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ORGAN OF

THE BOOK, STATIONERY & FANCY GOODS TRADES OF CANADA

VOLUME II }
No. 2 }

TORONTO, SEPTEMBER, 1885.

{ ANNUAL SUBSCRIPTION
FIFTY CENTS.



*Yours truly,
Geo. Maclean Rose*

GEORGE MACLEAN ROSE.
From "The Scot in British North America."

Mr. George Maclean Rose has been so long and prominently associated with the development of Can-

adian literature that his name may well be introduced in this connection. He was born in Wick, Caithness-shire, Scotland, on the 14th of March, 1829, and learned the printing trade in the office of the *John O'Groat Journal*. A year after he had attained his majority the family settled in Canada. He

entered the employ of Mr. John C. Becket, of Montreal, who was then engaged in the publication of the *Montreal Witness* and other journals. After the death of his father, which took place in 1853, the care of the family devolved upon him. The means at his command were but scanty, but in partnership with his elder brother, Henry, he started a small job printing office. By strict industry and economy they obtained a fair measure of success. In 1856 they dissolved partnership, George having become convinced that Western Canada offered more scope for his energies than Montreal. In connection with Mr. John Muir he established the *Chronicle*, in the village of Merrickville, but he did not remain there any length of time. Among his other engagements about this period, was that of city editor of the *London Prototype*. In 1858, he came to Toronto as manager of the printing office of Mr. Samuel Thompson, for whom he published the *Toronto Atlas*, started in opposition to the *Colonist*, which had taken ground adverse to the government of the day. Mr. Thompson having obtained the contract for government printing, Mr. Rose was assigned to take the management of the office in Quebec, whither he removed in 1860. This arrangement did not long continue. Mr. Thompson found himself unable financially to carry out his contract alone, and a company was organized for the purpose, including Mr. Rose and Mr. Robert Hunter, an experienced accountant. Mr. Thompson retired from the business altogether soon afterwards, leaving it to the new firm of Hunter, Rose & Co., who completed the contract and secured its renewal. On the removal of the seat of Government to Ottawa in 1865, the firm of course followed. A large and lucrative business was soon built up, and in 1868, a branch was established at Toronto, the firm having secured a ten years' contract for the printing of the Provincial Government. In 1871 their relations with the Dominion Government terminated, and the business was consolidated in Toronto. The firm now entered extensively into the business of publishing Canadian reprints of English copyright books, principally the popular novels of living writers, for which a ready market was found. The firm honestly compensated the authors whose works they reproduced, although this of course placed them at a disadvantage as compared with the piratical publishers of the United States. And, in addition to a greater service to the intellectual progress of the country, rendered by this enterprising firm, was the publication—at first for others, but latterly at their own risk—of the *Canadian Monthly*, the last and by far the best literary magazine ever issued in this country. This venture unfortunately did not prove pecuniarily successful, and though sustained for many years with a liberality and public spirit highly creditable to the publishers, was at length discontinued. In 1877 the death of Mr. Hunter left Mr. Rose the sole member of the firm, and a year afterwards he took his brother Daniel into the concern. The printing branch retaining the old name of "Hunter, Rose & Co.," and the publishing branch was designated as the "Rose Publishing Co.," his eldest son Daniel A. being manager. Widely as Mr. George M. Rose is known to the Canadian people as a successful and enterprising publisher, he has acquired a still more extensive reputation by his unselfish exertions in the cause of Temperance and moral reform. A life-long total abstainer

and prohibitionist, he has taken an active part in Temperance work in connection with various organizations. He has attained the highest offices in the gift of the Sons of Temperance in the Dominion, having been several times chosen to fill the chair of Grand Worthy Patriarch of the Order both in Quebec and Ontario, and has also held the second highest position conferable by that Order for the whole continent, having been Most Worthy Associate of the National Division of America. His heart and purse are always open to the appeals for the advancement of the temperance cause, which he regards as being of vastly more importance than mere party issues. Though a Liberal politically, he regards all public issues from the standpoint of Temperance reform. Personally Mr. Rose is genial, sociable and unassuming. As his career shows, he has abundant business capacity, and the enthusiasm which forms so strong a feature of his character is well regulated by a fund of practical common sense.

THE French have repealed their internal revenue tax on the manufacture of paper, which has been in force since September, 1871.

NO POISON IN PAPER HANGINGS.—Every now and then something is said about poison in paper hangings, and we desire to state, once for all, that the day for that is past. In this advanced age of civilization the necessity for using Paris green, arsenic, and such poisons, to make paper, is obviated by the discovery of cheaper and better colouring substances. When your customer comes to you about poison in the paper, refer him to us, and we will satisfy him that it is no longer used.—*Wall-Paper Trade Journal*.

HELEN JACKSON.—We regret to have to announce the death of Mrs. Helen Hunt Jackson, at San Francisco, on the 12th of August. She was the daughter of Prof. Nathan W. Fiske, of Amherst College, and was born in Amherst, in 1831. Her first husband, Capt. Edward B. Hunt, an engineer officer of high scientific attainments, and assistant professor at West Point, was killed in 1863, by an accidental discharge of suffocating vapours from a submarine battery that he was inventing. Up to this time Mrs. Hunt had given no signs of literary talent, but on her removal to Newport, a year or so after Capt. Hunt's death, she began to write, in the *Nation*, and other periodicals. Her *Bits of Travel*, and *Bits of Talk*, followed. Two of the "No Name Series," *Mercy Philbrick's Choice*, and *Hetty's Strange History*, were from her pen, but she always denied the *Saxe Holm* stories. In 1876 she married W. S. Jackson, of Colorado Springs, and her travels in the West brought to her notice the wrongs of the Indians. For the rest of her life, all literary ambition was subordinated to the redress of this great injustice. *A Century of Dishonor* appeared in 1881, and led to her appointment as a Commissioner to report on the Mission Indians of California. Her report is a valuable document. A novel, *Ramona*, again delineating the wrongs of the Indians, was published last year. This was her last work.—*The American Bookseller*.

Book Notices.

CUSTOMS AND EXCISE TARIFF: With list of warehousing ports in the Dominion, Sterling Exchange Tables, etc. **MORTON, PHILIPS & BULMER,** Montreal.

Another of this firm's handy and useful standard commercial works, reliable in every particular.

