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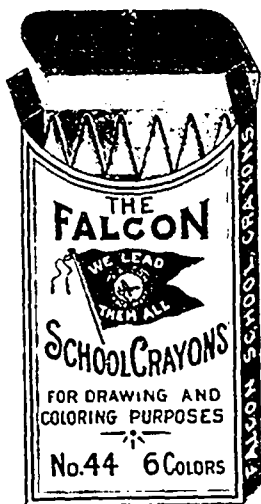
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K. J. DUNSTAN,

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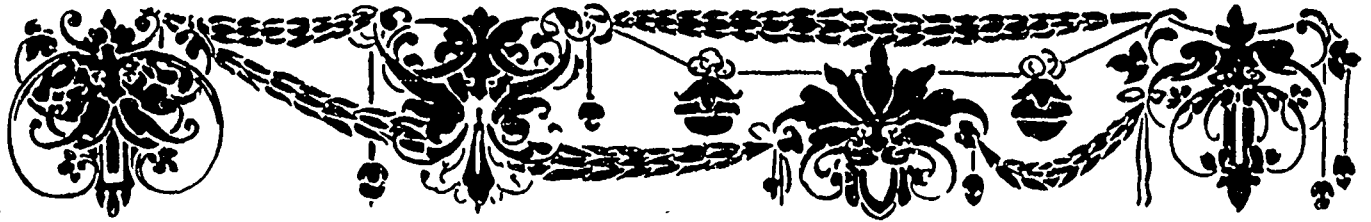
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The Bookseller and Stationer



Vol. XVIII.

MONTREAL AND TORONTO, CANADA, JUNE, 1902.

No. 6.

Topics for the Bookseller.

NOW that peace has been declared we may again expect to see a revival of books on the Boer War. Even before the back of the war was broken there was a deluge of books dealing with the hostilities, their cause and probable results. Most of these have had their day, and as some of them were not written from an unprejudiced standpoint, while still others were created in a hurry, it is, perhaps, just as well that it is so. In issuing the books that are to come undue haste may not be altogether absent; indeed, it is but likely to be. But then, we can safely count on their being more complete. Now that the war is over it will be interesting for sociologists, economists and historians to study causes and effects as far as they relate to the events of the last 30 months in South Africa.

* * *

THE question in regard to returning goods is one which is periodically cropping up. And the book trade is no exception to the rule. The question is a difficult one to solve, and it is doubtful whether it will ever be satisfactorily solved. The best that can be hoped is that, like evil, it may be curtailed. Goods are no doubt time and again returned which ought not to be. But goods are also sometimes sent out of the wholesale warehouse in a condition they should not be. Care is not always taken in the packing, and sometimes the goods shipped are not the same as specified in the order. The

buyer, on the other hand, does not always clearly specify when ordering by letter the goods he wants. If he is not always clear as to quality or quantity, the onus is not upon the seller; it is upon the buyer. It is, therefore, after all, a question of honesty, honor and efficiency on the part of all concerned. And the more pronounced these qualities the fewer will be the complaints in regard to the returning of goods.

* * *

AS our readers have no doubt noticed from the columns of BOOKSELLER AND STATIONER, a good deal of attention is being given by the trade to crepe paper. Of course the season is now upon us when a great deal of crepe paper will be used. While many booksellers and stationers are making a study of this particular branch of their trade, there are possibly others who are not. Those who are not would likely find it to their advantage to do so. Industrious young ladies with a little artistic taste use a great deal of crepe in making up the variety of articles at which they are so adept, while, besides these, there are the wants of the tourist or holiday-seeker to remember. The more attention there is given to this particular branch of business the better will be the results which the dealer reaps therefrom.

* * *

NEW periodicals in Canada, especially if they compete with similar periodicals from the United States, sometimes

have their path beset with difficulties, other than those of a legitimate trade character. An evidence of this came to the attention of BOOKSELLER AND STATIONER the other day. The publishers of a new journal in Toronto wanted it sold on the trains, but the privilege was denied them. Nothing was said against the character or quality of the periodical. The reason advanced was that it would compete with the sale of similar journals published in the United States and sold on the trains in Canada.

* * *

IN consequence of the conclusion of peace and the Coronation festivities, the Dominion Day holiday trade should afford booksellers and stationers even more than the usual opportunities for catering to the requirements of that particular season. Fortunately, peace was declared just in time to give manufacturers an opportunity of getting out goods for the Dominion Day trade which would in some way commemorate the occasion, and at the same time be in keeping with "the day we celebrate." A good many are taking advantage of this opportunity. And by judicious buying, attractive window displays, and liberal advertising dealers ought to do a good business during the next month or two in flags, novelties and fancy goods.

* * *

It is not an uncommon thing for people going on their Summer vacation to overlook taking a supply of stationery with them. Through the columns of a local paper the stationer could remind these forgetful holiday-seekers of their necessities in this particular.

WILL NOT REDUCE THE RATE ON PERIODICALS.

INTEREST in the question of postal rates between Great Britain and Canada on newspapers and periodicals has been re-awakened by a letter from the Postmaster-General of Great Britain to a correspondent in this country. In this letter no hope is held out for a reduction in the existing rates. To those who have been advocating a reduction in order that British newspapers and periodicals might be placed on a better footing in the Canadian market with those published in the United States, the contents of the letter are not pleasant.

As our readers are well aware, the postal rates paid by the publishers in the United States on newspapers and periodicals for Canada is 1c. per lb., while the rate the British publishers pay is equal to 8c. per lb.

Nearly a generation ago the postal rate in Great Britain on newspapers and magazines for Canada was practically the same as the rate now existing between the United States and Canada. For example, periodicals weighing as much as 1 1/4 lb. paid only 1d. That was too low a rate, and its very lowness killed it.

The rate which obtains between Canada and the United States is the outcome of a special arrangement, for which the British Postmaster-General in his letter appears to blame this country. "The Postmaster-General," continues the letter, "has no reason to suppose that that arrangement could not be terminated by the Canadian Government, if it desired to put English and American literature on an equality."

In this idea of increasing the rate on newspapers and periodicals between the United States and Canada the British Postmaster-General is not alone. There are people in this country who quite concur with him. And among them are officials in the Post Office Department.

What is wanted, however, is not any action that will increase the cost of literature, but such a modification of the postal rates between Canada and the United Kingdom as shall remove the anomalous conditions which are imposed by the existing rates on British newspapers and periodicals for this country.

The proposition of our own Government, we understand upon good authority, is a

rate which would be slightly one-half less than that which now obtains, namely, 3c. per lb.

Unfortunately for the success of the agitation for cheaper postal rates between Canada and the United Kingdom, the publishers in the latter country appear to evince little or no interest in the matter.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

THE Public Library Board, Brantford, Ont., held their regular monthly meeting on the evening of June 3. A letter was read from John Millar, Deputy Minister of Education, saying that the Government grant this year would be \$200. The librarian was instructed to make a selection of a number of books, and it was decided to get several additional papers for the ladies' reading-room. Two specially good works have been recently placed in this library. One is "Tissot's Life of Christ" in four handsome volumes profusely illustrated. The other is "The World's Great Classics" in 40 volumes. A large number of other new books will be placed on the shelves of this library shortly.

A new public library building, to cost \$17,500, is being erected at Berlin, Ont.

Mayor Thauburn, of Brampton, Ont., has received a communication from the agents of Andrew Carnegie, in New York, notifying him that, the necessary conditions having been fulfilled, the \$10,000 which Mr. Carnegie offered Brampton for the erection of a free public library a short time ago was now at his disposal and will be forwarded as required.

The public library of London, Ont., is having an addition built to its already large premises. The library committee have ordered 312 volumes at a cost of \$327.80 to replace worn-out books.

Considerable interest is being manifested throughout the country just now on account of the gifts of Mr. Andrew Carnegie to several of our large towns and cities of

free public libraries. Plans are under consideration for the new Carnegie library building at Chatham, Ont. The building is not to cost over \$15,000, and at the present time a number of plans are being submitted by various architects. The plans are excellent in design and the new library should certainly be a valuable addition to the city.

The new Petrolia public library, which was opened about the middle of last month, is a great improvement to the town. It is not owned by Carnegie.

The Montreal City Council have decided to accept the offer made by Mr. Andrew Carnegie, through Mayor Prefontaine, to donate \$150,000 for the erection of a free public library in Montreal, provided the city would furnish a free site and expend \$15,000 a year in the purchase of books and maintenance.

The Town Council of Paris, Ont., voted, on June 5, to accept the offer made by Mr. Andrew Carnegie of \$10,000 for the erection of a free public library, provided the town will expend \$1,000 per year for its maintenance.

In Vancouver there is a quarrel over the funds donated by Mr. Carnegie for the free library. The trouble arises between the library board and the city council, the former wishing to control the funds. The treasurer of the library board, J. J. Dougan, drew on Mr. Franks, the financial secretary to Mr. Carnegie for \$5,000, part of his grant to the city, and that amount came to Mr. Dougan personally. That gentleman handed a cheque for the sum to the city clerk, and he passed it over to the contractor. The city council claim it is their place to handle the funds and not the library board. The outcome is that these two bodies are at loggerheads, and the mayor threatens to dismiss the library board.

The town of Galt, having accepted Mr. Carnegie's offer of funds to erect a free public library building, are now considering the question of plans. The site has been selected.

Mr. John E. Walsh, bookseller and stationer, Quebec, is now in possession of his new premises, No. 11 St. John street. In his new store he has all the facilities for carrying on a large first-class book and stationery business. His new establishment will be second to none in Canada.

Books of the Month.

