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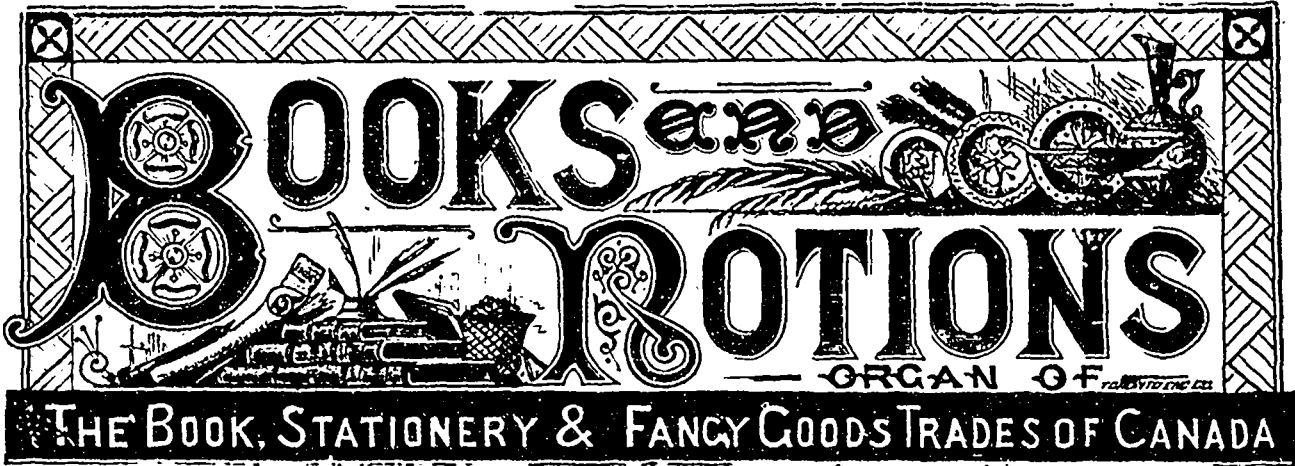
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APRIL, 1887



BOOKS and NOTIONS
— ORGAN OF —

THE BOOK, STATIONERY & FANCY GOODS TRADES OF CANADA

SPRING GOODS.

H. A. NELSON & SONS,
TORONTO AND MONTREAL.

BABY CARRIAGES.

Sole Agents for the Celebrated Iron Wheel Carriage, manufactured by the Gordon Manufacturing Co.

SPORTING GOODS.

Lacrosse, Cricket, Lawn Tennis, Base-Balls, Footballs, &c., HEADQUARTERS for SPALDING'S BASE-BALL GOODS; FISHING TACKLE, Rubber Balls, Express Waggon, Velocipedes, &c.

FULL LINES. PRICES RIGHT.

THE OVERLAND SERIES

—OF—

STEEL PENS.

ADAPTED TO EVERY DESCRIPTION OF WRITING.

TEN DIFFERENT KINDS.

Send for Sample Card and Price List. To be had at wholesale from

W. V. DAWSON,

Wholesale Stationer, &c., 20 De Bressolles Street,

WHOLESALE AND RETAIL BY

MORTON, PHILLIPS & BULMER,

STATIONERS, BLANK BOOK MAKERS AND PRINTERS,

1755 & 1757 NOTRE DAME ST., MONTREAL.

Ready Early in May.

GOOD THINGS FROM GRIP.

32 PAGES—SAME SIZE AS GRIP.

Comic Cuts and Comic Reading selected from the pages of Grip, with an attractive cover printed in colors.

To Sell at TEN CENTS.

The Trade will find this one of the best selling things of the day,

Published by

The Grip Printing and Publishing Co.,
TORONTO, ONT.

TORONTO NEWS CO., Wholesale Agents

Montreal Wall Paper Factory.

COLIN McARTHUR & CO.

WALL PAPER MANUFACTURERS

Were awarded First Prizes, Silver Medals at the Dominion and Ontario Provincial Exhibitions, 1884; Toronto Exhibition, 1885 and 1886; and Bronze Medal Antwerp Exhibition, 1885.

Green Pulp and American Coloured Window Shades.

SAMPLES TO THE TRADE MAILED ON APPLICATION.

NO. 15 VOLTIGEURS STREET,
(COR. NOTRE DAME STREET,
MONTREAL.

SPECIAL to 'THE TRADE.'

IMPORT ORDERS.

We have much pleasure in informing the Trade that we have been appointed

Sole Agents in Canada

For the following houses:—

PASSMORE & ALABASTER,

(C. H. Spurgeon's Works)

SAMUEL BAGSTER & SON,

(Celebrated Bagster Bibles).

JAS. E. HAWKINS,

("Mildmay" Cards and Fine Art Publisher).

ERNEST KAUFMANN,

(Chromo Lithographer, Cards, &c).

The visit to Great Britain of our Mr. S. R. Briggs for the express purpose of making special arrangements for, and selection of, such lines as would be suitable for the Canadian trade, has proven more satisfactory than was anticipated. The results will be presented to 'The Trade,' by our Travelers. Reserve your orders until you have inspected our line of samples.

S. R. BRIGGS,

TORONTO WILLARD TRACT DEPOSITORY,

Cor. Yonge and Temperance Streets.

MARCH, 1887.


SORTING TRADE.

Our travellers are now in various sections of the Dominion with full lines for SPRING SORTING TRADE. We give prompt attention to orders by mail and solicit correspondence for any article dealers may wish to procure for their customers. Many of our customers avail themselves of the prompt despatch of our shipping room, by sending us their ENCLOSURES. We appreciate the compliment and shall continue to give them our best attention.

Among the lines of seasonable goods which we will be glad to supply you, are the following :—

Archery.	Fencing Goods.	Paper Lanterns.
Backgammon.	Field Glasses.	Prize Cups.
Base Ball Requisites.	Garden Tools (Toy.)	Prize Medals.
Boxing Gloves.	Gymnastic Requisites.	Paper Cap Pistols.
Compasses.	Hammocks.	Picnic Baskets.
Cricketing Goods.	Harmonicas.	Pocket Flasks.
Camping Kits.	Indian Clubs.	Quoits.
Chess and Checkers.	Jacks.	Rocking Horses.
Croquet.	Lacrosse Balls.	Roller Skates.
Dumb Bells.	Lacrosse.	Skipping Ropes.
Dominoes.	Lawn Tennis.	Shoe-Fly Rockers.
Flags.	Magic Lanterns.	Tops.
Fans.	Microscopes.	Tents.
Fishing Tackle.	Masks.	Violins.
Fireworks.	Musical Instruments.	Velocipedes.
Foot Balls.	Marbles.	Wheelbarrows.

WE HAVE THE LARGEST VARIETY AND BEST VALUE IN

LACROSSE  REQUISITES

Ever offered in Canada. Please send for quotations.

SMITH & FUDGER,

50 YONGE STREET, TORONTO.

Books and Notions.

PUBLISHED THE FIFTEENTH OF EVERY MONTH.

OFFICE:--

20 WELLINGTON ST. EAST, TORONTO.

ANNUAL SUBSCRIPTION - - - 50 CENTS.