DICK'S SWEETHEART: (Copyright edition), by **THE DUCHESS.** **POT ASUNDER:** **BERTHA M. CLAY.**

These two are the latest issues of the American Library (Toronto), and are up to the standard of those popular though rather sensational writers. The liberal discount allowed by the publishers is a strong inducement to push these books.

Of the late issues of the Franklin Square Library, Harper Bros., we notice "The Salon of Madame Necker," by Vicomte D'Haussonville, translated by H. M. Trollope; and "A Coquette's Conquest" a novel, by Basil.

HARPER'S HANDY SERIES is well printed and convenient. Charles Gibbon's "A Hard Knot," and Miss Braddon's "Cut by the Country" are characteristic names of novels coming from these pens, and no doubt will sell well. "The Waters of Hercules," anonymous, we should judge from the little we have dipped into it, is an interesting tale, while Archibald Forbes will be read with zest, particularly when he rehearses among other narratives How I Became a War Correspondent in "Souvenirs of Some Continents."

We are pleased to see this change in the size of popular cheap books. The pamphlet shape of the Franklin Square and Seaside Libraries are neither handsome nor book-like.

FIFTY YEARS IN THE CHURCH OF ROME: by **FATHER CHINQUA,** 332 pages, \$5. Toronto Willard Tract Society.

It is a book which will arouse a profound interest in its readers, and on the part of many also will arouse an intense enthusiasm. It makes the gravest charges against the highest authorities of the Catholic Church, in a manner which they will scarcely permit to go unchallenged and unanswered. . . . Some of them, like, for instance, the account of the assassination of President Lincoln, taxes belief; but it is stated with such array of evidence as to need explanation or reason for its truthfulness. It is a remarkable statement, but the book is crowded with sensations.—*The Chicago Inter-Ocean.*

GENERAL GRANT'S last signature was made upon the back of a cheque for \$1,000 sent him only four or five days before his death by the *Century* Publishing Company. This cheque was a great surprise to him, as it was above anything he had expected. He had received from them all the money that had been promised for the articles that he had furnished. This cheque was given him by the *Century* people above the contract price, on account of the great value of what he had furnished them.—*Exchange.*

THE INDEFATIGABLE DR. GROSART, the "prince of editors," as he has well been called, is girding himself for fresh toils. We have received the proposals for two new series; one being "The Catholic Poets of England," in seven volumes, in which he will reprint his editions of Southwell and Crashaw, edit also Constable and Habington, and close the series with a volume of selections from Chaucer to Davenant. Those who know some of the rare gems in early Catholic manuals of devotion will look forward with some interest to this last volume, and there is little doubt that the whole series will be speedily subscribed for. Success to it! The other series he calls "Choice Books of Elizabethan Jacobean Poets," and contains nothing but what he has already issued in some more limited form. Selections of the best work of Breton, of Wither, of Fulke Greville, Lord Brooke, and of Richard Barnfield will be included, as well as new editions of *Humphrey Gifford*, *Vaughan the Silurest*, and *Sir John Beaumont*. As we are also to have separate reprints of *Barnabe Rames*, and "Alcilia," it is evident that, at last, all our best sixteenth and seventeenth century work is accessible to students in one form or another.—*The British and Colonial Printer and Stationer.*

THE Westminster Review is, we hear, to become a monthly magazine, and, of course, a much cheaper one.

We noticed last month **THE CANADIAN NORTH-WEST, ITS HISTORY AND ITS TROUBLES, ETC.:** by **G. Mercer Adam**, but feel that in addition to the approval of *The Week* there given we should now express our own opinion. The work has been put before the public in an exceedingly attractive form, and the sales so far have been very satisfactory. Mr. Adam has written a very vivid and interesting account of the history of the country, tracing it from "savagery to civilization," and giving full details of the three rebellions by which that history has been made remarkable. It is a book that should be put into the hands of students of Canadian history, so that they may possess a fair knowledge of a country that is destined at no distant day to play a very important part in the affairs of the Dominion.

MONTCALM AND WOLFE: by **FRANCIS PARKMAN,** popular edition, uniform with the popular edition of Parkman's Writings. 2 vols. cloth, 12 mo. \$3.00, with portraits of Montcalm and Wolfe, and of maps.

This is a new popular edition of the volumes published about a year ago and is given in this cheap form much sooner than was expected. These are probably the most interesting volumes of the series. The series is now complete in the popular form in 10 vols. Little, Brown & Co., Boston. Trade supplied by Hart & Company, Toronto.

MALAY LITERATURE.—Messrs. G. Kolff & Co., of Batavia, have a large collection of manuscript works written by Malays in the Malay language, but in Arabic characters, called in the East Hikayat. They include some curious tales of historical and ethnographical value, which still survive amongst the Malays, but have never been translated or printed. The manuscripts which were collected from along the east

coast of Samatra, are described as rare and in good condition, and are worth the attention of Orientalists. They are priced from £5 to £35. Amongst them are the following: "Hikayat Gomola Rahrin," the history of Sultan Pakarma, Indra's son, his war with Raja Too Selah, written very carefully in very excellent Malay, with coloured title page and illustrations in red and black ink at the end of each chapter, a large volume of about 400 pages, in splendid condition. The Hikayat Rajah Burma Sahadan, a story of the same character in 2 quarto volumes, and the Hikayat Sajahra, or Sultan Iskander's war with the king of Hindee (India), his marriage with that king's daughter, his war with China and with the Portuguese, with a description of Pohore and Malacca. Also the "Hikayat Goolam," the history of a boy of that name, whose father, King Zat Bakhtin, married the daughter of his prime minister, quarrelled with his father-in-law, was driven away by him, wandered about with his wife who bore him a son called Goolam.—*The Bookseller.*

WILLIAM BRIGGS, Methodist Book and Publishing House, Toronto, has published recently "The Scott Act and Prohibition the Hope of Canada," by Rev. A. Wallace, pastor, West End Presbyterian Church, Toronto, price 10 cents. "What Harm is There in it?" by Byron Laing, with introduction, by Rev. W. H. Withrow, D.D., F.R.S.C., price 25 cents. "Old Christianity against Papal Novelties," including a review of Dr. Milner's "End of Controversy," by Gideon Ouseley, fifth edition, cloth \$1.00. "Sermons and Sayings" of Rev. Sam. P. Jones, with portrait, price 50 cents. "A Guide to Young Christians," by Rev. D. Rogers, paper, 5 cents.