ONE of the new books announced for June by The Geo. N. Morang Co. is "The Diary of a Goose Girl," by Kate Douglas Wiggin (12mo, \$1.) It is a tale of a pretty American girl who ran away from her friends and from a too ardent suitor. In her own words, she is very tired of people and wants to rest herself by living awhile with things. Accordingly, she takes up life anew on an English goose farm as a paying guest, and becomes interested in assisting in the care of geese. The book has all the sparkle and fascination for which Mrs. Wiggin is famous. Her wit spreads over the pages like sunshine and her sentiment for beauty finds abundant play in the descriptions of the tiny Sussex village where the heroine tended poultry. She has succeeded in individualizing her hens, ducks and geese, and they are as interesting as human heroes and heroines. The attractiveness of the book is heightened by lavish illustrations. The quaint little houses, "set about the green like those in a toy village", the farmer's family and servants and, above all, the poultry, have given the artist, Claude A. Shepperson, an unusual opportunity. He has furnished 51 drawings, which make the reader well acquainted with Thornycroft Farm and its inhabitants.

"The Canadian Annual Register (published by Morang), which was mentioned in last month's issue, is now ready. It is a compendium of Canadian events, discussions in Parliament and the press, and statistics for the year 1911. Its editor is Mr. J. Castell Hopkins. There are a number of sections dealing with such subjects as "Agriculture," "Mining," "Forests," "Fisheries," "Manufacturing Industries," "Trade and Commerce," "Educational Affairs," "Finances of the Country," etc. The book contains 500 pages, is printed on the best paper and sells for \$3.

"Commonwealth or Empire," by Professor Goldwin Smith, which Morang & Co. have issued at 60c., is the latest work of this distinguished author. He gives in his own incisive way the two lines of national policy, which, since the recent territorial expansions, have presented them selves to American statesmanship and the choice between which is likely to have a decisive influence on the future character, institutions and relations of the Republic. The writer seeks generally for the causes of such tendencies and also for their results. He takes

a bird's-eye view of recent political, social and commercial tendencies, and does not confine his remarks wholly to America. There is much food for serious thought in the clearly written pages of the brief volume.

"Practical Legislation," the composition and language of Acts of Parliament and business documents, by Lord Thring, K.C.B., late Parliamentary counsel, being a treatise originally written for the instruction of the draughtsmen in the office of the Parliamentary counsel. It was published by Her Majesty's stationery office and has been out of print for some time. It has now been republished with the consent of the Government, and has an introduction and certain alterations required by recent legislation. A large edition has been printed on specially made paper from new plates in special cloth binding to retail at \$3. The Geo. N. Morang Co., Toronto.

We have just received from George N. Morang & Co. their new catalogue of books. It is a complete little catalogue of over 100 pages, and the books are so arranged under headings as to make it easy to find a book on any particular subject, and by consulting the index at the back of the catalogue you can turn to any author, title or subject contained in the list. Morang & Co. will be pleased to send a copy to any bookseller.

The Copp, Clark Co. have just published a very handsome edition of Charles G. D. Roberts' latest work "The Kindred of the Wild," a new animal book, illustrated by Charles Livingstone Bull, with 51 full-page drawings. Every one is a masterpiece. They are so fascinating that you never get tired of them. The more you look the more they portray the different passions and instincts of animal life, and combined with Mr. Roberts' close and unwearied study of all the furred and feathered creatures of the wilderness, reported under the guise of fiction, makes an unique addition to the slender stock of nature classics.

The fifth edition of Sir John Bourinot's "How Canada is Governed" (The Copp Clark Co.) has just been issued. It is fully revised to date, and gives a concise review of the public institutions of Canada, which will be easily understood by all classes of people, and gives a thorough acquaintance with the origin, development and methods of the Govern-

ment under which we live. "Policeman Flynn," by Elliot Flower, gives a new type of humor to the world, a delightful creation, full of human kindness, homely wit, and cleverness. "Mlle. Fouchette," by Charles Theodore Murray, is a remarkable study of Parisian character. The comedy and tragedy that are mingled in the everyday life of the Parisian wif form a fascinating romance in an entirely new field; by one who writes from contact with the people of his book. "The Tower of Wye," by William Henry Babcock, is a story of early Maryland colonial life. He has caught the atmosphere of haze and marvel through which the newcomers saw all things. It is new in treatment and holds the reader's attention from the beginning.

The paper edition of "The Road to Frontenac" (Copp, Clark Co.), will be published on June 26. Mr. Merwin's Canadian romance pictures the life of the French regime as it really existed, and is a very charming story of love and adventure. "The Minority," by Frederick Trevor Hill, has an unusual plot, the action is quick and the situations are dramatic, but it will more than amuse. The forming of a trust, and the fight to control it, will greatly interest all thoughtful readers. "A Prince of Good Fellows," by Robert Barr, is a collection of very entertaining stories of James V., of Scotland, and are undoubtedly the most cleverly written stories he has yet produced.

"Manufacturers' Accounts" -- a text book for the use of manufacturers, merchants, accountants and bookkeepers, by Wilton C. Eddis, F.C.A., showing how to keep manufacturing accounts both as regards the cost and records of manufacturing and also as regards the keeping of the commercial accounts where these accounts refer to the cost and profits of such manufactured goods. Many manufacturers have started cost accounts, as they are often called, and have abandoned them because the results did not compensate them for the immense amount of detail work involved. Doubtless the system of cost accounts, though suitable for one business, was absolutely unworkable for other businesses. One feature of this work on manufacturers' accounts is the classifying of factories under two headings, with a different method of accounting, as regards the cost records of each. "Manufacturers' Accounts" is well bound and printed. The illustrations are numerous and in most cases occupy a full page. This useful volume is published by Eddis & Tindall, Toronto, at \$3.

The first of the new volumes of the "Encyclopaedia Britannica" is now issued. The last edition (the ninth) was completed in 1889, and the new volumes will constitute, in combination with that edition, the tenth edition, the primary purpose of the new edition being to supplement, complete, and bring up to date, the ninth edition. It has been the aim of the editors to make the new volumes

BOOKS OF THE MONTH—Continued.

so complete that no further edition will be required by the present generation. The new volumes are even more copiously illustrated than were those of the ninth edition, and a new and comprehensive index to the completed work will be issued. The publishers are Messrs. A & C. Black, Edinburgh and London, and The Times, Printing House square, London.

"Love Never Fails" is the title of a new book by Carnegie Simpson, from the press of The Fleming H. Revell Co. It is a proposition that originates with St. Paul, which it is the function of Carnegie Simpson's entertaining and uplifting romance to demonstrate. It profoundly lays bare the innermost springs of the life of the soul. Love demands new duties, new discipline and a new effort worthy only of itself. Where the hero finds love he begins to find the supreme wisdom. It is in this regenerative power that love never fails. Mr. Simpson produces strong effect with few touches. His pages bristle with point and sparkle with aphorism. His characters are vividly true to the life. The literary style is crisp and cultivated.

"A Black Diamond," a novel by William F. Gibbons, is announced for June by Revells. It is a thrilling story of the coal regions of Pennsylvania. Usually when a man is killed or maimed for life in these mining regions the local papers dismiss it with an item of from three to a dozen lines. This is partly because the sufferer is only a miner and partly because these fatalities are such common every day occurrences. The book is now ready and when people read it, so fascinating does it become, that they shed their tears through smiles.

In "A Chinese Quaker," by Mrs. Nellie Blessing Eyster, we have a startling story of a Chinese boy who was trained and educated by a friend of Mr. Whittier, the Quaker poet. The boy has since become a high mandarin in China and is still what Mr. Whittier called him, "A Chinese Quaker." The book contains several letters from the Quaker poet showing his profound interest in the progress of this remarkable yet typical child of the Orient. The Fleming H. Revell Co. are the publishers.

Is Hinduism making headway in America? It looks like it in some localities where Christian churches are opening their doors to lectures in praise of it. Mrs. Caroline Atwater Mason has just written a story, indeed a pungent satire, witty, humorous, pathetic; and, of course, terribly in earnest and serious in meaning. It is the story of a returned missionary, from India, who beholds to his amazement the heathenism of half-hearted Christianity. The story arouses sympathy for the horrified missionary who ultimately turns his back on so-called Christian America to seek a refuge in heathen India. This little book will make a sensation, coming as it does from a facile and powerful pen. The Revells will issue the book immediately.

Another of the new books of The Fleming H. Revell Co. is "The Life of Gipsy Smith." It is a most interesting story of a most remarkable personality. Mr. Smith, who is a genuine Gipsy, is one of

the most successful evangelists of the day. He has been invited to preach for such eminent ministers as Dr. Alexander McLaren, of Manchester; Thos. Spurgeon, of London; Dr. Alexander Whyte, of Edinburgh, and others.

"The Riddle of Life," by J. Wesley Johnston, author of "Philip Yonkley," "Dwellers in Gotham," etc. (William Briggs, cloth, \$1.50) is a novel refreshingly pure and delightfully simple. There are no improbabilities in "The Riddle of Life." Nothing happens in the story but what might happen to anyone in the world of finance, commercial enterprise and society and the land of love. The reader feels at home in most of the situations and the familiarity, instead of being irksome in its commonplaceness, is most enjoyable. One is sorry when he reaches the end. He has been travelling and talking and thinking and planning with people he knows and feels loath to part with them. That is the only regret. It is a story of ordinary people, but it is not an ordinary story. It is a narrative of not unusual events told with unusual simplicity of style. It is surprisingly free from anything hackneyed or frothy. He who can appreciate a flash of good humor and who would regale himself with a few hours of delightful literary recreation, and at the same time get a little nearer to human life and obtain a better understanding of human nature, let him sit down and read "The Riddle of Life."

William Johnston, of St. Marys, whose "Pioneers of Blanchard," issued in 1890, is one of the best township histories that has appeared, has almost completed a more important work, a "History of

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THE COLLINS IMPROVED INK ERADICATOR OVER 2,000,000 IN USE

Congress Playing Card Assortments.



ROOKWOOD INDIAN BACK.
 Copyrighted, 1909, by The U. S. Playing Card Co.

Important to the dealer:

In order that dealers may carry a good sample line of Congress Playing Cards (gold edges) at a small outlay, we are now putting them up in special assortments, containing the latest and most salable designs, such as Rookwood Indian, Sitting Bull, Spinning Wheel, Delft, Good Night, Yacht, Diana, Rube, Moon Fairy, Old Mill, etc.

