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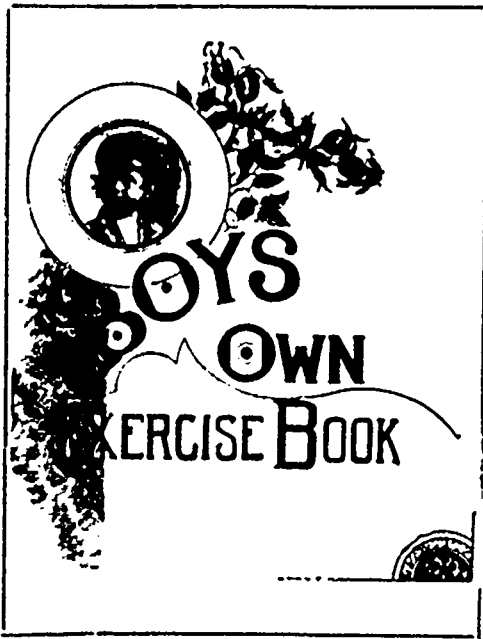
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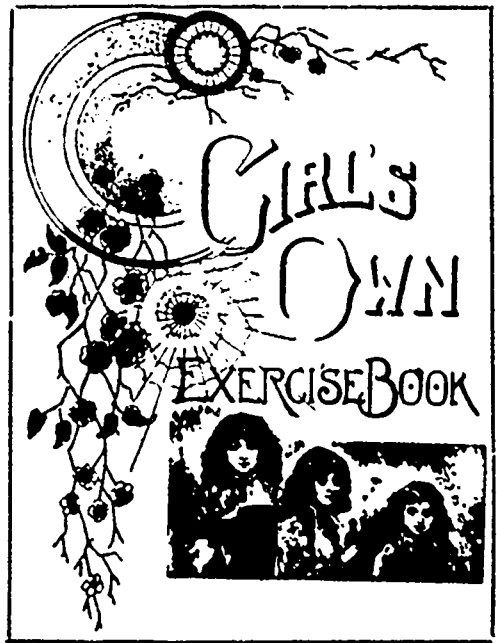
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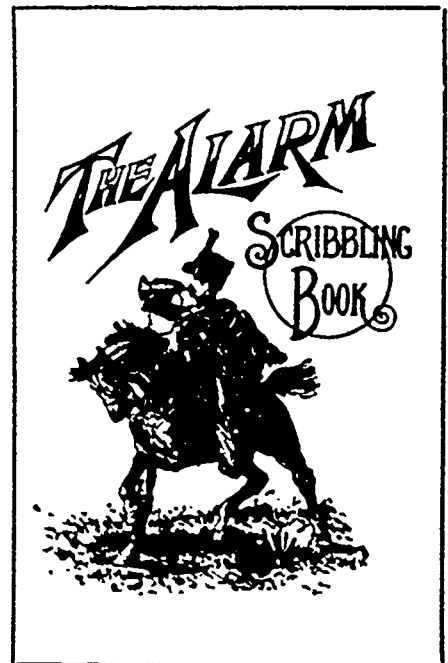
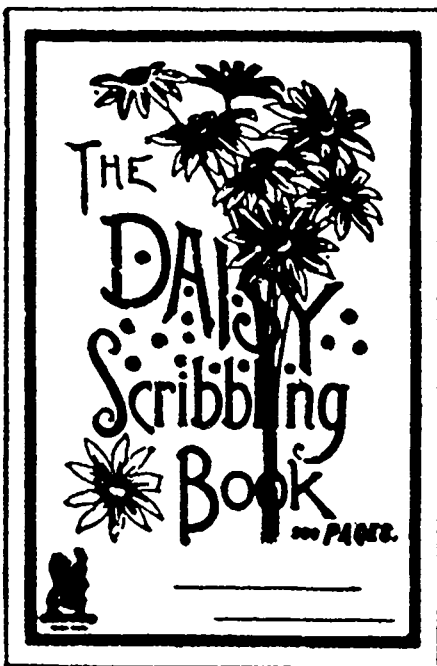
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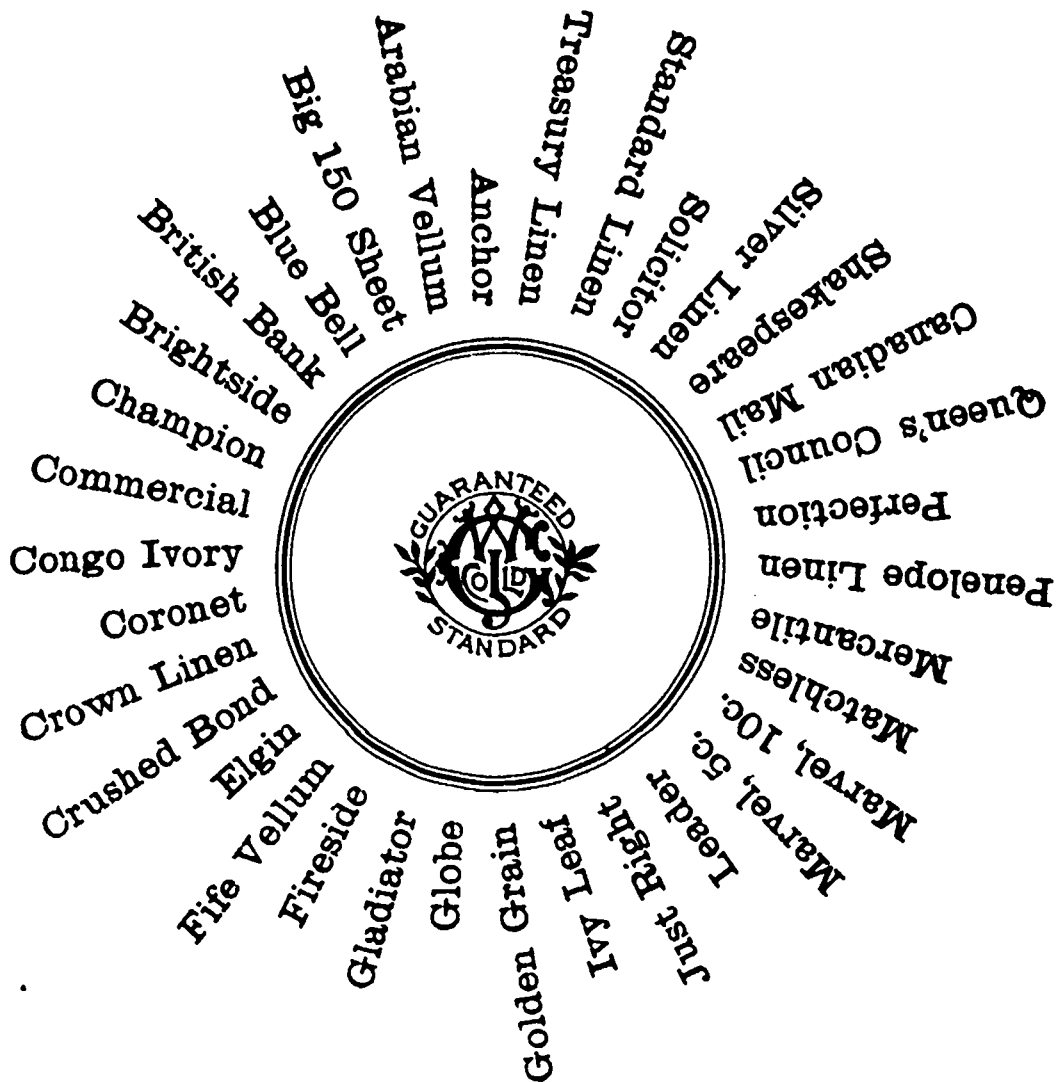
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BOOKS AND NOTIONS, TORONTO.

Vol. X. Toronto, Jan'y, 1894. No 1

HOW TO SELL PAPER BOOKS.



OW best to sell books is a huge problem, and many men have many ideas. This article will be confined to the writer's own ideas, and to paper books only. To make the plans more clearly defined, they will be laid down for a dealer in a town of 5,000 inhabitants.

To do a paper book trade in Canada, the dealer must first know what to buy. The new books are the best.

The knowledge of these can be gained only from publishers' circulars and trade papers. The circular is never certain to be sent you, the trade paper is—if your subscription is paid. This journal, alone, will not suffice, although it will help. A good United States journal is necessary. Any person desiring the names of some of the best journals of this kind, they will be given them, on receipt of a post card, with the request.

Then, when the trade paper is a certainty, the dealer must read reviews of the newest books, and decide whether the name of the author, the style of the book, and the price, combine in the suitability necessary for his trade. If the reviews and author's name denote a suitable book, he can order from two to five copies, according to his judgment, and the price. Care must be taken not to load up with books that will not sell. The

best way is to have only two copies for the first shipment, unless the book is by a well-known author, and in a popular strain.