Correspondence.

To the Editor of Books and Notions.

DEAR SIR,—You want something from London. It is hard work to get a line. Business has been very quiet, but seems to improve some. Schools having opened, there is the usual demand for books; but oh! what a small amount is left for the dealer after paying expenses. What with seaside libraries cutting out standard works with some profit, and new discount for readers, etc., book business is about "played out." The season's crops around London will be a fair average. The heavy rains and cold weather have spoiled a good deal of the grain and root crops; but I think business this fall will be somewhat better than a year ago. I notice that at the annual meeting of the Booksellers' and Stationers' Association you took action in reference to the postage on periodicals. Some change should be made. If it included books of all kinds I believe the increased amount of business would make up the shortage on postage, at the same time the limit of four pounds should be increased. The deputation might at the same time see if something could not be done in reference to the duties on books. We are charged a copyright duty of 12½ per cent. on libraries in addition to the 15 per cent duty. It, in my opinion, is a piece of imposition, as no memorandum, as far as I can find out, is kept of what book the copyright duty is on, and the amount therefore goes to the Govern-

ment. I have never yet heard of an author receiving any copyright duty. If wrong, am open to correction.

I also notice you mean to take action in reference to the men who sell stationery of any kind in small quantities to the storekeepers, at wholesale rates. I would not see so much objection if they did not cut the prices so much that it spoils the retailer's chance of selling again. We are subject to cutting up here more, I believe, than in Toronto or elsewhere. For instance, Xmas and other holiday numbers of *Graphic* and *News*, are sold here at 35 cents. *Leisure Hour*, etc., sold last year at 15 cents. School teachers got discount from some dealers of 15 per cent. Sunday schools 25 to 30 per cent. Think of it!

Babcock & Luscombe have dissolved partnership. T. Luscombe continuing the business.

LONDON.

To the Editor of Books and Notions.

STRATHROY.—Friend Books & Notions. In former issue you request to hear from the trade. Well, here we are, trusting a few words concerning our small town may not be amiss in your valuable paper. We flatter ourselves we have the neatest, cleanest and most picturesque town of the west; the streets are wide and well kept being paved with cedar block, the sidewalks are good being made of asphalt, sandstone, plank. The buildings on all the principal streets are brick, and many of them fine buildings. In a word, everything as near perfection as you can imagine. The population is about four thousand which number does not increase or decrease to any alarming extent; this year there is an upward tendency. The mechanical industries are well represented; but there is one line which, we are sorry to say, is very much neglected, *i. e.*, the manufacturing interest—not that we lack the needful, but, on the contrary, have enough and to spare; but the capitalists require stirring up. In matters of education Strathroy is not far behind her sister towns. We have numerous schools, all of which are fine buildings, and this year we have the honour to possess a collegiate institute. The number attending this year was unusually large, and we trust that when returns come to hand it will be found that Strathroy has done her duty in maintaining the high standard she has attained to. But you ask: What of the book trade? We answer—flourishing. There are four book and stationery stores, which means one to every thousand inhabitants. Scare a mark for Strathroy! Our patrons have it all their own way when there is so much competition. We have no business at present to speak of, but are preparing for a great boom when Fall appears. Yours, etc.,

STRATHROY.

NOTE—Of book stores at least one, and perhaps two too many. One dealer has a drug store in connection with his other business, and another does a good trade in jewelry. Our correspondent's pride of his town is justified.—ED. B AND N.

B. H. Rothwell writes—I am expecting a good fall business. Crops in Brantford county are good; a little damaged by rust, but not enough to make any serious loss. Business at present keeps very quiet, and collections slow.

N. Y. Z., Toronto, writes: I have been informed that a certain book store, on Yonge St., has got the privilege of supplying all the books to the students of the Model School. The scholars are instructed by the teachers to go to this store for their supplies. If this is so I consider it a great injustice to the trade.

ALEX. SCOTT, Barrio, writes: Business is very quiet at present. Harvest is late, and money scarce. Prospects fair for a good Christmas trade.

LARGE DISCOUNTS AND INFERIOR GOODS.—The habit of dealing in cheap and inferior articles which allow of large discounts, which seems to prevail among certain stationers, is a most pernicious one and extremely detrimental to the good name of the trade. A case which recently came under our observation fully demonstrates our proposition. Some time ago a certain useful and ingenious novelty was introduced to the public, which, like all articles possessing any merit, was soon imitated with an article which, though it sold at the same price, was inferior to the original, both in its manufacture and the material used in its construction. Some time since a gentleman had need of such an article and this novelty was strongly recommended to him. Accordingly he went to his stationer and inquired for it. The stationer informed him that he did not have one of the originals and offered him the imitation, saying it was just as good and sold at the same price. The gentleman having explicit confidence in the stationer's word, purchased the article. He soon after this fell in with a friend who had one of these imitations, and upon comparing the prices paid for the two, found that his friend had purchased his at just about one-half the amount his stationer had charged him for the one he was using. Moreover, about this time the imitation began to assert its inferior qualities and the gentleman began to commune with himself. He reasoned, that if the stationer would take an advantage of him in a matter of this kind, what reason had he to suppose that he would not do so whenever an opportunity presented itself. Accordingly he hastened to the stationer's establishment in hot but righteous haste, told the somewhat astonished dealer what he thought of such treatment and took his trade from that house. As this gentleman was an officer of a large institution, which used a considerable amount of stationery in a year, the stationer seriously felt the loss of his trade. Although this is but a single case in point there are many more, and those of our trade, who, tempted by large discounts, will deal in articles of inferior quality, must expect to see their trade suffer.—Geyer's Stationer.

BOOK TRADE IN GERMANY.—The book trade of Germany differs from both that of England and that of France not only in its extent, but also in its character; for while, with few exceptions, the books of this country appear in London, and while the majority of French books are issued in Paris, there is hardly a town of importance in Germany that does not contain several publishers. However, though Germany has no centre of production it has a centre of distribution, and from Leipsic books of the weight of over 7,000 tons are sent out annually.—The Bibliographer.

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PRESIDENT SHARP.—We call the attention of the trade to the sensible words of the new President of the Association in his address published elsewhere. Ponder them well. There is in them the genuine ring of pure metal.

THE NEXT MEETING.—By a provision in the constitution the Booksellers' and Stationers' Association will meet in Toronto on Wednesday, the 28th October. It will be only a one day session. Full particulars will be given in October number.