Organ of the Booksellers' & Stationers' Association of Ontario.

Organ of the Toronto District Association.

Organ of the Huron District Association.

Organ of the Brant and Norfolk District Association.

VOL. III. APRIL, 1887. No. 9.

RATES OF ADVERTISING:--

	1 month	12 months
1 page.....	\$16 00.....	\$160
1 column.....	10 00.....	100
do	8 00.....	80
do	3 00.....	30
do	1 50.....	15

All Communications intended for publication must be sent in not later than the 8th of each month.

J. J. DYAS, Publisher.

Commencing with the May number BOOKS AND NOTIONS will be issued on the First of each month instead of the Fifteenth as has been the case formerly. We issue earlier than usual so that April and May Numbers may not come close together.

All communications and changes of advertisements must be sent in on or before the 22nd of the previous month.

WE have at different times invited correspondence on subjects discussed in this journal. We again particularly ask for such, whether they be differing from the views expressed editorially or otherwise. There are matters written of in this number which are fairly open to argument on the other side. Let there be no hesitation in boldly attacking any principle laid down. It is only by the expression of contrary opinions that we can arrive at that which is right.

— 00 —
ON GUARD.

THERE has not yet been an occasion when the necessity of an organized body of our trade was more exemplified than now. The Executive Committee learning that the Publishers' Association proposed to peti-

tion the Government to put a heavy duty per pound on a certain class of cheap paper covered books called a meeting in Toronto on the first instant. It will be seen elsewhere what was the business transacted. Since the meeting the Publishers' Association has met and dropped the proposed action, at least for the present, but we are informed the papermakers took such a lively interest in our trade's welfare that they asked for increased duty on cheap books. So vigilance will be still necessary.

The first proposition was to put a duty of 25 cents — afterwards changed to 15 — a pound on such books (what an intelligent idea this pound is of the publishers' estimate of the real value of a book), this would practically prohibit the importation, or if imported a higher price would be charged. Now that the existence of the 25 cent book is threatened we begin to see what a boon to the retail trade it has been. The Franklin and Seaside Libraries with their infinitesimal profits have almost disappeared, and this newer feature of books at an even quarter with a fair margin of profit has taken their place. It is safe to say that they have not materially, if at all, affected the sale of high priced books — but have displaced the bulky, profitless libraries.

There is no doubt but that the meeting of the trade had a beneficial effect. It strengthened the hands of those in the Publishers' Association who opposed the extra duty, and secured the result we have mentioned.

— 00 —
PAPER.

ANOTHER matter considered at the meeting was the proposed increase of duty on paper and those articles in which paper is the raw material. The general view was adverse to tinkering with the tariff in this respect, particularly in the matter of envelopes, in the way proposed. It is considered that it would shut out to a great extent the papetries of English manufacture that have found such ready sale in this market as such goods in passing through customs would be taxed on the article, envelopes, on which the highest duty would be chargeable. The advance in price of these expensive goods would be such as to likely lessen the sale.

People of moderate means will go to a certain extent for a rich and expensive article, but when beyond a certain limit purchases will not be made.

— 00 —
A THIN SPOT IN THE ICE.

HAVING been made a party to what we considered then, and what we consider now, a fair business understanding, the arrangements between jobbers as to price of annuals last year, and the Association

having been consulted in the matter, it becomes necessary to ascertain who is to blame for this demoralization of trade, for demoralization it is when we find goods sold at less than they cost—not old, shop-worn stock, but such as have to be paid for about the time they are sold.

We fully recognize the right of any firm to do what they please with their goods as long as they can pay for them, and no one doubts their ability; but we do not recognize their right by selling under cost to so demoralize prices as to be an injury to the trade, for there is no question but that the prices at which annuals are bought this year will tend materially to the slaughtering process that becomes such a mania at times. We trust that when the time comes the retailers will not follow the example of foolishness set them in this case.

We have taken a great deal of pains to ascertain exactly what the facts of the case are.

It is clearly shown (see our report of interviews; we are open to conviction of error if any other proof can be brought), that W. J. Gage & Co., listening to whispers and inuendoes, imagined that two respectable houses were acting in a dishonourable manner—(no other reason does the firm vouchsafe)—offered goods at such prices as no business man could continue. Surely the firm knows enough not to believe every tale they hear. If not they are more innocent than people give them credit for. Had they taken one-tenth of the trouble we have taken to ascertain the facts, they would not have made the mistake they did.

The other house (Warwick & Sons) claims justification in the fact that they, as Canadian publishers of what may be termed "The Leisure Hour Series," finding that they could not sell through the jobbers, owing to refusal of one to continue the arrangement, had to offer their own annuals at very low net prices. They certainly would have stood a chance to lose considerably.

On the 9th of March (refusal to join was about the 6th), Warwick & Son send out a circular offering 15 per cent. on general list, and a special price on their own. On the 11th, W. J. Gage & Co. offered 20 per cent.

OUR MISSION.

THE scope of BOOKS AND NOTIONS has since its establishment changed materially. With the failure of James Campbell & Co., and more particularly with the discussion on the Ontario School Readers, we departed from the old rut of trade journalism and treated of live questions, mainly within the trade, and thus eschewing in a great measure, book notices and other matters that kindred journals publish. We

find that the new feature introduced has been just what the trade wanted, and instead of curtailing such matter we will gladly develop it and we ask the hearty co-operation of our friends to effect this. People are strangely remiss in forwarding items of news. No part of news is more interesting than personal matters of sufficient importance to make known. Many an item which we would consider of real interest we hear of months afterwards when too late.

Were we "on the road" we could pick up a good deal of interesting information. Why is it that those much abused commercials do not give us the latest startling novelty?

We have over and over requested some of our leading men throughout the land to write on trade topics or furnish us with news, but without avail. Occasionally when we come across THE ORACLE, or some such man of long experience, we get a bright thought or two of which we promptly make use.

Now good, dear, kind booksellers professing friendship, do not compel us to take up space again to coax you into writing—but write.

—oo—

HOW TO UNDERSTAND YOUR BUSINESS.

REFERRING to the former article we have found it impossible to give much space to Book Notices, and in fact could not do so to any great extent were we ever so willing on account of the difficulty of getting announcements from either England or the United States. It would be impossible, were we to get advices from every publisher, to give a tithe of the announcements—they are so numerous.

But to understand one's business it is necessary that the dealer should find out in some way what books are being published. This will not cost a great deal, and the subscriber to a good book trade journal will be repaid the first three months the price of his subscription.

We with pleasure call attention to *The Bookseller* of London for particulars of English publications and those of continental production that would be in any way interesting to the English speaking people. On this side of the water we have *The Publishers' Weekly* and *The American Bookseller* for United States announcements, while if you can afford a dollar a year for a monthly, *The Book Buyer*, well illustrated, will be a valuable addition to your library. *The Book Mart* is another monthly that is full of good things besides book announcements.

We will be glad to give any information regarding any other publications, for while we as a Canadian trade paper meet your wants we cannot in our small compass give you everything.

We will in the future as in the past devote all necessary space to Canadian books.

IT IS THE "MAIL" THAT PLAYS THE TRICK.