- Assortment No. 14 contains 18 packs.
- Assortment No. 15 contains 36 packs.
- Assortment No. 16 contains 72 packs.
- Assortment No. 17 contains 144 packs.

Free advertising matter with each assortment.
 Order through your jobber.

The U. S. Playing Card Co., Cincinnati, U. S. A.

A Little Advertisement

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited.
 MONTREAL and TORONTO.

JUNE Announcement of ... New Novels.

- June 5th. **POLICEMAN FLYNN.**
 By Elliott Flower - Paper, 75c. Cloth, \$1.25.
- June 12th. **Mlle. Fouchette.**
 By Charles Theodore Murray - Paper, 75c. Cloth, \$1.25.
- June 19th. **THE TOWER OF WYE.**
 By W. H. Babcock - Paper, 75c. Cloth, \$1.25.
- A PRINCE OF GOOD FELLOWS.**
 By Robert Barr - Paper, 75c. Cloth, \$1.25.
- June 26th. **THE ROAD TO FRONTENAC.**
 By S. Merwin - Paper, 75c.

The Cobb, Clark Company, LIMITED
 TORONTO

THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

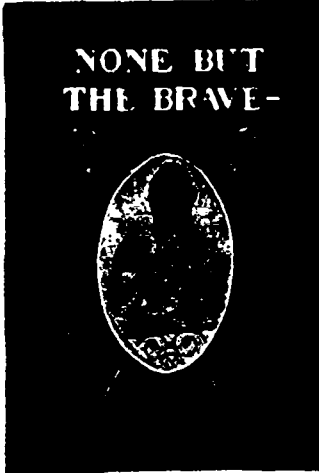
Pamphlets and full information sent on application.

W. H. Beally, Esq.,
 PRESIDENT.
 W. D. Matthews, Esq., Frederick Wylie, Esq.,
 VICE-PRESIDENTS.
 W. C. MACDONALD, J. K. MACDONALD,
 ACTUARY. MANAGING DIRECTOR.
HEAD OFFICE, - TORONTO.

BOOKS OF THE MONTH—Continued.

the County of Perth," to comprise some 700 pages, which will be published during the coming Autumn by William Briggs. It is matter for congratulation that an adequate history of this fine county has been written. Other counties should follow the example.

A particularly attractive feature of Humblen Sears' story, "None but the Brave," is the series of illustrations in colors. They are very pretty and effective.



The book will be in the hands of the trade early this month. They will find it one of the best "sellers" of the year.

Another local history in course of issue by William Briggs is "The Chignecto Isthmus and its First Settlers," by Mr. Howard Trueman, of Point de Bute, N.B., to which Dr. Ganong will contribute an introduction. The story goes back as far as the expulsion of the Acadians.

An interesting feature of Hon. Jas. Young's forthcoming work, "Public Men and Public Life in Canada," to which reference was made in our last issue, will be a series of portraits of the Parliamentary leaders in the pre-Confederation period such as Brown, Dornon, Cartier, John A. Macdonald, John Hilliard Cameron, Howe, Tupper, Tilley, Hulton, D'Arcy McGee, Mackenzie, Mowat, McDougall, John Sandfield Macdonald, Tache, McKellar, McNabb, Foley, and others. The work is by no means confined to political topics. Among other chapters are the following: "The Passing of the Stage Coach," "The Dawn of the Railroad Era," "Horace Greeley and Henry Ward Beecher," "Memories of a Tour in England," "Scotin, the Land of Burns and Scott," etc., etc.

A new story by W. W. Jacobs, the author of "Many Cargoes," is announced by William Briggs for issue in a Canadian edition. It is entitled "At Sun-wich Port." Mr. Jacobs has a wide reputation as the author of many popular humorous "anastories."

Another of our Canadian poets has ventured away from the flowery fields of verse to the more remunerative field of fiction. We learn that Mr. W. W. Campbell, of Ottawa, has completed a story entitled "The Armors of Girnigoe," a

romance of Caithness and the Orkneys. It is now running as a serial in The Gentlewoman, the great English society magazine. Arrangements are being made for its publication in New York and Toronto. The Canadian edition will be handled by William Briggs. Mr. Campbell, whose forbears came from the district in Scotland which forms the scene of the story, has for years made a study of the early history and traditions of that part of the country, and already enjoys a very considerable reputation in Great Britain as an archaeologist. The Canadian public will await with interest the publication of "The Armors of Girnigoe." Those who have read it consider it a powerful story, and expect it will create little less than a literary sensation when it appears.

In remitting to the publisher the price of a copy of Mr. McHarg's history of the Royal Canadian Regiment, "From Quebec to Pretoria," a member of one of the Maritime Province companies writes as follows: "I expect great things of McHarg, and should not be surprised to see him reach any sphere in Canada. He was always a good boy, modest and unassuming, virtues which added to his qualities as he grew older, and a more courageous, manly chap would be hard to find. Chicunery and humbug are altogether outside of his repertoire. He was a good son, and my mother, for years, has constantly quoted him to me. It seemed a strange coincidence—having just met us boys in 1883—to discover one another on board the Sardinian in the rank and file of a colonial regiment.



Humblen Sears,

Author of "None but the Brave."

going to South Africa to avenge "Majuba."

The Toronto News Co. made a large shipment of books, music, etc., to Dawson City the other day. There have been previous orders from the same quarter, but none so extensive, and trade with the Yukon seems to be growing.

W. CAULDWELL'S NEW POSITION.

MR. WM. CAULDWELL, who has been with The Brown Bros., Limited, Toronto, for the past 25 years, has severed his connection with that firm, having accepted the management of the Montreal branch of The Canada Paper Company. Mr. Cauldwell entered the employ of Brown



Mr. W. Cauldwell,

Manager of the Montreal Branch of The Canada Paper Co.

Bros. when a boy, and since then, except for one year, when he was with The Skeen & Stewart Stationery Company, of Chicago, he has been with that firm. It was in 1883 that he went to Chicago, and when he returned in 1884 it was to join the travelling staff of Brown Bros. From that time until a year ago he was continuously "on the road." A year ago he was appointed manager of the manufacturing branch of Brown Bros., taking only an occasional trip outside. Although during the 17 or 18 years he was travelling for the firm his territory was chiefly between Toronto and Montreal, he did a good deal of pioneer work besides. He opened up, for example, the ground in the Northwest, and also that between Montreal and Halifax, including Quebec, so that he has covered Canada from ocean to ocean.

Mr. Cauldwell has a good many friends in Toronto who regret his departure from amongst them. On May 31 the employes of the manufacturing department of Brown Bros., Limited, presented him with a handsome gold-headed cane and a pair of gold cuff links, while the warehouse staff presented him with a gold chain and locket. All the presents were suitably inscribed.

Among the men "on the road" Mr. Cauldwell is very popular, and he at present occupies the office of vice-president of the Commercial Travellers' Association of Canada.

None but the Brave

By Hamblen Sears

With Illustrations in Color.

A Delightful Bit of Romance
A Book You Ought to Read

An Altogether Charming Story of
Love and Adventure.

THIS is an uncommonly good story of adventure, laid in the Fall and Winter of the year 1780, during the American Revolution. The scene is largely that interesting and much-disputed territory on the east bank of the Hudson between Tarrytown and Croton Point, respectively the outposts of the opposing armies. The hero, a young American officer, and the heroine, a Tory maiden from New York, are constantly thrown into difficulties and discussions because of the diametrically opposite views they take as to contemporary affairs, and the plot is complicated by the fact that they are all the time falling in love with each other. General Washington, Sir Henry Clinton, Benedict Arnold and Major Andre, besides many other historic characters, figure in the romance. The story is one of absorbing interest, carrying the reader along from page to page with an ever-increasing enthusiasm.

Paper, 75c.; Cloth, \$1.25.

Captain Bluit:

A Tale of Old Turley.

By C. H. CLARK (Max Adeler). Paper, 75c.; cloth, \$1.25.

Good news for the lover of a hearty laugh! Max Adeler has broken out again. No books of humor have had such huge sales as "Random Shot," "Elbow Room" and "Out of the Hurly-Burly," but they were published twenty years ago, although the demand is as great as ever. Now we have another work of rollicking humor from the same pen. This time it is called "Captain Bluit." It is as supremely funny as ever, but it has more of a story to tell than the earlier works.

Many Waters.

A Story of New York. By ROBERT SHACKLETON. Paper, 75c.; cloth, \$1.25.

Mr. Shackleton was for five years a reporter on one of the big New York dailies, and, with his natural genius for investigation, saw much that escapes the ordinary observer, but which appealed to the trained eye of the newspaperman. He has written a good, wholesome, thoroughly enjoyable story, with plenty of excitement in the way of a street railway strike, Wall Street intrigue, and the ceaseless activity of the press, with an alluring romance threading its way through the pages.

The Riddle of Life.

By J. WESLEY JOHNSTON, author of "Dwellers in Gotham," "Philip Yoakley," etc. Cloth, \$1.50.

The reader sees life from three quite different centres—New York, with its mighty financial interests and its not any too sincere or satisfactory social life; Ridgeburg, the little country village, with its quiet ways and idyllic life; Catty Hawk, the busy, booming mining town in Montana.

The Herb of Grace.

By ROSA NOUICHETTE CARRY, author of "Esther," "Aunt Diana," "Merle's Crusade," etc. Paper, 75c.; cloth, \$1.25.

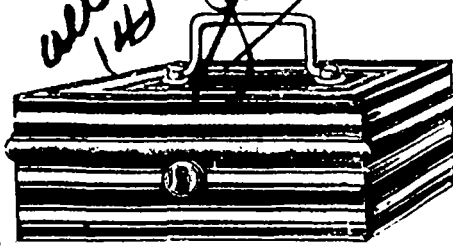
One of the most popular writers of stories for girls is this clever Englishwoman. Her manner is easy and pleasant, she invests her characters with interest, and her books continue in good demand.

William Briggs, Publisher

29-33 RICHMOND ST. W.,
TORONTO.