OMISSIONS.—In the report last month of the reception given by the Toronto trade, it was overlooked to note that the chairman of the committee of reception, after the lunch, responded to the toast of "Our hosts." An omission however that could be easily supplied by any one who knows J. T. Hornibrook, for wherever he is he will say something, and the something is rather well said. We also omitted from the list of members of the Association present, the name of F. H. Howe, manager of the A.—C. Music P. Co., and that of J. G. McCrae, of Sarnia, who sent excuse for absence.

MEMBERSHIP.—The Booksellers' and Stationers' Association of Ontario, in widening the area of membership by admitting within its ranks salesmen as well as dealers, has taken a new departure, not only as far as the body itself is concerned, but also as far as we know of any other similar organization. It thus presents to the young men—"our future booksellers"—an opportunity for fraternal meeting with one another, and the gain to those who are engaged in wholesale houses of practical knowledge in the retail trade at least one day in the year. The education they get in this way will be of great use. There is no better plan of satisfying the enquiring mind than by every day subjects being fully discussed by those well versed in such matters.

A SUGGESTION.—Why may not the employees in cities and towns form of themselves associations for mutual information and improvement? The suggestion was given us last spring by an old bookseller, but it would have been useless to have then broached the subject, for in summer it is all play and no work in the spare hours. Nothing would be more pleasing to the Association than this, and no doubt employers would only be too glad to know that those whom they employ were seeking to improve themselves in their business. Who will take the initiative?

KINGSTON'S NEW BOOK STORE.—Of late years there has been a fair share done in the book trade to materially improve the places of business. There are some few large and fine stores in Ontario fitted up with all the conveniences that suggest themselves to the practical bookseller. We have in this city that of Hart & Co., from the plans of which we believe the others have been more or less modelled. The others that are really entitled to distinction are those of J. Durie & Co., Ottawa, and John Hart, Perth, while a comparatively small one, large enough for the place, is the handsomely furnished one of A. C. McLean, of Carleton Place. Now we have to add to the list that of John Henderson & Co., of Kingston, from a long and glowing account of the business and the structure in *The British Whig*, we learn that the business was established thirty years ago by the late John Henderson. He carried it on for twenty-five years, and on his death, W. Middleton and Mrs. Henderson became his successors. The business has been so successful that it was found impossible to remain in the old stand for want of room, and they purchased the place adjoining and erected the fine building they now occupy. We congratulate the Vice-President of the Association on his imposing structure which an enthusiastic Kingstonian pro-

claimed "would be a credit to Boston." In Trade Notices will be found a description of the store.

BACKED OUT.—Last month we gave a letter from the four booksellers in a western town, asking the wholesale trade not to give prices to the school trustees of that place. The rule has been to invite tenders for school supplies for the year, the consequence of course being that the prices ranged very low—no profit to any one and the business principle of competition done away with. But the wise agreement not to tender (as expressed in the letter) fell through, and although the four entered into a bond of \$100 each, one became afraid that the order was going to be given outside the town, and at the last moment sent in a tender, which was accepted.

Really it is too bad that cities and towns where are supposed to exist true business principles, should thus be a century or so behind their neighbours. The book trade is the only one that suffers. The simple trouble is that while there is a grand scramble for the honours of Alderman or Councillor, there is little or no interest taken in the election of School Trustees. There may be a mover and seconder with the candidate at the nomination, but sometimes the returning-officer has had to wait some time for even those. Till this is remedied we may expect some very eccentric action on the part of those who obtain their election so easily.

CONSISTENCY.—We would suggest to our friends that they secure the insertion of an advertisement in their local papers somewhat like this (it would make the school-book tender consistent):—

SOAP.

Whereas the regulations require that the children attending school shall be decently dressed and clean, therefore the School Board of Ironstock will receive tenders for the supply of a good common soap to be sold to the families having children at school, at cost price.

ANCIENT DAYS, Chairman.
TOBEY SLOWBOY, Secretary.

N.B.—The Board is considering the question of receiving tenders from a woman in each ward to wash the children of the ward before going to school.

PROSPECTS.—It is seldom that all men agree. To a certain extent they may coincide with each other's views in general, but on some particular points differ. So when all agree in predicting a good—not extra—Fall Trade, we must come to the conclusion that 'Trade will be good. As we write there is certainly every indication of it. Dealers have by this time found out pretty accurately how the crops have turned out in their respective neighbourhoods—well

almost everywhere—and have made up their minds that it will be safe to give fair sized orders. There is no disposition as far as we can learn to give extensive orders. All are ordering but in quantities that do not appear to be too large. Bills, considering the time of the year, are being on the whole promptly paid. To add to the satisfaction of Toronto wholesale dealers a bevy of Nor'-Westers are here or on their way. We hear of Richardson, Alex. Taylor, and Mrs. Rowles, of Winnipeg; Thompson, of Calgary, and others.

In the United States the feeling is, we learn from *The American Bookseller*, that "the tide has turned." It says, "More business has been done by leading houses this fall than at the corresponding period of last year and at the same time collections have been easier."

THE BOOKSELLERS' AND STATIONERS' ASSOCIATION OF ONTARIO.

To the Book and Stationery Trade of Ontario.

GENTLEMEN.—Having been elected President of the Ontario Book-sellers' and Stationers' Association, I desire to say a few words to the trade, but especially to the retail branch of the trade, with a view to having them become members of the Association. There are now in this Province between five and six hundred persons engaged in the Book and Stationery business, all working it seems to me as a boat without a rudder. True, there are some who are successful; but how many are there who make only a bare living who ought to be, and might be much more successful if they were members of a permanent and well organized association, such as it is intended the Ontario B. S. & S. Association shall be?

The question then is naturally asked, will joining the B. S. & S. A. help me in my business? I say in reply, "Yes, decidedly; in many ways," and will try to show how. One of the chief causes why so few are successful in the retail trade, is the practice of slashing and cutting in prices, especially is this the case in smaller towns where only two or three are engaged in the business.

I have seen many cases where, when a new man started in business, the established man would at once commence—to use a cant expression,—"to make it hot for him" by advertising to sell at cost" thinking thereby to crowd him out; and very often he is successful, all of course depending on the new man's staying qualities and the amount of capital he may have. But what is the result if he is sent to the wall? why his place is taken by another, and the same fight has to be gone over again, but this time under less favourable circumstances to the established man, as, very likely the second new comer has bought the stock of his predecessor at 70c on the \$1 and can afford to sell at less than a man who buys in the regular way. Now what has the established man gained? True he has succeeded in driving one man, perhaps two, out of business, but he has worked hard for three or four years and not made a cent; neither has he got rid of his opposition.

