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Vol. 5.

FEBRUARY, 1889.

No. 50.

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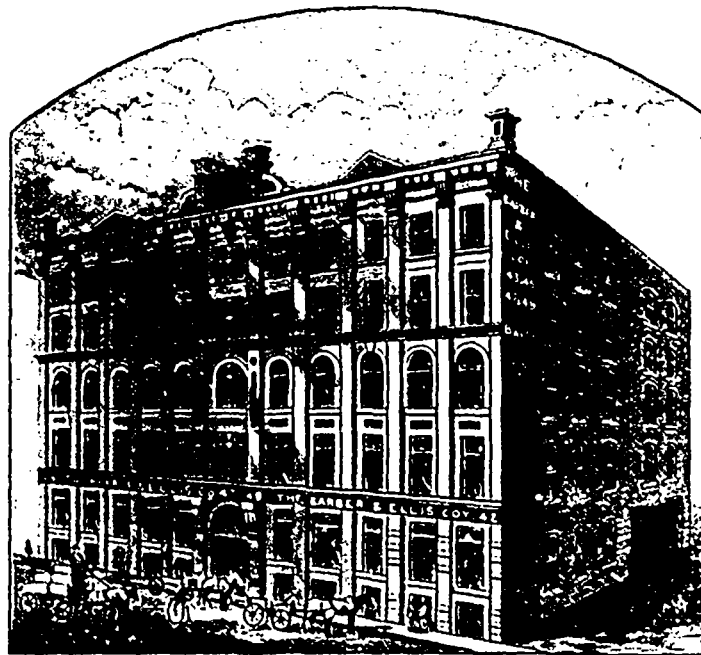
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VOL. V.

TORONTO, FEBRUARY, 1889.

No. 50.



BOOKS AND NOTIONS enters on its fifth year with a new dress, and a paper enlarged permanently to double size. Its four years' record is one to be proud of. Through good report and through evil report it has stood its ground as the champion of the Booksellers, Stationers and Newsdealers of Canada. It has never wavered in its allegiance, and neither money, nor persuasion, nor threats have for one moment caused it to hesitate or vary in its course. With what results?

\*\*\*

It is now the official organ of every Booksellers' and Stationers' and Newsdealers' Association in Canada; but better than that, it is the chosen organ of 98 per cent. of the members of those trades. They have endorsed

BOOKS AND NOTIONS by their ready subscriptions, by their kind and encouraging words, and by the course they have pursued with our advertisers.

\*\*\*

BOOKS AND NOTIONS has now on its list of subscribers 1,206 Canadian Booksellers, Stationers and Newsdealers, several hundred more than any wholesale dealer or jobber thought were in the country, and within 2 per cent. of the total number. This is a larger number than there are on the combined lists of all the publishers and jobbers in Toronto. Can any other trade publication in the world show as good a record?

\*\*\*

This is the result of four years of diligent work in canvassing, writing, sending out specimen copies and advertising; but above all it is the result of the undoubted faith which the trades have in BOOKS AND NOTIONS and its management. Many readers considering that the subscription price was too small, to convey their good will have sent so much more that they are now marked up on our lists as paid to the end of 1891. From ocean to ocean we hear from the trade but one voice, and that is, "Go on in your well-doing."

\*\*\*

Besides the subscribers already mentioned, we have on our list 930 dealers in fancy goods, 210 druggists, 263 printers and publishers, 305 general storekeepers, and a large number of dealers in music, wallpaper, and other trades. The whole list covers completely the dealers in Books, Stationery, News, Sheet Music, Wallpapers, and Fancy Goods.

\*\*\*

To our subscribers we cannot express our thanks, for we owe them everything. On this they may rely. BOOKS AND NOTIONS will not belie its record. Its mission is to all branches of the trades, and in its rejoicing at success it holds out the hand of good fellowship to all, wholesale and retail, jobber and publisher, manufacturer

and dealer. There is every reason for working amicably and prosperously together.

\*\*\*

Publishers, Wholesale Dealers, and Manufacturers are invited to read over our statements above, and to verify them by a critical examination of our subscription books, and of our loads of letters from subscribers.

A movement which gives an increased profit of \$200 a day to the newsagents of Ontario, or \$62,400 a year, is worth telling of even twice or three times, and when it has been gained by the action, individual and united, of the newsdealers themselves, it illustrates the fact that they have a power which can make itself felt, and which should be exercised when their interests are at stake.

\*\*\*

Some interested parties are attempting to prove that the new rates to newsagents on Toronto daily papers are the result, not of the action of the newsagents but of a combine of the three great dailies.

\*\*\*

To those who know the true inwardness of the case, this is sheer nonsense; but for fear that some of our readers might be led away by their sophistry, we give a condensed history of the whole movement.

\*\*\*

At the annual meeting of the Booksellers' and Stationers' Association, held in Toronto, March 9th, 1887, Messrs. T. J. Day and B. H. Rothwell were appointed as a committee to interview the publishers of Toronto dailies with a view to an improvement in the commission to newsdealers. They did their work well, and each of the publishers interviewed agreed that the commission was too small, and agreed to consider a new scale of rates.

\*\*\*

A short time after this the publishers of The Mail issued as they had promised a new schedule, which in its general features was very nearly the same as the present general rates, and newsagents were pleased to see this first result from their work. The other publishers did not, however, follow suit, and on the 28th of May The Mail issued a circular in which the following passages occur: "Since that time" (the time at which they sent out their new rates) "we have been considering the matter and gathering all the facts, which appear to be as follows: First—Newsagents say that it costs just as much to handle one paper as another—a one cent paper as a two cent paper—and where delivery is made it costs just as much to deliver one paper as the other. Second—We find that newsagents all over the country are handling papers on which they have a margin of only one-third of a cent a copy. In some cases they are even delivering papers for this small commission. Third—They inform us that they are able to handle these small papers simply because they may as well sell all when they sell one, and the

profit on The Mail pays for the delivery or handling of the others. We desire news agents to have a fair profit on their work. At the same time we do not feel that we ought to be supplying facilities for other newspapers to compete with us. If papers forced upon the public at such low prices as to preclude the possibility of fair profits to agents receive the same attention from those agents as papers on which there is good profit, we must consider our own interests as well as those of the newsagents, and will have to reduce the margin of profit to the lowest point. We are willing to do one of two things—either newsagents must cease to handle other papers at a less profit than they get on The Mail, or we will reduce the commission to meet the lowest fraction on which agents handle other dailies."

The position taken by The Mail was the correct one, and the Executive Committee of the Booksellers' Association at a special meeting called to consider the subject passed the following resolution:

"Resolved, That the profits to newsagents on handling daily newspapers are entirely inadequate, and that all efforts looking toward an increase of those profits should receive the hearty co-operation of the trade;

"That on examination of The Mail's special circulars to newsagents dated May 28th, 1888, and July 10th, 1888, we believe that they are making an honest endeavor to place the commissions on a proper basis, and should receive general support from dealers."

After this commenced the action of the individual newsagent. One here and another there and a hundred from all over wrote in to the publishers pressing for a new rate, explaining that the old commissions were utterly inadequate, and that finally they would have to cease handling any paper which would not give them proper profits.

In November Mr. Sharpe, President of the Booksellers and Stationers' Association, and Mr. B. H. Rothwell, of Brantford, were again instructed to interview the publishers. Their work this time resulted in a circular from The Globe on November 26th, suggesting a new schedule of rates, and asking the dealers for their approval.

The Managing Director of The Empire had also been seen by the committee, and he stated that the rates proposed by them (which were almost identical with those now adopted) met with his approval, and would if adopted by other publishers be accepted by him for The Empire.

The above is the story of the transaction which brings an increased profit of \$62,400 per year to the pockets of our newsdealers, and we want the praise to be placed where it belongs. First to Messrs. Sharpe, Day and Rothwell, second to those local associations and agents who pressed the publishers for a

The improved condition of affairs brings with it certain responsibilities to the dealer. The better rates were obtained by: 1st—A promise on the part of our representatives that we would live loyally by the conditions, that we would not cut on prices, and that we would push the business when there was something in it to push for. 2nd—The strongest plank in our representatives' platform was that we could not afford to handle papers at any less commission than that asked for and now granted. We must not stultify them by continuing to handle other publications at a less margin. To carry out this provision it is not necessary to cease selling any paper, but we should make the retail price large enough to yield the one cent per copy margin for each delivered paper.

And now finally a hint as to where the most money is in these rates for us. The net rate to dealers is 1½ cents per copy or \$4 by the year. One and one-half cents a copy comes to \$4.68 for the year—a difference of 68 cents for payment in advance, a difference of 17 per cent. truly good interest on your money. Any agent who can in any way do so should pay in advance for his regular supply, and thus obtain the benefit of the best rate. The publishers say that it is worth this difference to avoid expenses in bookkeeping and making drafts, and we may as well take advantage of it.

Since writing the above we learn that the London Free Press has accepted the new rates, and will thus give our Western Ontario members still another chance for profit. Other publishers may have adopted the rates, if so we will be pleased to hear from them and give them the benefit of the announcement. Will newsdealers kindly forward to us immediately on receipt any new rate cards they may receive.

#### POSTAGE ON PERIODICALS.

When in Ottawa Messrs. A. S. Irving and D. Rose had an interview with the Deputy-Postmaster-General regarding a reduction in the postage on periodicals to meet the competition with the States. They urged a reduction for 4c. to 1c. per lb., being the rate now charged from the States to Canada. They received but little encouragement, however. Colonel Smith said that there was a deficit now of over \$750,000, and the Department wanted to reduce rather than increase it. Mr. Rose asked for a reduction in the paper-covered book postage, but the Deputy said it would be impossible to consider the matter. On the other hand, the States authorities, which now carried them at a cent a pound rate, intended placing them at a book rate, namely, 4c. per lb.

It is not likely that the matter will be allowed to rest, so unfair is it to the Canadian trade. Some of the dealers have lost heavily by it. As is well known, dealers used to

bring the matter in from the States by freight and express. Now the bulk of this is brought in by mail. Private citizens have it delivered at their houses free, while dealers have to go to the Customs Department of the Post Office for theirs. A petition is to be drawn up and circulated at once, asking for the reduction.