FRESH SUPPLIES

STATIONERY



FINE NEW LINES IN

CASH BOXES



SHOWING MOST BEAUTIFUL SAMPLES IN

HUNT'S ART CALENDARS.

LARGE ADDITIONS TO STOCK
CREPE TISSUE
CREPE FLAGS
JAPANESE NAPKINS



Most
Complete
Stock
Every
Kind

ACCOUNT BOOKS

List and Samples now ready.

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DIARIES 1903.

THE BROWN BROS., Limited

51-53 Wellington St. West,
TORONTO.

WM. BARBER & BROS.

Paper Makers,

GEORGETOWN, ONTARIO

BOOK, NEWS AND COLORED PAPERS.

JOHN R. BARBER.

Write at Once for our prices on Stationery and Printing.

1,000 Envelopes, from Pay to Official, any printing, \$1.00, good white paper.

H. B. Drawing Pencils, regular \$1.50 gro., for \$1.00. Send for sample of "The Whitcomb Clip," it's new.

Snap in Stationery.

WEESE & CO., Jobbers, 54 Yonge St., Toronto



Standard Commercial Works.

Mattie's Interest Tables,

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

Mattie's Three Per Cent Interest Tables,

By the same author. On fine toned paper and strongly bound. Price, \$3.00.

Hughes' Interest Tables and Book of Days combined.

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

Hughes' Supplementary Interest Tables,

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

Hughes' Interest Tables,

At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace, for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14½ x 9½) strongly bound. Price, \$1.00.

Hughes' Savings Bank Interest Tables.

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

Buchan's Sterling Exchange Tables.

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

Buchan's Sterling Equivalents and Exchange Tables.

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, \$1.50

Buchan's Par of Exchange (Canadian).

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

The Importers' Guide.

A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANELL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, \$1.00.

The Canadian Customs Tariff.

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

MORTON, PHILLIPS & CO.,
PUBLISHERS,

1755 and 1757 Notre Dame St., MONTREAL.

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

Fancy Goods and Novelties.

PEACE having been proclaimed in South Africa after so long a struggle, has created a strong demand for flags and the fancy goods houses report a good business in all lines. The coming weeks will probably witness a big demand for all kinds of bunting and British flags, and as the Coronation draws near as well as Dominion Day, and, in August, the civic holidays, to say nothing of the return of our Canadian soldiers, will surely call out much bunting and many flags, for which, no doubt, our fancy goods and stationery dealers are well prepared.

PREPARE FOR BIG DEMAND.

The termination of the long weary struggle in South Africa will undoubtedly cause an immense and enthusiastic observance of the Coronation of His most gracious Majesty King Edward VII. on June 26.

While earlier many were of the opinion that this notable historical event would pass without very generally stirring the hearts of the Canadian people, the definite announcement of peace has naturally turned the eyes of the whole world to ward the crowning of England's king and the Emperor of so inclusive a territory as Great Britain and her colonies. Undoubtedly in Canada there will be a great outburst of loyalty on June 26, and consequently the dealer must be prepared to meet the large demand for souvenirs of this auspicious occasion. The Fancy Goods Co. of Canada, Limited, Toronto, are able to present a full line not only of distinctly Coronation souvenirs but of the usual accompaniments of demonstrations of this nature. Flags, paper lanterns, horns and coats of arms jewelry. Attention is called to their advertisement in this issue with price list of many interesting numbers.

WOOD-BASED INKSTANDS.

The Brown Bros., Limited, are showing a large range of wood-based inkstands of their own manufacture. The line comprises about 30 styles, made in golden and black quarter-cut oak, birdseye maple, and mahogany and gold decorated. They are made up in one, two and three bottles, also some of them mounted with sponge cups and mangle bottles, and the new popular pen block, in place of the old style pen tray. An important feature about this line is that they are all made with their "Peerless" non-scratching rubber feet, which prevent entirely the scratching of desk tops or library tables on which these may be used.

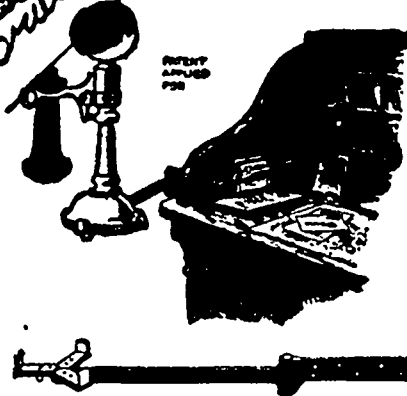
NEW COPYING DEVICE.

The Brown Bros., Limited, are showing a new idea in a copying device. It is known as "The Great Cabinet Copying Press." It is so arranged in a neat cabinet that the letter book, blotter bath or clamping well are all convenient and

handy for use, and when closed are entirely hidden from view. It is claimed for this machine that one pound of actual pressure of the hand will give 72 lb. pressure on the plates. It is undoubtedly the handsomest and most practical piece of office furniture that has been introduced of late years.

A TELEPHONE HOLDER

The Brown Bros., Limited, are showing quite a ingenious device in a telephone holder. This article, as the engraving shows, can be so attached to a



desk that when not in use it swings entirely out of the way. It is made in three finishes: japanned, oxidized copper and nickel-plated.

HOLIDAY ART GOODS.

The line of samples of calendars, cards, booklets and art novelties which Raphael Tuck & Sons have prepared for the season is replete with new and unique features, while the artistic excellence, so characteristic of this famous house of publishers, is amply maintained. The entire series is complete and the samples are now being shown by the travellers of Wm. W. Rutter, who, for the past 11 years, have been the sole Canadian agents for Tuck & Sons. As publishers of high grade art goods Tuck & Sons stand prominent, and their products are recognized as the standard from which other lines are suggested.

The trade throughout Canada appreciate the saleability of this line of holiday goods as is shown in the increased orders as each year goes by.

One of the best reasons undoubtedly why the chateleine and wrist bag has gained such a secure foothold on the market is its convenience. Another is its compactness. It is not being sold in the nature of a fad, but has become a necessity and is therefore much more satisfactory to handle. Nerlich & Co. are showing many pretty designs, and they are all in touch with fashion's dictates.

A marked feature with every event connected with national life is the effect that each such happening has in creating a demand for a particular line of goods. The popular fancy becomes centred upon

a certain article and the result is demand and supply. The present year is a patriotic year, and the Coronation has given a great impulse to the patriotic enamel jewelry. This jewelry is always and ever sought for by the tourist, but this year is proving an exceptional strong seller. Nerlich & Co. are displaying a good line in this, among their many other lines, and report that it ranges well up on the list of their quick sellers.

GOSSIP OF THE TRADE.

MR. J. MARTIN, representing McFarlane, Son & Hodgson, wholesale stationers, Montreal, returned from his trip to the Pacific Coast a few days ago. He was accompanied by his wife.

King Edward has commissioned J. E. C. Bodley, author of "The Revolution and Modern France," "The Parliamentary System," etc., to write the official account of the Coronation ceremony, which will be published in two editions, one of which will be for popular subscription.

The old-established bookstore of T. J. Day, Guelph, Ont., was sold a few weeks ago. It was regarded as one of the best business enterprises of its kind in Western Ontario. The stock of books, stationery, wall paper, window shades and fancy goods was in the best of condition, and the stand was an excellent one.

Mr. C. W. Lovell has purchased the stock and good-will of The North Sydney Book and Variety Co. He took charge a few days ago.

C. W. Rantoul, jr., manager of sales for The Ticonderoga Pulp and Paper Co., has accepted an offer to become general manager of The Sturgeon Falls Pulp Co., Limited, of Ontario. Mr. Rantoul will assume the duties of his new office on June 7. W. N. Chapin, who has been associated with Mr. Rantoul in The Ticonderoga Pulp and Paper Co. for several years, will succeed to the office of manager of sales, made vacant by Mr. Rantoul's withdrawal.

Mr. Rantoul is well known in the paper trade, not alone because of his connection with The Ticonderoga Pulp and Paper Co., but also because of his work in the office of secretary of The American Paper and Pulp Association.

As manager of the Sturgeon Falls plant, Mr. Rantoul will eventually have the sale of 110 tons of news paper per day. According to present plans two machines will be running by next Fall.

A writ was entered at Osgoode Hall recently on behalf of The Westminster Co., Toronto, against James A. Wilson, publisher of the papers known as The North, The East Ender and West Ender, for unstated damages for the alleged infringement of the copyright of "Black Rock," by Ralph Connor. Action has also been taken against Archibald McKee and The Record Publishing Co., of Windsor, Ont., for the same reason.

On May 31 the employes of Reid Bros. & Co., wholesale stationers, London, Ont., assembled and presented Mr. J. Pook with a handsome grip and address on the occasion of his severing his connection with the firm to take a position in Cleveland, Ohio.

Celebration Souvenirs

Are you ready for **JUNE 26?** for **The King's Coronation** and **Peace Demonstration**

The declaration of peace in South Africa will add greatly to the loyal interest of Canadians in the Coronation Ceremonies of **His Most Gracious Majesty King Edward VII.**

These prices are for the trade only. The goods are Genuine Photos, nicely mounted.

Brooches and Buttons

- Per gross.
1. **FINE PHOTOGRAPH** of King Edward, 1 1/4 in., under transparent celluloid, mounted on neat brooch \$ 4.20
 2. **GOLD CHASED FRAME**, mounted on brooch, otherwise like No. 1 14.40

Stick Pins

3. **1/2-INCH PHOTO** of King, same finish as No. 1 brooch, with gold-plated stick pin 2 1/2 in 4.00
4. **GOLD-FRAMED PIN**, otherwise same as No. 3..... 14.40
7. **SMALL, NEAT SIZE**, 1/2-in. King Photo, fine gold-plated pin.... 4.00
8. **CHASED FANCY FRAME**, small and very neat frame and pin, nicely gold plated 10.20

Hat Pins

5. King Photo, same as stick pin No. 3, with 6-in. pin 9 00
6. Same as No. 4, with 6-in. pin..... 14.40

King Cabinet Photos
EVERY HOUSEHOLD WILL WANT THEM!
 Full size fine Cabinet Photo of His Majesty (new sitting) per doz. 40c.