I think doing business in that way is a mistake,

and would not occur if the parties belonged to an organization that would have a right to be consulted on such matters. Another source of weakness to the retail trade is the buying of goods three or four months in advance of delivery, or what is known as giving import orders. This question was discussed pretty fully at the last meeting of the association and generally condemned, as leading men to overstock themselves and in many cases to give duplicate orders. Of course there are some goods that it is necessary to give an advance order for, such as annu- als. Christmas cards, etc., but I think it a great mis- take to give import orders for general stock that can be bought from any respectable wholesale house at any time, and in quantities that are required, and if the discussion that took place on this subject at the last meeting of the association, leads to the discon- tinuance of this practice to any extent, the associa- tion can lay claim to having accomplished much good already.

Another difficulty the retail trade have to contend with is the bolstering up or carrying of bankrupt dealers by wholesale men. This practice should cer- tainly be frowned down by all dealers, both whole- sale and retail, it having a demoralizing effect on the retail trade, and certainly can be no source of profit to the wholesale merchant.

The above are a few of the troubles that could be remedied by all dealers joining the association, and when once it is in good working order with a large majority of the trade as members taking an active interest in it, I am fully persuaded all the trouble and difficulties that the trade have now to contend with, will to a great extent be removed.

To those gentleman who may express a doubt about the association accomplishing so much good I would say, that at least it is worth a trial, and as it only costs \$1 per year to become a member, I think they ought, for the good of the business they are en- gaged in, to become members of the association.

Trusting that when next we meet the secretary will be able to report at least three quarters of the book- sellers of Ontario are members of the association, I remain,

Your obed't servant,

H. FRED SHARP,

St. MARY'S, Sept. 1, 1885.

Prest.

Publishers' Notices.

SATISFACTORY.—In answer to the request in our supplement of last month we have received many kind wishes with the remittances.

S. B. Ganton, Oakville, says :—"When the first two numbers of BOOKS AND NOTIONS reached me, I returned them not wishing to subscribe. You, how- ever, continued to send the paper. I am now glad to see BOOKS AND NOTIONS make its appearance, and I enclose \$1 for payment of two years' subscription from date of first number sent me."

H. Dobson, Simcoe, writes :—"I feel that BOOKS AND NOTIONS is too necessary to think of having it stopped.

From St. Boniface, Manitoba. A. Keroack's Mes- sage is :—"I wish success to BOOKS AND NOTIONS and The Booksellers' and Stationers' Association of Ontario."

TRADE NOTICE.

PLAYING CARDS.

I would inform the Trade in Canada that I have lately started the manufactur- ing of American Style of Playing Cards and that the first edition is now ready. Round Corners. Packed in boxes.

Retail Price, 10c. per Pack.

Trade Price, \$9.00 per gross.

Discount according to quantity.

All my own made cards will be

ROUND CORNERS,

Indexed. Each pack in a box. It is my present intention to make only Round Corner Cards and pack only in boxes, but the Trade if they so desire can have in paper wrappers.

New Designs and Nos. each month.

I have in stock at present a large supply of fine English made Cards from the celebrated house of De La Rue & Co., and which will be offered to the Trade at

SPECIAL LOW PRICES TO REDUCE STOCK.

I will fill Sample Orders, one pack each time, in stock at dozen rates to enable the Trad to see goods.

Send for Samples.

W. BRYCE,

Publisher and Fancy Goods Importer,

LONDON, ONT.

Salsbury & Co., Cobourg, are eloquent in a few words. "You are doing a good work. Keep on." And many others.

And while we are in a self-congratulatory mood, we quote what is said of us by a leading English Trade Journal.

BOOKS AND NOTIONS, organ of the Book, Stationery and Fancy Goods Trades of Canada.—This is a valuable journal, always full of excellent cuttings and of good original writing.—*The Stationer, Printer and Fancy Trades' Register.*

Subscribers will please note the number after their names and write us of any error that may have occurred. The figure 12 denotes that subscription is paid to end of first year, 24 to end of second.

Last year's subscribers, those who have not yet remitted, will please remember that their subscription for the current volume is now due.

Grade Notices.

CHRISTMAS AND BIRTHDAY CARDS.—We have before written of the Mildmay cards, but as the season for their sale comes round, it may not be out of place to notice some of this year's designs. As well known to the Trade the wording on the cards is all made up of quotations from Scripture. The first we pick up is a fine series of wall cards, "Light and Truth," six floral texts, with views of the Holy Land printed in fourteen colours and gold, each entirely different in design. The effect is very fine. Turning to the smaller cards, we have No. 151 A, which is a series of six Swiss landscapes, that are little gems of artistic beauty. The distant mountains form a strikingly realistic perspective for a background; a rural cottage, thoroughly Swiss in architecture form a charming middle distance, while the tangle of brushwood, a path, or a bit of garden scenery, adds strength and beauty in the foreground. No. 152 A is much similar in design to the wall cards. No. 143 A, six cards, ferns and flowers charmingly arrayed. No. 139, six cards, exquisitely done in blue and gold—floral cards of much merit both in design and colour. No. 156 A, also six cards, water and wild flowers the predominant features, on some the fruit of the vine enlivens the scene. A cheap card, No. 148 (12) is pretty Eastern landscapes, set in leaves and berries. No. 134 is *The Children's Letter*, which, while closed, looks like an envelope, place for address and stamp, and an official looking seal in the bargain; when open displays childish figures in graceful attitudes. No. 104, a double folding card, with berries, waving grasses, etc., all in graceful confusion, and lovely, soft, warm tints. No. 97, six cards with flowers intertwined with the text on the upper half, and a landscape below.

We have seen but one sample of birthday cards, No. 165 C, unique and pretty.

Besides these are motto cards for 1886, original in design, and the colours beautifully blended.

All the cards are finely finished and we are not surprised to learn from the Canadian agents, Willard Tract Society, that the sales are very much in excess of last year.

COPP, CLARK & CO.,
TORONTO.
SOMETHING NEW.

THOMAS' INK
IN PAPER BOTTLES.