#### THE TENDENCY OF TRADE.

A recent issue of the Boston Herald contains the following interesting article upon the subject: It seems to be the opinion of some of the best informed European authorities that what is termed the American system of trade is fast coming into use in all of the civilized countries of the world, and that its development is likely to be productive of great changes in the ordinary methods of business. This American system consists in the keenest sort of competition, brought about by the thorough utilization of every cent of capital employed. This leads to the rapid turning over of stocks of goods, on the theory that quick sales and small profits are to be preferred to slow sales with the chance of large profits; in the enlargement of both mercantile and manufacturing enterprises, so as to reduce by the size of the output the proportionate costs of rent, taxes, insurance and other fixed charges. The effect of all this has been to reduce the price of almost all articles of consumption to their purchasers, and to compel the seller to be content with a fraction of profit which in years past would have been altogether insufficient to make the business a satisfactory one.

Naturally, under such conditions, those enterprises have succeeded best where there has been an abundance of capital or credit to enable the managers to buy whenever the market seemed to justify a purchase without regard to stocks on hand, trusting to exceptionally large sales caused by special inducements in the way of low prices. We are now informed that in European countries, both in retail and wholesale business, competition is producing practically the same results; that is, the consolidation of the manufacture and distribution of products in fewer and fewer hands, in consequence of the considerable reductions in incidental costs that attend large operations, or operations conducted on the theory of quick sales.

It is pointed out that one of the potent causes for the formation of trusts may be found in this evolution of business methods, since the keenness of the competition has been such that often the margin for profits has been entirely swept away, and the interested manufacturers or merchants have considered it necessary to agree among themselves upon a basis which would admit of profits to all included within their combination, the form of trust owing its adoption to the fact that it is the most satisfactory way of insuring good faith on the part of all. Obviously the trust method is in oppositio

to the direct tendency of business, and, under a system of competition unrestricted by customs regulations, there can be little doubt that in most cases it would not be effective in greatly increasing prices; and, indeed, if its continuance depended upon such increases it could not long exist. An exception may be found in the case of the copper trust or combination. But it is said that here the chief part of the profit which the copper monopoly proposes to obtain comes less from the consumer than from the dealers in copper, who have been able to make disproportionate gains in consequence of the past fluctuations in the price of that metal. That is, the intent of the copper trust is to make money by crowding down the middlemen by more direct dealings with the consumers of copper. Whether this operation will or will not be attended with success by the combination over which Mr. Secretan presides, it is, no doubt, a method which is likely to be more and more resorted to as competition increases in intensity and new economies are found necessary.

The weak and inactive rivals having been driven out of the business, and the trade held by them taken up, the more enterprising and pushing of the business men will be on the lookout for new opportunities of profit. Expenses in the form of salaries and wages cannot be greatly reduced. Indeed, the tendency is directly the other way. But the middlemen, in the form of retail dealers, jobbers, commission merchants and the like, constitute a considerable force, which can from time to time be depleted to the benefit of manufacturers; that is, the nearer he can approach to the consumer and deal directly with the latter the greater the advantage to both parties. This process of elimination may prove a slow one, but it is one which seems inevitable, and the more trade and manufacture are consolidated in a few hands the easier it will be to carry them on without the assistance of those who have hitherto taken an active share in distribution. Commenting upon this change, an English writer says that two big depots for the sales of their wares, one used by the manufacturers of Bradford and the other by those of Lyons, would half ruin every retail dry goods dealer in London. But operations on this scale are in the line of present business development, and, whether we fancy the results or not, there seems to be no other alternative but to submit to them with such grace as we may.

The usefulness of trade papers has been tried and tested; they have been weighed in the balance and not found wanting; and look where you may, when you find a man in the front rank of his calling, gradually drawing away from his fellows, opening up new sources of supply, searching out and creating new fields of demand, there you will find a man who is availing himself in fullest measure of the possibilities of success that the "class" journal brings to his command.—The *Timberman*.

### THE COPYRIGHT QUESTION.

A deputation representing the Canadian Copyright Association were afforded an opportunity of placing their views on the subject of Canadian copyright before the members of the Government on January 22nd, a special meeting of the Council having been called for that purpose. The deputation consisted of Messrs. J. Ross Robertson, President of the Association; A. S. Irving, D. A. Rose, A. W. Croil, G. H. Suckling and R. T. Lancefield, Toronto; and John Lovell, John Macfarlane and Ald. J. Rolland, Montreal. The members of the Council present were: Mr. Mackenzie Bowell (in the chair), Sir John Thompson, Messrs. Pope, Carling, Tupper, Costigan, Haggart, Dewdney and Foster.

Mr. Robertson said the deputation desired to present a memorial signed by over 2,000 names, comprising representatives from all the Provinces in the Dominion, including over 300 booksellers, 300 publishers and manufacturers, and over 1,500 type-setters, stereotypers, bookbinders, paper makers and others engaged in industries which pertain to the art of bookmaking in Canada. The memorial was based strictly on the lines of the National Policy, a policy that to-day was the plank on which the Government controlled the country, a policy which was adopted, as far as copyright is concerned, in 1870, reiterated in 1872 and again in 1875, when it was distinctly provided that copyright in Canada could only be secured when the book was first printed and published in this country. The Copyright Association felt that the Berne Bill, if applied to Canada, would practically emasculate the entire trade in the Dominion in connection with books, and that the publishers would be ruined. So far as the operation of that bill went, the inhabitants of Spain, Switzerland, Tunis and Tripoli would be practically Canadians for copyright purposes. Under the Berne Bill no one could import from the United States a reprint of English copyright works, which were to-day furnished to the Canadian public at prices ranging from 15c. to 75c. The importation of educational works containing extracts from copyrighted books would also be stopped, and, what was most important, this Berne Act would be retroactive in its character, and would apply to all books copyrighted years ago in England. To-day the Canadian reader could secure for 50c. the reprint of an English book which, under the Berne Act, he would only be able to obtain across the sea and import at a cost of \$7. The Canadian public would be unable to pay these prices, and the result would be that they would have to go without the works. He cited the cases of two well-known works, "In Far Lochaber" and "Robert Elsmere," the English publishers of which declined to allow it to be published in Canada, the result being that the Canadian market was flooded with

American reprints. Had "Robert Elsmere" been published in Canada it would have involved an expenditure of from \$6,000 to \$7,000, and if the Act which the deputation desired were law to-day, Mrs. Ward, the authoress, would have obtained on the 20,000 copies sold in Canada a royalty of \$1,000, far more than she has got as it is.

Mr. Robertson pointed out that a very large amount of money is sunk in the printing business in Canada, but the English bookseller, with that keen eye to business which had always characterized him, had persistently refused to sell the Canadian market to the Canadian publisher and literally farmed out Canada as a publishing ground, telling them, "If you want books, you must go to the market of New York and Boston for them." "Blackwood" now sold for 30 or 40 cents, but under the Berne Act "Blackwood" would cost 75 cents, and "Littell's Living Age," which contained extracts from all copyright works, could not be imported at all. To-day the Americans can obtain copyright in Canada through the English publisher, where the Canadian with his machinery, type, energy and enterprise could not obtain it, and the American author could obtain a British copyright by assigning his copyright to an English publisher, which copyright covers Canada. The man who made the carpet, the gasolier, the various articles of furniture in that room had protection, but the printer got none whatever. Dearly as they loved the old flag and the connection with the Mother Country, as nine-tenths of the Canadian people, he believed, did, they maintained that fealty to the Old Land carried with it no obligation to sacrifice the interests of the Canadian to the greed of the English publisher, and for that matter the English author. The English publishers so far had taken every means in their power, directly and indirectly, to force on the Canadian people an Act repugnant to them, and had endeavoured to use the people of this country to attain that end. The delegation thought that patriotic considerations should not deter them from doing that which was to the advantage of the Canadian as opposed to the British publisher. The policy they advocated was the logical development of the policy which was making this a great nation; a policy that was nurturing the young industries of this country into life and prosperity; a policy which they thought should give relief to at least half a dozen great interests in connection with the trade of book making. He had no doubt that Hon. Mr. Bowell, from his knowledge of the business, would readily comprehend the large interests involved. It affected the entire book trade of Canada—the printer, the binder, the stereotyper and others directly engaged in the art of book production, and above all it affected the reader. They asked the Government not to allow the people of this country to be imposed on by the English publisher, but to place Canadian publishers on a footing to

enable them to compete with their American rivals. They were perfectly willing to give to others what they asked for themselves. The main point of the Act proposed was the payment of a royalty. Under a royalty Mrs. Ward would have received ten per cent. on the retail price of all copies of her book sold in Canada, which would have been a magnificent profit to her and her publishers. He trusted the views of the delegation would commend themselves to the members of the Government, and that they would either accept the bill presented or frame another to suit the requirements of the case, so that the printing interests of Canada might be fully protected. They looked to the Government for this, because it lay in its power, by any action the Government might take in this matter, to either make or unmake, to either aid or irretrievably emasculate and practically annihilate what interested most vitally the publishers of the Dominion. Mr. John Lovell, as representing the Eastern delegation, said he thought the matter had been fairly and honestly placed before the Government. He had been in the printing business since 1823, and could testify from long experience that it was utterly impossible to make any impression on the English publishers. In 1872 he went to England to try and prevail on the publishers to make some concession to the trade in Canada, and was finally told that they would never allow colonists to reprint their books. The greatest ignorance prevailed among the English publishers, and they looked upon this country as entirely American.

Mr. Bryce complained that Canadian publishers who had registered their works in the Department of Agriculture were not protected by the Customs Department. He was told by the Customs collectors that they had no right to do so, and that his only recourse was the law courts if his copyright were infringed upon by American reprints. The English publisher in this respect was protected, as 12½ per cent. duty was collected in such a case.

Mr. Bowell in reply said: I think I am but expressing the opinion of every one of my colleagues when I say that we are very much obliged for the lucid manner in which your president has laid the whole subject before the council, and I can safely promise that it will receive the most serious consideration of every one of us. Speaking for myself I realize, and if I were in business now probably I would realize it the more, the great importance of the industries in which you are engaged. Mr. Robertson has made a strong National Policy speech, and personally I thank him for it. I think he is in the right direction anyway. (Laughter) I would say to Mr. Bryce if he will put into writing the statement he has made in reference to the difficulties he has encountered in enforcing the copyright law through the Customs, if I find the difficulty lies with my department, that matter will have my personal attention at once.

