bound. Price, \$3.00.

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

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

**Hughes' Supplementary Interest Tables,** Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ½ per cent. to 3½ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which in connection with Comparative Tables, interest for one thousand days can be obtained at any rate from ½ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ½ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ¼ per cent. rates. By CHARLES M. C. HUGHES. Price, \$2.00.

**Hughes' Interest Tables,**

At 6 and 7 per cent. per annum on the basis of 365 days to the year, for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14" x 9") strongly bound. Price, \$1.00.

**Hughes' Savings Bank Interest Tables,**

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

**Buchan's Sterling Exchange Tables,**

Converting sterling into Canadian currency, and vice versa, advancing by 8ths and 16ths, with other useful tables, by EWING BUCHAN. Second edition. Price, \$1.00.

**Buchan's Sterling Equivalents and Exchange Tables,**

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc. etc. by EWING BUCHAN. Price, \$4.00.

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

Giving sterling into dollars and cents and vice versa, from \$1 upwards, also sterling equivalents, Canada into New York and vice versa, by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

**The Importers' Guide,**

A hand-book of advances of sterling costs in decimal currency from one penny to 1,000 pounds, with a FLANNELED TABLE, from 20 to 100 shillings per piece of 46 yards, by R. CARRELL and J. W. LITTLE. Cloth, 50c.; leather, \$1.00.

**The Canadian Customs Tariff,**

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Franco-German Bismarck, at Canadian Customs values also a table of the value of francs in English money, Harbor Dues, etc. etc. Cap 8 vo. cloth. Price, 50c.

**MORTON, PHILLIPS & CO.,**

PUBLISHERS.

755 and 757 Notre Dame St. MONTREAL

the BROWN BROS., Limited, of Toronto carry a full line of our publications in stock.

**HOTEL DIRECTORY**

**WINDSOR HOTEL**

HAMILTON, BERMUDA

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

**TOWER HOTEL**

GEORGETOWN DEMERARA

BRITISH GUIANA

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

**WOODSIDE BOARDING HOUSE**

Corner of Main and Lamaha Streets

GEORGETOWN, DEMERARA.

Cool and airy bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Managersess, E. COTTAM.

**VICTORIA LODGE**

HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

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

**WINTER RESORT**

QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager For-Rates, etc apply Trinidad Shipping and Trading Co., 27 Broadway, New York

**THE GRAND UNION**

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

**DOMINION HOUSE**

W. H. DURHAM, Proprietor

RENFREW. ONTARIO

The most-popular Hotel in the Ottawa Valley.

**HALIFAX HOTEL**

HALIFAX, N.S.

**ACCOUNTANTS AND AUDITORS**

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 151 Toronto St., Toronto. 445 Temple Building, Montreal.

DAVENPORT, PICKUP & CO.,

Chartered Accountants and Assignees, 122 McIntyre Block and 477 Ashdown Block, Winnipeg, Man., and 414-415 Brandon, Man.

**The Topaz Pencil**

As good as any at any price Better than any at the same price.