With timorousness we opened our mail matter on the first. We knew not what sell might be contained under cover of an envelope and we were sold, but in a most agreeable manner.

After months and months of exertion, interview after interview, and after abusing the publishers in our last number, one of the leading dailies gives the Association, and through it all dealers their daily, at what we believe will be admitted by all to be a fair price. The circular giving particulars is before this in the hands of each member of the trade, so we will not refer to it other than to say that the half cent taken off the price is all we could have expected. We give the letter received by the Secretary. We trust the last paragraph will be responded to loyally.

OFFICE OF THE MAIL,
"TORONTO, April 1st, 1887.

"DEAR SIR,—Referring to recent discussion in relation to rates to news agents, I beg now to hand you our new rates, coming into effect to-day. As you will see, our rate by the year has been reduced by two dollars, the commission to agents remaining the same.

"Our price by the month and week and for single copies remaining the same as before, while our prices to agents are reduced 25 per cent.

"I trust that your Association will give us your hearty assistance in maintaining these rates.

"W. J. DOUGLAS,
"Sec.-Treas."

—oo—
OUR NEAR NEIGHBOURS.

It hurts! Yes, it enters into the very marrow-bone of some few of our neighbours over the line who have been prevented by our watchful police vessels from taking what isn't theirs. And how they squeal when caught, and how they fib about the actions of our manly sailors.

Even a stationers' journal, *Geyer's*, gets very angry and calls names. Now we will not say "you're another," but will commend your whole Hottentot nation, the name is *Geyer's*, as very modest and never given to bluster and brag!

Seriously, though, *Geyer's*, being a New York journal, should know something of that city's trade. Now if the reporter will take the trouble to enquire he will ascertain that if there is any cessation of trade it will be much worse for his locality, especially in stationery goods, than for Canada. The volume of trade done here by houses on the other side of the imaginary line is large. Would we be deprived of goods?

There are some people in this country who are so little enlightened as to believe that the abolition of the Reciprocity Treaty was the best thing that ever happened our country. There is one thing certain

we have advanced by leaps and bounds since the days of cordial reciprocity.

The statement made that we "have refused in cold blood to let a neighbour's vessels enter their ports through stress of weather, to get provisions or medical attendance; who know neither reason nor hospitality when self-interest is in the balance—we say that anything like fair play from such a people would be so unexpected as to be almost a disappointment, though of course an agreeable one," is positively denied, and Captain Scott dubbed by courtesy Admiral of the Fleet, has permitted the entrance of vessels in cases of emergency.

—oo—
THE main object of the formation of The Publishers' Union—the membership is, we believe, at present confined to Toronto—was to promote the cause of a copyright law that would be more beneficial to Canadian publishers than the one now existing.

We are glad to say that on this subject the members are all agreed. Amendments have been drafted which are proposed to be added to the present law. Should they be accepted it would place publishers in a much more satisfactory position than they now occupy.

WM. BARBER & BROS.

PAPER MAKERS,

Georgetown, Ontario.

BOOK, NEWS, AND COLORED PAPERS.

JOHN R. BARBER.

Canadian Edition.

Ben-Hur;

OR,

THE DAYS OF THE MESSIAH.

—BY—

LEW. WALLACE.

Cloth extra, - 75 cents. Trade Price, 30 cents.
Paper Covers, 30 " " " 18 "

This edition is Far Superior to the English, and should be sold by all Canadian dealers.

ENCOURAGE HOME INDUSTRY AND ORDER EARLY.

H. RIDER HAGGARD.

We would announce that we have, at large expense, secured the Canadian Copyright on H. RIDER HAGGARD'S new story,

ALLAN QUATERMAIN,

And will publish it simultaneously with the English edition.

**ROSE PUBLISHING CO.,
TORONTO.**

AN EMERGENCY MEETING.

The Executive Committee of the Booksellers' and Stationers' Association of Ontario having learned that a new organization called the Publishers' Association were taking into consideration the question of asking the Dominion Government to impose a large duty on paper covered books, called a meeting of the trade, open to all, on Friday the 1st instant. H. Fred. Sharp came purposely to take part in the consideration of the subject. He presided over a goodly number of city wholesalers and retailers.

The feeling was very strong on the part of all present that the action proposed would be a great detriment to those dealing in books.

The following resolution was proposed by D. T. McAinsh, seconded by William Bryce, himself a publisher of cheap books.

That in the opinion of the Booksellers' and Stationers' Association of Ontario the present duty on books is sufficiently high, and that any advance such as proposed by the Publishers' Association upon paper bound books would not only be detrimental to the interests of the book trade in Canada, but would tend to decrease the sale of cheap, wholesome literature, and would result in a decrease of revenue to the Government, and in any case this Association is opposed to the principle of a specific duty on books as being an unequal system of imposing duties.

The motion was carried unanimously. There was no one present to defend the proposal, although the promoters were invited to attend.

The question of increased duty on paper, blank books and envelopes brought out a resolution moved by James Grand, seconded by A. G. Lee.

That this Association strongly protest against any proposed increase of duties on paper, envelopes or blank books.

There were three representatives of bookbinding firms present, Brown Bros., The Copp Clark Co., and Warwick & Sons, all of whom voted for the resolution, which was passed unanimously, but it was felt, and so explicitly stated, that should extra duty be put on paper it would be absolutely necessary to increase that on blank books and envelopes.

The proposed mode of increasing envelope duty five cents a pound was disapproved of as unjust and impracticable.

A resolution was passed appointing James Grand, Thomas Brown, H. L. Thompson, G. R. Warwick, A. S. Irving, and W. Bryce, as a committee to draw up a memorial on the paper question, and D. T. McAinsh and A. G. Lee were added for the purpose of aiding in drawing up that on the question of paper covered books.

H. L. Thompson moved, seconded by William Bryce,

That the deputation to wait on the Government, comprising as many of the above named as could go with the committee appointed by the Association on Postage, be authorized to act in conjunction with any other deputations having the same object in view.—Carried.

The Secretary was instructed to communicate with the Montreal trade on these matters, a desire having been expressed by some of the dealers there to join with the Ontario Association in this work.

The following characteristic telegram was received :

THIRD EDITION.

The High School Algebra,

By W. J. ROBERTSON, B.A., LL.B. and
I. J. BIRCHARD, B.A., LL.D.
Cloth, 75 Cents.

MANUAL OF HYGIENE

For Schools and Colleges, authorized for Ontario and British Columbia. Cloth, \$1.00.

AN OUTLINE STUDY OF MAN,

By MARK HOPKINS, D.D., LL.D. Cloth, \$1.25.

Our Traveller has a fine line of Samples from the leading British and United States houses for import order at the lowest prices.

OXFORD BIBLES IN NEW BINDINGS,
&c., &c.

Special Agent for Thomas Nelson & Son's publications.

WILLIAM BRIGGS

78 and 80 King St. East,
TORONTO.

CHRISTMAS CARDS.

We are glad to announce that we have secured the Sole Agency for Ontario of the Cards of W. HAGEDLBERG, whose Chaste and Novel Designs attracted such attention last year, and from the reception our travellers have met with so far, we feel confident that our sales in these Cards will even exceed those of last season.