Then, when the book is received, it must be examined, with the aid of a good review. Take, for instance, R. H. Savage's latest book, "For Life and Love." The dealer must know what other books he has written. They are: *My Official Wife*, *The Little Lady of Lagunitas*, *Prince Shamy's Wooing*, *The Masked Venus*, *Delilah of Harlem*, and *The Passing Show*. The dealer of ten years' standing will know them all well. The mere ability to mention an author's other books often sells a new book. The reader who appreciated "My Official Wife" will be an easy customer for "Life and Love," when informed that it is by the same author. But this will not always suffice. Take, for example, "Dodo," which has created quite a sensation in England during the past seven months, and in Canada and the United States during the last six weeks. Here was a new author. Benson was an unknown quantity, and his name was impotent. But to return to "For Life and Love." After knowing the name and author, the next thing is, What is the book about? The Review, and a hasty glance, gives the information. A young engineer is sent by his uncle and guardian to Texas, to look after some property there, and to lay out a new railroad. This was in 1874, when the South had not lost its Confederate sympathies, and when the negro problem was just becoming a menace. The author leads the reader from New York to Washington for a short sojourn, to pick up the first of "the tangled threads of the web of life, stained in wine and blood, brodered in fools' gold, twisted by the hands of the Fates, with fair women's jewelled fingers playing in the meshes, stretching from Texan camp to Cabinet on the Potomac, from Mexican strongholds to Texan ranchos, and from Havana and Liverpool to New York. After a most interesting gaze on Washington intrigue, the reader follows the heroes and heroines down through the Southern States, and through a tragic storm, where "the romance of four centuries of piracy, slave-trading, and smuggling, the dark mysteries of a hundred maritime atrocities, linger around the grassy keys, the winding inlets, and coral reefs of the Gulf of Mexico, whereon Spain, France, England, Mexico, and the United States warred for the final dominion of vast Texas." The reader follows on across the Texan plains to the fortified home of a Texan king, with his countless herds, and army of cowboys. The young engineer has fallen in love with the stern and crafty rancher's daughter, but treachery and vengeance make it a long battle for life and love.

With such knowledge gained in a very few minutes the book is ready to be sold. And the dealer exclaims, "All that trouble

to prepare to sell a 50-cent book, on which the profit is a paltry 10 or 15 cents!" It may be a crazy idea, but it may be worth a trial. It will sell one copy of the work here and another there, and the tale will have to be told five times to sell the first five books, then the dealer can wait. Those five books when read will sell other five, and so on. Moreover, it teaches each customer that you are a bookseller, not a mere cash register to note the price of the book and hand over the proper change. If books do not need to be talked up, why, all the country needs is a half-dollar-in-the-slot machine, and the passer-by can get any book desired. But books and chewing-gum are two different classes of merchandise. A blind fool can sell chewing-gum, it takes a man to sell a book. The bookseller who is a bookseller must be a veritable encyclopedia of information, and no abridged edition in one volume either. Go into a dry-goods store, and listen. Does the customer rely on the merchant's judgment? Certainly she does. She asks for it, and it is intelligently given, except in the large departmental stores where the clerks with judgment are hard to find—still more those who have any knowledge of the goods they sell.

The dealer who has a customer who comes home from the summer resort and asks for a certain book, and upon receiving the information that the dealer hasn't heard of it, exclaims, "Why, everybody was reading at C— last month. I read it myself, and I want to send a copy to a friend." Will she put that dealer down in her mind as a man to be relied on, or not? This is the man whose trade is made by other people, and whose trade is his, because there is no person else to get it.

The dealer says he has no time. Lord bless you! You cannot sweep out your own store, dust, clean lamp glasses, run errands, and sell books. Give the minor duties to a clerk, and make the time. It doesn't take much time, and as the dealer gets practice he becomes an adept at gaining knowledge, and a wizard at keeping it. Spend \$5 a year on trade papers and make \$10 by extra sales.

The dealer who knows the books by what is printed on the leaves makes his calling a noble one. He who knows the titles and prices only becomes a mere automaton, and his work is not life—it is merely active existence. The bookseller who loves the books he sells because they are acquaintances will have fewer wrinkles, a happier wife and family, and a longer life—yea, a longer purse.

Another point comes up. When the dealer gets a new book of this kind he must put it where he can reach it as soon as a customer comes in, and he must be always ready to say, "Here is the latest novel by so-and-so." Buying books and putting them on the shelves until people ask for them is

not buying and selling, it is merely buying. The boy of ten can sell a book when asked for if it is in stock and has the price marked on it. These remarks, of course, apply to new books coming out; what are known as "the latest."

Something might be said about advertising new books as received. Canadian dealers should not do this—it would be too startling altogether. Besides, such low-bred upstarts as the business men of Great Britain and the United States advertise. It is a low, tricky business. It unnecessarily increases sales.

So much for new books. A general stock must also be kept, but this stock should be varied, not large. It should contain only the best-known books. If a book is strange, do not order, for profits would be lowered by locked-up capital. Such books as Zola's, Charles Reade's, May Agnes Fleming's, and other well-known titles never come amiss. They can be sold always, when a customer wants a book to read, and there is nothing particularly new. Variety rather than quantity should be the aim.

Beware of libraries. That is, such libraries as the "Universal," "Advance," "Bijou," etc. They are undoubtedly useful, because there is a certain class who will buy literature, if the price is low enough. But there is always the danger of overstocking in titles that will not sell. Carefulness in choosing authors and titles must be exercised. Then the profits are small, and they are best used for specials for bargain-day. The dealer who does not know what "bargain-day" means, should ask his wife for particulars.

A man can do a large paper book trade on a small capital and a small stock. Two, three, or five copies of a book, if it is real good, will be his stock. These can be moved out rapidly, and re-ordered as soon as the stock is reduced to one. There will be but five or six new books each month, and a dealer can easily study these, and sell ten copies of each, between the times that he devotes to his newspapers and his stationery. A few spare minutes, now and again, enables the dealer to peruse his trade paper, blue-pencil the reviews of the books he has ordered, and to read the review and glance through the book when it comes in. After six months' training he will be ambitious to know all about new books, and after a year's study, he will be full of information which will bring many customers to his store who would have never otherwise appeared. It is the knowledge possessed by the bookseller which is power in the selling of books. He must be able to pour out an answer to any question concerning current works without a moment's hesitation. Conversation with book buyers will give him information in exchange. Thus he will be filling up and pouring out at the same time. This will make business pleasant; it will instil into

bookselling a charm which the dealer never found before. It will make him more confident, and confidence on the part of the seller begets confidence in the buyer.

To sum up. Know the names of books and their contents; read the reviews; advertise the books; talk the books; carry a small stock, the latest only; know more than your customers.

CANADIAN BOOKS OF 1893.

TO say that Canadian literature has attained to as high a degree of development as could be expected, would be as foolish as to say that Canadian books are not worth noticing. The average Canadian feels that books by United States or British authors are good enough for him, and he desires none other.

The year 1893 has been a most important one for Canadian publishers—important, because great progress has been made, although the total number of publications is somewhat insignificant. Some years ago, a book, entitled "Geoffrey Hampstead," appeared on the Canadian market, and only 25 per cent. of the edition was sold. Last year the sequel to it won a \$1,000 prize, offered by a Chicago publishing firm, and thousands of copies were sold. Praise rushed in for Stinson Jarvis, but his thanks to his fellow-Canadians must have been small, indeed. Sara Jeanette Duncan, Gillert Parker, Grant Allen, and Bliss Carmen are among the prominent names in foreign literary circles, and all these might have been ours, had we encouraged them in their youth. How many more such shall we lose? And, considering that we have lost such able men and women, how can we expect the list of Canadian books to be other than insignificant? Some Canadian books have been profitable, but their name is not legion. Five or six years ago, Charles Mair wrote "Tecumseh," and it ran through a large edition. "The Daughter of St. Peter," by Mrs. Conger, sold well at the time; and, last year, a miserable bit of fiction, by an unknown Eastern Ontario author, named Leewitt, sold extremely well. Goldwin Smith's works have always had a large sale. Other books have found a passing wave of favor, but, on the whole, it will be found that when a fair-sized edition was put on the market, from 25 to 75 per cent. remained unsold.

The books of 1893 deserve a better fate. The first book was "The Two Knapsacks," by Cawdor Bell (Prof. Campbell, of heresy fame), and it was worthy of greater popularity than it obtained. "Dr. Perdue," by Stinson Jarvis, was published in Chicago, but attracted much attention in Toronto, the former home of the author. Among the other novels, those worth mentioning are "Blood Royal" and "The Scallywag," by Grant Allen; "The Chief Factor," and "Translation of a Savage," by Gilbert Par-

ker; "Stories from Canadian Backwoods and Other Sources," by Chas. D. G. Roberts; "Donald Grant's Development," "On The Right Track," and "Archie of Athabasca," by J. Macdonald Oxley; and "The Simple Adventures of a Mem-Sahib," by Sara Jeanette Duncan. Of these seven brilliant prose writers, only three—Cawdor Bell, Roberts, and Oxley—are permanent residents in their native land.

The volumes of poems published this year afford ground for much encouragement and hope. Roberts' volume, "Songs of the Common Day," has added to his reputation. "The Dread Voyage," by William Wilfrid Campbell, has been much praised. "In Dreamland, and Other Poems," by Thomas O'Hagan, has increased the circle of this writer's admirers. The volumes from new aspirants are: "This Canada of Ours, and Other Poems," by J. D. Edgar; "How I Once Felt," by Geo. C. Currie; "Canadian Melodies," by Chas. Merkeley; and "Poems Lyrical and Dramatical," by J. H. Brown, who is well-known through his publications in *The Week*. Bliss Carmen's book of lyrics, entitled, "Low Tide on The Grand Pre," and Duncan Campbell Scott's "The Magic House," are the latest; the latter possesses a great deal of merit.

Just here, five collections may be mentioned: James Barr has published a volume on "Canadian Humor"; Geo. W. Ross, a collection of prose and literature, entitled, "Patriotic Recitations"; "Later Canadian Poems," by J. E. Wetherell, a handy volume, as it contains selections from a dozen Canadian poets; "Songs of the Great Dominion," being a similar compilation on a more ambitious scale, by W. D. Light houll; and "Stories from Canadian History," a collection of prose pieces, by Agnes Maule Machar and T. G. Marquis.