### ADVERTISING SHEETS.

It is not all improbable that the Postmaster-General will recommend an amendment of the Post-office Act at the coming session, in so far as it relates to the free postal delivery of printed matter. Hon. Mr. McLelan, before he left office, made a thorough enquiry into the subject, and came to the conclusion that something ought to be done to stop the free delivery through the mails of certain soi-disant newspapers, which are in reality nothing but advertising sheets. There is no intention to interfere with the bona fide newspaper, but only with the large number of "fake" publications which have come into existence since free transmission through the mails was accorded to newspapers. Last year to one railway company the department paid the rather large sum of \$50,000 for the carriage of printed matter alone, and with a deficit of half a million last year and a prospective reduction of letter postage from three to two cents, the Postmaster-General will do well to economize by making those few individuals who own publications to "toot" either their own business or somebody else's for a consideration, pay for the delivery of their publications by the mail service. [Empire]

The Postmaster-General will do a wise as well as popular act if he will adopt the course above mentioned. Free postage for newspapers would no doubt be a blessing to the public and the publishers but for the fact that such a horde of fakirs have taken advantage of the rather loose wording of the act, and all kinds of advertising schemes have been made to sail under the title of newspapers and secure free delivery.

The authorities have done their best by subsequent rulings to abate the nuisance, but have only succeeded in a measure, and today many publications which are merely the advertising circular for some firm or firms are circulated by the mail at the expense of the general public. This was not the intention of the act, which was framed for the benefit of the great newspaper publisher and the actual subscriber, but which is in reality working to their disadvantage.

Mr. W. C. Niblett, Dunfermline, is doing a good business. There are no signs of dullness about his place.

The insurance idea is probably only in its infancy. The day may come when the retail merchant will be able to insure himself not only against loss by fire and by death in his stable, but against the depredations of dishonest clerks, the delinquent debtor and the loss incurred in his stock by depreciation in value of perishable goods or articles that have gone out of style. There are some merchants, however, who are so far behind the age that they do not take advantage of the existing insurance facilities. Such a tempting of fate invites disaster and when it comes the sufferer deserves no sympathy. Merchant's Review.

### BOOKS AND PERIODICALS.

Kennan's Siberian articles in the Century are attracting great attention everywhere. The Century Company have issued an enlarged reproduction of the map of Siberia, showing the route taken by Mr. Kennan. Copies are mailed in a roller to any address for ten cents.

The Yankee dialect made famous in Lowell's "Biglow Papers" is now scarcely to be heard in New England, save in odd corners like the home of "Cape Cod Folks," or in the mountain fastnesses of New Hampshire, or among the Berkshire Hills. A new writer, Ella Loomis Pratt, who has done some clever sketches from the last-named region in the columns of the Springfield Republican, and other journals, has treated that life and dialect in a full-fledged novel, "A Gentleman of Fairden," which is announced as a feature of the Literary News, New York, for 1889. It is said to abound in pleasant and humorous pictures of places and people in the Berkshires.

Buyers ordering or making inquiry as to goods from the notices or advertisements in BOOKS AND NOTIONS, will confer a favour on the publisher by mentioning the source of their information.

"John Bodewin's Testimony," by Mary Hallock Foote, has been issued by J. Theo. Robinson, Montreal. The Montreal Gazette says: "As a vivid picture of Western mining life it has no superior."

"The Battle of the Swash, or the Capture of Canada," by Samuel Barton, is a well-written sketch, after the idea of "The Battle of Dorking." The author is a bosom friend of Chauncey M. Depew, and an authority on Wall Street. His clever satire has had a large sale in the United States.

"Mr. Incoul's Misadventure," by Edgar Saltus, which had such a run in the United States, over 30,000 copies having already been sold, has been republished by the Montreal News Co at 25 cents. Mr. Saltus is a clever writer, full of bright sayings, and a master of the English language. "Mr. Incoul's Misadventure" bids fair to be as great a success as Edgar Saltus' previous works.

February Outing contains as usual interesting articles on all kinds of sport. Among the contents of this month's are:—"Winter Shooting in South Carolina," "Across Wyoming on Horseback," "Sleighting," "Blades of Steel," "On a Canadian Farm in Midwinter," "A Russian Wolf Hunt," and a weird, pathetic tale of mountain life entitled, "Herne, the Hunter." This is a specially interesting number.

The Methodist Book and Publishing House have just issued new and cheap editions of two books by J. Jackson Wray:—"Nestleton Magna, a story of Yorkshire Methodism," and "Matthew Mellowdew, a story with more heroes than one." Price 60 cents each. Also new editions of Stanley's "Through the

Dark Continent"; "Songs of Salvation," by Crossley and Hunter; and a new music book by Whyte Brothers, entitled, "Songs of Calvary." The same house announces a law book "Manual of Evidence in Civil Cases," by R. E. Kingsford and J. E. Kingsford.

Messrs. Harper & Brothers announce the publication, January 5th, of "A Latin Dictionary for Schools," by Charlton T. Lewis, Ph.D., the editor of "Harper's Latin Dictionary." It is not an abridgment, but an entirely new and independent work, designed to explain every word or phrase in the Latin literature commonly read in schools, the complete works of Caesar, Terence, Cicero, Livy, Nepos, Virgil, Horace, Ovid, Juvenal, Phædrus, and Curtius, the Catiline and Jugurtha of Sallust, the Germania and Agricola of Tacitus, and a few words found in some extracts of Florus, Eutropius, and Justinus. The original meaning of every word is first given, and then the modifications which it

As we go to press two more new books arrive:

"The Truth about Tristrem Varick." A novel by Edgar Saltus. Published by the Montreal News Company.

"How I Escaped." A novel, by W. H. Parkins; edited by Archibald Clavering Gunther, the writer of those popular books "Mr. Barnes of New York," and "Mr. Potter of Texas." J. Theo. Robinson, Montreal, issues this edition at 25 cents.

Harper's Bazar, published February 1st, will contain pictures of Miss Mary Anderson, Mrs. Langtry and Mrs. Potter in the Shakerian characters which they have presented during the current season. Photographs of Mrs. Langtry and Mrs. Potter were taken specially for use in preparing these illustrations.

The Joseph Dixon Crucible Company own the only successful graphite mines in



GRAPHITE MINES, TICONDEROGA, N.Y.

underwent in usage. The editor has preferred illustrations drawn from the earliest authors read by the students—Caesar's Gallic War, Cicero's Orations against Catiline, and the first books of Virgil's *Aeneid*. The general plan of the work was not finally adopted until after consultation with thirty of the leading Latin scholars and teachers in the country, in fact no pains were spared by the editor, and no expense by the publishers, to make this dictionary the best of its kind.

The third number of *School Work and Play*, a journal for Canadian boys and girls, published by the Grip Printing and Publishing Co., is to hand. It is full of interesting matter with numerous illustrations. It is edited by W. H. Houston, M.A.

Practical Problems in Arithmetic, by James White, is to hand from the press of the Grip Publishing Co. It will supply teachers with questions at once interesting and useful.

America, situated at Ticonderoga, N.Y. They also own a vast water-power at the outlet of Lake George into Lake Champlain, where they have a mill six stories high and ninety feet square for the perfecting of their graphite, a view is given above. This gives the Company an advantage over any other establishment in the world in the graphite trade, and enables them to produce highly perfected grades of graphite suitable for every branch of the mechanical arts, at moderate prices. Their factory and general offices are at New Jersey, N.J.

Considerable interest has been excited in J. M. Barrie by the publication of the novel by this author, "When a Man's Single, a Tale of Literary Life," from the press of Harper & Brothers. J. M. Barrie is known in England as the author of "Auld Licht Idylls," a collection of reminiscences of life in an old Scotch weaving village, and of "An Edinburgh Eleven," containing sketches,

BUSINESS CHANCES.

Under the headings "Books Wanted," "Books for Sale," "Business Chances," "Situations Vacant," "Situations Wanted," one cent a word is charged for each insertion. Initials and figures are each counted as one word. If it is not desirable to give the advertiser's address, replies may be sent to Box —, care of BOOKS AND NOTIONS.

**A GOOD CHANGE IS OFFERED IN LONDON, Ont.**, to commence business—large Church of England connection stand, the most central; rent low, stock, say \$3,000, periodical list about \$3,000 per year. Address, E. A. Taylor, London, Ont.

**AT BRAMPTON—STOCK OF FANCY GOODS** and Stationery for Sale. Enquire of J. W. Main, Brampton.

**BONUS—THE VILLAGE OF DAYFIELD OFFERS** a bonus to responsible men who will put up a good roller mill, good locality, correspondence received until February 2. John Pollock, Clerk.

**BOOKS, STATIONERY, FANCY GOODS.**—Our increasing wholesale trade requiring our undivided attention we offer for sale on advantageous terms one of the best retail businesses west of Toronto. Rice & Chapple, London.

**DOMINION PATENT RIGHT OF A DAMPER** for stove and hot-air pipes; saves one-third fuel. Apply to James Hunter, Box 61, Lucknow, Ont.

**DRUG BUSINESS FOR SALE.**—To be sold by tender up to Tuesday, 20th January, 1889, a druggist stock, comprising shelf bottles, show globes, patent medicines, drugs, toilet articles, 3 show cases, as per inventory, also lease of premises, the store is the best stand in Cobourg, and has a plate glass front, and nicely fitted up, being rented for a drug store for the last fifteen years. Apply S. McCallum & Sons, Cobourg.

**DRUMBO—A RAILWAY CENTRE—PRESENTS** openings for manufactories—furniture, boot and shoe, marble and others. C. A. Muma, president.

**FOR SALE DRUG STOCK AND FIXTURES.**—established twenty three years. For full particulars address Family Drug Store, 723 West Fort Street, Detroit, Michigan.

**FOR SALE—CHEAP—ONE OF THE OLDEST** established photograph galleries in the thriving town of Berlin; centrally located. For further particulars address George H. Trussler, Berlin, Ont.

**FOR SALE—BOOK, STATIONERY AND WALL** paper business, in good western town, business well established and doing the leading trade, stock bought at lowest prices and well assorted, amount about \$5,000; store handsomely fitted for the business. Telephone business in connection worth \$200 yearly. This is a bona-fide chance to secure a good paying business. Apply to Stationer, Box 3, BOOKS AND NOTIONS, Toronto.