Coronation Chinaware
CUPS and SAUCERS, MUGS, JUGS, TRAYS, PLATES—all with fine engraved colored likeness of the King and Queen. Big values at 5, 10, 15 and 25c. retail.



425. **FINE ALUMINUM SATIN-FINISH** tray, embossed fancy edge, like cut.....per gross. \$13.20
405. Same as above, with plain waved edge " 13.20

Fine Enamelled Bronze Souvenirs—Coat of Arms, Maple Leaf, Flag, in several styles. Brooches, Stick Pins, Hat Pins, suitable for any place and any season. In large demand. All one **SPECIAL CORONATION PRICE**, per gross, \$18 00

All Prices Subject to 5% for Cash.

Mail Orders Get Immediate and Careful Attention.

ILLUSTRATED CATALOGUE WITH FLAGS, LANTERNS AND ALL CELEBRATION GOODS ON APPLICATION.

The Fancy Goods Company of Canada, Limited,
 50 Yonge St. and 6 Wellington St. West. Toronto, Canada.

Notes for the Stationer

THE stationery trade is brisk among the dealers just now. Many new lines of Coronation papeteries are being shown, and repeat orders are reported as coming from all parts of the country. From all reports the Coronation is making trade among stationery men in general very good.

The Coronation stationery from the factory of Warwick Bros. & Rutter has been one of the hits of the season in the stationery line. Repeat orders in all lines have been received so fast that this firm have been unable to supply the demand. The writing tablets and papeteries are meeting with a ready sale wherever offered, and orders are coming in from all parts of the country from Halifax to Vancouver, and the prospects are that this paper will be a leading seller, not only until the Coronation, but throughout the entire season. Another edition of the papeteries is now ready for delivery and the tablets will be ready in a few days.

The Copp, Clark Company, Limited, having completed the addition to their factory report that their facilities for furnishing the trade with complete lines in stationery will surpass anything previously accomplished. The orders that have already been received at this early date assure a very busy time during the following weeks. Their line of school supplies will be sure to please all scholars, as the samples shown are of an exceedingly attractive notion, and the new designs in such staple lines as exercise books and scribblers at 1, 2, 3, 5 and 10c, certainly impressed us very favorably.

In fool-scrap, examination papers, mention of which was made last month, they report a large sale, as examinations are soon taking place.

The Copp, Clark Co.'s stock of flags is reported as being complete and well assorted. Large orders were received in anticipation of peace being arranged in South Africa. Coronation Day will create a large demand for these goods and a busy time is expected.

The Copp, Clark Co. are showing new editions of Rand McNally's "Pocket Map of Ontario." This shows in detail the entire railroad system. Population is given according to the latest official census. Travellers will find a lot of

valuable information in this very compact book.

A large consignment of "Dancing Girl" tissue is at the Customs house. Sample cards, with new prices, can be had on application.

Twenty lines of crepe paper napkins of different designs are shown by The Copp, Clark Co. They are exceedingly decorative, and at this season of the year we think they should meet with ready sale.

"Scots wha Hae"—Something quite new in post cards, illustrating the costumes of the Clans of Scotland. These are shown by The Copp, Clark Co., in three series, representing 18 different clans. Each series contains six clans assorted, and sells for 12c. a series. They will certainly be appreciated by Scots everywhere.

OPALINE.

The latest novelty in fine stationery is just being offered the trade by Warwick Bros. & Rutter. It is called "Opaline," from the general appearance of the paper, the effect being most pleasing and the surface, while appearing rough and wavy, is particularly suitable for any style of writing. The new paper is made in the Regent size and in three tints, "Crystal," "Turquoise," and "Sapphire," and is conveniently boxed for retail purposes.

The samples are now in the hands of the travellers of this house, but samples will be sent to any dealer wishing the newest and most artistic effect yet produced in fine paper and envelopes by applying to Warwick Bros. & Rutter.

School Trade Items.

THE wholesale houses are again sending out their travellers to the dealers throughout the country and, among other things, are showing a great variety of scribblers and exercise books. A number of these designs are shown by different publishers, and they make a creditable exhibit. The colors and designs are so striking that the dealer will be able, when he gets his stock, to make some attractive windows, and a well-dressed window is a most desirable feature of any stationery dealer. The travellers of the different houses are sending in large orders for school books for the Fall trade, and, generally, the school book trade is good.

SCHOOL SUPPLIES.

Their stock in sundry school articles, such as lead pencils, slate pencils, rub-

ber erasers, pens and penholders seems to be sufficient to meet the wants of all.

The book of examination paper required by the Education Department to be used for the midsummer examination may be procured from Warwick Bros. & Rutter, who have just issued a large edition and can fill orders on the shortest notice.

The travellers of the house of Warwick Bros. & Rutter have started on their respective trips with this season's new school goods. The lines being shown by this house cannot but please the eye as well as the hand of the scholar, and many inquiries will undoubtedly be made to the stationer during the coming school season for books called "The Fortune Teller," "The All's Well," "The Dolly Varden," "The Beauty," etc., which are among the many new color conceptions for book covers being shown by this house. The designs are new and original and are printed by the new three-color process, which gives the most natural and exquisitely colored effects to be procured from printing plates. A series specially worthy of mention is shown with a new cover board printed and embossed in gold. The board is a new novel effect in press board, being made with a fancy scroll effect in the board and in varied colors. It is shown in three tints, and when embossed in gold makes one of the most dainty and attractive covers yet shown. Books in this style of covering may be had in any size required with any quality of paper, and with special printing or designs if desired.

Several qualities of paper are used this year, the cream smooth paper being, perhaps, the favorite for the higher-priced books. Ruled books may be had in any size, and altogether the series is complete in every detail.

The line of quarto books to retail at 10, 15 and 25c. is also entirely new and contains everything required for the students and higher-class scholars. New lines are also shown in oblong notebooks, the demand for this style of book being greater than ever.

The trade would consider their interests well by looking into the merits of this most complete line before placing their school orders.

Buntin, Gillies & Co., Hamilton, are showing a fine line of new designs in scribblers and exercise books, etc. The covers, lithographed in gold and colors, are choice. Special attention has been paid to the quality of paper in the books, and the values are unsurpassed.

LEFT FOR CALIFORNIA.

Mr. J. F. Hunter, who has for 20 years been connected with The Copp, Clark Co., and of late years been their stationery representative on the road, has been forced owing to illness to take leave of absence and left on the 2nd instant for California to remain during the Summer months. His many friends on the road hope he will be benefited by the rest.

Mr. G. Walter Begg, of the warehouse staff, has been appointed to cover his territory, and will, no doubt, receive from the trade in general the kind favors extended all along to Mr. Hunter.

146-8 Front St. W.
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NERLICH & CO., Toronto, Ont.

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Flags and Patriotic Jewellery—Coronation Lines

COTTON FLAGS at all prices and of all sizes. SILK FLAGS for inside decorative work—clear and strong in color and well made throughout. **BUNTING FLAGS**—Union Jacks and Ensigns. **PATRIOTIC JEWELRY**—Fine enamelled jewellery—correct in design and faultless in detail. HAT PINS, BROOCHES, STICK PINS, BELT BUCKLES, FOB CHAINS, CHATELAINE BROOCHES, MATCH SAFES, CUFF LINKS, CORDIAL CUPS, etc., etc. In many designs—Maple Leaf, Coat of Arms, Flag, Burgee, Shields, etc.—all up to date and novel. Always in demand as Souvenirs.

Sporting Goods—Baseball, Lacrosse, Tennis and Football Goods, Boxing Gloves and Striking Bags, Croquet.

Summer Resort wants:—Sand Pails, Sand Spades and Sets—In plain or fancy lithographed designs.

Watering Cans—In pictorial colored designs.

Lanterns—For lawn and cottage decorating.

Toy Sail Boats—Well-balanced models, neat and shapely, sails well set and rigged, painted hulls.

Hammocks—A wide assortment of Hammocks, Baby Cradle Hammocks, Wire Woven Slat Hammocks.

Chatelaines and Wrist Bags—A very extensive and varied showing, and with a wide range of prices. Styles running from the smooth black leather to the best seal—very finely finished—all strongly sewn—durable hangers and frames. Also Beaded Chatelaines and Cut Steel Chatelaines in silver and oxidized finish and mounting.

Children's Toy Garden Sets—Two and Three Piece.

146-8 Front St. W.

NERLICH & CO., Toronto, Ont.

Montreal Office: 301 St. James St.

Wall Paper and Decorations.

THE MANUFACTURE OF WALL PAPER.

COLIN McARTHUR & CO., of Montreal, who were burned out last Fall, have shown great energy and business adaptation by rebuilding their factory immediately on the extinction of the fire. They worked under great disadvantages, but we are glad to know that they are again established in thorough working order in their new factory.

We congratulate them on the increasing trade that has compelled them to make additions to their premises so frequently. The capacity of the new factory is increased very largely by the addition of one full storey, which will be utilized by their grounding machines.

The new factory has been fitted with all the new appliances known to the wall paper manufacturing trade, and their large equipment will be fully taxed in the coming season to meet all the demands of the business in this "growing time" in Canada.

They are now engaged in sampling their new line, which is even superior to the former high-class offerings of this progressive firm. Their showing of cheap and medium priced goods has never been equalled, and, in the better grades, silks, moires, damasks, two tone colorings and rich varnish gold effects are shown in great beauty and variety. Ingrains, with stylish and perfectly matched friezes and ceilings, are a marked feature of the productions of this firm.

Colin McArthur & Co. have not only studied the wants of the Canadian trade successfully and satisfied the tastes of the best buyers in Canada, but have also developed a satisfactory foreign trade, which bids fair to grow larger year by year.

Their new and enlarged factory, with its improved appliances, will insure to all customers promptitude in filling orders and ability to supply the largest accounts with all the goods required.

We note with much pleasure that Colin McArthur & Co. always rise equal to the occasion, and are prepared to uphold and sustain the good name which they have heretofore so worthily held among the best Canadian manufacturers.