Under "General Literature," a number of books may be included, many of them of more than passing interest. "Castorologia" is a handsome volume on the Canadian beaver, by Horace T. Martin. F.Z.S.; "Georgian Bay," by J. C. Hamilton; "Sunny Manitoba," by A. O. Legge; "Stories from Indian Wigwams and Northern Camp-fires," by E. E. Young, author of "By Canoe and Dog Train," of which 50,000 volumes were sold; "Some Salient Points in the Science of the Earth," by Sir Wm. Dawson; "Butler's Rangers," by Capt. Cruikshank, author of several monographs on Canadian history; vol. vi. of Kingsford's "History of Canada"; "History of British Columbia," by O. H. Cogswell; "A Merchant Prince," being a biography of the late Senator Macdonald; "Biography of Most Rev. John Medley, of Frederickton"; "History of Early Missions in Western Canada," by Rev. W. R. Harris; "Lake St. Louis," a most handsome book, written by D. Gerouard, Q.C., M.P.; "Ontario Parliament Buildings," by Frank

Yeigh; "Sunday Afternoon Addresses at Queen's University"; "Afloat for Eternity," by J. B. Kennedy, of Norwich; "Lambs in the Fold," by Dr. Thomson, of Sarnia; "St. Mark's: A Souvenir of Niagara"; "Campaign Echoes," an autobiography of Mrs. Youmans; "The Need of Minstrelsy," a memorial volume of the late Dr. Stafford's sermons; and a "History of Upper Canada College," by the Principal.

A fitting close to the year's publications will be J. G. Bourinot's book, entitled, "Our Intellectual Strength and Weakness." Our intellectual weakness lies, undoubtedly, in the fact that our schools and colleges pay no attention to Canadian literature.

THE OREGON TRAIL.

AN illustrated edition of *The Oregon Trail*, by Francis Parkman, published by Little, Brown & Co., recalls the historian's death on November 8, 1893. Canada lost in him one of the most careful and painstaking historians she ever possessed. Kingsford, Dent, McMullen and many others have written on Canadian history, but not with the grace of Parkman, nor with an equal patience and industry.

Francis Parkman has uncovered the springs of Canadian history. Canadians can best show their appreciation of what he has done for them by taking advantage of the opportunities his work affords for a closer study of the scenes and incidents, the men, the motives, and the methods, which he found so deeply interesting, and the story of which he has told so thrillingly and graphically. Parkman's works should be studied in our schools, and be on the library shelves of every Canadian who aspires to a knowledge of how his country came to be his.

It is forty-six years since the sketches contained in the volume mentioned above first appeared in *The Knickerbocker Magazine*. It has been printed many times since then, and it is as fresh to the reader as if it had been written yesterday, and as if the facts which it bore witness to were still facts. There is a charm in the writing of this author which is based upon the simplicity and fidelity of his narrative. These qualities in his early days were promise of his future performance. And, truth to say, in more serious undertakings, he never far exceeded his early sketches of travel in the essentials of writing. By all who are strangers to the book it will be found a fascinating volume, and many who have read it before will be chained to its pages, if they attempt it again. Parkman started out to study Indian life as it actually was, and he knew the Indian as he was, not as he was reported to be. He crossed to the Rockies in 1846, having started from St. Louis, up the Missouri. What he saw and what he experienced he has told to a million readers in "The Oregon Trail." In his preface to

the illustrated edition, written in September, 1893, he laments the metamorphosis of the West: "For Indian teepees, with their trophies of bow, lance, shield, and dangling scalplocks, we have towns and cities, resorts of health and pleasure-seekers, with an agreeable society, Paris fashions, the magazines, the latest poem, and the last new novel. The buffalo is gone, and of all his millions nothing is left but bones. Tame cattle and fences of barbed wire have supplanted his vast herds and boundless grazing grounds. Those discordant serenaders, the wolves that howled at evening about the traveler's camp-fire, have succumbed to arsenic and hushed their savage music. The wild Indian is turned into an ugly caricature of his conqueror, and that which made him romantic, terrible, and hateful, is in large measure scourged out of him. The slow cavalcade of horsemen armed to the teeth has disappeared before parlor cars and the effeminate comforts of modern travel."

Francis Parkman was born in Boston on September 16, 1823. His father was the Rev. Francis Parkman, D.D. When a child deceased lived at the house of his maternal grandfather, at the edge of extensive tracts of wild land, near the town of Medford, going to school in the village and spending most of his leisure time in the woods. This probably laid the foundation of tastes which proved lasting, and perhaps he profited as much in watching birds and insects and trapping squirrels and woodchucks, as in his less congenial studies of Latin and Greek. He entered Harvard College when seventeen, and received the degree of A.B. in 1844, followed, a few years later, by that of A.M., and more recently by the honorary degree of LL.D., which he had before received from McGill College of Montreal and Williams College of Massachusetts. Most of his college vacations had been spent among the forests and mountains of Maine, New Hampshire and Canada, partly from natural inclination and partly in preparation for a work which he had planned on the conflict of the English colonists of North America with the French and their Indian allies. To this task a practical knowledge of the forests and their inhabitants seemed to him indispensable. In 1846 he went to the Rocky Mountains, and became domesticated among the Western Dacotah, then much less hostile to the whites than they soon afterwards became. The band in whose lodges he lived has since been exterminated in battles with the Americans. By living among them, hunting with them, etc., Mr. Parkman gained a familiarity with primitive Indian life, which could have been acquired in no other way. He soon after published in the *Knickerbocker Magazine* an account of this journey. It was republished in 1848 in a volume entitled "The Oregon Trail." He began the execution of his literary

project by the publication of "The Conspiracy of Pontiac" in 1851. This was an account of the general uprising of the Indian tribes against the British colonies, after the conquest of Canada. Chronologically, it should have been the last instead of the first of his series of histories, or rather a sequel to them. The subject, however, afforded the best opportunities for the exhibition of Indian life and character, and a great mass of manuscript material, laboriously gathered during the previous four or five years, was ready to his hand. "The Pioneers of France in the New World" was published in 1865; "The Jesuits in North America," in 1867; "La Salle and the Discovery of the Great West," in 1869; "The Old Regime in Canada," in 1874; "Count Frontenac and New France under Louis XIV.," in 1877; "Montcalm and Wolfe," in 1884, and "Half Century of Conflict," 1893. Translations of these books have appeared in France and Germany. The collection of the necessary materials for these works involved an enormous amount of labor. The chief sources were the archives of France and England, the use of which required repeated visits to those countries. Many documents also have been obtained from the collections of societies and private persons on both sides of the Atlantic. Mr. Parkman has been for years one of the seven members of the corporation of Harvard University. He was vice-president of the Massachusetts Historical Society, corresponding member of the Royal Society of Canada, and member of most of the historical societies of Canada and the United States, as well as of various learned societies in England and on the continent of Europe. Mr. Parkman, who celebrated his seventieth birthday on September 16th, has for years been forced to depend upon the eye and hand of another for the performance of his work, his own sight having long been too weak. While engaged in his first historic work, "The Conspiracy of Pontiac," for about three years he was unable to bear the light of day at all, and could not make the least attempt to read or write. Later, however, says a Boston paper, he recovered the use of his eyes to a great extent, and was able to do considerable writing, but for reading or any continuous effort they were not available.

He was constantly tormented by rheumatism, but worst of all to bear were his sufferings from insomnia, which makes a night of good sleep the greatest of all blessings. The outdoor life, which he loved so well, and which gave him the fine sense for natural scenery and conditions that constitutes one of the greatest charms of his writings, fortunately afforded great relief from his pain.

The Germans have, it is said, discovered that a satisfactory kind of paper can be made from the refuse hops that have hitherto gone to waste in breweries.

ONTARIO'S SCHOOL READERS.

THERE is a big time ahead for the Ontario Minister of Education and for the publishers of the different readers for use in the public and high schools of Ontario.

The right of publishing the Public School Readers, now pooled by W. J. Gage, the Copp, Clark Co., and the Canada Paper Co., expires soon, and the players in this publishing drama are getting their cards in shape. The highest hand wins a big pot. G. W. Ross, the able minister of this department, is shrewd and plays carefully, but he has pitted against him a man who has made book publishing a life study, and this man has one or two pretty skillful assistants. There is fun ahead, and knives may be used before the game is over.

Then the W. J. Gage Co. has suddenly discovered that they hold some copyrights which have been infringed in the compilation of the High School Reader, and they have taken legal steps to stop the selling of this book. Dealers in the country must not be surprised if they wake up some morning and discover that they have no source of supply for either High School Readers or Public School Readers.

Some English publishers have discovered that they hold copyrights on selections in the Ontario readers, and one of them has entered suit for damages. Some wise heads say that a new set of readers may be necessary, but this is not likely. All this is part of a great game, and the progress and results will be very interesting.

J. G. BOURINOT.

J. G. BOURINOT'S new book, "Canada's Intellectual Strength and Weakness," has appeared. Whatever laudatory remarks may be applied to the literary part of the book, the binding and style of the book must be condemned. In appearance and size it looks exactly like Lovell's old Public School Geography, and shows no taste whatever. The publishers, Foster Brown & Co., of Montreal, have a good reputation as booksellers, but their fame as publishers will not be much enhanced by this book. It is called No. 1, of the Royal Society of Canada series, and this may account for its shape and cheap binding, but its appearance will kill its sale over the counters of the bookstores.