We also show this year a very large assortment of **Satin, Silk and Plush Novelties**. No description can give an idea of these. They must be seen and examined to be appreciated.

When we say **SALABLE DESIGNS AT A LOW PRICE** we give in a few words their chief merits.

SHOW CARDS

Will be shown shortly and will, we believe, command as usual a good sale.

May we ask the Trade to see samples of the above lines before placing orders.

THE COPP CLARK COMP'Y,
(LIMITED.)

"GUELPH, April 1st, 1887.

"Am not well and cannot go down to-night, but will sustain any action you take with voice and money."
"T. J. DAY."

—o:o—

Interview with Jobbers on the Disarrangement of Prices in Annuals.

H. L. Thompson, of the Copp Clark Co., who was mainly instrumental in arranging the question of prices for the season of 1886, says he supposed that the much vexed question of discount on annuals had been settled for years to come, and he was surprised to find that any of those who had subscribed to the arrangement for 1886 should refuse to continue the same plan in the coming season. Cannot understand how the amicable arrangement of last year by which jobbers made money should be set aside to go back to the plan by which money was lost in former years.

A. S. Irving, Toronto News Co., said he believed the agreement was faithfully carried out last year by those who signed it and would have been glad to continue this year on the same basis.

W. D. Taylor, of C. M. Taylor & Co., said last year's arrangement was fairly satisfactory; would willingly have continued to abide by it this year.

W. Briggs was pleased with the arrangement of last year; would have been very glad to continue the same in 1887.

S. R. Briggs was exceedingly pleased with the arrangement of last year. When called on said that we were quite willing to sign arrangements for this year.

W. Bryce had not signed agreement last year, but strictly kept to the terms. Would have been glad to do the same this year.

G. R. Warwick, of Warwick & Sons.—Arrangement last year was quite satisfactory. Would have been glad if it had continued this year; considers it would have been better for both wholesalers and retailers if prices were the same as a year ago. Went himself to W. J. Gage to ask him to continue the agreement.

George Spence, of W. J. Gage & Co. says he was one of those who took part in making the arrangement last year. It worked well till the close of season when their house was informed that annuals were sold 5 and 10 per cent. off instead of net as per agreement. This year the house would not enter into an agreement, but informed the others that they would get the best prices they could. He said that pending making arrangements, it was held in abeyance to consult the head of the house, two other houses sent out letters asking dealers to place orders before agreement made, offering better prices than last year, holding out as inducement that they would get better prices than when arrangement was made.

The firms alluded to showed us positive evidence, as far as was possible, that the charge of offering better prices than last year's while negotiations were still pending was not correct. In no case were better terms offered until after a positive refusal on the part of W. J. Gage & Co. was received. Allusion was made to Winnipeg orders. We have seen them and 10 per cent. off on all lines was the bargain. The party charged with selling at a discount late last season denies the charge.

From a letter from Robert Miller, Son & Co., Montreal, we clip the following:

"We would have been willing to have entered into the same arrangement as last year and know of no reason why it should have been departed from."

Oxford University Press.

Special Attention is Invited to the



1887

1887.

THE "JUBILEE" SLIP CASE,
(Registered Design.)

New 'Jubilee' Prayer Books

Which have been specially prepared to commemorate the celebration of Her Majesty's Jubilee.

They are elegantly and tastefully bound in BEST AUSTRIAN CALF (four colours—Ivory, Fawn, Tan, Royal Red), Padded, Red and Gold Edges, Round Corners, Gilt Roll with

EMBOSSSED "JUBILEE" DESIGN ON SIDE

Three sizes are supplied, with Hymns Ancient and Modern and Hymnal Companion in Two Volumes, in UPRIGHT SLIP CASES.

Several editions are issued in Single Volumes, with or without Hymns Ancient and Modern, and Hymnal Companion AT ALL BOOKSELLERS.

London: HENRY FROWDE,

Oxford University Press Warehouse, Amen Corner E.C.

TRADE NOTICES.

Thos. W. Rycroft, of The Toronto News Co., is off on a trip to England.

W. G. Boyes, one of the four Woodstock book-sellers, has found it necessary to make an assignment.

N. H. Granger is now a partner with his brother F. J. Granger, Montreal. Firm name Granger & Frère.

We regret to learn that Henry Brophy, Manager of the Montreal News Co., for some time has been very ill. He is getting round.

H. L. Mathews and A. O. Hurst are now on the road for the Copp Clark Co.

It is with sincere regret that we learn of the death of the wife of our old friend, J. W. Lester, traveller for W. H. Bleasdel & Co. Only about four years of happy wedded life. Only an indelible likeness now on the heart of the bereaved one.

After fifteen years of faithful service, Arthur F. Rutter has been admitted a partner in the wholesale book and stationery establishment of Warwick & Sons, Toronto. Commencing as entry clerk, he has faithfully filled all the various grades to which he has been promoted. The most laborious and important part of his work has been as manager of the Ontario Government book-binding, the firm being the contractors for that work, and for some time in charge of the department of government printing, assumed as part of the firm's business when the Grip Publishing Co. surrendered it.

We trust as a partner he will be as successful as he was as an employee.

The Copp Clark Co. show us the samples of cards from the manufactory of W. Hagelberg, Germany. This is the second year for those cards, some 150 in number. The designs are good, many of them novel, and the finish very good. They are reasonable in price.

George Wilkinson, of the Oxford Bible House, writes us that "the house has just added a new edition of the Bible in bourgeois, 8vo. on thick as well as India paper, making the largest edition of the facsimile series. He adds, "The Oxford Teacher's Bible is still to the fore, and sales exceed three-quarters of a million." Regarding trade here, his words are, "we have done a very good and satisfactory trade with Canada this year." We learn that a novelty in bookbinding has been introduced by this house, The Pellisfort. It is thus described:—"This novelty consists in the use of thin sheet metal for covers. The metal is specially prepared, and the cover may be bent and straightened again without perceptible damage. It may in fact be safely subjected to such treatment as would destroy ordinary covers. The metal is, of course, covered with the leather usually employed in bookbinding, and the finished book presents no difference in appearance except in the greater thinness of the covers."—*The Bookseller*.

We regret to have to chronicle the sudden death from heart disease of Beverley Heath, at New Glasgow, N. S., while on a trip for Simpson, Hall & Miller. His former connection with the Meridon Britannia Company, and the Toronto Silver Plate Company, gave him many friends, all of whom will

B. MARCUSE, MONTREAL.

MY TRAVELLERS

Are now out with Samples of

Christmas Cards and Novelties.

THE LINE SPEAKS FOR ITSELF.

PLEASE LOOK AT IT!

I am about to leave for the ART CENTRES of Europe to gather the latest novelties for Fall trade in Fancy Goods, etc.

A GOOD BUSINESS OPENING.