**GRAND OPENING BOOK AND STATIONERY** business for sale, well established and doing well, very large wall paper trade; stock about \$10,000; best of reasons for selling. Address Box 312, Globe Office.

**PHOTO GALLERY TO RENT.**—Splendid opening for first-class artist. Apply to R. E. Hamilton, Grand Valley.

**SPLENDID OPENING TO MANUFACTURE THE** Koch adjustable reversible shelf brackets for shelving stores, libraries, pantries, etc. They have a very extensive sale in the United States and should take well in Canada. Address Box 10, BOOKS AND NOTIONS Office, Toronto.

SITUATIONS VACANT.

**TRAVELLER—WITH CONNECTION AMONGST** Booksellers and Stationers, wanted to represent well-known firm on commission. Samples small, and will not conflict with other line of goods. Address Alpha, 29 Gloucester street, Cuy

among others, of R. L. Stevenson, Professor Masson, Professor Blackie and Professor Calderwood.

Buyers ordering or making inquiry as to goods from the notices or advertisements in BOOKS AND NOTIONS, will confer a favour on the publisher by mentioning the source of their information.

William Bryce has added to "Bryce's Library" "Commodore Junk," by G. Manville Fenn. This novel is full of action, bright and interesting throughout. It should have a large sale.

"Learning on Jesus" and "A Prayer for Guidance" are the titles of two pretty little booklets issued by the Willard Tract Repository.



## CORRESPONDENCE

To the Editor BOOKS AND NOTIONS.

Sir, I do not agree with Mr. Kirby, in your last issue, that the Copyright law is at fault, or has anything to do with the ill success of a Canadian work of merit; but he has struck the key note in accusing the publisher of want of interest once he has got his victim to go the whole expense in the production of the work. Here is the real secret of the failure of all Canadian books. The publisher has no interest in it beyond his commission, large as it is, and yet not large enough to cope with the profit he makes on certain classes of foreign books, which he naturally labours to sell, to the neglect of the Canadian author's productions.

Well has "Fitz Greene Halleck" proclaimed, "I have long since learned that the success of a work depends more upon the publisher than its author. And this view is confirmed by a letter I received lately from a leading French writer, who has published, at his own expense, many a volume of classical poetry and prose, who observes that he has long ceased attempting to issue a volume for sale, as never mind how meritorious it might be it would not sell.

He had resolved upon giving his MSS as a present to the publisher (no doubt to get him interested) only requesting a few copies in return to distribute among his friends.

I am credited with having issued the most successful volume in Canada of recent years. I am pleased to say that the "Fall of New France" has been a success. But why? simply because I personally have done the publisher's work by

- 1st. Issuing the volume at my own cost;
- 2nd. Issuing the announcements of it both to the public and to booksellers (for the latter would have heard nothing of it otherwise);
- 3rd. Printing and circulating the reviews in circular form;
- 4th. The employment of agents and canvassers;
- 5th. Not a spasmodic but a continuous interest in effecting its sale.

By which an hitherto unheard-of event in Canadian publishing has been attained: a first edition of five times the usual number printed, and nearly all sold, of an historical and fine art volume, in place of a very trifling and limited edition, with the bulk left on the publisher's shelves, to find their way, in the not distant future, to the paper mill, an experience far too many of our able authors have had to mourn.

Mr Kirby and the French author are right in their conclusion not to publish (at their expense) for the benefit of the public, if they intend to depend upon the publisher to sell their work, so long as the present apathy exists among both publishers and booksellers. Let a little interest be evinced by them and the

success of such of the Canadian authors as deserve it will be assured. They alone are to blame for the backward state of native literature in Canada, as I know from experience the public will buy if the book is brought properly to their notice.

I trust, Mr Editor, the reproof I have seen occasion to administer will be taken in good part, as no one is more anxious than I to see the native literature of Canada prosper, and I know how much is dependent upon the intelligent bookseller to attain it.

I am, sir, yours truly,

GERALD E. HART.

Montreal, January 29th, 1889.

BRUSSELS, 10th Jan., 1889.

Success to BOOKS AND NOTIONS. I send you another Dollar which pays up to the end of 1890.

G. A. DEADMAN.

NIAGARA FALLS, July 1st, 1889.

The compliments of the season, and a prosperous year to BOOKS AND NOTIONS. The enclosed Dollar pays my subscription to end of 1890.

ABEL LAND.

ST. CATHARINES, Jan. 16, 1889.

DEAR SIR, I enclose \$1 for two years' subscription for BOOKS AND NOTIONS, which is always a welcome visitor, and always interesting. The holiday trade was moderately good, but hardly up to last year. The sale of cards was considerably less than last year, but moderate priced artistic booklets had a large sale. As to plush goods—every store in the city—dry goods, jewellers, druggists, etc., had them, and were pushing them at very little over cost—consequently this trade was somewhat demoralized. We had a good sale of board books, and shelf books sold a little better than for two or three years past. Wishing you a happy and prosperous year.

I remain, yours truly,

M. Y. KEATING.

DEAR SIR, - Re The Copyright Question. There is one thing to which I object in the copyright law. It allows anyone to take an old book or an old piece of music—they may have been in circulation for 100 years—and copyright it. The publishers find a song or a set of exercises selling well and he makes up his mind to copyright. Under the present law he may do so, and I don't see any improvement in the new one. Of course, I don't object to a new book, a new piece of music, or a new anything being copyrighted by anyone who wants to buy the right, but I do not believe in allowing copyright on anything that has already been published. There are lots of others in the trade who believe as I do.

BOOKSELLER, Peterboro'.

WINNIPEG, Jan. 21, 1889.

DEAR SIR. The holiday trade was excellent—the best in the history of the city—standard books especially in demand. It is stated that G. C. Mortimore contemplates re-

tiring from business and taking a position in Toronto. He is a general favourite with the trade here. The winter has been unusually open. No snow of any consequence until the middle of this month. The air is thick with commercial travellers.

WINNIPEG.

P.S. I shall be east in two weeks and will drop in to see you.

MANITOWANING, Jan. 1, 1889.

DEAR SIR, Has fall trade and Xmas trade been good? Well yes! Sales over an average up this way. Still tramps and scabs enjoy quite a good living out of the legitimate trade of the North Shore and Island. Have cards sold well? Yes, from here to Sault Ste Marie. How can country booksellers and stationers afford the inroads of general merchants upon their Christmas sales? Why, deal in their lines as much as possible, all the year around. Adopt yourself to your circumstances; if you do not you will go under. A hundred years from now there will not be, apparently, any exclusive bookstores. Forewarned is forearmed.

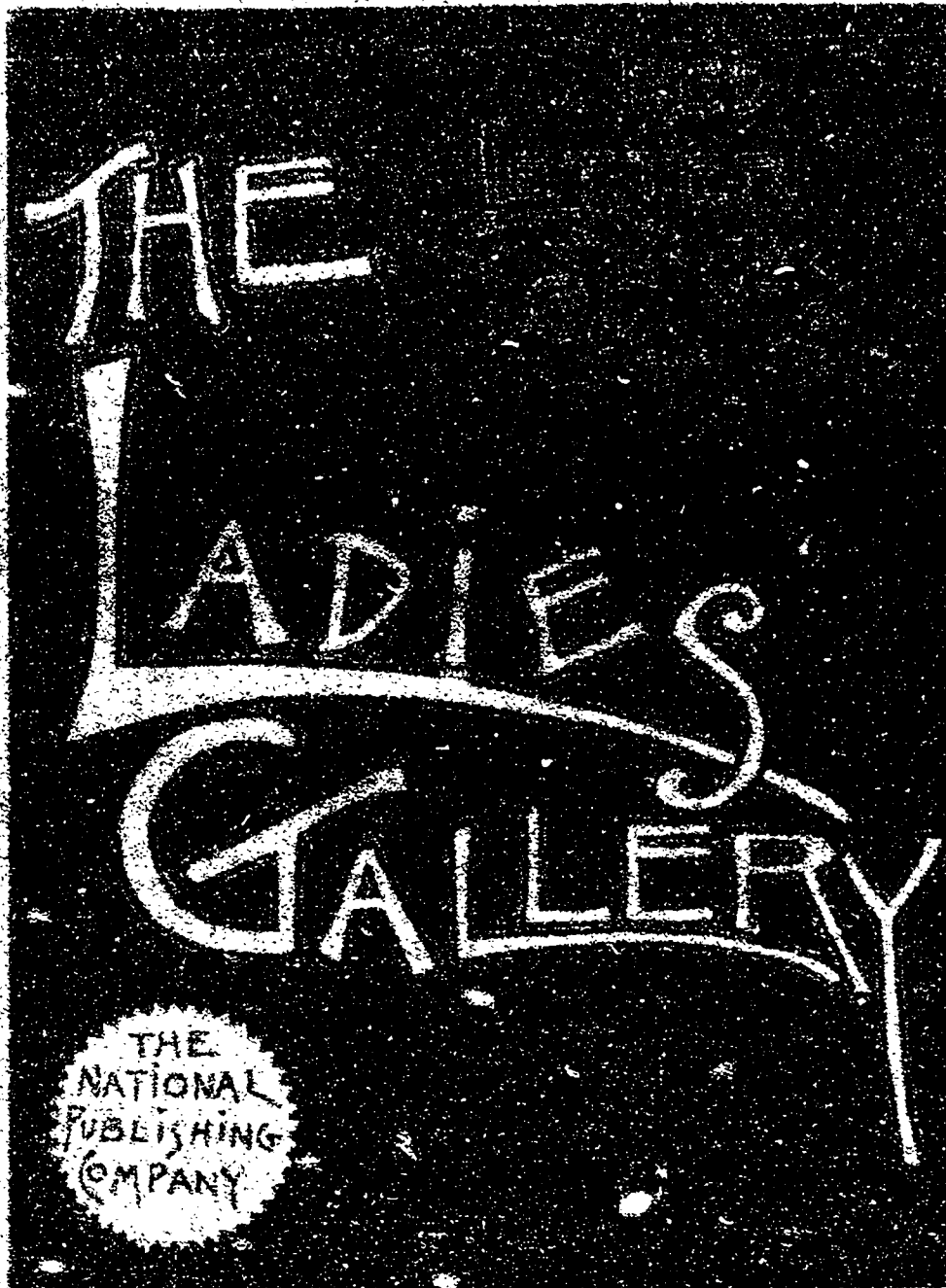
Yours truly,

W. J. TUCKER.

Editor BOOKS AND NOTIONS:

SIR, - Dickens graphically describes the feeling in Montreal just now, when he gave the title "Great Expectations," to one of his works—and there is every reason to hope they will be realized. The recent cold spell and snowstorm giving us three feet of "the beautiful," has set Carnival booming, all classes benefit, the booksellers and printers not the least; all the large lithographic establishments are full, working till midnight, getting our "Carnival Makes" (and I believe some of the Toronto houses also). Amongst the largest now going on are the Star Carnival Number, or P. Morland's, the Witness Carnival Number, or Bishop's, and Henderson's Ice Palace picture, or the Canada Bank Note Co., the sales of all these as well as innumerable others are expected to be large. For a while it was thought we would not be able to run a Carnival this year owing to the open season, but whoever saw Montreal without an icebridge, and with weather to form a bridge. Our carnival is near; the preparations to entertain our visitors are on a very large scale, far ahead of any previous year, in addition to the usual toboggan, skating, snowshoeing, etc. (see small bills). The sight of the illumination and storming of the Ice Palace by ten thousand snowshoers in costumes, and torches, and the grand drive with some thirty or forty large cars all manned by our different clubs in comic dress will be long remembered. We hope to see lots of our Western and other friends down. The Christmas trade here was fairly up to the mark, in some cases ahead of last year; cards sold well, but not the very expensive. There is a feeling that the bottom of the card trade may drop out any day, and in that case the retailers will suffer fair, hence caution will be the order of the day the coming season.