The author has produced a work which has been much needed in Canada, and one which will find a ready welcome among the literateurs of this country; it would be welcomed by the masses, too, if it was sent forth for them, but apparently it is not. Mr. Bournot is a great student of books, and an indefatigable compiler of facts. No one has ever been bold enough to accuse him of being original, but in this book he makes the greatest attempt to attain originality.

Without a more thorough reading of the work it would be unfair to pass a final opinion.

He explains that there are three well-defined eras of development in Canada: The French Regime up to 1760; the era from 1760 to 1840, and from 1840 to the present time. Each one is treated separately, and thoroughly and carefully analyzed. The author gives due credit to every indication of strength and lays bare every proof of the present weaknesses.

MONTREAL NEWS.

THE holiday trade this year was large in quantity, all the fancy-goods dealers admit, but the quality and price of the goods asked for was not up to the same standard as in the few previous years. Nevertheless it is worthy of note that many of the houses report a business of fully 15 per cent. over that of last year, so that no doubt the one fact will offset the other.

Notman & Co. are having a remarkably good sale of their group photo. of the Montreal Board of Trade.

German toy workers are renowned the world over in all lines. Porter, Teskey & Co. report that their boys' violins had an unusually good demand.

There was a good demand from city confectioners for Christmas packages for their goods. J. C. Wilson & Co. say that the demand on this account with them was fully equal to that of last season.

The doll counter in Messrs. H. A. Nelson & Co.'s establishment was the great centre of attraction for lady visitors to their warehouse. Their line of fine dressed dolls turned out a good speculation.

The actual Christmas and holiday trade was much better with W. Foster Brown this year than last, but the month's business as a whole showed a falling off, and it is the same with the others in the trade.

Hy. Birks, the well-known jeweller, has published a really artistic trade catalogue this year of the goods which he is offering the public. In addition to a description of these is given a sketchy and pleasant resume of Montreal.

Colin McArthur & Co. are very busy at present on their new designs of wall paper for next season. BOOKS AND NOTIONS is assured that they will offer to the trade this year one of the finest lines of wall paper ever submitted for its approval.

The stationery trade had something to talk about the other day, when a private demand of assignment was made on Mr. Geo. Bishop personally, of the well-known firm of Geo. Bishop & Sons, St. James street. The exact circumstances of the case cannot be learned as yet.

The idea with most buyers this season for holiday presents were moderate-priced goods. Messrs. R. Hy. Holland & Co. had

some good selling lines of goods in this connection, which went well. A line of dolls that they offered were especially good sellers.

The Sabiston Lithographic Company have added a new branch to their business. They have commenced the manufacture of fine playing cards, and some of the samples shown the writer were first-class specimens of fine workmanship. They will offer an extensive assortment of these goods to the trade of the Dominion.

Wm. Drysdale & Co. will shortly bring out an attractive Easter booklet from the pen of Dr. J. M. Harper, of the Educational Department, Quebec. The work consists of a poem on Sacrament Sunday, being a well-told story of the habits and customs of the Sacramental season in the old land in the good old times.

Mr. Hy. Brophy, the manager of the Montreal News Co., was laid up with a very severe attack of "grippe" during the month. Mr. Brophy is able to be about again, but he tells his friends that he had a very hard pull of it. He has a large circle of these, and they are all glad to see him on his feet again.

Mr. Foster, the managing partner of Messrs. J. C. Watson & Co., wall paper, reports that they are still compelled to work overtime if they are to get their orders out on time. They have been compelled to do so ever since the first of October, and they profess to be thoroughly well satisfied with their season's business.

Messrs. J. B. Rolland & Sons have issued their usual almanacs for 1894, which contain a vast amount of interesting matter to the agriculturist and others. The works comprise "The Agricultural Almanac," "The Commercial and Historical Almanac," "The Family Almanac," and the Ecclesiastical calendar of the province. All the works are published in French.

H. A. Nelson & Co.'s establishment on St. Peter street presents a changed appearance to that of last month. Then the shelves were crowded with a bewildering array of toys and other holiday novelties. These have gone to fill the stockings of our young folk on Christmas morning. Electrical and mechanical toys was the principal run with the Messrs. Nelson this year.

Mr. William McLennan, the well-known writer, is about to publish simultaneously in the United States and Canada a history of old Montreal under the French regime. The work will contain reproductions of a number of rare old views which have never been given in any other work of the kind, while the matter contained in it will comprise a lot of interesting sketches with regard to the early settlement of the city by the French, and of the course of events up to the time of the conquest.

TRADE CHAT.

THE will of the late Mr. Thomas Logan, president of the Canada Paper Company, has not been probated. The estate will realize upwards of \$600,000.

Mr. W. J. Gage has just returned from a trip to England. Business and pleasure.

Colin McArthur & Co., wall paper manufacturers, have issued a handsome lithographed calendar illustrating their factory and having a good portrait of the head of the firm.

John McMillan, St. John, N.B., have issued a handsomely gotten up calendar which does them great credit, as the leading book and stationery house of New Brunswick.

A proposition has been made that the Kingston Public School Board supply free books and materials for the pupils, under the same conditions the Toronto Board have adopted. The reform is viewed with favor.

A pretty souvenir of Port Hope has been issued by W. Williamson, bookseller, of that town. It consists of about twenty finely finished photogravures of scenes in and around Port Hope, bound in booklet form.

The late Miss Booth, editress of Harper's Bazaar, was so extremely conscientious that she read every story, to which she was at all attracted, three times in as many different moods, before she recognized its right to be printed, and then only if it passed each test.

The Canada Paper Co. has issued its famous memorandum Tablet Calendar for 1894. Each sheet is of different quality of paper, and there is one sheet for each week with divisions for each day. It is ahead of lithographed calendars.

Fred. Ansley will represent the W. J. Gage Co. in Montreal and the Maritime Provinces, with head office at 26 Mechanics' Buildings, St. James street, Montreal. This gentleman is well-known and respected in Montreal, and will, no doubt, be successful in his particular sphere.

The Ontario Gazette contains notices of new companies incorporated that have head offices in Toronto, as follows: The Teller Envelope Co. (Ltd.), capital \$250,000, provisional directors, John Teller, Denver; John Barber, Georgetown; Louis Bouvier, John Ellis and William Hall, Toronto.

The many friends of Mr. P. Smith, so well known as the representative of C. M. Taylor & Co., will be glad to know he will still continue his visits to them, but for the future they will be under the auspices of the wholesale fancy goods and notion house of Harris H. Fudger.

A change has been made by the Copp, Clark Co. both in the route of their several travelers and in the travelers themselves. J. T. Swift will, in future, have all the west to himself, and his many friends down east will, undoubtedly, miss him until they learn to appreciate the sterling qualities of W. J.

Fosdick and J. F. Hunter, who will, between them, give the ground added to their present territory good attention. Mr. J. W. Burns, formerly their north-west representative, will take some of the west north of Mr. Swift's territory.

It will be a surprise to find in a spring line of fancy goods several attractive novelties, but this surprise is in store for the customers of Harris H. Fudger, whose fancy goods buyer (Mr. E. A. Kantel) has just returned from a three months' tour of the German, Austrian, French and English markets.

The copyrights on about one-half of Dickens' novels have expired. The nine works on which copyrights still remain, and the year in which they will expire, are as follows: Bleak House, 1894; Child's History of England, 1895; Hard Times, 1896; Little Dorrit, 1899; A Tale of Two Cities, 1901; Great Expectations, 1903; Our Mutual Friend, 1907; The Uncommercial Traveler, 1911; Edwin Drood, 1913.

Mr. Geo. Warwick, of Warwick Bros. & Rutter, has gone on a flying trip to the Pacific Coast. He will call on the leading booksellers of Manitoba, the North-West, and British Columbia, and will show them as neat a working line of samples as they ever were asked to inspect. Special pains is taken by this firm to show excellent goods in an excellent way, and this is a feature which does them credit. The other travelers are also out for new trade, Mr. Sutton taking the Maritime Provinces, Mr. Charles Warwick Western Ontario, and the other travelers their respective routes.

Messrs. I Suckling & Sons, the Toronto music publishers, yesterday gave their affairs into the hands of Mr. E. R. C. Clarkson, for the purpose of liquidation. The firm has been in existence for 18 years, and has done more to the advancement of music in Canada than probably any other house in the Dominion. They have many valuable copyrights and a superior stock of music and musical merchandise, and as the assets are estimated at several thousands in excess of the liabilities, it is not likely that the creditors will be materially affected. Mr. George H. Suckling is the sole member of the firm. The announcement will be received with regret, especially by musical people.

Christie, the printer, lives in Brandon, Man., and he is a hustler. He does a huge book and stationery business, a good printing business, owns a big square block in the town, well built up with houses and stores, and, lastly, publishes a paper. The Christmas number of this paper, which is called "The Eye," presumably because it is printed on what is known as eyesight paper, was a beauty. The cover is one of the most handsome pieces of colored border that we have seen in Canada for some time. It is striking and well executed, although it must be acknowledged that in eastern Canada the rage

for this class of work has almost passed away. The supplement is a neat piece of work, being photographic views of the city of Brandon. The reading matter and illustrations are choice.—Printer and Publisher.

The Minister of Education is having prepared for publication at an early day a series of official documents, letters and papers, designed to illustrate the history of education in this Province since 1792-1795. Persons having any letters, papers or documents relating to the establishment of local schools or institutions of learning between the years named and 1840 would greatly oblige the Minister by letting him know of their existence or by sending to him copies of the same.