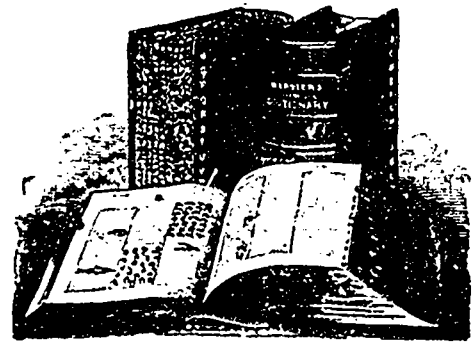
The Stock, Lease and Good-will of one of the oldest established and most widely known Book and Stationery houses in Canada is offered for sale. The stock is in excellent condition and such as is required for a HIGH CLASS TRADE. The store is centrally located in the prosperous and progressive city of Toronto, and the business is steadily growing in volume. Rarely such an opportunity is offered for securing a really good business: sure to go on increasing as Toronto grows in size and population. Other business engagements sole cause for sale. Principals only dealt with. Liberal terms will be made.

Address,

W.,
Care of BOOKS & NOTIONS.

WEBSTER'S UNABRIDGED

"A LIBRARY IN ITSELF."



The latest issue of this work comprises

A DICTIONARY

containing 218,000 Words, and 3000 Engravings,

A CAZETTEER OF THE WORLD

25,000 Titles, with pronunciation, &c., (Just added) and

A BIOGRAPHICAL DICTIONARY

nearly 10,000 Noted Persons; also various Tables,

ALL IN ONE BOOK.

It has 3000 more Words in its vocabulary than are found in any other American Dictionary, and nearly three times the number of Engravings.

It is the best practical English Dictionary extant.—*Quarterly Review, London*.

Webster is Standard Authority in the Gov't Printing Office, and with the U. S. Supreme Court, and is recommended by the State Sup'ts of Schools in 36 States, and by the leading College Presidents of the U. S. and Canada.

Published by G. & C. MERRIAM & CO., Springfield, Mass.

TO THE TRADE.

MESSRS. E. P. DUTTON & COMPANY, PUBLISHERS & IMPORTERS,

31 West 23rd Street, New York, and 2 Ludgate Hill, London, England,

Invite the attention of the Canadian BOOK TRADE to the following :—

9 Lovell's Court, Paternoster Row,
London, England, March, 1887.

We take pleasure in informing the Book Trade that we have made arrangements with MESSRS. E. P. DUTTON & CO., of New York, whereby they become SOLE AGENTS in the United States and Canada for our FINE ART BOOKS, whether printed in colours or mono-tints.

The line of goods they will have to show from us this season will be exceptionally fine. All applications for samples and terms should be made direct to them.

Faithfully yours,

HENRY J. DRANE & CO.

In addition to the above new line Messrs. Dutton & Co. offer as usual all the previous year's book publications of Mr. J. E. Hawkins, including a new and cheaper edition of "Fulness of Joy;" all the publications of Messrs. Griffith, Farran & Co., of London; Ernest Nister, Germany's Celebrated Lithographer, and the printer for us of those beautiful Art Gems, Spring, Summer, Autumn and Winter and those exquisite Colour Books for Children, "All Around the Clock," "Under the Mistletoe," "Christmas Roses," etc., etc. The last two lines mentioned we absolutely control and wholesalers can only obtain publishers' bottom prices through us. Our success last year warranted us this in bringing out a very large and handsome line American, English and German manufactured Holiday Publications.

Many Canadian Booksellers found it necessary during December last, to order from us in New York, goods we manufactured abroad, thereby paying double customs duties, as in all such cases we add the duties we have to pay to get our goods from abroad to New York (twenty-five per cent.) to the prices quoted by us to the Canadian trade in the spring.

Our Mr. E. C. SWAYNE will be at the Queen's Hotel, Toronto, from April 12th to 19th inclusive, and at St. Lawrence Hall, Montreal, from April 20th to 25th inclusive, with a full line of samples, and as we shall only visit Toronto and Montreal this year, we trust the Booksellers of those cities and neighbouring cities will find it to their advantage to call upon Mr. Swayne and examine our new line.

All orders placed with us during the dates mentioned will be for fall delivery on special terms, which can only be obtained then. Subsequent orders will be subject to 25% advance. Those not being able to see Mr. Swayne can apply direct to New York for terms up to May 15th, which is the latest date at which we can give the special terms.

E. P. DUTTON & COMPANY,

Publishers and Importers,

31 West Twenty-Third Street,
NEW YORK.

be shocked to hear of the sad event. He leaves a young wife and two children.

Some doubt having been expressed as to the exclusive agencies claimed by S. R. Briggs, owing to some former claims of exclusive agencies by houses not being altogether correct. The appended letter of James E. Hawkins is a specimen of one of those whose original have been shown us :

LONDON, Feb. 11, 1887.

MR. S. R. BRIGGS, TORONTO.

I hereby agree to appoint you as Sole Agent for my Publications for the Dominion of Canada, and I undertake not to supply any other trade house with goods, nor to allow any United States house the right to sell in Canada.

Yours faithfully,
JAMES E. HAWKINS.

The most handsome Trade Circular we have seen is the spring announcement of S. R. Briggs. Rich bronze and gold and printed tastefully.

George Spence (W. J. Gage & Co.) tells us that when in London he came across both Wm. Bryce and S. R. Briggs. The singularity of the meeting of those in such an immense city can only be explained on the natural drawing together of those who love each other as brothers.

A little while ago the representative of a Toronto house called on city dealers with samples of Christmas cards and about a week after his line was Easter cards. This is turning the seasons topsy-turvey with a vengeance.

NEW PAPER MANUFACTORY.—The *Ottawa Free Press* says: "The sawdust nuisance seems in a fair way to become a thing of the past, that is if a new enterprise upon which Bronson & Weston propose embarking should turn out a success and its example be followed by the other lumbermen. It is a well known fact that pure sawdust by a simple process can be made into magnificent pulp for paper manufacturing purposes. Bronson & Weston have determined to make a practical application of the idea and with this end in view, have purchased Thomson's grist mill and intend fitting it up with the machinery for the manufacture of paper. The mill will be ready some time during the spring, and there is every prospect that the venture will prove a success." This announcement to the public conjointly with the information that forty-four of the paper manufacturers have just entered into a combination—under a forfeit of \$2,000 each—to raise and keep up the price of paper will be hailed with joy by the 'poor printer' throughout this section of country. The manufacturers have also asked the Government to increase the duties from two and a half to five per cent.

Cost of the quantity of nineteen of the leading annuals imported by a Toronto wholesale house :

Laid down.....	\$3,358 00
Amount of same at wholesale list price..	\$4,136 71
Less 20 per cent.....	827 34
	<hr/>
	\$3,309 37
5 per cent. 30 days.....	165 20
	<hr/>
	\$3,144 17
Or a loss of.....	\$213 83
At 20 and 5 per cent for cash on 30 days the loss in filling orders is 6 1/2 per cent.	

HILDESHEIMER & FAULKNER'S

Christmas and

New Year Cards

SEASON 1887-8,

Awarded the First Prize (Gold Medal)
at the International and Universal
Exhibition, Crystal Palace, London, England.

To adequately display even a small proportion of the Cards that are published is a matter of serious difficulty to many retail houses.

In order in some measure to meet this difficulty, we have decided to supply Special Sample Books of our Cards, which will be made up in an attractive and compact form for the counter, and will include all our leading series

The Cards will be inserted in corners so that they can be removed and sold.