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I'm Dying for Someone to Love Me.....	Kennedy	Sweet Cavalier (The).....	Headrickson
I'm Going Home to Ohio.....	Hughes	Sweet Heather Bell.....	Boyard
I'm Going to Write to Papa.....	Wenderson	Tea on the Hill.....	Smith
I owe Six to O'Connell.....	Kennedy	The Melody Divine.....	Scandin
Irish Children at Tipperary (The).....	Forster	There's a Dear Spot in Ireland.....	Forster
I will Return Again.....	Wenderson	Two O'Connells (The).....	Forster
Just a Little Smaller.....	Forster	When all the Tule Comes in.....	Forster
Just to Pay the Respects to Magazines.....	Hughes	When the Leaves begin to Fall.....	Wort
Letter Came at Last (The).....	Forster	When a Heart is.....	Forster
Letter that Never Comes (The).....	Forster	Where is the Bug in Night.....	Forster
Letter to my Home Address the Sea (The).....	Forster	Whispering Hope.....	Forster
Love Old Day & you in the Day (The).....	Forster	White Wings.....	Wort
		Why Papa's always Poor.....	Scandin
		Your Pocket Pock's Your Friend.....	Hughes

THE TORONTO NEWS COMPANY,

TORONTO AND NIAGARA FALLS, ONT.

THE MONTREAL NEWS COMPANY,

MONTREAL,

Publishers' Agents.

This letter has been so much "Carnival," that I will have to leave some things I would like to say a word about to a future occasion.

ZED.

CHESLEY, Jan. 3, 1889.

DEAR SIR,—I have great pleasure in sending you one dollar for two years' subscription to BOOKS AND NOTIONS, and in saying that I appreciate your publication very highly. Notwithstanding our severe fire of June 9th, we have all got comfortably settled in our new stores which are larger and better adapted for our several wants than our previous premises. The fire has had the usual result of bringing more business men to our village than it can reasonably be expected to support. Already the pernicious effects are visible in cutting of prices, etc. I enclose you a copy of the advertisement, taken from this week's local paper, of the last arrival in our line. The loss of snow has been a great drawback to us in this north-timber country, but on the whole trade has been satisfactory, and really better than I anticipated. Trusting that you will have a prosperous year, and that BOOKS AND NOTIONS will long continue to be a regular visitant. I remain, yours truly,

A. S. GOODEVE.

The shp enclosed reads as follows:  
School Books at Low Prices'

First Reader, Part I.....	9c
" " " II.....	14c
Second " ".....	23c
Third " ".....	32c
Fourth " ".....	44c
Public School Arithmetic.....	23c
" " Geography.....	68c
" " Grammar.....	23c
" " History.....	32c

Full stock of school supplies at lowest prices, at—

We are sorry that the cut rate man has struck Chesley, but Mr Goodeve may comfort himself with the reflection that he is not by any means the only sufferer from that sort of infliction.

## TRADE CHAT.

The Barber & Ellis Company, 43 to 49 Bay Street, Toronto, have had printed probably the finest stationery catalogue that has ever been issued in that line in Canada. It is well printed, conveniently arranged, and complete. Where possible the prices of goods are given, and it is well illustrated. Altogether it is a valuable book of reference for every one handling any of their lines of goods. The Barber & Ellis Company are now located in magnificent quarters, having abundance of space, light, and every other convenience.

N. Wheeler & Co., of Hamilton, report trade up to the average. Cards were their best selling line at Christmas, although there was a good steady sale of plush goods.

George Midgeley, of Hamilton, had an extra good holiday trade, which is probably to be accounted for by the first-class style in which he does his work.

Mr. Adam Hunter has taken into partnership Mr. P. H. Grant, and the new firm of Hunter, Grant & Co. will continue business at the old stand, 52 James Street North, Hamilton, until such times as they can secure larger and more suitable accommodation. We wish them success.

A. Irving, Hamilton, reports booklets as selling well. Very little call for high-priced holiday goods.

John Eastwood & Co., Hamilton, have had a steady and large volume of business in their binding department. As usual, they have had a good holiday trade, and are now looking for busy times with their wall papers and spring goods.

C. J. Grundy, of Aylmer, reports a bad state of business in that locality, caused by sales of bankrupt stocks, and hopes soon to see a law which will stamp out such impositions on legitimate trade.

R. C. McLachlan, St. Thomas, had a good holiday trade and successful year. Collections up to former years. Plush goods took the lead in the holiday trade, and cards were neglected. Mr. McLachlan has a fine store and a well assorted stock.

Rice & Chapple, London, Ont., are closing out their retail business, and propose to confine their operations to wholesale business. They report a good holiday trade in books.

We had the pleasure of a call from Mr. Joseph Lux, the well-known representative of Raphael Tuck & Sons, the fine art publishers. Messrs. Tuck have arranged with Warwick & Sons, Toronto, to represent their interests in Ontario.

W. H. Murch, St. Thomas, reports bronze and brass goods as taking the lead in his holiday trade, although booklets had also a good sale with him. He reports collections satisfactory, and trade generally healthy in St. Thomas.

Robert Elliott, St. Thomas, does a large business in photographing and picture frames, besides carrying a good stock of notions and some valuable pictures.

We regret to have to chronicle the failure of F. Qua & Co., of King Street West, Toronto. The firm was never regarded as being very strong but it was hoped that, with the addition of new capital brought in by a partner some six months since, they would be able to pull through. It is not good policy to add to one's capital and pay so dearly for it as in this case, for Mr. Qua could have managed his business almost as well by himself and not have drawn nearly so heavy for salaries. The firm's predecessors (Blizzard Co.), we understand, lose nothing by the failure, as a wholesale house in Toronto bought their claim some time ago.

Thomas Menzies, of Peterboro', in the stationery and fancy goods line, has also come to grief. His liabilities are by no means light, and Toronto wholesalers are feeling somewhat poorer since the announcement.

Every business man appreciates the convenience of tablets or pads for memorandum purposes, letter heads, etc. It has remained for Western inventors to put envelopes into the same convenient shape. Messrs. Kirtley & Phillips, Columbia, Mo., patented, and The Morgan Envelope Company are introducing an envelope tablet. The flap is a blotting pad, and the general scheme is to address the envelope, bring this flap over against it, and blot it, after which the envelope is detached. The gumming of the envelopes in place in the tablet is so neatly done that their edges are not marred, while the position in which they are held for addressing purposes cannot fail to please. By this plan the envelopes are kept clean, and are always at hand, and further, there is no need of searching for a blotting pad after an address has been written.

Mr. R. J. Lee, late of Davis' bookstore, Peterboro, and Mr. Henry Thompson, a traveller for a Montreal house, have formed a partnership to carry on a book and stationery business in Peterboro'. They will open about February 10, in Mr. Thomas Menzies old stand.

The bankrupt stock of books and stationery of T. Menzies was sold to C. M. Taylor & Co., of Toronto, at 55 1/2c. on the dollar, and the book debts to C. W. Sawers at 4c. The stock was valued at \$10,149, and the book debts at \$4,475.

Mr. M. Vardon, formerly with the Toronto News Company, has invented a very convenient tissue-paper.

Mr. John Ross Robertson, of The Evening Telegram, is developing into quite a successful orator. He made an excellent speech before the Privy Council in support of the Copyright Bill. He brought out all the points in a most concise form, and created a very favourable impression on the Ministers.

There is some talk of a change in the prices of school books. We would therefore advise dealers to purchase carefully until something definite is known.

Mr. J. A. Taylor has resigned his position on the Toronto News Co., and will devote himself exclusively to the National Publishing Co., of which he has become proprietor. He was very popular in the warehouse, in which he has spent the past twenty-two years, and his confregres intend presenting him with a handsome desk, chair and an illuminated address. BOOKS AND NOTIONS joins with them in wishing him every success.

The Willard Tract Depository announce among their new books "The Sermon Bible," vol. II (the first vol. of this series—had a very large sale); "Vital Questions," being the report of the Great General Christian Conference at Montreal. They also announce new editions of those popular books, "Abundant Grace," by Dr. Mackay, and "Christian's Secret of a Happy Life," by H. W. D.

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## COPYRIGHTS.