WALL PAPER SAMPLES FOR 1903

Stantons Limited, wall paper manufacturers, Toronto, report that their company have just completed the sampling of their new lines of wall paper. The samples are nearly all made up into books and the travellers will start out on the road with a new line on July 1. The company claim to be more than usually satisfied with the result of their sampling operations, and feel confident of securing their usual extensive patron-

age from the Canadian dealers, and they promise some interesting price quotations. "The Bookseller and Stationer" will probably have further remarks to make on the new samples of this company in the July issue.

WATERPROOF WALL PAPER

In order to render wall paper impermeable to the moisture that often oozes through the walls of a dwelling, a German patent has been taken out for a process whereby the paper is enabled to withstand the action of water. Unsized paper is treated with a solution of rubber in petroleum, and then with a camphorated solution of collodion. Not only is this paper said to be impermeable to water, but it will also resist the attacks of microbes and fungi.

CEILING PAPER ON WALLS.

In nine out of ten of the small flats or apartments in New York City the private hall, when there is one, is hung with a ceiling paper instead of a regular wall-hanging, says an exchange. The reason for this is not that the ceiling paper is cheaper, but simply because these halls are narrow and dark, and a typical hall paper is too dark for such a place; while the ceiling paper, being invariably light and having a set figure, seems the most appropriate thing for the place, and the effect is often excellent.

A DISCUSSION ON COPYRIGHT.

AT the conference of the Boards of Trade of the Dominion held in Toronto on June 4, 5 and 6, the question of Canadian copyright was taken up on the last day. Mr. D. E. Thomson introduced the following resolution from the Toronto Board of Trade:

That this conference respectfully, but strongly, urges the Premier of this Dominion and his colleagues to take up with the law officers of the Crown in England the right of Canada to make her own laws on the subject of copyright, without which her rights as a self-governing colony are incomplete.

In speaking to his motion, Mr. Thomson explained briefly the situation in regard to copyright, which, he said, was given by the B. N. A. Act entirely into the jurisdiction of the Dominion Parliament, from which it had always been contended that we had the same power as on other subjects, that is to say, that our right to legislate was not subject to the veto power of England, except on the same principle as other laws. The law officers of England had taken a different view, and held that so far as copyright was concerned the language of the Act must be taken in a restricted sense. He also explained the nature of the Berne

Convention and the copyright laws of the United States and England, and stated that in order to avoid controversy in the conference the resolution had been confined strictly to the question whether Canada should have the right to legislate for herself, not touching the question of what her legislation should be.

Mr. Thomson referred his hearers to the paper by Sir John Thompson upon the subject of copyright just before his death, which, he said, was one of the ablest State papers ever printed.

After reading that no one could doubt but that Canadians had the right to legislate for themselves on this matter of copyright. There was no other logical stand but that we should be allowed to manage our own international affairs.

J. D. Allan seconded the motion. He said that to refuse Canadians the right to legislate in copyright was to introduce a colonial system of a very offensive form. The present conditions in regard to copyright were intolerable.

Mr. George Robertson, of St. John, N.B., opposed the resolution on the ground that it would be unwise to disturb the present law under which the Canadian author received protection for his work not only in Canada but in England and a number of other countries.

A number of delegates objected to the insinuation that the Canadian Parliament if granted the right to legislate for itself on matters of copyright would not protect the rights of Canadian authors.

Mr. Thomson denied that the Government had the right, stating that for years our leading statesmen had been seeking it.

After some further discussion the motion was carried.

MONUMENT FOR POET M'LAOHLAN

An effort is being made to collect a sufficient sum of money to erect a suitable monument over the grave of the late Poet McLachlan at the Orangeville cemetery. Already nearly \$100 has been raised, but at least \$500 is desired for the purpose. A committee, composed of Rev. Dr. Dewart, Mr. Bernard McEvoy, Mr. David Boyle, Dr. Hamilton, Mr. J. F. McLaughlin, Mr. W. J. Clark, Mr. E. S. Caswell and others, has been organized to take the matter in hand. It is hoped there will be a generous response from the Canadian public. A complete volume of McLachlan's poems was published some two or three years ago, but has had only a limited sale—a sale by no means commensurate with its merits. Poets, like prophets, are not overburdened with honor in their own country.

WATSON FOSTER CO.



MONTREAL

WALL PAPERS

**TO WALL
PAPER DEALERS**

IF YOU WANT TO

**LEAD THE TRADE IN YOUR TOWN, YOU MUST
DO IT WITH THE LARGEST LINE, THE MOST PRO-
GRESSIVE LINE AND THE BEST, THE WATSON,
FOSTER CO.'S LINE.**

FOR SEASON 1902 - 1903

WE HAVE **ECLIPSED ALL FORMER EFFORTS,**
HAVE STRENGTHENED IN VALUE AND EFFECT MEDIUM AND
LOW GRADES, AND INTRODUCED PRACTICAL AND ADVANC-
ED DECORATIONS. THE ENTIRE LINE WILL BE A DELIGHT
TO THE CRITIC AND MOST PROFITABLE TO THE DEALER,
ENABLING HIM TO IGNORE ANY FOREIGN COMPETITION.

OUR IMMENSE COLLECTION

IS READY FOR THE ROAD. WE ANTICIPATE
INCREASED TRADE AND ASK FOR
EARLY PLACING

JUNE 1902

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE.

- 1 "Right of Way," by G. Parker. Copp.
- 2 "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.
- 3 "Audrey," by M. Johnston. Morang.
- 4 "Dorothy Vernon," by C. Major. Morang.
- 5 "The Man from Glengarry," by R. Connor. Briggs.
- 6 "Truth Dexter," by S. McColl. Musson.

BRANIFORD.

- 1 "Audrey," by M. Johnston. Morang.
- 2 "Truth Dexter," by S. McColl. Musson.
- 3 "The Fifth String," by Sousa. McLeod.
- 4 "The Man from Glengarry," by R. Connor. Briggs.

- 5 "Rock Haven," by C. C. Munn. McLeod.
- 6 "House with Green Shutters," by G. Douglas. Copp.

CHARLOTTETOWN.

- 1 "Right of Way," by G. Parker. Copp.
- 2 "The Man from Glengarry," by R. Connor. Briggs.
- 3 "The Eternal City," by H. Caine. Morang.

CODRICH.

- 1 "Hound of the Baskervilles," by C. Doyle. Morang.
- 2 "Velvet Glove," by S. Merriman. Copp.
- 3 "Audrey," by M. Johnston. Morang.
- 4 "Right of Way," by G. Parker. Copp.
- 5 "Kate Bonnet," by F. R. Stockton. Copp.
- 6 "The Man from Glengarry," by R. Connor. Briggs.

GUELPH.

- 1 "Dorothy Vernon," by C. Major. Morang.
- 2 "Hound of the Baskervilles," by Conan Doyle. Morang.
- 3 "Audrey," by M. Johnston. Morang.
- 4 "The Firebrand," by S. R. Crockett. Copp.
- 5 "Great Boer War," by C. Doyle. Morang.
- 6 "Truth Dexter," by S. McColl. Musson.

HALIFAX.

- 1 "Dorothy Vernon," by C. Major. Morang.
- 2 "The Colonials," by Allen French. Briggs.
- 3 "The Night Hawk," by Alix John. Copp.
- 4 "Kate Bonnet," by F. R. Stockton. Copp.
- 5 "One of My Sons," by A. K. Greene. Copp.
- 6 "Right of Way," by G. Parker. Copp.

HAMILTON.

- 1 "Dorothy Vernon," by C. Major. Morang.
- 2 "Heralds of Empire," by A. Laut. Briggs.
- 3 "Battle Ground," by E. T. Fowler. Musson.
- 4 "Audrey," by M. Johnston. Morang.

- 5 "The Man from Glengarry," by R. Connor. Briggs.

KINGSTON.

- 1 "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.
- 2 "Dorothy Vernon," by C. Major. Morang.
- 3 "Hound of the Baskervilles," by C. Doyle. Morang.
- 4 "Heralds of Empire," by A. Laut. Briggs.
- 5 "The Lady Paramount," by H. Harland. Briggs.
- 6 "The Leopard's Spots," by J. Dixon, jr. Briggs.

LONDON.

- 1 "Manetta," by F. M. Crawford. Copp.
- 2 "The Man from Glengarry," by R. Connor. Briggs.
- 3 "The Leopard's Spots," by J. Dixon, jr. Briggs.
- 4 "Graustark," by H. McCutcheon. McLeod.
- 5 "Audrey," by M. Johnston. Morang.
- 6 "To Have and to Hold," by Johnston. Morang.

MONCTON.

- 1 "The Fifth String," by Sousa. McLeod.
- 2 "The Lady Paramount," by H. Harland. Briggs.
- 3 "The Leopard's Spots," by J. Dixon, jr. Briggs.
- 4 "Dorothy Vernon," by C. Major. Morang.
- 5 "Heralds of Empire," by A. Laut. Briggs.
- 6 "Audrey," by M. Johnston. Morang.

MONTREAL.

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Audrey," by M. Johnston. Morang.
- 3 "Dorothy Vernon," by C. Major. Morang.
- 4 "If I Were King," by McCarthy.
- 5 "Hound of the Baskervilles," by C. Doyle. Morang.
- 6 "Greater Love," by J. Hocking. Briggs.

OTTAWA.

- 1 "The Lady Paramount," by H. Harland. Briggs.
- 2 "The Leopard's Spots," by J. Dixon, jr. Briggs.
- 3 "Heralds of Empire," by A. Laut. Briggs.
- 4 "Audrey," by M. Johnston. Morang.
- 5 "Dorothy Vernon," by C. Major. Morang.
- 6 "House with Green Shutters," by G. Douglas. Copp.

PETERBOROUGH.

- 1 "Audrey," by M. Johnston. Morang.

- 2 "The Man from Glengarry," by R. Connor. Briggs.
- 3 "The Right of Way," by Parker. Copp.
- 4 "The Colonials," by A. French. Briggs.
- 5 "Greater Love," by J. Hocking. Briggs.
- 6 "The Firebrand," by S. R. Crockett. Copp.