Numbers to correspond with the stock will appear over each series, and by their means further supplies can at any time be ordered.

The Books are intended for the Retail Trade only, and as they will be supplied under cost (the cards alone less a liberal discount being charged), we ask that they be usefully employed by those who favour us with orders for them.

The advantages of a tastefully arranged Sample Book will be readily perceived. Where it is adopted few (if any) Cards will be soiled.

At the commencement of the season, especially, it will be valuable to all Stationers, who without it could not conveniently show an assortment to those Customers who prefer to select their Cards early.

Orders should be sent us at once, and will be attended to in the order received.

The Book contains 300 Cards, value over \$30 at Retail Prices.

Customers who have not an account with us, will oblige by forwarding remittance or references.

The Toronto News Comp'y
42 Yonge St., Toronto.

ADVANCE NOTICE
Xmas and Fall Trade
1887.

I have pleasure in advising the Trade that I have just returned from my Annual European Trip, and that I have succeeded in personally selecting from the leading publishers in England, France and Germany, a splendid assortment in Chromo Hand-Painted Ivorine and Stevens' Silk Cards, and made up Novelties in Xmas and New Year Cards, which I hope will meet with your approval.

Buying these goods as I do direct from the Publishers, NOT FROM XMAS CARD AGENTS AS MOST OF MY COMPETITORS DO, I am in a position to offer the Trade Specially low prices.

My travellers are now on the road with samples, and will call upon you shortly, and at the same time your attention will be drawn to my fine line of Bibles, Pocket, Teachers', and Family; Miscellaneous Books from all the leading Publishers; also a very fine assortment of Photograph Albums, latest designs, which I selected when in Germany a few weeks ago. Hoping for a share of your advance orders, which will receive careful attention.

I am, yours respectfully,

WILLIAM BRYCE,
 IMPORTER & PUBLISHER,
 31 Front Street West, Toronto.

BROWN BROS.

Importing and Manufacturing

Stationers

64, 66 and 68 King Street East,
 TORONTO.

SPRING ANNOUNCEMENT.

Having entirely remodelled their establishment—newly arranged in separate departments—with almost double the room, are enabled to show their very large and well selected stock to much better advantage.

DEPARTMENTS.

PAPERS.—Fine writing, Ledger, Linen, Parchment, Standard, Hand-Made, Vellum; also common grades Writing, Blotting, all weights; Cartridge, tissue, Copying, Manila, Wrapping; White, Toned and Coloured Printing; Letter, Note, &c.

STATIONERY.—Envelopes, most desirable makes, English, American and Domestic; Cards and Cardboards, Inkstands, wonderful variety; Inks:—Stephen's, Stafford's, Antoine's, &c.; Pens, Pencils, Wax, Seals, Tops, Elastic Bands, Copying Presses and all office supplies.

LEATHER GOODS. } Wallets, Pocket Books, Purses, Portfolios, Music Rolls, Bankers' Cases, Letter and Card Cases, Ladies' Satchels a specialty, in Morocco, Plush, &c. This department has been greatly extended.

ACCOUNT BOOKS. } All sizes, kinds and descriptions kept in stock from the largest Ledger to the smallest Vest Pocket memo.; using best paper, genuine material, with First-Class Workmen and over thirty years' experience can guarantee the right thing and proper price.

Binders' & Printers' Material. } Leathers, Cloth, Marble Paper, Thread, Mill and Straw Boards, and all other Binders' Materials. Printing, Cover and Poster Papers, Cards and Cardboards, Bill-heads, Letter-heads and Statements.

BOOK-BINDING. } Unsurpassed facilities; every known improvement in machinery; the very best workmen; good material and close prices. Bookbinding for Publishers and the Trade, in leather and cloth in the best style of the Art.

A visit from the Trade respectfully requested. Letter orders promptly filled.

BROWN BROS. (Established 31 Years.), **TORONTO.**

BOOK NOTES.

The following books have been published by Rowsell & Hutchison, Toronto :

"Year-Book of the University of Toronto, 1886-87", by J. O. Miller and F. B. Hodgins. 75 cents.

A "Short History of the Church of England," by Rev. C. E. Whitcomb, 50 cents. A valuable little book for its members who have not the time to investigate thoroughly the doings of their old time historical Church. A reliable and carefully written book.

"Malcolm," a story of the Day Spring, by George A. Mackenzie. Ribbon book, 50 cents.

Love is the theme, unrequited love the sequel. A charming idyl of one whose honest fervour quenched, but not subdued, lives life's hard battle in grim solitude until, subdued by chastenings, he lives the better life that would perhaps have won his idol, had he in other days been what later he became.

There are but three characters delineated and these with a touch of reality that absorbs the intense interest of the reader throughout the little poem. For poem it is in the true sense of the word, rich in melody, perfect in metre, and in well chosen words pure from the well of English undefiled.

We but give the concluding words :

When Malcolm rose he saw the world dark-rimm'd
Against still depths of blue ; the river shone
Between its dusky banks ; and, like a soul
Cleans'd of all stain and trembling on the verge
Of sinless being, dawned the morning star.

The make of the book is creditable to the publishers who are also the printers.

Dawson Bros., Montreal, have issued another volume of the poems of C. G. D. Roberts, Professor of English Literature in King's College, Nova Scotia, entitled "Divers Tones." Price \$1.00.

In divers tones it certainly is, for while there is a good deal to praise, there is likewise much poor work within the covers of the book. Our main objection is the faulty metre. Were the author a novice it would not be quite so objectionable, but when we know that he has before this given to the public another volume, and it is known that he has had large experience as a critic there is no excuse for the limping rhythm of a great many of the poems. Besides there seems to be carelessness in the formation of a verse.

Take for an example of both these faults a verse quoted in the leading literary weekly of Canada as one of his best :

" And thro' the dust and din,
Smiling, thy heart shall hear
Quiet waters lapsing thin,
And locusts shrilling clear."

In the third line the first word must be pronounced *quite* to be proper measure ; and what is the meaning anyway of the last two lines ?

It looks as though having got to the sixteenth verse of an otherwise pleasant poem he finished it in a slipshod fashion.

The Tantramar Revisited, after the fashion of Longfellow, with others, gives us pleasing views of the Eastern provinces where the author feels at home, and these are, perhaps, some of the best specimens of his work, for there are poems of merit, notable of

Xmas Cards, 1887.

New Year Cards, 1888.

Last year we advised the Trade to secure the Cards best suited to the advanced cultured taste of the people, as being the article SURE TO SELL. Reports from the dealers proved

OUR ADVICE RELIABLE.

The custom of sending Christmas and New Year Souvenirs is FIRMLY ESTABLISHED AND GROWING. This is confirmed by postal authorities and the increased orders sent to the Fine Art Publishers.

WE ARE SOLE AGENTS FOR CANADA

For Wirths Bros., of London and New York, whose productions are universally famed for EXCELLENCE IN DESIGN, EXECUTION AND MATERIAL, and noted for ATTRACTIVENESS AND SALABILITY.