### BOOKS.

"Gallopings Days at the Deanery." By Charles James. Wm. Bryce, Toronto, Ont.  
 "The Dominion Illustrated." Vol. I, Nos 18, 19, 20, 21, 22. G. E. Desbarats & Son, Montreal, Que.  
 "A Dangerous Catspaw." By D. C. Murray and Henry Murray. Wm. Bryce, Toronto, Ont.  
 "The Mystery of Martha Warne" a tale of Montreal. By Arthur Campbell. J. Theo Robinson, Montreal, Que.  
 "Le Gamma Musical." Ou Exposé Raisonné des Principes de la Musique, accompagnée de l'histoire des Signes et des faits à l'usage des Éléves des Écoles et de Cours de Musique. Par Gustave Smith. Charles Gustave Smith, Ottawa, Ont.  
 "Nova Scotia Law Reports," or Cases argued and delivered in the Supreme Court of Nova Scotia. Reported by Benjamin Russell, M.A., and John W. Geldert, Jun., LL.B. Vols. I-VI. A & W. Mackinlay, Halifax, N.S.  
 "Nova Scotia Law Reports," or Cases argued and determined in the Supreme Court of Nova Scotia. Reported by Benjamin Russell, M.A., and Samuel A. Chesley, M.A., Barrister-at-Law. Vol. III. A & W. Mackinlay, Halifax, N.S.  
 "The Equity Decisions of the Hon. John W. Ritchie, Judge in Equity of the Province

of Nova Scotia." 1873-82. Edited by Benjamin Russell, M.A. A. & W. Mackinlay, Halifax, N.S.

"Decisions of the Supreme Court of Nova Scotia." Edited by John W. Geldert, Jun., LL.B., and Jas. M. Oxley, LL.B., B.A. Vols. I-III. A & W. Mackinlay, Halifax, N.S.  
 "The Mercantile Test and Legal Record." Vol. XVIII., No. 49. December 6th, 1888 periodical. Dun, Wiman & Co., Toronto, Ont.

"Une Voix d'Outre Tombe." Poesies de M. Martineau, P.S.S., avec Portrait. R. J. Devaux, Montreal, Que.

"The Canadian Baptist Hymnal." For the use of churches and families. The Baptist Book and Tract Society, Halifax, N.S.

"Personal Memoirs of P. H. Sheridan, General United States Army" Volumes I and II. Andrew Chatto, London, England.

"The Percentenary of England's Great Victory over Spain and the Armada, 1588-1888." By Rev. James Little, M.A. Rev. James Little, Toronto, Ont.

"The Mercantile Test and Legal Record." Volume XVIII., Number 50. Dun, Wiman & Co., Toronto, Ont.

"Canada Illustrated from Sea to Sea, with Map and 60 Fine Views, together with Historical and Descriptive Review." By G. Mercer Adam. Wm. Bryce, Toronto, Ont.

"Among the Millet and Other Poems." By Archibald Lampman. Archibald Lampman, Ottawa, Ont.

"Christian Reunion." The Hulsean Lectures for 1886. By Rev. John de Soyres. Rev. John de Soyres, St. John, N.B.

"The Practice of the Supreme Court of Canada." By Robert Cassels, Q.C., and Registrar of the Court. Robert Cassels, Ottawa.

"The Dominion Illustrated." Volume I., Numbers 23 and 24. (Publication), G. E. Desbarats & Son, Montreal, Que.

"A Flight to France." By Jules Verne. The National Publishing Co., Toronto, Ont.

"A Witch of the Hills." By Florence Warden. The National Publishing Co., Toronto, Ont.

"Tangled Ends." By "Esperance". Alice Maude Ardagh, Toronto, Ont.

"Grand Livre Pour Fromageries et Beurrieres." J. de L. Tache, Quebec, Que.

"Livre de Reception du Lait Pour Fromageries et Beurrieres." J. de L. Tache, Quebec, Que.

"Comptes de Lait Pour Fromageries et Beurrieres." J. de L. Tache, Quebec, Que.

"London City and Middlesex County Directory, 1888-9." Robert Hills, London, Ont.

"Dix Ans au Canada de 1840 à 1850 (ouvrage historique, Droit d'Auteur Temporaire). Josephine Gerin Lajoie, Montreal, Que.

"A Winter Trip in Search of Summer." E. O. Bickford, Toronto, Ont.

"La Nuit de Noel." Paroles de J. B.

"RICH AND INDISPENSABLE."—A. T. PIERSON, D.D.  
 REPORT OF THE CENTENARY CONFERENCE  
 ON THE  
**Protestant Missions of the World**

Held in London, June, 1888.

EDITED BY THE REV. JAMES JOHNSTON, F.S.S.,  
 Secretary of the Conference

AN IMPORTANT FEATURE in this report, lack of which has precluded many important reports in general, is the special care taken by the Editor, who has succeeded in making the work an interesting and accurate reproduction of the most important accumulation of facts from the Mission Fields of the World, as given by the representatives of all the Evangelical Societies of Christendom.

The Rev. Prof. D. H. MacVicar, D.D., LL.D.,  
 Principal Presbyterian College, Montreal.

This Conference, composed of Missionaries and representative delegates from Missionary Societies and Protestant Churches in all parts of the world, was probably the most remarkable held since the days of the Apostles. It is reported in two large volumes, admirably edited, with complete table of contents and convenient marginal references. Faithfully yours,

D. H. MACVICAR, D.D., LL.D.

The Rev. Alex. Sutherland, D.D.,  
 General Missionary Secretary, Methodist Church.

The publication of the Report of the World's Missionary Conference, recently held in London, marks an epoch in the history of Missions. The two volumes comprise the richest treasury of Missionary literature ever given to the world, and are indispensable to every one who desires to be well informed on this the foremost religious question of the day.

TORONTO, Dec. 29, 1888.

A. SUTHERLAND.

WRITE FOR TERMS.

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**The Religious Tract Society**

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"A Prayer for Guidance." By Miss Bella  
 Clarke. Archer Green Watson, Manager.  
 Toronto Willard Tract Depository (Limited),  
 Toronto, Ont.

"The Mercantile Test and Legal Record."  
 Volume XVIII., Number 51. Dun, Wiman  
 & Co. Toronto, Ont.

"The Lives of the Judges of Upper Canada  
 and Ontario," from 1791 to the present time.  
 David B. Read, Toronto, Ont.

"Colonel Quaritch, V.C." A tale of coun-  
 try life. By H. Rider Haggard. Hunter,  
 Rose & Co., Toronto, Ont.

"One Mistake." A Manitoba reminis-  
 cence. By Zero. The Canada Bank Note  
 Engraving and Printing Company (Limited),  
 Montreal, Que.

"Code de L'Instruction Publique de la  
 Province de Quebec." Paul de Cazes,  
 Quebec, Que.

"Bird's-eye View of Life Insurance and  
 Mathematical and Logical Exposition of the  
 Level Premium Plan." King Bruce, Toronto,  
 Ont.

"The Light of Language," or How to  
 Hear and Read aright. By Wm. Jackson.  
 Wm. Jackson, Toronto, Ont.

"The Gerrard Street Mystery," and other  
 weird tales. By John Charles Dent. Hunter,  
 Rose & Co., Toronto, Ont.

MUSIC.

"Pepita." Valse on Ch. Lecocq's Opera.  
 By P. Bucalossi. The Anglo-Canadian Mu-  
 sic Publishers' Association (Ld), London,  
 England.

Selection from Lecocq's Opera "Pepita,"  
 for the pianoforte. By W. Winterbottom.  
 The Anglo-Canadian Music Publishers' Asso-  
 ciation (Ld), London, England.

"The Rangers' Quick March." By T.  
 Hurst. Thomas Hurst, Toronto, Ont.

"L'Enchanteresse." Valse brillante, par  
 R. Gruenwald. Edmond Hardy, Montreal,  
 Que.

"Pleasant are Thy Courts Above." An-  
 them, Hymn 240. Music by F. G. Plummer.  
 A & S. Nordheimer, Toronto, Ont.

"Marguerite." Valse. By J. A. Barnaby.  
 I. Suckling & Sons, Toronto, Ont.

"Parisian Lancers." By Henry Bourlier.  
 I. Suckling & Sons, Toronto, Ont.

"In the Park." Morceau de Salon. Par  
 C. A. E. Harriss. I. Suckling & Sons, To-  
 ronto, Ont.

"My Own Canadian Home." Music by T.  
 Morley. Words by E. G. Nelson. Thos.  
 Morley, St. John, N.B.

"The Spirit of Spring." Song. By Lang-  
 ton Williams. Sydney Ashdown, Toronto,  
 Ont.

"Mona." Song. Words by F. E. Weath-  
 erly. Music by Stephen Adams. The Anglo-  
 Canadian Music Publishers' Association,  
 Limited, London, England.

"Never Laugh at Love." Song. Words  
 by Mike Beverly. Music by Theo. Marzials.  
 The Anglo-Canadian Music Publishers' Asso-  
 ciation, Limited, London, England.

"Fennis Waltzes." By Lily McMartin.  
 Levi F. Selleck, Morrisburg, Ont.

"Sonatina." Op. 54. By Ernest Gunther.  
 I. Suckling & Sons, Toronto, Ont.

"Wilt Thou Forget?" Song. Words L.  
 Wetherell Draper. Music by C. A. E. Har-  
 riss. I. Suckling & Sons, Toronto, Ont.

"The 'Elite' Waltz." By Otto Roeder.  
 I. Suckling & Sons, Toronto, Ont.

"Heart and Hand." Polka Mazurka. By  
 John Post. I. Suckling & Sons, Toronto,  
 Ont.

"Heart and Hand." Polonaise. By John  
 Post. I. Suckling & Sons, Toronto, Ont.

"What To-morrow Brings." Song.  
 Words by A. Wetherell Draper. Music by  
 C. A. E. Harriss. I. Suckling & Sons, To-  
 ronto, Ont.

"March Canadienne." By Gilbert King.  
 I. Suckling & Sons, Toronto, Ont.

"On the Wing." By Gilbert King (musical  
 composition.) I. Suckling & Sons, Toronto,  
 Ont.

"Pluie D'Etoiles." Polka Brillante. By  
 Charles A. E. Harriss. I. Suckling & Sons,  
 Toronto, Ont.

"Marriage Bells." Gavotte Romantique.  
 By Charles A. E. Harriss. I. Suckling &  
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The rules are in the main copied from the "British Printer."

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#### WHERE SPECIMENS WILL COME FROM

Five subscribers will be admitted from England, Ireland and Scotland, five from the United States, two from Germany, two from Austria, two from France, two from Australia, the balance will be Canadian or residents of Canada.

#### HOW TO SEND SPECIMENS

Canadian and United States specimens are to be sent, carriage prepaid, addressed, Editor of BOOKS AND NOTIONS, Toronto, Canada.

Specimens from other countries may be sent to the following address, to be forwarded to BOOKS AND NOTIONS

England, Ireland and Scotland "The British Printer," 2A Gresham Press Building, Little Bridge Street, London, E.C., Eng

German George Hedeler, 3 Grimmaischer Steinweg, Leipzig, Germany.