SARNIA.

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Hound of the Baskervilles," by C. Doyle. Morang.
- 3 "Audrey," by M. Johnston. Morang.
- 4 "Tarry Thou Till I Come," by G. Croly. Briggs.
- 5 "Right of Way," by G. Parker. Copp.
- 6 "Dorothy Vernon," by C. Major. Morang.

ST. CATHARINES.

- 1 "Hound of the Baskervilles," by C. Doyle. Morang.
- 2 "God Wills It," by W. S. Davis. Copp.
- 3 "The Firebrand," by S. R. Crockett. Copp.
- 4 "Velvet Glove," by H. S. Merriman. Copp.
- 5 "Dorothy Vernon," by C. Major. Morang.
- 6 "The Leopard's Spots," by J. Dixon, jr. Briggs.

ST. JOHN, N.B.

- 1 "Arms and the Woman," by McGrath. Copp.
- 2 "The Heroine of the Strait," by M. C. Crowley.
- 3 "Hound of the Baskervilles," by C. Doyle. Morang.
- 4 "Audrey," by M. Johnston. Morang.
- 5 "The Catspaw,"
- 6 "The Colonials," by Allen French. Briggs.

TORONTO.

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Audrey," by M. Johnston. Morang.
- 3 "The Leopard's Spots," by J. Dixon, jr. Briggs.
- 4 "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.
- 5 "Hound of the Baskervilles," by C. Doyle. Morang.
- 6 "Arms and the Woman," by H. T. McGrath. Copp.

VICTORIA.

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Audrey," by M. Johnston. Morang.
- 3 "Right of Way," by G. Parker. Copp.
- 4 "Mariatte," by F. M. Crawford. Copp.
- 5 "Tristram of Blent," by A. Hope. Morang.
- 6 "Eternal City," by Hall Caine. Morang.

CANADIAN SUMMARY. Points.

- | | |
|---|-----|
| 1. "Audrey," by Mary Johnston..... | 140 |
| 2. "The Man from Glengarry," by R. Connor | 88 |
| 3. "Dorothy Vernon," by C. Major..... | 70 |
| 4. "Hound of the Baskervilles," by C. Doyle | 54 |
| 5. "The Right of Way," by Gilbert Parker... | 35 |
| 6. "The Leopard's Spots," by J. Dixon..... | 24 |

MONTREAL BOOK TRADE.

FROM BOOKSELLER AND STATIONER'S SPECIAL CORRESPONDENT.

MONTREAL, JUNE 9, 1902.

SUMMER reading is now commencing to occupy the attention of booksellers of Montreal, and the rush for suitable books for Summer holidays is expected to come along soon. Among the books given a great deal of prominence by dealers are those dealing with nature, outdoor life, etc.

Wm. Drysdale & Co. are having splendid success with a series of books of this sort by Clara Dillingham Pierson. They include "Among the Meadow People," "Among the Night People," "Among the Pond People," "Among the Forest People," etc., all well illustrated and printed in large clear type. The illustrations in some are

very fine, particularly those in "Among the Night People," in which the pictures are done in colors, all representing night scenes.

Mr. Seton Thompson was the first to popularize this style of book, and many others have followed. But few, if any, have succeeded in making such books as readable for children as Miss Pierson.

One of the most successful books of the month with Wm. Drysdale & Co. was the Playgoers' Edition of Richard Harding Davis' "Soldiers of Fortune," a new edition beautifully gotten up. These were sold out in a very short time. "The Love Story of Abner Stone," a novel by Edwin Carlile Litsev, is one of which great things are expected. It has just appeared on this market. It has received a good deal of complimentary notice from book reviewers, a writer in "Impressions" ranking it alongside works of such writers as Thackeray. Barnes & Co., New York, are the publishers.

Andrew Carnegie's book, "The Empire of Business," has had a fair sale. "When

Love is King," a novel, by W. Dudley Mabry, is selling well, and is expected to be one of the successful books of the month. Barry Pain's "Stories in the Dark," published in paper-covered edition only, has been very well received. "Forty Modern Fables," by George Ade, whose "Fables in Slang" attracted so much attention, is a collection of the same sort as the latter, and will doubtless sell well, as this entertaining nonsense is what a great many people want for hot-weather reading.

"Audrey," "Dorothy Vernon" and "The Heroine of the Strait" have been three of the best selling books of the month. The last mentioned, by Mary Catherine Crowley, is a particular favorite. "Tween You and I," by Max O'Rell, is another new book which sells well, as indeed all this writer's books do.

A new magazine, "The Connoisseur," for collectors, has been well received in Montreal. The subscription price is \$4 per year. Dealers who are not handling this magazine may find it to their advantage to introduce it in their locality.

Wall Papers



For 1903

The Staunton Wall Papers for 1902 and 1903 will be submitted to the trade commencing July 1st. They are, without question, the finest line of samples ever produced by the firm, and they will command the attention of every progressive dealer. The variety in design and coloring is most extensive. The prices will meet any competition. No dealer should place orders for next Spring before inspecting these samples. You can make money handling these Wall Papers. Our traveller will call soon.

STAUNTONS LIMITED, TORONTO.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of
May, 1902

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12962. He Sleeps in the Transvaal Tonight. Song. Words by Irvine F. Bartlett. Music by J. Cecil Rolls. Harry H. Sparks, Toronto.
12963. Outside the Gates of Paradise. Sacred Song. By Harry Herbert. Harry H. Sparks, Toronto.
12964. The Ditches and Watercourses Act. By James Morrison Glen, K.C., LL.B. The Municipal World, St. Thomas, Ont.
12965. Heralds of Empire. By A. C. Laut. Book. Agnes C. Laut, Ottawa.
12966. Contract to The Canadian Free Insurance System. Form. Arthur Fredrick Hatch, Toronto.
12967. Policy to The Canadian Free Insurance System. Form. Arthur Fredrick Hatch, Toronto.
12968. Policy to The Canadian Free Insurance System. Form. Arthur Fredrick Hatch, Toronto.
12969. Official Map City of New Westminster, British Columbia. H. Morey & Co., New Westminster, B.C.
12970. Souvenir de Normandie. Valse Caractéristique. Par Fernand Heintz, J. A. Lefebvre, Quebec.
12971. The Home Cure for Stammering. Edited by S. T. Church. Book. Samuel T. Church, Toronto.
12972. Laboratory Guide to Pathological Histology. By Duncan P. Anderson, B.A., M.D. Wm. Foster Brown, Montreal.
12973. The Colonials and the Flag. Song. Words and Music by A. H. Keane. Brantford, Ont.
12974. Close's Ingrowing Toe Nail Receipt. Pamphlet. John Ellwell Close, Toronto.
12975. Romola. By George Eliot. With a Life of George Eliot. By Mathilde Blind. Volume II. George N. Morang & Co., Toronto.
12976. Felix Holt. The Radical. By George Eliot. George N. Morang & Co., Toronto.
12977. Middlemarch. A Study of Provincial Life. By George Eliot. Volume I. George N. Morang & Co., Toronto.
12978. Twenty-five Original Bugle Marches with Drum Accompaniment. By Llewellyn Book Whaley. Royce & Co., Toronto.
12979. The Conservatory Bi Monthly. A Musical Magazine. Volume I. May, 1902. Number 3. The Toronto Conservatory of Music, Toronto.
12980. Des Restrictions au Droit de Plunder en Matière Civile. Par Ferdinand Roy. Avocat Quebec.
12981. One Hundred Selected Recipes Issued by The Ladies' Association of St. Stephen's Church, Winnipeg.
12982. Into a Far Country. Sermon by Rev. Frank de Witt Talmage, D.D. Chicago, 11th May, 1902. William Baily, Toronto.
12983. The Light House Song. From The Defender. Words by Allen Lowe. Music by Charles Dennee. The Canadian American Music Co., Toronto.
12984. The Art of Osculation. From The Defender. Words by Allen Lowe. Music by Charles Dennee. The Canadian American Music Co., Toronto.
12985. Anglo Saxons of To-Day. From The Defender. Words by Allen Lowe. Music by Charles Dennee. The Canadian American Music Co., Toronto.
12986. Vesper Bells. From The Defender. Words by Allen Lowe. Music by Charles Dennee. The Canadian American Music Co., Toronto.
12987. Love is Queen of the Sea. Waltz Song. From The Defender. Words by Allen Lowe. Music by Charles Dennee. The Canadian American Music Co., Toronto.
12988. My Sweet New England Pink. From The Defender. Words by Allen Lowe. Music by Charles Dennee. The Canadian American Music Co., Toronto.
12989. The Messiah of Nations. Patriotic Song. Words by James Whitcombe Riley. Music by John Philip Sousa. The John Church Co., Cincinnati, Ohio.
12990. Official Telephone Directory. Manitoba, May, 1902. The Bell Telephone Co., Canada, Montreal.
12991. The French-Canadian. By Byron Nicholson, Toronto.
12992. Amidst the Laurentians. Being a Guide to Shawinigan Falls and Points on The Great Northern Railway of Canada. By N. M. Hinshelwood. Norman Macmillan Hinshelwood, Montreal.
12993. Life Insurance Contracts in Canada. By Frank Egerton Hodgins. Robert Reid Cromarty, Toronto.
12994. Twin Falls. Yoko Valley. British Columbia. Photo. Wm. Notman & Son, Montreal.
12995. Hymn Book of the Holiness Movement Church. Rev. Ralph C. Horner, Ottawa.
12996. Yvette. Valse pour piano. Par J. B. Lafreniere. Jean-Baptiste Lafreniere, Montreal.
12997. The Dominion Cabinet and Liberal Members. House of Commons, 1902. Photo. A. G. Pittaway, Ottawa.
12998. Canadian Patriotic Songs and Melodies. By H. H. Godfrey. The Canadian American Music Co., Toronto.
12999. At Bay. The Hero of Hart's River. Statuette. John Sharpe, Ottawa.
13000. Jerusalem the Golden. Contralto Solo. Music by Mrs. W. H. Ashley, Boissevain, Man.
13001. Jesus, Saviour, Pilot Me. Soprano Solo. Music by Mrs. W. H. Ashley, Boissevain, Man.
13002. Nearer, My God, To Thee. Bass Solo. Music by Mrs. W. Ashley, Boissevain, Man.
13003. La Baratte Malaxeur Victor. Description et Instructions. Joseph de La Broquerie Tache, St. Hyacinthe, Que.
13004. Manufacturers' Accounts. A Text Book for the use of Manufacturers, Merchants, Accountants and Book-keepers. By Wilton C. Eddis, F.C.A., and William B. Tindall, A.C.A. Wilton C. Eddis, Toronto.
13005. Winter Scene in Miles Canyon. Photo. No. 1092. E. J. Hamacher, White Horse, Yukon Territory.
13006. Winter Scene in Miles Canyon. Photo. No. 1103. E. J. Hamacher, White Horse, Yukon Territory.
13007. New System of Harmony. Directions for Examinations. R. Torinon, Toronto.
13008. The Ethical Outlook of the Current Drama. By Rev. J. C. Speck, D.D. Wm. Briggs, Toronto.
13009. If Sinners Entice. Sermon by Rev. Frank De Witt Talmage, Chicago, 18th May, 1902. Wm. Baily, Toronto.
13010. Adventures in Tibet. By William Carey. Wm. Briggs, Toronto.
13011. Application re Accident and Guarantee Company of Canada. Form. George I. Goddard, Montreal.
13012. Burns in Song. Illustrated Poem. By John W. Campbell, Toronto.
13013. Gaudaur and Towns shaking hands after their Great Race for the Championship of the World, 7th September, 1901, at Lake of the Woods, Raportage, Canada. Picture. Edward I. Drewry, Winnipeg.
13014. Official Telephone Directory. Sault Ste. Marie, May, 1902. The Bell Telephone Company of Canada, Montreal.
13015. Tariffs of Officers of Justice and Registrars in the Province of Quebec, with Supplement and Indexes. Published by Lawrence John Cannon and Francis LaRoche, Quebec.
13016. Tarifs des Officiers de Justice et Registrateurs dans la Province de Quebec, avec Supplement et Index. Publié par Lawrence John Cannon et Francis LaRoche, Quebec.
13017. J. S. Knowles' Handy Memo and Ready Reference. Corrected to April, 1902. Joseph S. Knowles, St. John, N.B.
13018. Lovell's Province of Quebec Business Directory, 1902-3. John Lovell & Son, Montreal.
13019. Imperial Edward. Military March. By John Philip Sousa. The John Church Co., Cincinnati, Ohio.
13020. The Railway and Shipping World. May, 1902. Acton Burrows, Toronto.
13021. Resist Not Evil. Sermon by Rev. Frank De Witt Talmage, Chicago, 25th May, 1902. William Baily, Toronto.
13022. Practical Legislation: The Composition and Language of Acts of Parliament and Business Documents. By Lord Thring, K.C.B. George N. Morang & Co., Toronto.
13023. The Destiny of To-Day. Studies in Conscience and Character. By John MacLaren, Ph.D. William Briggs, Toronto.
13024. Form of Application re The Accident and Guarantee Company of Canada. George I. Goddard, Montreal.
13025. A Cast for a Speckled Beauty. Chromo. Robert Samuel Tyrus, Toronto.
13026. Arithmetic for the Grades for Teaching, Drilling and Testing. Book Number One. The Copp, Clark Co., Toronto.
13027. Ode on the Coronation of King Edward VII. By George Whitfield Grote, Toronto.
13028. Policeman Flynn. By Elliott Flower. With Illustrations by Frederic Dorr Steele. Book. The Copp, Clark Co., Toronto.
13029. The Water Maidens. Song. Words and Music by Frederic Norton. The John Church Co., Cincinnati, Ohio.
13030. Jack O'Lanterns. For Piano. By Henry Waller. The John Church Co., Cincinnati, Ohio.