SEVERAL NEW FEATURES

Are introduced this year, among which is a select line of NOVEL PRIVATE CARDS. A small line of these—too late for Canada and the United States—met with IMMENSE SUCCESS in England last season. There are over 100 different designs, most elegant in style and specially adapted for a FINE CLASS OF TRADE and for people who consider the regular Christmas Cards old-fashioned.

Other lines include

EXQUISITE SATIN ART PRINTS in rich Plush and Chenille,
STRIKING AND CHARMING ODDITIES, noted for singular beauty,
A NOVEL SERIES OF ART PANELS with Frosted Flowers,
STRICTLY EMBLEMATICAL CARDS, Gold Edges, bevelled,
ARTISTIC NOVELTIES in choice, rich material.

LEADING ENGLISH AND CONTINENTAL ARTISTS

Have designed these cards and those who appreciate refined art will have their taste fully gratified.

OUR TRAVELLERS

Are now on the Road. Wait till you see our samples ; we are confident they will please, and you will find them, as before, THE MOST SALABLE GOODS.

WARWICK & SONS,

8 and 10 Wellington Street East,
TORONTO.

which Actæon and Collect for Dominion Day are examples of different styles, the latter having been given in BOOKS AND NOTIONS for July, 1886.

This poem is what gave us high hopes of the new book, and therefore the disappointment is keen when we find so many slips, for slips surely they are in rhyme and matter.

THE QUEEN'S JUBILEE.—We have note paper and envelopes, we have books and badges, we have a great many other novel things in Jubilee goods, but none we have seen are as handsome as the prayer and hymn books published by The Oxford Bible House, they having been especially prepared for this year's business. They are elegantly and tastefully bound in best Austrian calf (four colours—ivory, fawn, tan, royal red), padded, red and gold edges, round corners, gilt roll, with embossed "Jubilee" design on the side. No description can give an adequate idea of the exquisite beauty and rich elegance of these masterpieces of the designer's and binder's art. The cut in advertisement on another page gives a very good idea of the slip case containing prayer and hymn book.

WM. BRYCE, Toronto, has another book in press, "Jo's Boys," by Louisa M. Alcott, authoress of "Little Men," etc. No more attractive writer than Miss Alcott puts pen to paper; her "Little Women" is something unique and charming.

He has arranged with the publishers of "Little Lord Fauntelroy," by buying the copyright for Canada. He is preparing another edition. Notwithstanding the cost of copyright the price of the book will be still 25 cents. By-the-way, we notice that two leading Canadian papers are publishing the story as a serial. How will they stand with the new publisher?

S. R. BRIGGS, Toronto, has a new \$1.00 edition of "Credence's Concordance." Bible students can now purchase that invaluable work—unabridged, 757 pages, 2,270 closely printed columns, and about 250,000 references, with the proper names newly translated by a competent scholar. (This latter portion of the work strictly copyright, and can only appear in these editions.) And all this for one dollar! It is simply marvellous. We have before us a copy of the work, and find that cheapness has not been secured at the expense of workmanship, binding, or paper. In fact if there be any difference, it is in favour of this cheap edition.

His arrangements with English publishers for Christmas books are manifold. He will have a much superior assortment to what he had last year.

"MEMOIRS and Remains of Rev. Walter Inglis," by Rev. Dr. Cochrane, C. Blackett Robinson, J. Williamson & Co, publishers, Toronto. The life of a remarkable and noted man, whose missionary life in Africa was full of great promise until driven from the field. His after ministry in Canada, the last and longest period of which was in Aye, was of such a nature as to make him endeared to a large number of warm admirers. Hence the reason of his life being written by one who knew him well. \$1.

A second edition of "The Algonquin Maiden" will be issued shortly.

CANADIAN MUSICAL LIBRARY.

(Trade Mark Registered.)

STRANGE & CO.,

Publishers and Jobbers of Sheet Music and Music Books,
120 KING STREET WEST, TORONTO.

New Publications Now Ready.

VOCAL.

- 396 Long, Long Ago.....F, 2..Bayley 10
An old favourite.
- 395 Creep into Bed, My Baby..... F, 3..Delasco 10
Sung by LOTTA and HAVERLEY'S MINSTRELS and received with great favour.
- 392 Lost in the Fire.....Eb, 3..Christie 10
Sure to please.
- 391 Poor Tired Eyes.....Bb, 3..Rosenfeld 10
A beautiful song with touching words and melody.
- 390 Irish Minstrel.....G, 2..Scanlan 10
A popular favourite.
- 389 Let's be Friends and Love Again.....F, 2..Zanke 10
A love song that has all the elements of popularity.
- 233 I Won Her Little Heart When Dancing Bb, 3 Musgrave 10
Song and dance with catchy melody.
- 123 Last Night (Sehnsucht).....Eb, 3..Kjerulf 10
A beautiful love song from the German with English and German words.
- 2 The Winged Post.....F, 2..Mrs. Potter 10
A song that merits a large sale.
- 194 Home, Sweet Home.....F, 2..Bishop 10
- 193 Carry Me Back to Ole Virginia.....Eb, 3..Christie 10
- 182 Long, Long Weary Day.....F, 3..Abt 10
- 121 When the Swallows Homeward Fly.....C, 2..Abt 10
The above four songs are old favourites.
- 388 Love Comes Like a Summer Sigh.....Ab, 3..Spenser 15
From the new comic opera "The Little Tycoon." All the rage.
- 394 Birdie Was so Young.....DK, 3..Rosenfeld 15
A song that blends the humorous and pathetic. Just the thing to rouse the feelings of an audience.
- 393 Rock-a-Bye Baby.....Bb, 2..Canning 10
The great song sung by Haverley's Minstrels.
- 382 Remember, Boy, You're Irish.....Eb, 2..Scanlan 10
- 391 Why Paddy's Always Poor.....C, 2..Scanlan 10
Two new songs by this popular composer and singer. There is a great demand for them.

INSTRUMENTAL.

- 397 Beecher's Funeral March.....DKmi, 3..Blake 10
In memory of the late Rev. Henry Ward Beecher, by a well known composer.
- 394 Chapel Chimes.....Db, 4..Ryder 20
A brilliant concert or drawing-room piece.
- 393 Dreams of Heaven (March Celeste).....DK, 3..Blake 15
A beautiful piece meeting with a large sale.
- 387 Magic Spell Schottische.....DK, 2..Bellak 10
Very pretty and just suited for everybody.
- 386 Dress Parade March.....DK, 3..Wyman 10
An elegant composition.
- 385 Little Playmates Waltz.....DK, 1..Baker 10
A catchy melody for little fingers.

IN PRESS—READY APRIL 18th.

VOCAL.

- 418 Love's Request (Liebes Bit'e).....Eb, 3..Reichardt 10
- 417 Bonnie New Moon.....Ab, 3..Lynley 15
- 416 O, For the Bloom of My Own Native Heather..Eb, 3..Glover 15
- 415 I don't Like a Cur at My Heels.....Bb, 2..Boulard 15
- 414 The Bloom is on the Rye.....Bb, 3..Bishop 10
- 413 Juanita.....D, 2..Mrs. Norton 15
- 412 Queen of the Earth.....D, 3..Pinsuti 20
- 411 Jem.....Eb, 3..Cotford Dick 15
- 410 The Market Clock.....DK, 3..Bucalossi 15
- 409 Too Late, Too Late.....Eb, 3..Miss Lindsay 15
- 408 Thy Face.....C, 2..Marriott 10
- 407 Colleen Bawn.....C, 3..Benedict 15

INSTRUMENTAL.