The late Sir John Abbott was representative of the Inkerman division of the Dominion Senate, and it is likely that J. C. Wilson, the paper manufacturer and ex-M.P. for Argenteuil, will be his successor. The town of Lachute is in this district, and in this town are situated Mr. Wilson's paper and pulp mills. At present extensive additions are being made to these mills, showing that Mr. Wilson is a progressive manufacturer; and in the Senate he could be expected to be a progressive legislator. Canada's Parliament should have as many practical men of business as possible, and when business men manage the affairs of the State, the P.O. deficit may vanish, and the other administrative expenses may be lessened. Democracy will never be successful until she induces hard-headed men of business to come to the front of her legislative bodies. But this will never be while "self" predominates over "the general good," and while the pursuit of wealth is man's primary object.—Printer and Publisher.

Messrs. James Bain & Son, the well-known King street booksellers, report the best Christmas trade they have ever experienced. Their sales of books, in choice bindings particularly, have been very large. A whole counter was devoted to leather bindings of the poets, standard works in sets of 3 and 4 volumes, etc. Mr. Huestis states that in his fifteen years' experience in selling books he has never had a better day's sales than on the Saturday preceding Christmas. A special feature was the very large demand and sale of Ruskin's works in choice bindings. A large importation was made, yet the stock was almost exhausted. The "Prince of India," in cloth and in their own special half-calf bindings, had a ready sale. Their sales of this popular work are already well up in the second hundred. Whitcomb Riley's poems in cloth and half-calf had a large sale, as did also the standard poets in the better bindings. Calendars, booklets and cards were almost entirely cleaned out by Saturday night. In the stationery department a large number of boxes of notepaper and envelopes in the various tints and sizes were disposed of. The embossing department was also kept very busy during the special holiday rush. Mr. Bain expresses himself as quite satisfied with the holiday trade.

THE BOOK OF THE FAIR.

BY HUBERT HOWE BANCROFT.

THE fact is established that the World's Columbian Exposition is the greatest of its kind, greatest not alone in dimensions, but as an exemplar of the progress of mankind. Nor is it probable that the present generation will see its superior as a display of the products of human endeavor, that by any nation or people it will be considered advisable, or pleasurable, or profitable, to expend the years of labor and millions of money requisite for a more extended showing of what man can do at his best. On the other hand the time may come when it shall not be deemed inexpedient to render continuous the World's Fair idea, when the strain on intellect and industry will not seem too severe to plant in some convenient spot a City of Civilization, perpetually to stand, enlarging with the enlargement of the mind, and yielding fruit of every kind.

However this may be, the present brilliant spectacle is upon us, in all its beauty and utility, a palpable and most interesting reality, and the question is how to make the best use of it, how to secure the fullest and most permanent results from the lessons it teaches. We may consider it from every point of observation, study it through the summer, and review it in the autumn, but we know how quickly vanish scenes caught by the eye and preserved only in the memory. With all our cold storage of learning in libraries, how little is really known to-day of the score or two of world's fairs held within the century at an aggregate cost of many hundred millions of dollars! Much that was beneficial remained, garnered in the intangible storehouses of human experiences, but how much more was lost! The cause is clear. There has never been a properly written history or description of any one of these remarkable exhibitions; there has never before been made what might justly be termed *The Book of The Fair*.

It is the purpose of the present work to supply this deficiency in the literature of world's fairs so far as the Exposition of 1893 is concerned. Great as will be the beneficial influences of this greatest of civic displays, nine-tenths of its benefits will form no lasting boon unless secured in some safer receptacle than the memories of men. Obviously, the best and most enduring form for the preservation of any kind of knowledge is a properly written and illustrated book, whose author entertains first of all an adequate conception of his subject, with the ability to present the same systematically arranged, and in clear and logical sequence. Pictures alone, however beautiful, however essential to the imparting of knowledge, are not of themselves enough; the intellect as well as the eye must be entertained. To produce the best results, the best talents of both author and artist must be brought into requisition, that what the mind receives

through the eye may be impressed upon the understanding.

How far these aims and conditions have been fulfilled in *The Book of The Fair*, it is for the reader to determine. To say that no efforts have been spared, no time or money withheld which might tend to the achievement of the highest results, that the best artists who could be secured in Europe and America were brought to Chicago to illustrate the carefully prepared text of an author of established repute, would go for little did not the literary, artistic, and mechanical features of the work prove worthy of the labor and expense bestowed. The verdict of approval, however, we are receiving from every quarter, and the high approbation thus far bestowed by those most competent to judge, we shall endeavor to merit to the end.

The Book of The Fair is the only work in any wise attempting to reproduce in print the Exposition entire. In this respect it is without a competitor. It confines itself neither to art alone on the one side, nor to dry statistics on the other, but aims to present in artistic and accurate form the whole realm of art, industry, science, and learning, as here exhibited by the nations, so far as can be done within reasonable limits. The work will consist of 1,000 imperial folio pages, 12 by 16 inches, to be issued in 25 parts of 40 pages each, at the rate of about two parts monthly, and at the price of \$1 a part. It will contain over 2,000 of the finest illustrations, from official sources, many of them full-page plates covering 102 square inches of surface.

For its superior excellence and artistic beauty, with cuts of the finest, and heavy paper of highest enameled finish, *The Book of The Fair* was selected by the Miehle Co. to be printed as an exhibit on their new improved press in the Machinery hall of the Exposition.

CHARLES SANGSTER.

CHARLES SANGSTER, poet and journalist, died at the residence of his nephew, William Sangster, Kingston, last month, aged seventy-one years. In early days he was attached to the staff of the Kingston Whig.

Charles Sangster, called Canada's own poet, was born at the navy yard, Kingston, on July 16th, 1822. He got a meagre education, and had he not studied energetically before he reached man's estate he would not have been quoted among the eminent men of the country. At fifteen years of age he first got employment in the laboratory at Fort Henry, where he helped to make the cartridges with which Capt. Sandon, of the Royal Navy, battered the old windmill at Prescott. Mr. Sangster was later appointed to the ordnance department, where he remained ten years on small salary, without any possible chance of promotion. In the summer of 1849 he resigned and went to

Amherstburg, becoming editor of the *Courier*. At the end of a year he returned to Kingston, and for ten years was manager of the *British Whig* under the late Dr. Barker. He later joined the *News* staff as reporter, and in 1868 he accepted a position in the post-office department under the federal government, and removed from the city to Ottawa. Prior to this he contributed poetic effusions to the Canadian press and brought out two books, highly spoken of by able critics.

During Mr. Mackenzie's administration he bettered Mr. Sangster's official position, which eased the poet's mind and pocket. Those who got up the "Royal" and "Ontario" series of school books, kept Mr. Sangster before the public. He left Ottawa with a good retiring allowance. Since his superannuation he lived at Buffalo, N.Y., and Kingston.

He was married in October, 1867, to Henrietta, second daughter of the late Dr. James Meagner, and by her had six children, three of whom died very young, and in the summer of 1884 his wife passed away. Scores of writers and journalists wrote glowing eulogies on Mr. Sangster's ability as shown in his book, "*Hesperus and other Poems.*"

He was justly regarded in earlier days as Canada's national bard. He had a deep regard for everything British and was inspired with kindly and commendable feelings. Some passages in his poems are regarded as beautiful and lofty, rich and grand in expression, and honourable alike to head and heart.

THE MAGAZINES.

LORD ABERDEEN'S picture forms the frontispiece of the *Review of Reviews* for January. There is also an article on Lord and Lady Aberdeen, by W. T. Stead, who visited these people in Canada a few weeks ago. The mission and destiny of Canada is also treated of in an article which comprises most of what Mr. Stead said in Toronto when he delivered an address. Newsdealers should do well with this number.

The *Methodist Magazine* for December was especially good, and was a fitting number to complete the thirty-eighth half-yearly volume of this journal. It has a host of readers and deserves its success.

The Vanishing Moose is the title of an article in the *January Century*, by Madison Grant, an experienced hunter of moose in Canada and the United States. Various methods of hunting moose, its distribution in North America, and special reference to its extermination in the Adirondacks, are the leading features.

The *Overland Monthly* has a special New Year's number worthy of dealers' attention. The stories are many and varied—a curious tale by Leonard Kip of a witch's cauldron, a weird ghost story of an attempt to bribe a Legislature, ending in a sudden introduction

to truth, an exciting football story, with the roar of the bleachers in it, a story of a Texas cowboy and his subjugation by a little half-Mexican wife, and a tale of a complication between a typical club man and a goured newspaper writer, under the title, *The Rich Fool and the Clever Pauper*.

The Canadian Magazine is doing wonderfully well just now. The Christmas number was undoubtedly one of the best things ever given to Canadian magazine readers. January is to hand with some excellent articles. Newsdealers should give this monthly the fullest possible advantage in the matter of display and advertising. It is one of the few signs which show that Canadians take an interest in literature.

The Christmas number of *Toilettes* has as a frontispiece a large photo-engraving of the Rt. Hon. the Countess of Aberdeen, the wife of Canada's Governor-General. The whole number was exceedingly good, and many newsdealers found a profitable sale for it. At \$1.50 a year it is a paper which suits the purses of the ladies.

Gilbert Parker supplies the opening chapters of a serial story in January Lippincott's, *The Trespasser*, which will run through six numbers of the magazine. It deals with a Canadian of high family, who comes from a wild and wandering life to take his rightful place in England, and is of uncommon force and interest. This story should help Canadian newsdealers to extend their list of subscribers.

Francis Parkman's remarkably heroic and fruitful career is the subject of a careful study by the Rev. Julius H. Ward in *McClure's Magazine* for January. A series of portraits of Mr. Parkman, and numerous pictures of his house, library, and so on, add greatly to the attractiveness of the article.