Austrian "Journal für Buchdruckerkunst," Vienna, Austria.

French Bernet Heilbronner, 38 Rue de Chabrol, Paris, France.

Australian George Robertson & Co., Melbourne, or J. J. Moore, Esq., Sydney, N.S.W.

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Contributions short in number (220) will be rejected unless made up. Contributions printed on paper larger or smaller than the size fixed by rule 3—11 1/4 x 8 1/4 inches—cannot be admitted, except under very special circumstances.

#### REJECTIONS.

For the protection of subscribers the editor reserves the right of rejecting specimens which he may consider unsuitable. Subscribers who feel doubtful of their securing a place may send proofs in advance, accompanied by stamped directed envelope for return.

The roll book is now open and we wait for members' names.

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50 copies,	\$1 50
100 "	2 50
200 "	4 50
500 "	10 00
1000 "	18 00

Send cash with the order.

Address BOOKS AND NOTIONS, 5 Jordan Street, Toronto.

### CANADIAN PRESS ASSOCIATION.

A meeting of the Executive Committee of the Canadian Press Association was held in the Rossin House on the 24th ultimo, to make arrangements for a winter meeting of

the association. Rev. Dr. Dewart, of the Christian Guardian, presided, and there were present Messrs. W. R. Clinie, Bowmanville; J. J. Crabbe and J. B. McLean, Toronto; Roy V. Somerville, Dundas; L. G. Jackson, Newmarket; J. B. Traves, Port Hope; H. B. Moore, Acton. It was decided to hold a meeting in Toronto on Thursday, February 21. There will be three sessions, at 11 a.m., 2 p.m., and 7.30 p.m. It is expected that papers will be read and discussions will take place upon the following:—

Apprentices, by L. G. Jackson.  
Advertising rates, local and foreign, by C. D. Barr.

Subscriptions and clubbing, by Roy V. Somerville.

How best to meet the questionable methods of some wholesale stationery merchants, by A. F. Campbell.

How to deal with correspondence, by D. Creighton, M.P.P.

Job printing—What is a fair profit? by H. B. Moore.

Business office management, by J. B. Traves.

The law of libel, by John King, M.A.

Faulty methods of newspaper discussion, by Dr. Dewart.

Each speaker will be allowed fifteen minutes for his paper. After that there will be a general discussion of half an hour. It is proposed also to introduce the "question drawer."

### TORONTO PRESS CLUB.

The annual meeting of the Toronto Press Club was held at the Club, 148 Bay Street, Saturday afternoon, 26th ultimo. Mr. John Ross Robertson presided. The reports presented showed the club had just completed the most successful year of its existence. The following were elected officers for the present year:—

President—John Ross Robertson, Telegram.

First Vice-President—F. Nicholls, Manufacturer.

Second Vice-President—George Darby, News.

Treasurer—D. Hastings, News.

Financial Secretary—E. McCormick, Manufacturer.

Secretary—J. A. Currie, Mail.

Directors—Messrs. Thos. McQueen, Telegram; J. B. McLean, BOOKS AND NOTIONS; J. S. Willison, Globe; Thos. Gregg, News; George Simpson, The Empire; C. A. Matthews.

Rooms Committee—Messrs. McQueen, Currie and Nicholls.

Amusement Committee—Messrs. Matthews, McCormick, McQueen, Hastings and Goss.

Auditors—Messrs. Holmes and Cassidy.

It was decided to present an engrossed resolution of thanks to Mr. C. A. Matthews, the retiring secretary, as an acknowledgment of his services to the club. The rooms were placed at the disposal of the Canadian Press Association for use during the coming winter meeting.

The Daily Times, of Orillia, is the newest daily paper. It is edited by Mr. W. A. King.

POSTAGE TABLE

Showing the Rates of Postage chargeable in Canada on Letters, Newspapers, etc., to the United Kingdom, British Colonies and Foreign Countries

COUNTRIES, OR PLACES OF DESTINATION, AND ROUTES.	LETTERS.—For each Fifteen Grammes, or Half-Ounce.				
	REGISTRATION.—On Letters.	REGISTRATION.—On other Articles.	MUST BE PREPAID.—Each Newspaper not exceeding 2 ozs., and for every additional 2 ozs.	Printed Matter, Samples and Patterns, and (to Postal Union Countries) Commercial Papers, 2 ozs. or fraction thereof.	
Those not included in the Universal Postal Union are printed in Italics.					
CAUTION.—Coin or Jewellery must not be enclosed in letters (ordinary or registered) addressed to any country in the Postal Union with the exception of the United States.					
Aden.....	10	5	5	5	5
Africa, West Coast, British Possessions.....	10	5	5	5	5
do German Possessions.....	10	5	5	5	5
do French Possessions.....	10	5	5	5	5
do West Coast, except Liberia.....	15	5	5	5	5
Algeria.....	5	5	5	5	5
Argentino Confederation.....	10	5	5	5	5
Ascension.....	15	5	5	5	5
Aspinwall (U.S. of Colombia) via New York.....	5	5	5	5	5
Australian Colonies.—South Australia and Western Australia, via San Francisco	7	1	5	5	5
Via Brindisi.....	15	1	5	5	5
New South Wales, New Zealand, Tasmania, Victoria and Queensland, via San Francisco.....	15	1	5	5	5
New South Wales, New Zealand, Tasmania, Victoria and Queensland, via Brindisi.....	19	7	5	5	5
Austria—Hungary.....	5	5	5	5	5
Azores.....	5	5	5	5	5
Bahamas. (See West Indies).....	5	5	5	5	5
Baleares Islands.....	5	5	5	5	5
Barbadoes.....	5	5	5	5	5
Belgium.....	5	5	5	5	5
Bermuda, via New York or Halifax.....	5	5	5	5	5
Bolivia, via New York and Aspinwall.....	5	5	5	5	5
Borneo.....	10	5	5	5	5
Brazil, via United States.....	5	5	5	5	5
Buenos Ayres.....	5	5	5	5	5
Bulgaria.....	5	5	5	5	5
Burmah, British.....	10	5	5	5	5
Cameroons (Territory, West Coast of Africa).....	10	5	5	5	5
Canary Islands.....	5	5	5	5	5
Capo Verde Islands.....	10	5	5	5	5
Cape of Good Hope.....	15	5	5	5	5
Ceylon.....	10	5	5	5	5
Chili, via New York and Aspinwall.....	5	5	5	5	5
China, via San Francisco.....	10	5	5	5	5
do via Brindisi.....	15	5	5	5	5
Colombia, United States of.....	5	5	5	5	5
Congo.....	10	5	5	5	5
Costa Rica.....	5	5	5	5	5
Cuba, via New York.....	5	5	5	5	5
Curacao.....	5	5	5	5	5
Cyprus.....	5	5	5	5	5
Denmark.....	5	5	5	5	5
Ecuador, via Panama.....	5	5	5	5	5
Egypt, including Nubia and Soudan.....	5	5	5	5	5
England. (See Great Britain.).....	10	5	5	5	5
Falkland Islands.....	10	5	5	5	5
Faro Islands.....	5	5	5	5	5
Fernando Po.....	10	5	5	5	5
Fiji Islands, via San Francisco.....	5	5	5	5	5
Finland.....	5	5	5	5	5
France.....	5	5	5	5	5
French Colonies, in America and Oceania.....	5	5	5	5	5
do do in Asia and Africa.....	10	5	5	5	5
Gambia.....	10	5	5	5	5
Germany.....	5	5	5	5	5
Gibraltar.....	5	5	5	5	5
Gold Coast.....	10	5	5	5	5
Great Britain and Ireland.....	5	5	5	5	5
Greece.....	5	5	5	5	5
Greenland.....	10	5	5	5	5
Gronada, via New York.....	5	5	5	5	5
Grenadines.....	5	5	5	5	5
Oreynow, via New York and Aspinwall.....	18	10	5	5	5
Guadeloupe, W. I. and Dependencies.....	5	5	5	5	5
Guatemala, via New York.....	5	5	5	5	5
Guiana, British, Dutch and French.....	5	5	5	5	5
Haiti.....	5	5	5	5	5
Helligoland.....	5	5	5	5	5
Holland.....	5	5	5	5	5
Honduras, British (Belize).....	5	5	5	5	5
do Spanish.....	5	5	5	5	5
Iceland.....	5	5	5	5	5
India, British and Portuguese.....	10	5	5	5	5
do French Colonies.....	10	5	5	5	5
Ireland. (See Great Britain.).....	5	5	5	5	5
Italy.....	5	5	5	5	5
Japan, via San Francisco.....	5	5	5	5	5
Java.....	10	5	5	5	5
Labuan.....	10	5	5	5	5
Lagos.....	10	5	5	5	5
Liberia.....	10	5	5	5	5
Madagascar, except St. Mary's.....	27	10	5	5	5
Madagascar, St. Mary's.....	10	5	5	5	5
Madira Islands.....	1	5	5	5	5
Malta and Dependencies.....	5	5	5	5	5
Marshall Islands.....	5	5	5	5	5
Martinique, W. I.....	5	5	5	5	5
Mauritius.....	10	5	5	5	5
Mexico, via New York.....	5	5	5	5	5
Moldavia.....	5	5	5	5	5
Montenegro.....	5	5	5	5	5
Morocco.....	15	5	5	5	5
Morocco, Spanish Establishments, W. Coast.....	5	5	5	5	5
Mozambique.....	10	5	5	5	5
Natal.....	15	5	5	5	5
Netherlands.....	5	5	5	5	5
do Colonies.....	10	5	5	5	5
Nowfoundland.....	10	5	5	5	5
New Guinea (Northern).....	10	5	5	5	5
New South Wales. (See Australia).....	5	5	5	5	5
New Zealand. (See Australia).....	5	5	5	5	5
Nicaragua, Western Coast.....	5	5	5	5	5
Nicaragua, Eastern Coast.....	5	5	5	5	5
Norway.....	5	5	5	5	5
Panama, via New York.....	5	5	5	5	5
Paraguay.....	5	5	5	5	5
Patagonia (Sandy Point).....	10	5	5	5	5
Perth, via Persian Gulf.....	10	5	5	5	5
Peru, via New York and Aspinwall.....	5	5	5	5	5
Philippine Islands.....	10	5	5	5	5
Poland.....	5	5	5	5	5
Porto Rico. (See West Indies).....	5	5	5	5	5
Portugal.....	5	5	5	5	5
Portuguese Possessions.....	10	5	5	5	5
Queenland. (See Australia).....	5	5	5	5	5
Roumania.....	5	5	5	5	5
Russia.....	5	5	5	5	5
Saint Bartholomew.....	15	5	5	5	5
Saint Helena, via England.....	15	7	5	5	5
St. Mary's, Madagascar.....	10	5	5	5	5
St. Lucia, via New York.....	5	5	5	5	5
St. Pierre and Miquelon, via Halifax.....	5	5	5	5	5
Salvador, via New York.....	5	5	5	5	5
San Domingo, via New York.....	5	5	5	5	5
Sarawak, same as Siam.....	5	5	5	5	5
Sandwich Islands, via San Francisco.....	5	5	5	5	5
Scotland. (See Great Britain).....	5	5	5	5	5
Serbia.....	5	5	5	5	5
Seychelles Islands.....	10	5	5	5	5
Slam, via San Francisco (except Cambodia).....	10	5	5	5	5
do via Brindisi.....	10	5	5	5	5
Sierra Leone.....	10	5	5	5	5
Spain, and Possessions on North Coast of Africa and West Coast of Morocco.....	5	5	5	5	5
Spanish Colonies.....	10	5	5	5	5
do in West Indies.....	10	5	5	5	5
Straits Settlements.....	10	5	5	5	5
Sumatra.....	10	5	5	5	5
Sweden.....	5	5	5	5	5
Switzerland.....	5	5	5	5	5
Tahiti.....	5	5	5	5	5
Tangiers.....	5	5	5	5	5
Togo and South-West Africa.....	10	5	5	5	5
Tobago, via New York.....	5	5	5	5	5
Tripolis.....	5	5	5	5	5
Tunis.....	5	5	5	5	5
Turkey, European and Asiatic.....	5	5	5	5	5
Turk's Islands.....	5	5	5	5	5
United Kingdom. (See Great Britain).....	5	5	5	5	5
United States of America.....	5	5	5	5	5
United States of Colombia.....	5	5	5	5	5
Uruguay.....	5	5	5	5	5
Venezuela, via New York.....	5	5	5	5	5
Via oria. (See Australia).....	5	5	5	5	5
Wallachia.....	5	5	5	5	5
WEST INDIES.....	5	5	5	5	5
Bahamas—Nassau, via New York.....	5	5	5	5	5
French Possessions, by all routes.....	5	5	5	5	5
Leeward Islands (Antigua, Dominica, Monserrat, Nevis, St. Kitts, Tortola).....	5	5	5	5	5
Windward Islands (Barbadoes, Carriacou, Grenada, St. Lucia, St. Vincent, Tobago, Trinidad).....	5	5	5	5	5
Netherlands (St. Martin's, St. Eustache, Saba).....	5	5	5	5	5
Jamaica, direct mail.....	5	5	5	5	5
Danish Colonies (St. Thomas, St. John, St. Croix).....	5	5	5	5	5
Cuba (Spanish Possession).....	5	5	5	5	5
Porto Rico do.....	5	5	5	5	5
Trinidad do.....	5	5	5	5	5
Zanzibar.....	10	5	5	5	5