School Black Ink, Office Blue Black Ink, Mucilage.

THOMAS' INK SECURED GOLD MEDAL AT NEW ORLEANS: 9 EXHIBITION.

The Paper Bottles are something new. They will not break. They secure the Ink from frost where glass would crack. They are in demand wherever shown.

Write for Sample Dozen. Prices Correct.

IMPROVED STYLOGRAPHIC PEN.

Mottled Rubber Holder. Adjustable Point.

No. 7 M, \$2.50.

Liberal Discount to the Trade.

Hardtmuth's Prepared Rubber.

ALL SIZES.



JOHN HOLLAND,

MANUFACTURER OF

GOLD PENS

AND

PENCIL CASES.

SPECIALTIES:

Gold Stub Pens, Falcons, Oblique, Barrel and Stenographic Pens, Business Pencils, and the Climax Stylographic Pens.

Elegant Assortments for Jewellers and Stationers in handsome Show Cases and Trays. Quality THE BEST, and prices moderate.

FACTORIES—Nos. 9, 11, 13, 17, 19 }
and 21 West 4th Street, } CINCINNATI.
OFFICE & SALESROOMS—No. }
19 West 4th Street, }

Wholesale Agents for Canada:

The Barber & Ellis Co.,

TORONTO.



JOHN HENDERSON & Co's STORE.--It is so large that no less than forty gas jets will light it, which makes a regular blaze of light. There are two large show windows in front, made up of four sheets of plate glass. Over the top of the window frames are art glass plates. The two doors opening into the store are also of plate glass, and on the tops are two scenes on glass representing "Spring" and "Summer."

The outside painting of the windows and doors is crimson lake. The store is 28x80 feet, and the ceiling, which is panelled and pine with red cornices, is fifteen feet from the floor. There are two floors, one pine and the other maple. Shelves are placed half way up the sides of the walls. They are also pine. On the right hand side are three counters, made of pine with birch tops. On the left are located tables, which can be placed in different positions, so that customers may have an opportunity of conveniently looking over the stock.

The office, which is enclosed in pine and glass, is 8x8, and is about fifty feet from the main entrance. The glass in the office will be white ground and marked with handsome designs. At the rear of the office, on each side, are two counters, 14 feet in length. Twenty-five feet from the back wall is a large stairway leading to the second flat. On reaching the landing, before the second flat is gained the visitor is greeted with what Mr. Middleton calls a "dim religious light," emanating from stained glass windows with arched tops. From the landing branch out on each side two stairways leading to the second storey. On going the round, a large room 26x70 feet confronts the visitor. Here the reserved stock will be stored.

Mr. Middleton prides himself in the fact that he has the largest, although not the most elegantly fitted out, book store in the Province of Ontario.—*Abridged from British Whig, Kingston.*

THE Stationery Trades Journal informs us that the assets of Letts, Son & Co., Limited, are to be sold by tender, the attempt to form a joint stock company to carry on the business of the insolvent firm not being successful. The firm was best known to the trade in Canada by its famous diaries, for every once in awhile an old-fashioned very particular Englishman will insist on Letts', he could not propose to keep trace of affairs in any other. They also published "Yule Tide" and "Letts' Household Magazine," besides being extensive map publishers.

A PAIR INK BOTTLE!—Yes all paper, light and unbreakable, and, strongest of all, no leakage! Copp, Clark & Co., have the Canadian agency of Thomas' ink, Gold medal, New Orleans this year, and sell it in these paper bottles. They claim that ink is less liable to freeze, and the bottles are certainly less likely to break than the ordinary glass or stone.

OTTAWA TO BATOCHÉ, a new and interesting game for the people old and young has been placed on the market by A. Norman, Toronto. It should sell well, the main idea in it is using names of prominent soldiers, their battles and bivouacs, thus arresting the attention.

THE WILLARD TRACT SOCIETY, Toronto, sends us their very handsome "Fall Announcement." There is a decided boom in fine printing by those who seek the custom of the book trade.

KEEP A FULL LINE IN STOCK.

THE
AMERICAN LIBRARY.

None but the most popular and best selling books are published in this series.

The American Library is printed in large, bold type, and is by far the most attractive in appearance of any Library published.

The American Library is on sale, and dealers RUN NO RISK in keeping a full stock on hand.

A LIBERAL DISCOUNT TO THE TRADE.

1. **A NAUGHTY GIRL'S DIARY,** by the Author of "A Bad Boy's Diary," Price 15 Cts.
2. **THE ADOPTED DAUGHTER,** By Eliza A. Dupuy..... " 25 "
3. **HIS SOMBRE RIVALS,** By E. P. Roe..... " 25 "
4. **FROM JEST TO EARNEST,** By E. P. Roe..... " 25 "
5. **A HAUNTED LIFE,** By Bertha M. Clay..... " 25 "
6. **LOST FOR A WOMAN,** By May Agnes Fleming. " 25 "
7. **AN AMBITIOUS WOMAN,** By Edgar Fawcett " 25 "
8. **MAUDE PERCY'S SECRET.** By May Agnes Fleming. " 25 "
10. **THE ACTRESS' DAUGHTER,** By May Agnes Fleming. " 25 "
11. **PASSION AND PRIDE,** By Eliza A. Dupuy..... " 25 "
12. **THE EARL'S ATONEMENT,** By Bertha M. Clay..... " 25 "
13. **A YOUNG GIRL'S WOOING,** By E. P. Roe..... " 25 "
14. '49, **THE GOLD SEEKER OF THE SIERRAS,** By Joaquin Miller..... " 15 "
15. **SWORN TO SILENCE,** By Mrs. Alex. McVeigh Miller " 25 "
16. **A GOOD BOY'S DIARY,** By the Author of "A Bad Boy's Diary." " 15 "
17. **LADY ISABEL'S ATONEMENT,** A Sequel to "EAST LYNN." (*In Press*)... " 25 "
- New Selections for Autograph Albums..... " 10 "
- Notes on Ingersoll, by Rev. L. A. Lambert.. " 25 "

The Toronto News Company
TORONTO

AND NIAGARA FALLS, ONTARIO, AND

The Montreal News Co., Montreal

PUBLISHERS' AGENTS.

WE are in receipt of "Special Catalogue of County Histories" from Henry Gray, Antiquarian and Topographical Bookseller, Manchester, England.

THE VOLUNTEERS' RETURN, is the latest picture in colours from the works of *The Grip Publishing Company*.