INTERIM COPYRIGHTS.

744. Our Royal Guests: A Souvenir of the Visits of the Duke and Duchess of York and Cornwall and other members of the Royal Family. Book. John R. Hamilton, St. John, N.B.

745. The Coronation Waltz. By R. R. Quinton. Richard Quinton, Indian Head, N.W.T.

Colin McArthur & Co.

[INCORPORATED]

are showing the
VERY FINEST LINE OF

Up-to-Date
Wall Papers

EVER MADE IN CANADA.

It has the Selling Quality
IN IT.

That is the only kind worth handling.

PRICES ARE AWAY DOWN.

It will be a mistake to promise any order before examining
this line of Beautiful Colorings and Extraordinary Values.

LOOK OUT FOR THEIR TRADE ANNOUNCEMENTS
ADVANCE CARDS AND TRAVELLERS.

Colin McArthur & Co.

[INCORPORATED]

MONTREAL.

CATERING TO THE SUMMER TRADE.

IN no country probably is tourist travel developing more rapidly than in Canada. The bookseller and stationer may not be perhaps as directly concerned in catering to this class of trade as merchants in other branches of business that might be mentioned. But he is certainly interested, and to no small extent. How the bookseller and stationer at Summer resorts can reap the greatest benefit from tourists is a question which no doubt occupies the minds of a great many of those in the trade. "Don't," remarked Bookseller, Newsdealer and Stationer, "think that the shopworn goods—the remainders of leftovers of the city store—will do for the Summer trade. The visitors at the Summer colony are probably more particular about their stationery than when at home. Coming from cities where they have had the best opportunities to see the finest goods, they are able to note any inferiority or defect, and they are quicker than ever to resent the offering of such goods as an assumption of their ignorance or an attempt to impose on them. Get fresh, up-to-date goods and show them to the best advantage.

"Don't fail to be posted as to the latest styles and fashions, not to be too insistent about them, but to be ready to understand the customer's wants. Be supplied with the costly papers as well as the cheaper grades. Be equipped with stamp and monogram dies, and stamp paper and envelopes as well and as cheaply as it is done by fashionable stationers in town. If people of social standing are ever careless about the conventional observance of fashion's demands, it is not while they are at the Summer resorts. At home their standing is assured and slips are overlooked; in the Summer colony all that they do is noted by people of other social circles, and their standing may be jeopardized by any departure from fashion's laws. There is another large class who make little or no pretense of being ultra fashionable except while at the Summer resorts.

"Don't fail to be obliging and polite because the visitor is only a temporary customer. He or she is probably used to it at home, and any indifference or negligence on the part of the salesman becomes all the more noticeable. Don't attempt to overcharge because the season is short. Please the patron if possible, for the Summer visitor has plenty of time to gossip, and the good or bad reputation of a store will spread through the colony with wonderful rapidity.

Each purchaser who is pleased is sure to advertise the fact to the advantage of the local dealer, who must never forget that he is for the time in competition with dealers in many cities.

"Give constant attention to the display of goods, and especially to the window display. The Summer visitors have less to distract the attention than in the city, and they will stop to admire a window and note its contents when a display in their home city would be passed without notice.

"Show plenty of novelties. They will find more purchasers here than anywhere else, serving as gifts, and especially as souvenirs of the Summer's visit. People buy most of these goods when away from home. Articles that will serve as temporary decorations of rooms usually find a ready sale at these places, and the pretty trifles that serve to temporarily amuse. The Summer colonists are looking for pleasure, and it should be the care of the Summer stationer to aid them as far as possible.

"Buy judiciously and intelligently. Take a good trade journal, study the catalogues, welcome the travelling salesman, but do not depend entirely upon any or all of these important helps. Visit the showrooms of the jobbers and make your selections. Scores of the best selling articles will be overlooked by the stationer who never goes to market.

"Finally, give careful attention to advertising. If there be a local paper which gives the social news and gossip, use it with seasonable liberality, and with such originality as you can command. Use every device to get the people to visit you, and then make them welcome and comfortable, and they will count these visits as among the pleasures of the Summer."

BEST SELLING MUSIC.

The music that sold best during the month for Whaley, Royce & Co. is as follows:

1. "Manson of Aching Hearts," song, by Von Tilzer
2. "Saturday Afternoon," song, by Von Tilzer.
3. "Way Down Yonder in the Corn Fields," song, by Edwards.
4. "Dreamy Eyes" instrumental, by Lampe.
5. "Lazara" waltz, by Blake.
6. "Mississippi Bubble" instrumental, by Haines.

The Anglo-Canadian Music Publishers' Association, Limited, find the best selling music of the month to be as follows:

1. "Another Little Patch of Red," song, by Denham Harrison.
2. "God Bless the Prince of Wales," song, by Brinsley Richards.
3. "For the King," song, by Theo. Bonheur.
4. "Alvernia Waltz," instrumental, by Harold Macvor.
5. "His Majesty the King," march, by Edward St. Quentin.
6. "Coronation March," by Michael Watson.

DEATH OF A VETERAN PUBLISHER

A veteran publisher in the person of David McAlpine passed away in St. John, N. B., a few weeks ago. He was said to be the oldest directory publisher in Canada. His son, Charles D. McAlpine, still carries on the business under the name of The McAlpine Publishing Co.

The Bookseller and Stationer

President,
JOHN BAYNE McLEAN,
Montreal.

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ST. JOHN, N.B.	No. 3 Market Wharf	Hunter White
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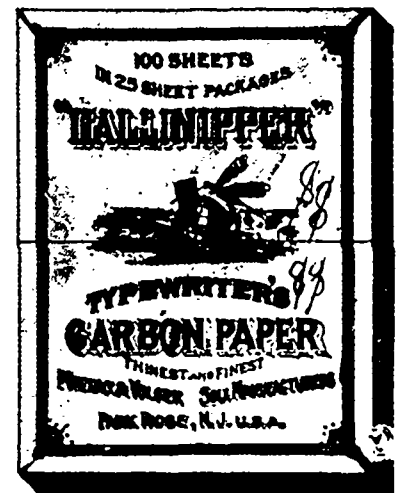
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