**HB -- H -- HH -- HHH -- B**

— AND —

**Indelible Copying.**

Write for Samples to

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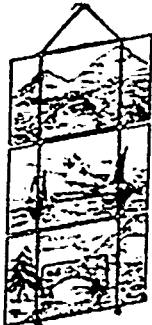
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Confederation Life Association, Toronto.  
Metropolitan Bank, Toronto.  
Western Assurance Co., Toronto.
- Fine Art Printers.**  
Molling, A. & Co., Hanover, Germany.
- Flags.**  
Sutcliffe-Edmison Co., Ltd., Toronto.
- Fountain Pens.**  
Brown Bros., Toronto.  
Copp, Clark Co., Toronto.  
Gage, W. J., Co., Toronto.  
Warwick Bros. & Rutter, Toronto.  
Waterman, L. E., Co., Montreal.
- Glue, Paste and Mucilage.**  
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Carter's Ink Co., Montreal.  
Copp, Clark Co., Toronto.  
Dennison Mfg. Co., New York.  
Higgins, Chas. M., & Co., Brooklyn.
- Gramophones.**  
Berliner Gramophone Co., Montreal.
- Inks—Writing.**  
Brown Bros., Limited, Toronto.  
Carter's Ink Co., Montreal.  
Higgins, Chas. M., & Co., Brooklyn.  
Payson's.
- Leather Goods**  
Brown Bros., Limited, Toronto.  
Rumpp, C. F., & Sons, Philadelphia.
- Papers.**  
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- Papeteries.**  
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Barber & Ellis Co., Toronto.  
Brown Bros., Ltd., Toronto.  
Buntin, Gillies & Co., Limited, Hamilton.  
Copp, Clark Co., Toronto.  
Hunt, Geo. B., & Co., New York.
- Pens.**  
Brown Bros., Toronto.  
Esterbrook Pen Co., New York.  
Gillott, Jos., Birmingham, Eng.  
Heath, John, London.  
Hinks, Wells & Co., Birmingham, Eng.  
Macniven & Cameron, Edinburgh and Birmingham.  
Spencerian Pen Co., Birmingham, Eng.  
Waterman, L. E., Co., Montreal.
- Pencils.**  
American Lead Pencil Co., New York.  
Brown Bros., Limited, Toronto.
- Copp, Clark Co., Toronto.  
Warwick Bros. & Rutter, Toronto.  
Waterman, L. E., Co., Montreal.
- Photographic Supplies.**  
Ward & Co., Montreal.
- Playing Cards, Games, etc.**  
Buntin, Gillies & Co., Hamilton.  
Copp, Clark Co., Toronto.  
Goodall, Chas., & Sons, London.  
Hurst, A. O., Toronto.  
Union Card & Paper Co., Montreal.
- Post Card Holders.**  
Early, Earl J., Novelty Co., Philadelphia.  
Mitchell, William, Ltd., London, Eng.
- Postal Scales.**  
Pelouze Scale & Mfg. Co., Chicago, Ill.
- School Supplies.**  
Buntin-Gillies Co., Hamilton.  
Clark Bros. Co., Winnipeg.  
Copp, Clark, Toronto.  
Warwick Bros. & Rutter, Toronto.
- Souvenir and Picture Post Cards.**  
Boch & Kirsch, Frankfort, Germany.  
Copp, Clark Co., Toronto.  
Early Novelty Co., Philadelphia, Pa.  
Elliott Co., Philadelphia, Pa.  
Fallick Import Co., Montreal.  
Fine Art Printing Co., Kaufbeuren, Germany.  
Forest, D. & W., Montreal.  
Leather Post Card Co., New York.  
Markert & Sohn, Dresden, Germany.  
Neumann, W., & Co., Berlin, Germany.  
Raphael Tuck & Sons Co., Montreal, New York.  
Tisdale, Jos. H., Philadelphia, Pa.  
Valentine & Sons Pub. Co., Montreal, Toronto.  
Warwick Bros. & Rutter, Toronto.
- Tally Cards.**  
Elliott & Co., Philadelphia, Pa.
- Telephones.**  
Bell Telephone Co. of Canada, Montreal
- Thumb Tacks.**  
Hawkes-Jackson Co., New York.
- Typewriter Supplies.**  
Carter's Ink Co., Montreal.  
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- Wall Paper.**  
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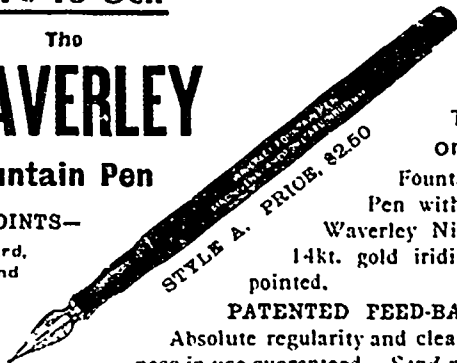


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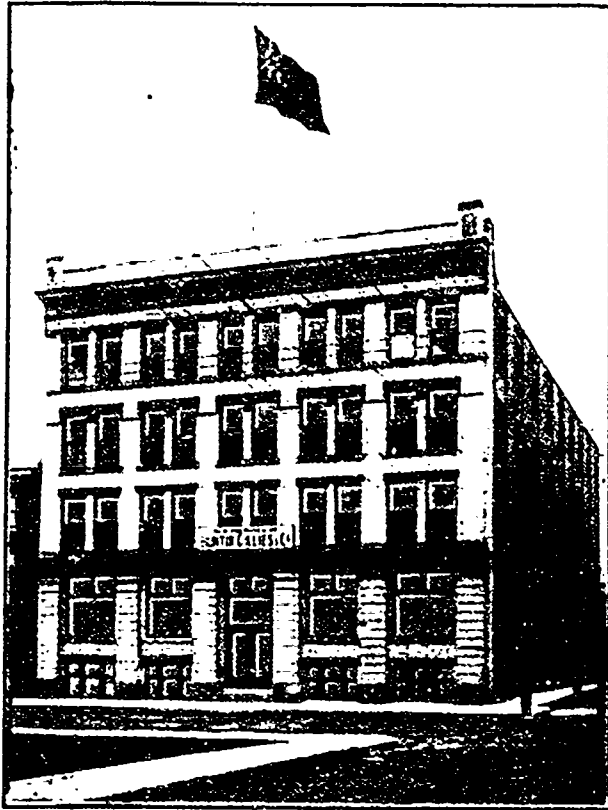
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