The minimum prepayment of 2 cents required on a SAMPLE PACKET addressed to any Postal Union Country will cover a weight of 4 ozs. or 2 ozs., according as the destination in each case calls for the single or double Union rates. The minimum prepayment of 5 cents upon a packet of COMMERCIAL PAPERS will, in like manner, cover a weight of 10 ozs. or 4 ozs., according to destination. In the latter case (double rate) an additional cent will prepay 6 ozs., and thereafter 2 cents additional will be required for every additional weight of 2 ozs., or fraction thereof. Patterns and samples for the Australian Colonies can only be sent via Brindisi; the rate is 3 cents per oz., and the limit of weight 3 pounds.

## FANCY GOODS.

Most of the wholesale fancy goodsmen in Montreal and Toronto have taken stock and balanced their books for 1888. The profits have been below their expectations so far as we can hear, and there is a feeling all round that selling goods "for glory," as the saying goes, is not only childish but very poor policy. There is no trade that will stand "cutting," so poorly as miscellaneous fancy goods in which the loss on samples alone would represent a good profit on the year's business. A house moreover, that sells on two prices cannot be depended upon, so that cutting not only takes away all their profit, but makes their customers distrustful of them.

Mr. B. Marcuse, of Montreal, is at present in Germany, making selections for his Christmas trade.

There have been several changes amongst the travelling jewelers and fancy goods men lately. Mr. Curzen has transferred his allegiance from F. Robertson & Co., following T. F. Smith's example. Mr. Elwell is no longer with Atkinson Bros. and Mr. John Campbell has severed his connection with the Goldsmith's Stock Co. (limited), and gone back to John Segsworth. J. Stanley for P. W. Ellis & Co., and R. Gibson for The Hemming Bros. Co., are out on their maiden trips, and we hear are doing very well. J. Faustin & Co. and W. H. Bleasdel & Co., have also made changes in their staff, but we have not yet learned the names of the fortunate ones.

Mr. J. W. Lester, for ten years with Messrs. W. H. Bleasdel & Co., has gone into partnership with Mr. C. J. Mitchell. The new firm will be Mitchell, Lester & Co., foreign manufacturers' agents for the importation of all classes of staple and fancy goods.

All the largest fancy goods buyers have visited New York within the last two or three weeks, seeing samples from all parts of the world. Every year New York is becoming a greater centre of commerce, and Europeans are recognizing the fact too by being well represented there. German leather goods are a little later this year than previously, the manufacturers having been delayed in their samples by a very brisk trade in November and December last, but Austrian, Bohemian and French lines are all in and selling largely. Canadian stocks are somewhat too large for heavy buying, but there is a very hopeful feeling about spring trade, as people should have money to spend after such a mild winter.

Among the greatest novelties is the Unbreakable Doll. Made of numerous layers of thin paper, glued together and pressed into shape, they seem capable of standing the hardest usage. Made in several pieces, with perfect-fitting joints at the knees, thighs, shoulders, elbows, neck, etc., and all kept tightly into place by a strong elastic cord  $\frac{1}{4}$  inch thick, running through the body

and the limbs, they can be adjusted so as to take the most natural attitudes. All the latest appliances for closing the eyes, talking, etc., are added, making them, without doubt, the most perfect dolls ever invented. It is of course to be supposed that they are not cheap, but they might be sold much more reasonably if not so gorgeously attired as all the samples are.

Mr. E. D. Manchee, who has been H. A. Nelson & Sons manager for the past seven years, was presented, on the occasion of his severing his connection with that firm, with a handsome gold locket and the following address:

MR. E. D. MANCHEE.

MY DEAR SIR, It is with feelings of deep regret that we are assembled here this evening on behalf of the employees of the house to tender you a few farewell remarks, and express our sincere sorrow, seeing you are about to leave our midst. During the years you have been among us, your able management has endeared you to each and every employee of the warehouse. Friendship, kindness, patience and business precision have been a few of the genuine characteristics we have always noticed and admired in your career among us.

We now take the present opportunity of asking you to accept this present as only a slight recognition of the goodwill we bear you, hoping your future years may be crowned with success and prosperity, coupled with our united good wishes and the compliments of the present.

We are all your friends.

## THE EMPLOYEES OF THE HOUSE.

Mr. Manchee goes into business for himself under the style of Manchee & Wilson, manufacturers' agents. Fancy goods will be the principal lines carried.

Every year one is surprised at the novelty of designs and shapes displayed by the glass and chinaware men. In vases, especially, is it this year noticeable, some of the new patterns being very beautiful, and marvellously low in price. In bisque figures quite a change has been made. The cheaper lines are not so much improved as are the more delicate styles, which are now brought within every one's reach. In cups and saucers, and shaving mugs, while they are displaying some new decorations, they seem to have come to a standstill for new shapes.

Artificial flowers, for decorations, seem to sell quite readily in the States. They may become popular in Canada, but we would advise care in buying them, as when shopworn and dusty they are very poor stock.

In toilet-case fittings all the rage in New York are the Antique Ivory and Oxidized Silver styles. White, of course, takes the lead, and black follows pretty closely behind, but amber is dying out. For cases, plush has as firm a hold as ever, and all the talk about leather cases for 1889 has been forgotten.

Brass photo easels are becoming staple goods, and are being made both better and

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The Municipal Amendment Act  
1888  
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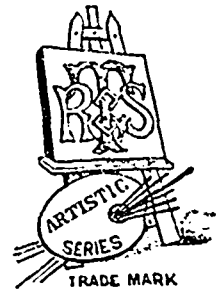
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India rubber combs are at a premium. With a factory of 1,500 hands the Hanover Comb Company cannot keep up with their orders, and the American Companies are in about the same happy position. The price may take another jump before April next. It certainly will not go down.

Fans are not lacking in change and novelty, especially in the better grades. The three-stick "Marie Antoinette" is very popular, and gauze fans are declining. In the round fans there are some new decorations, but when compared with the staple patterns, their price kills them.

Henry G. Cordley and James E. Hayes announce their association together in the general commission business, at 37 Barclay Street, N.Y., with branch office at 46 Federal Street, Boston, Mass, succeeding to the business of the Union Industrial Fibre Co. at these points. Mr Cordley was, from the formation of the latter company, its general manager, and will give the push which has characterized the business of that company. Mr. Hayes has for a number of years conducted a very successful paper business at 75 and 77 Duane Street, and is also general manager of the Union Straw Board Co. The firm will confine themselves quite exclusively to the handling of Indurated Fibre Ware and associated lines, and announce themselves as representing exclusively the United Indurated Fibre Co., Factories, Portland, Me., and Lockport, N.Y.; Watertown Indurated Fibre Co., Watertown, Mass.; Oswego Indurated Fibre Co., Oswego, N.Y.; Western Indurated Fibre Co., Winona, Minn.; Fibre-ite Manufacturing Co., Skowhegan, Me.; L. L. Chadwick, Indurated Fibre-lined Refrigerators, Cleveland, Ohio. We extend our well wishes to the new firm, and predict for them a brilliant success.

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9.	IXL †	1 50
14.	BOYS' DEAD †	1 20
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