McClure's Magazine for January will contain short stories by Mrs. Louise Chandler Moulton, I. Zangwill and Gilbert Parker.

THE CHRISTMAS TRADE.

FROM many towns comes the report of an increased holiday trade. Stratford, London, Hamilton, Galt, Ottawa, and many other Ontario towns, have happy dealers. Toronto is unhappy. Collections are very, very bad, owing to the destructive competition waged between the big store and the small one. The North-west trade has been fairly good. Maritime Province trade, so far as heard from, is average. The Quebec trade can be seen from our Montreal correspondent.

Collections are nearly equal to last year. One or two houses report better terms than last year—E. G. Nerlich & Co. and Warwick Bros. & Rutter; while one or two report more requests for renewals. On the whole, collections can be said to be equal to last year, with a few weak spots exposed.

The situation is decidedly better than the wholesalers had anticipated.

BOOK NOTES.

W. J. GAGE has secured an interim copyright of the book called "Reality vs. Romance," or "A Journey Through South Central Africa," by Jas. Johnston, M.D.

The December number of *BOOKS AND NOTIONS* was full of book news that will be good for two months yet. Preserve it.

Cooper & Co., 11 Front west, Toronto, are pushing F. T. Neely's "Parliament of Religions." It is in one volume of over 1,000 pages, is well illustrated, and retails at \$2.50.

We have received the winter catalogue of the Fleming H. Revell Co. In its neat form, splendidly arranged contents and index, the bookbuyer finds a book-lover's catalogue. Ever increasing (the additions during 1893 numbering 175 titles), the list still maintains its high standard and adds only such books as are of true worth.

Cooper & Co. are handling "A Tennessee Judge," by Opie Reid, from the press of Laird & Lee. This book was reviewed in last month's issue. They also report a continued demand for Benson's "Dodo" and Savage's "Life and Love."

Mr. S. B. Gundy, the genial manager of the wholesale department of the Methodist Book and Publishing House, sailed on the 30th ult. for England to appropriate for his house as much of the "cream" as he may capture in the European market. There are few who know the needs of the Canadian book trade better than does Mr. Gundy, and as he is an intelligent and shrewd buyer, the trade may look to seeing a very choice range of samples shown by the Book Room travelers in the spring.

The Fleming H. Revell Company announce as ready the following new books. *The Way Into the Holiest*, an Exposition of Hebrews; *Key Words to the Inner Life*, both by Rev. F. B. Meyer; *Everyday Religion*, by Hannah Whitall Smith, author of *Christian's Secret of a Happy Life*; *Bible Studies for 1894*, by Rev. Geo. F. Pentecost, D.D.; *Jesus Himself*, by Rev. Andrew Murray; *The Young Preacher*, by Rev. T. L. Cuyler, D.D.; *The Divine Unity of Scripture*, by Rev. Adolph Saphir.

The issue of 40,000 copies of Nattress's "Physiology and Temperance" within three months is rather remarkable, and should gratify author and publisher alike. Dr. Nattress certainly made a happy hit in this little work. Not only is it an excellent school text-book, but the preparation of such common-sense chapters as "First Aids to the Sick and Injured" and "How to Prevent Disease" make it invaluable in the home. No doubt also the agitation over the Plebiscite movement helped to swell the sales. The N. Y. National Temperance Advocate refers to this book as "one of the best books of its class that has yet appeared in any country." The book has been recommend-

ed by the Minister of Education of British Columbia for use in the public schools of that province.

The Methodist Book and Publishing House are at work on a third edition of Lew Wallace's "Prince of India," the demands of the holiday trade having exhausted the second edition. This is good bookselling, and does not look as though hard times were so severely felt after all. Lew Wallace, if he can always score such successes as *Ben Hur* and *Prince of India*, can well afford to write leisurely. These two books are among the world's best books, and are sufficient in themselves to secure to the author a place among "the immortals."

An artistically-designed booklet has just been issued, containing a collection of the tuneful verse of Mr. Alan Sullivan, a talented young Canadian who, though his training has been scientific, courts the muse with most pleasing effect. Mr. Sullivan, who is the son of Bishop Sullivan, has already submitted his work to the test of public criticism, and the result has been most gratifying to himself. The present collection—"Venice and Other Verse"—embodies a wide range of subjects, the treatment of which shows the author to be possessed of the true poetic genius.

A constant spectator at every fire in New York city, and a frequent visitor at the engine houses of the department of New York, is James L. Ford, the author of "Hypnotic Tales." Mr. Ford has written a book for boys on the subject, which is called "The Third Alarm." The story gives full descriptions of the arrangements and equipments of what is acknowledged to be the best fire department in the world; so that any boy, after having read it, will be able to signal a fire, to mount a truck, and, if necessary, to man a hose. Mr. Frank N. Gregory has made some spirited drawings for this record of the adventures of a New York boy. It was published by Brentano's in time for the holidays.

"Through Evangeline's Country." This is the title of a finely-printed and profusely-illustrated volume—a description of the land of Evangeline, of which every Nova Scotian is justly proud. The writer is Jeannette A. Grant; the publishers, Joseph Knight & Co., Boston. Along with graphic descriptions of the country are given many interesting historical statements and reminiscences of the Acadians. The book opens with a bit of Acadian history. Then follow racy pen pictures of "The Border Land"—Yarmouth, St. Mary's Bay, Annapolis Royal, Annapolis Valley, Cornwallis Valley, and Grand Pre. There is also a neat map of Western Nova Scotia, and thirty-six illustrations.

Pentecost's *Bible Studies on the International S. S. Lessons* comes to us this year greatly improved in the matter of mechanical production. Commencing as it does with the volume for 1894 a new series of the

Course of International Lessons, the volume as now produced will be largely sought for. Filling a unique position in S. S. Literature, it is competitor of no other volume and attracts alike the teacher and pastor. The added interest in the volume will be increased by the fact that it is now published by the Fleming H. Revell Co., who have every facility for introducing it to the notice of the buyers of this class of literature.

Among the recent issues of Blackie & Son (Toronto. Williamson), is a new story by C. Phillips-Wolley, author of "Snap," which is sure of finding a ready sale in Canada, and will be found on the shelves of the enterprising bookseller. The book in question is entitled "Gold, Gold in Cariboo. a story of adventure in British Columbia." This indeed promises to be one of the successful books of the year. The pages teem with the existing incidents of life in the rude precincts of the gold camp. This is, so far as we know, the first effort of the novelist in the rather fine field afforded by the gold fever of '58 in the Province of pines and peaks. This splendid story is likely to place the writer in the front rank of popular writers of the day. We shall review the book in our next issue.

The Bancroft Company, Auditorium Building, Chicago, are engaged in a work deserving of more than passing notice. It is the reproduction in book form, in the highest style of art, of the entire Exposition. In The Book of the Fair, as the work is called, the great panorama will move from the past to the present, in logical and historical order. The reader will observe how the foundations upon which previous fairs were built gradually broadened, and like some magical plant he will see the unfolding of the ideas which are at the base of the Columbia Exposition. Having introduced this latest and greatest of the world's fairs, the book will trace its evolution in all details, will show how it was built, and who were its chief founders, and then picture it not only in its general but also in its special features. In the evolution of the broad foundation upon which the Fair is established, in the creation of the Fair itself, and in the presentation of the gorgeous and bewitching spectacle which is now before us, the pencil of the artist and the pen of the author will be complementary, each assisting the other.

Frederick George Scott, of Drummondville, Que., is well known in Canada as one of the most gifted of our poets, but, if we are to judge from a story written by him and recently issued by the well-known Edinburgh publishers, Messrs. Oliphant, Anderson & Ferrier, we may expect him to win fame as wide and as lasting by his prose writings. The story in question is entitled "Elton Hazlewood," and is handled here by the publishers' Canadian agents the Methodist Book and Publishing House. The N. Y.

Bookbuyer comments as follows: "Frederick George Scott strikes a fresh note in 'Elton Hazlewood,' a note of pathos and tragedy in the life of a young Englishman, whose career is described by his intimate friend. The various episodes in his life are pictured with a tense dramatic vividness, the development of character being logical and consistent, and the presentation of the narrative being governed by a fine artistic sense." Prof. C. G. D. Roberts writes: "As a contribution to Canadian literature, it seems to me unquestionable that 'Elton Hazlewood' should be marked with the very few—three or four at most—distinctly creditable things which Canadian literature has to show in the department of imaginative prose."

BIRDS OF ONTARIO.

IT must be with pleasant anticipation that lovers of our Canadian wild birds look forward to the publication, by the Methodist Book & Publishing House, of a fully illustrated and revised and enlarged edition of Mr. McLraith's first publication on the "Birds of Ontario."

The delightful study of the daily history, habits and distinctive peculiarities of the bird life which abounds on every side of us, will receive from this labor of the author the necessary stimulus to place ornithology abreast with other departments of natural history.

The full use Mr. McLraith has made of all the available data from every source, to supplement his own store of knowledge, is the best assurance that, in this coming volume, we shall have the most reliable and authoritative "vade-mecum" to the study, possible.

An ordinary reader, casually glancing over the statements of the habits of one little bird, cannot form the slightest estimate of the enormous amount of patient research, the hours spent in watching, searching out, comparing, necessary to be done to confirm or alter previous data, that is comprised in one simple brief sentence.

It is only those (and very few indeed they are) amongst us, who have some knowledge of the subject, who can fully appreciate the difficulties the author has overcome, as well as the great value to science, of such a carefully prepared and interesting work. Heretofore Ontario has been to ornithologists almost a terra incognita. This cannot be said by any one in the future, thanks to Mr. McLraith's work. The classification adopted is that which obtains throughout this continent.