- 419 Picolo Polka.....DK, 3..La Hache 15
- 406 Prince Imperial Galop.....DK, 3..Coote 15
- 405 Sieba Gavotte.....F, 3..Hosfield 15
- 404 Minuet Celebre.....A, 4..Boccherini 15
- 403 L'Ingenue Gavotte.....G, 3..L'Arditi 15
- 402 Golde Rain (Nocturne).....Eb, 3..Clay 15
- 401 En Avant (Forward March).....DK, 2..Erckens 10
- 400 Boston Dip Waltz Quadrilles.....DK, 3..The Original 15
- 399 Minuet de Mozart.....Eb, 3..Schulhof 15
- 398 Sounds from Home Waltzes.....G, 3..Gungl 15

The above vocal and instrumental pieces, numbered from 401 to 417 inclusive, have been printed abroad for the sole object of securing benefits enjoyed by American publishers in Canada that are denied to Canadian Publishers.

FANCY GOODS.

Trade shows signs of steady improvement.

Fancy goods—the trade weathercock—follow the times.

More brass and more plush seems to be the direction demand is taking.

Both brass and plush have risen in price, so reductions can scarcely be looked for.

Beware of trash because it is cheap; as times improve people want better goods.

American autograph and scrap have followed the American photograph albums, and have retired in favour of German goods, which are almost as well made and are much cheaper.

Lylonite toilet goods and stationers' novelties are very popular across the line. Lylonite is a superior kind of celluloid.

Silver-headed canes and umbrellas are having an enormous run in the States. Crooks and handles are being made to order with the name of the owner embossed upon them. They sell at all prices.

When foreign goods are offered for import order, the trade should not be afraid of them. Competition is keen enough to make the prices right, and after being once shown there will not be another opportunity of selecting from complete sets of samples. Jobs bought in the fall are principally leavings and cancels. We refer to Christmas cards, albums, autographs, scraps, etc., in particular, which are manufactured in Germany only after receipt of order.

Jubilee cards, medals and mementos are selling largely. Perhaps there is no investment in this direction so sure of a ready sale as the "Jubilee Flag," for decorative purposes. The pole is about two feet long, and the flag about 15x10 inches, with a portrait of the Queen, dates of her reign, etc., upon a red background. H. A. Nelson & Sons, Toronto, sell them.

It is very probable that the Dominion Government at the coming session will bring forward an Insolvency Act. We believe the step to be in the true interests of trade, and hope that, while it will relieve the honest but unfortunate business man, that it will bear very heavily upon those schemers who not only ruin themselves and their competitors, but bring dishonour upon the credit of the whole country.

The Acme Silver Company are bringing out a very elaborate show-card, handsomely mounted. Their Colonial and Indian Exhibition medal has just arrived, and President Parker is justly proud of it.

Toronto has too many dabbling in fancy goods. There should be room for at least one such store as Haines' Bazaar, of Detroit. A large capital would be required, but good money should be made in such an enterprise under vigorous management.

In the event of a war between France and Germany, imported fancy goods might be stopped altogether, or seriously delayed. If a crisis should come about it would be as well for the trade to have an understanding with the importers, so that they should not be left at the last moment without their Christmas goods.

HOLD ON THERE!!

The tendency on the part of the TRADE to BUY their fall stock LATER IN THE SEASON, coupled with the fact that a short delay will enable us to ENLARGE OUR LINES OF SAMPLES, has confirmed us in the determination NOT to show our goods AS EARLY this year as last.

But when we do exhibit our different lines we intend that our representatives will have the charge of nothing short of TRAVELLING BAZAARS, which—even if he does not wish to buy—it will amply repay the time of any dealer to inspect.

WAIT FOR US, we say, for we intend to create a revolution with NEW GOODS! NEW STYLES!! NEW PRICES!!!

XMAS CARDS. Those of the Trade who have not yet been visited by one of our travellers—every one will be in time—will find it to their advantage to wait. We are showing such an enormous assortment at such low figures that almost every one called upon so far has given us an order.

The Hemming Bro's Comp'y

(LIMITED), I

MANUFACTURERS & IMPORTERS

—OF—

Fancy Goods, Plush Toilet, Odor Cases, Novelties, &c.,

29 ADELAIDE STREET EAST,

TORONTO.

CHAS. GOODALL & SON.

PRIZE MEDALS.

London, 1862.

Paris, 1867.

Philadelphia, 1876.

Paris, 1878.

Sydney, 1879.



Melbourne, 1880.

Adelaide, 1881.

Christchurch, 1882.

Amsterdam, 1883.

Calcutta, 1884.

WHOLESALE AND EXPORT STATIONERS,

—MANUFACTURERS OF—

PLAYING CARDS,

Mounting Boards, Ivory Boards and Cards, Ticket Boards, Cardboards, Surface Cards and Boards, Message Cards, Bristol Boards, Carte-de-Visite and Photographic Mounts.

CALENDARS,

BALL PROGRAMMES

AND MENU CARDS,

MEMORIAL CARDS,

FINE ART AND COLOUR PRINTERS.

SAMPLES will be submitted by OUR REPRESENTATIVE, who will be in Canada in May and June.

MANUFACTORY :

CAMDEN WORKS, N.W.,

CITY OFFICE :

17, ST. BRIDE STREET, E.C.

LONDON.

"If you want to buy a New Bible, and want the **VERY BEST**, write for a List of the **OXFORD BIBLES FOR TEACHERS.**"

REV. C. H. SPURGEON.

"Too high approval can scarcely be given of this Oxford Bible."

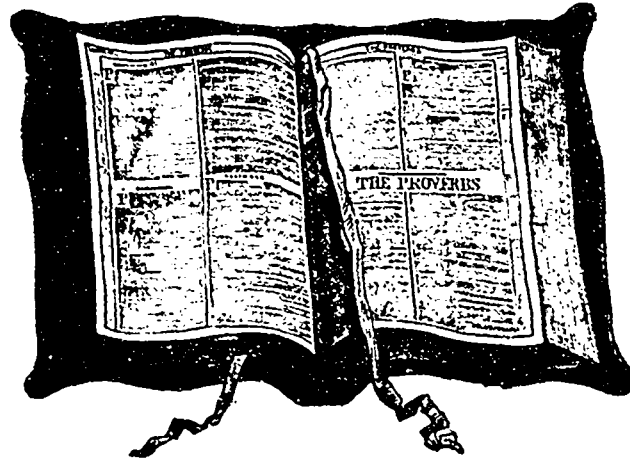
CHANCELLOR NELLES.

(Feb'y 17th, 1887.)

THE SALE OF THE

OXFORD BIBLE FOR TEACHERS

Already exceeds Three-Quarters of a Million Copies.



SEVEN SIZES

—ON—

BEST RAG-MADE
PRINTING
PAPER.

FIVE SIZES

—ON—

THIN OPAQUE
INDIA
PAPER.

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