THAT was a very pleasant trip to Youngstown, N. Y., of the employees and friends of the Barber & Ellis Co., on the 14th of last month. The hundreds whom the Chicora carried over came back well satisfied. It is a pity that the invitation to us got mislaid in the post.

THOS. E. TAYLOR, formerly of Taylor Bros., has joined the firm of Selby & Co., wholesale stationers. The Don Paper Mill thus becomes the property of the firm. They report orders for paper six months ahead.

F. R. A. LEE—you know him—he that wants Booksellers to believe that Stafford's Ink is the only one, was in Toronto the other day on his way to the North-West. He says business is very good.

J. FLETCHER, stationer, Yonge st., Toronto, has returned from a trip to England, where he had spent about three months. Ill-health was the cause of his going. He returns much better.

HART & Co., 31 and 33 King Street West, Toronto, hand us one of the handsomest catalogues we have seen. Tastefully printed and on good paper, it presents to the eye a very pleasing appearance. It is mainly devoted to the Globe's Cabinet Letter File, but in it also is a description and pictures of Cook's Automatic Postal Scale, a handsome and useful ornament for every business office, while the back cover is ornamented by an illustration of the dictionary holder, with book case that is so much a favorite.

W. DUNCAN, of Paris, tells us that his album sales have increased materially the last year or two. Peddlers were in the habit of showing a cheap, showy album to the farmers, offering it for say, \$4, and telling them that in town they would have to pay \$6 or \$8 for a similar one. The farmer comes to town and prices the goods, is amazed at the price asked, but before he leaves the store, he is shown one somewhat similar to the peddler's sample, and told he can have it for \$1.50, but that it cannot be recommended. Very often he is induced to buy the expensive article when he sees the trick that has been tried to be played on him.

AMONG those in Toronto during the past few days were Dickeison, Woodstock; Neilson, Brockville; J. S. Brown, Paris; R. O. Smith, Mitchell; J. G. McCrae, Sarnia. Next time you are in town cannot you drop in for a few minutes chat? our office is central.

TICKNOR & Co.—The revival of the old name in a new Boston Publishing House—not new either—for the old business of Ticknor & Fields having passed through various vicissitudes the last being the failure of J. R. Osgood & Co., is one that deserves note. The new firm is composed of B. H. & T. B. Ticknor and G. F. Godfrey. They propose to give us books from Howell's whose last story in *The Century* "The Rise of Silas Lapham" is probably his very best, Hawthorne, James, Mrs. Burnett and others. Works from such authors will be creditable to the house.

NEWEST AND PRETTIEST.

SONGS.

The Three Beggars	J. L. Molloy.	40c.
Grandpapa's Wooing	Theo. Marzials.	40c.
Dame Durden	C. Pinsuti.	40c.
I dare you to forget.	Stephen Adams.	40c.
Sans Adieu!	J. Blumenthal.	50c.
An Old Garden	Hope Temple.	40c.

PIANOFORTE PIECES.

Cynthia	Michael Watson.	60c.
Danse des Czechs	C. Kottann.	50c.
Lady Betty	Seymour Smith.	40c.
Flirtation Gavotte	Otto Langey.	40c.
Old Fashions Gavotte	Milton Wellings.	40c.
An der Weige	G. Langey.	40c.

DANCE MUSIC.

Fairie Voices Waltz	A. G. Crowe.	60c.
See Saw Waltz	A. G. Crowe.	50c.
La Coquette Waltz	Vito Mattei.	50c.
Black and Tan Polka	Caroline Lowthian.	40c.
Pretty Lips Schottische.	C. Coote.	40c.
Mikado Lancers	P. Bucalossi.	60c.
En Garde Polka	E. Waldteufel.	40c.

Catalogue of 200 Canadian Copyrights and Trade Terms on application to the

Anglo-Canadian Music Publishers' Association, Ltd.,

38 CHURCH ST., TORONTO.

Special Agents for the **LITOLFF** Editions.

CANADIAN EDITION.

An Outline Study of Man ;

OR,

THE BODY & MIND IN ONE SYSTEM.

With illustrative diagrams and a method for black-board teaching.

By **MARK HOPKINS, D.D., LL.D.**

Author of "Evidences of Christianity," etc. 12mo. cloth, 308 pp., \$1.25.

TRADE SUPPLIED.

This book is authorized by the Minister of Education for use in the Normal and Model Schools of Ontario.

WILLIAM BRIGGS,

PUBLISHER,

78 & 80 KING ST., E. TORONTO.

Novelties.

Among the foreign novelties announced are Christmas cards having views hand-painted in oil, mounted on satin-tinted cards. The retail prices for these appear to be very low; that is, if the paintings are of artistic merit or value.

Another line consists of real ivory panels in boxes on "leather-grained" mounts. Fans richly painted and bearing devices appropriate for the holidays are also suggested. There is an effort to get out of the rut in the production of cards, and ingenuity has got to exert itself to do it.

Great variety and elaboration are to be found in the different styles of albums which are offering this season. Comparing these goods with those manufactured a number of years ago, one cannot but be much impressed with the improvement in general design, ornamentation and finish, and the comparative cheapness of the styles now in the market.

Under a ruling of the Treasury Department waxed paper made in Canada from paper and paraffine produced in the United States is not entitled to free entry as an article of domestic manufacture exported and returned, and duty must be levied on its market value in Canada at the time of exportation therefrom.—*Trade Lounger in American Stationer.*

LEAD PENCILS—REAL AND IMITATIONS.—There is no lead pencil, and there has been none for fifty years. There was a time when a spiracle of lead, cut from the bar or sheet, sufficed to make marks on white paper or some rougher abraded material. The name of lead pencil came from the old notion that the products of the different Cumberland mines, were lead, instead of being plumbago, or graphite, a carbonate of iron, capable of leaving a lead-coloured mark. With the original lead pencil or slip, and with the earlier styles of the "lead" pencil made direct from the Cumberland mine, the wetting of the pencil was a preliminary of writing. But since it has become a manufacture the lead pencil is adapted, by numbers or letters, to each particular design. There are grades of hardness, from the pencil that may be sharpened to a needle point, to one that makes a broad mark. Between the two extremes there are a number of graduations that cover all the conveniences of the lead pencil. These graduations are made by taking the original carbonate and grinding it, and mixing it with a fine quality of clay in differing proportions, regard being had to the use of the pencil. The mixture is thorough, the mass is squeezed through dies to form and size it, is dried, and encased in its wood envelope.—*Scientific American.*

WHAT is the next article? A clever salesman does not ask the question audibly, but will endeavour to take the measure of his customer's inclination, and show him something which is likely to interest him. When your customer asks for an article, do not begin by showing him the commonest quality, but try the better class goods first, and do not be afraid of the trouble of getting down half-a-dozen varieties for him to look at. Some customers know exactly what they want, but the majority do not, and only make up their minds when they see the right article placed before them.—*Captain Cuttle, junior.*

SEND

—FOR OUR—

CATALOGUE

—OF—

Standard Books.

~~~~~  
BEST LINE OF

British Poets and Standards

~~~~~  
ROSE PUBLISHING CO.,

TORONTO.