The feature of a thorough description of nests and eggs, and the interesting data connected therewith, will greatly enhance the scientific value of the work, as well as prove an important factor in popularizing it among our youths.

MR. CRANSTON'S LETTER.

WE have received the following brief letter from Mr. Cranston, the energetic bookseller, of Galt:—I presume BOOKS AND NOTIONS has entered upon 1894 with increased vigor. Yours certainly is a model paper in its line. I have not time to more than state that Xmas trade with us was above the average all month, and the day before Xmas was the biggest day of trade in our experience here. Expensive goods were not sold as readily as formerly, but the sales of medium-priced goods was much larger than ever. Celluloid, aluminum and silver or nickel goods were much sought after and brought good prices. Albums sold fairly well. Glass goods and cups and saucers were slower this year. Xmas cards, booklets and calendars sold remarkably well. Toys and novelties were in demand, dolls especially so. As we had sleighing, hand sleighs and cutters were sold out.

Yours, with best wishes,

J. K. CRANSTON.

A NEW ARITHMETIC.

PAGES 157 to 198 of the new Public School Arithmetic are issued in paper cover to retail at 10 cents. This is done to render unnecessary the purchase of the whole arithmetic by pupils who have the old edition, and are taking fifth form work only. The exercises are identical with those in the authorized edition. The book is entitled, "Public School Exercises in Arithmetic and Mensuration," and deals with Interest, Partial Payments, Averaging Accounts, Stocks and Bonds, Partnership, Approximate Calculations, Involution, Evolution and Mensuration. Dealers might do well to introduce this book to the notice of public school teachers. The Canada Publishing Company are the issuers of the book.

THE NAPANEE PAPER CO.

The Napanee Paper Co. of Napanee has made an assignment to Mr. G. E. Challes of Toronto, who has been their representative here for some time. The concern has been in difficulties for some months, but an arrangement was made with the principal creditors whereby an immediate assignment was staved off. An execution put in, however, by one of the creditors not in the arrangement brought matters to a head and an assignment became necessary. The liabilities are somewhere about \$100,000, including \$50,000 to the Western Canada Loan and Savings Co., covered by mortgage, and \$20,000 each to the Merchants Bank and the Ontario Bank. The assets are placed nominally at \$200,000. It is thought Mr. Challes will be able to keep the mills running until a purchaser has been found. The company was organized in 1874, and in the past did a very large business.



"WELL, HERE'S TO YOU, AND MANY OF THEM."

AMONG THE WHOLESALERS.

H. A. NELSON & SONS' travelers go out in about a week with a full assortment of spring goods. Rubber balls will be in full range, as will marbles, tennis goods, cricket, special designs in croquet, Arrowwanna and other hammocks, fishing tackle, etc.

The W. J. Gage Co. Ltd., has sent out a very handsome New Year's greeting circular; it is one of the nicest we have seen.

An open letter to their customers appears in the advertisement of Buntin, Gillies & Co. Hamilton, on the back cover of this issue.

The W. J. Gage Co. Ltd., report business very brisk in their envelope factory, they are crowded with orders from every section of the Dominion.

Mr. W. C. Cunningham has just returned from a trip to the Northwest and Pacific coast points, where he was in the interests of his firm, Buntin, Gillies & Co., Hamilton.

Mr. Fred. Ansley will represent the W. J. Gage Co. Ltd., in Montreal and the eastern provinces. He has opened an office at room 26, Mechanics Building, St. James street, Montreal.

The travelers of the W. J. Gage Co. Ltd., are all out on the road again after the Christmas holidays, and are showing a great many new lines of writing tablets padded by the perfect process.

J. C. Watson & Co. of Montreal have prepared a condensed set of wall paper samples comprising the cream of their line, which they will send free to any dealer who desires to place an order for spring delivery. This is an unique departure for a wall-paper firm.

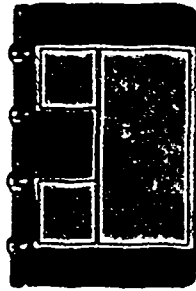
That games are not for Christmas time only is proved by the many orders received since Dec. 25th by the Copp, Clark Co. Ltd. Their magnificent line of games are deservedly popular, as much time and attention is given to their manufacture and everything done to ensure their completeness and attractiveness.

The Canada Paper Co. will show one or two new colors in window-blind paper for the spring trade, and carry their regular brand of extra strong. Their satin-finished duplex blind paper, which was such a success last year, will again be shown. They make a specialty of the neat and business-like way in which their goods are prepared for shipment. Their stock of staples, such as note-paper, foolscap and envelopes, has been overhauled, replenished and re-assorted. Dealers will notice this when their travelers call again.

Nerlich & Co. have succeeded in beating the market on rubber balls, and are receiving an extensive shipment of these goods bought before the recent rise. They have issued a special price list, and are giving their customers the benefit of the low prices at which

the stock was secured. Mr. Nerlich is on his way back from Europe, having selected a large assortment of fancy goods for importation orders. Travelers will be on their respective tours with their new samples by the end of January. James Crosby will take his trip through the Maritime Provinces. Their calendars are still in demand; they have a few left.

The accompanying cut represents No. 3 quality of blank books which the Copp, Clark Co. are now stocking largely. Zephyr paper, 30 lbs. to the ream, is used, ruled to



all patterns, and with the red leather bands, cloth sides and gold rollings on sides and back serves to make a bulky, attractive and fast-selling blank book. W blotters is the name given to a line of blank books, size 6 x 9, to be had, day-book - journal, ledger, cash, or minute-book ruling. These are books designed for private use, and are well bound in red leather backs and corners, cloth sides and marble edges. The paper is of a heavy weight and azure.

The latest invention in steel pens is "The Reservoir," manufactured by the Eagle Pencil Co., of New York. These pens, they



claim, will retain the flow of ink fully four times as long as any other pen, and make the frequent dipping of the pen into the ink entirely unnecessary. Another of their manufacture worthy of notice is No. E 190.



This is the pen which was chosen by the four supervising principals of the Toronto public schools, as being superior to Esterbrook's or Spencerian No. 1, and is now being used extensively throughout the province in the larger public schools.

Buntin, Reid & Co. are going out of the school book trade, and are now clearing out their stock, offering some snaps. A line of the newest thing in paperies is shown, and their whole range is worthy of attention. An ink-well with a nickel stand, cover and pen-rack, made in imitation of a turbine wheel, is a novelty of much value. The ink-bottle contains three compartments in which different colored inks may be kept. All are reached through the one aperture. Their envelope factory is now on their own premises

and under their own control. They have introduced a new process of gumming, which overcomes all the difficulties generally experienced in this work. They will thus be able to make some goods which the trade will find very desirable. Their "serpentine" cover paper, an imitation of a wood grain, is shown in all colors and in box and cover sizes. It is controlled in the Dominion by them, and is one of the most taking specialties now shown by the paper houses.

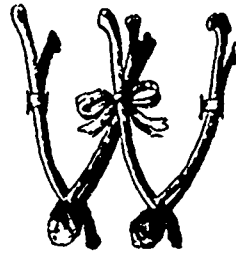
Hart & Riddell's handsome factory on Wellington street has been busy night and day for five weeks preparing sufficient of their celebrated flat-opening blank books for their customers. Their patent has been adopted by the Dominion Government, and this stamps it as the best in use. Their No. 50 letter-book is having a big run owing to the fact that it is especially made for those who use typewriters. They have been appointed Dominion selling agents for the well-known Waterman Fountain Pen. A huge trade is being done in general stationery. Since getting out their new catalogue and since putting up all their paper for typewriter and legal use in special dust-proof boxes, with patent means of taking out the paper, they have experienced an increase in demand. It pays to give the people something better than they can get anywhere else, and this is what Hart & Riddell aim at.

NEW MUSIC.

DEALERS who handled "The University of Toronto Song Book," which enjoyed an enormous run of 25,000 copies, will be glad to hear that Suckling & Sons have recently published another volume called "Student and Minstrel." It is similar in material, composition and editing to the University song book, but is published in paper only, at 75 cents, and will doubtless find as ready a sale as the former volume. The book is an entirely new collection of part songs, glees, choruses, etc., admirably arranged for male voices, a few of its numbers being, Dudley Buck's artistic arrangement of "Annie Laurie," for four voices; "The Little Old Red Cradle," solo and chorus, by J. L. Gilbert, composer of "Bonnie Sweet Bessie," Scanlan's "Swing Song;" "Old Man Moses," by David Hume; "Canniballee," "Prodigal Son," "Dear Canada to Thee," etc., in all forty-seven numbers.

The Anglo-Canadian Music Publishing Association have recently published "Enfant Cheri" for the piano in F, by C. Bohm. It is a number of pleasing effect, involving no technical difficulties, and for "something nice and easy" may safely be recommended.

"Two Dreams," song by J. Lewis Browne. This is Mr. Browne's first contribution as a Canadian, and is in capital style, melodious, and of excellent effect. It can be had in two keys. B flat (mez. sop. or bar.) and D flat (sop. or tenor.)



WATCH for BOOKS AND NOTIONS, March issue. It will contain a list of the current Canadian books revised to date, and other special matter and advertising. Those who desire extra copies or extra advertising space must apply early. Publishers are requested to send a list of all books, by Canadian authors or concerning Canada, published since the last issue of this catalogue in BOOKS AND NOTIONS, or of any books omitted from such issue.

BLANK BOOKS.