THE BARBER & ELLIS CO.,

No. 15 Jordan, and 10, 12, 14, Melinda Sts.,

JOHN R. BARBER,
President.

TORONTO.

JOHN F. ELLIS,
Managing Director.

PAPER DEALERS.

NEWS AND BOOK PAPERS.—All Grades in Stock and Made to Order.

WRITING PAPERS.—Ontario Mills, Meadowvale, new line Fine and Cheap. Pirie's and American Linen Papers, Ledger Papers and Fine Writing in great variety. Also Arnold's Hand-made Papers.

POSTER AND COVER PAPERS.—A great variety of Colors and very low figures.

WHOLESALE STATIONERS.

Large Stock of Stationers' Goods and the following Exclusive Lines. JOHANN FABRE'S LEAD PENCILS.—a large Stock of these now popular Goods. STAFFORD'S WRITING INKS.—We are the Largest Importers in Canada. John Holland's Gold Pens and Pencil Cases.—The only stock in Canada. School Slates.—a car load just arrived. Jobbers can be supplied at Factory Prices. STEEL PENS. Holders, Rubber Bands, etc., in great variety.

BOOKBINDERS.

Having a Complete Staff, all kinds of Binding receive careful attention. ACCOUNT BOOKS.—We carry a large stock, Special styles made to order. PAPER RULING.—Bill Heads, Note Heads, and Note Paper, ruled or plain. BOOKBINDERS' STOCK.—Leather, in all grades, Binders' Board, Straw Board, Binders' Cloth, Binders' Thread, etc.

BOX MAKERS.

We make a great variety. Sample Cards and Trays made to order.

ENVELOPE MANUFACTURERS.

Envelopes in great variety. Our capacity in now 150,000,000 annually.

The Trade are invited to call on us when in the City. Letters of inquiry will have our prompt attention.

TRADE SOLICITED.

THE BEST LETTER FILE FOR THE TRADE TO HANDLE.

THE "LEADER" FILE.

THE GREAT POPULAR CHEAP FILE.

REDUCED IN PRICE FROM \$1.00 TO 75 CENTS.

The Leader is the best and most popular cheap File in the market. It is constructed of light, thoroughly seasoned wood, very handsomely ornamented, the back being covered with im. leather. The index is permanently fastened in the File, and easily adjusts itself to the papers as they are placed in it. It is absolutely dust proof, cannot get out of shape and is very durable.

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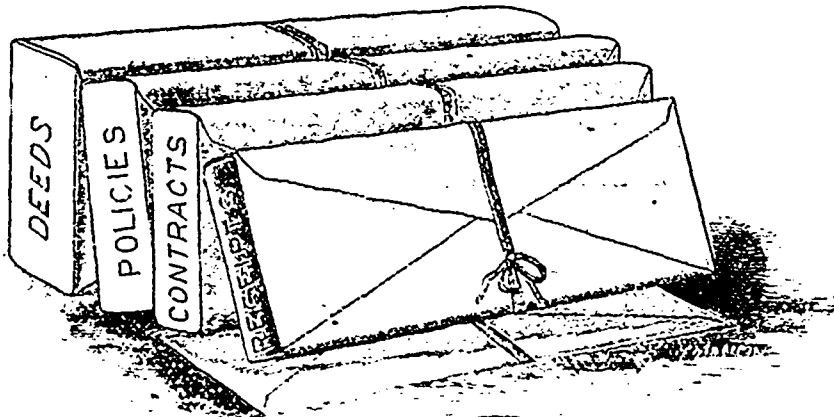
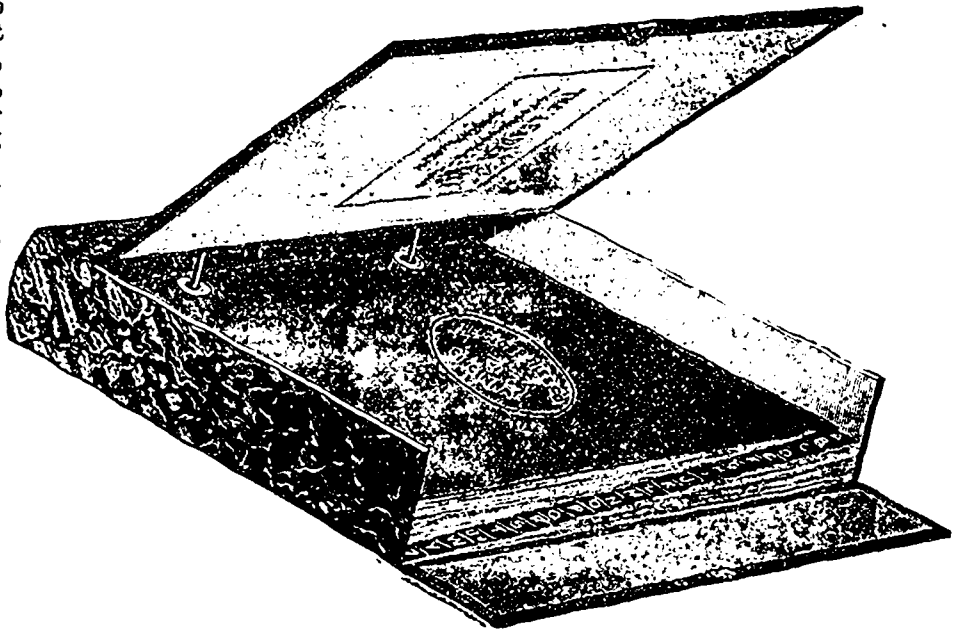
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