THE Brown Bros. are busy manufacturing blank books. They are making stock of a line of their patent flat-opening books in medium, demys, and caps, in all the different rulings, and will now be able to supply these for immediate delivery. Another line of medium and demy ledgers are shown, whose special feature is that they are full-bound in Russia bands, and are very handsome. They have, also, new lines in foolscap books in full duck, Russia bands, and half-bound, down to the cheapest grade of blotters. In fact, their stock of account books is very large and varied, and they are doing a rushing trade in their bindery. They have an excellent reputation for this class of goods, and the product of their bindery is noted for the excellence of the workmanship.

They have received some new shipments lately, including fine cut-glass inkstands on mahogany and oak bases, fine mucilage bottles of various sizes, new sponge cups, including a line of very heavy cut-glass, and a repeat order of their well-known letter-presses. This latter line has been well known for years, every plate being thoroughly tested before leaving the factory.

PRANG'S PRODUCTIONS.

The holiday issue of fine art publications by L. Prang & Co., Boston, Mass., is always eagerly anticipated, both by the trade and the beauty-loving public at large, and, as usual, their expectations have been more than realized this season; for the line is varied in subject, beautiful in execution, and highly interesting in text, when reading matter accompanies the pictures.

Among Prang's fine art pictures, one of the most charming is "Budding Life," by Ida Vaughn, a beautiful portrayal of child and flower life, such as might be expected from the brush of this gifted artist, whose knowledge of children and flowers is intimate and complete. In this picture a little tot is represented standing ankle deep in a bed of flowers, and throwing up her hands in joy at the beautiful life to which she is just awakening. This picture comes in a plain mat 13 inches by 18½. Another picture by the same artist, "Good-Night," makes a charming companion piece to the above. It represents a youthful mother carrying in her arms a little child, white-robed for her couch, who has evidently just been brought out to say good-night to the rest of the family.

In bringing out their holiday line, Prang

& Co. always bear the pleasure of the little ones in mind, and have long ago discovered that nothing pleases them better than views of animal life, particularly if there is an element of humor in the composition. Cats and dogs are always favorites with the children, and with older folks as well for that matter, and "Thomas's Orchestra," which is the title of the latest production in this line, is bound to achieve success as great as that of its predecessors. The picture, which is 20½ inches long by 13½ high, represents six cats sitting up in a row and playing on various musical instruments, while the original Thomas (cat) himself sits upright with his back to the audience and vigorously wields his baton. The method employed by this orchestra in making music has many things to recommend it over the usual way of ordinary cats.

In shaped booklets there is the usual variety, one of the most taking being "Dot Long-Handled Dipper," a clever representation of a tin dipper to be hung on the wall. The bowl is hinged and by turning it up we find the poem within, and also a half-tone portrait of the author, Charles Follen Adams, whose pseudonym of Yawcob Strauss is so well known. There are also several illustrative sketches in color by "Boz," the popular artist. This poem, which is a clever travesty on the "Old Oaken Bucket," is in the author's happiest vein, and bids fair to equal "Leedle Yawcob Strauss" in popular appreciation.

TOYS AT NUREMBERG.

WHATEVER may have been in the past does not apply to the present. We have bought toys in AmsterJam, but have been quite unable to buy a box of soldiers of Dutch manufacture. No; the toys sold in Amsterdam, like the toys sold in London, mostly hail from Bavaria; and from one particular town in that ancient kingdom. Nurnberg, the Bavarians call it, but by us it is known as Nuremberg.

The commerce of this quaint and picturesque place dates back to 1050 at any rate, and has therefore the charm of age in addition to the great charm of novelty which adheres to its present products, which are the delight and wonder of so many nurseries.

Dolls in thousands first see the light in Nuremberg, and the puppet population of the district is greater than that of the citizens. Nuremberg is distinguished from such large towns as Manchester, Chemnitz, and Liege by the fact that its industries are, to a great extent, the industries of the home in contradistinction to the industries of the factory. There is no doubt a central home or office for each firm, but the work is done by the operatives largely at their private dwelling places.

The streets are narrow, but the shops are well dressed. A large toy shop in the main street attracts many admirers at its windows, lined with toys of all sorts and conditions. The actual manufacture is carried on at S. Johannis Stadt, an industrial village, within a mile of the town of Nuremberg. The firm of Heinrichson are specialists in the production of those lead soldiers which form the subject of a well known household tale.

Soldiers as we see them in our toy shops in the Lowther Arcade and in our play-rooms, appear very simple indeed, but they are not so. It may seem that they have but to be made and packed into wooden boxes, which the Nurembergers rightly prefer to those lump cardboard boxes with glass lids, which used to be so much in vogue. The soldiers in their day play many parts. The first necessary is that the manufacturer or one of his chief assistants must make a constant study of history and of costume ere he first puts the uniform on.

Herr Heinrichson, for instance, who devotes himself mainly to the designing of the soldiers, has a good library of ancient and modern illustrated volumes on history, so he is constantly introducing novelties into the market. It is his part to furnish the sketches which act as models, and amongst the styles of soldiers he has introduced are Crusaders, Zulus, Tyrolese, Assyrians, Persians, ancient Greeks, and many of more recent costume. The services of the engraver are next in request, and two moulds are needed, in which are hollowed out the two sides of the soldier. The metal is then poured between the two moulds, which are pressed together, and a soldier is the result. Odd bits of lead at the

angles have afterwards to be removed in a separate department, but otherwise the soldier is as complete as he is colorless.

The painting, which is mostly done by the "gentle" sex, is entirely from models, a series of which forms in miniature an International Military Museum. After this comes the harmless, necessary sorting and packing, which need little description. Soldiers crowded together in the immense fortress of a Nuremberg warehouse do not remain long in barracks, but speedily scatter throughout the civilized world.—Ex.

EZRA A. TAYLOR.

DURING the past week one of Canada's historic booksellers has passed away in the person of E. A. Taylor, who for many years ran a bookstore in London, Ont., and was entangled in the Jas. Campbell & Sons' failure some eight years ago. He was born in Cookshire, Que., and



learnt the book business in that province. He afterwards went to Boston for a short time, soon returning to Canada, and commenced business in London, Ont., with a Mr. Wilson as partner. After he had bought the business for himself he suffered from a heavy fire and was compelled to assign. But this only brought into prominence the superior qualities of the man, for he never ceased to struggle and save until he had paid off every cent of debt unpaid by his estate at his assignment. Few men would have done this, but Mr. Taylor was a man whose morals and character were above reproach. He was lofty in his conception of what was proper and just between man and man.

But having gone on in business in London he became hopelessly entangled in the Campbell failure and retired, taking a position with The Bible Society on Yonge street, Toronto. He was a true bookseller, loving his books for their own sake. He was a veritable encyclopedia of book knowledge, and

the profession in Canada, having few such men to lose, will lose his services with regret. But this feeling of regret is not to be compared in strength with the feelings of admiration for a man whose business honesty reached a higher plane than many of his contemporaries ever dreamt of.

PARLIAMENT OF RELIGIONS.

THERE was a wonderful meeting on September 11th, 1893, in the Memorial Art Palace at the World's Fair, when the ten strokes of the new Liberty Bell called together the Parliament of Religions. At the appointed hour, the great congress was begun in the presence of 4,000 persons. Up the aisles, two and two, came the royal delegates of the one Great King. Heading the procession were President Bonney and Cardinal Gibbons, following whom Mrs. Potter Palmer and Mrs. Charles Henrotin. Next in order moved a stately column, composed of men of many tongues, of many lands, of many races; disciples of Christ, of Mohammed, of Buddha, of Brahma, of Confucius. The sight was most remarkable. As they marched up the aisles, triumphal cheers greeted them, and they took their seats upon the platform, under the waving flags of many nations. In a golden bond of friendship, the oldest of the religions of the world greeted the youngest. "From far-away India, from the snow-locked crests of the Himalayas, from the valleys of the Tigris and Euphrates, the representatives of a race and country, old and decrepit with age, clasped hands with a race now in the first flutter of youth and blossoming manhood."

During the continuation of the congress, the religious beliefs of every known sect were elucidated, and they are now to be found in the records of the congress. These have been published in one bulky volume of over 1,000 pages, edited by Walter R. Houghton, assisted by a score of eminent writers and authors. This volume contains: Origin of the Parliament of Religions; biographical sketches of Dr. John Henry Barrows and President C. C. Bonney; proceedings of the meetings of the Parliament; speeches and addresses delivered and essays and papers read at the sessions of the noted gathering, a lucid explanation of the great religions of the earth; the beliefs of the various religious denominations; narrative as to many gatherings held in connection with the Parliament; a general review of the religious congresses, with a condensed report of the various daily proceedings, addresses, papers and speeches during the entire denominational sessions, both day and evening, opinions of eminent divines in regard to the Parliament; influence of the Parliament upon the religious thought of the world; a complete index, rendering all subjects at once available. Cloth, \$2.50; full sheep, \$4; sheep, \$4.—Cooper & Co., 11 Front St. W., Toronto.

A BAD FAILURE.

THE failures of Brough & Caswell and Imrie & Graham caused some opening of eyes in Toronto, and the methods pursued by some of the paper men have been severely criticized.

Now comes the failure of the Rose Publishing Company, whose failure was hinted at some two months ago in these columns. This company had a paid-up capital of \$31,000, and G. Maclean Rose was president and Dan. A. Rose was manager. The latter was head pusher in the concern and is responsible for its workings. The president of this company is sole partner of Hunter, Rose & Co., but he is apparently saving the business of which he is sole owner, and allowing the company, of which he was president, to go where its creditors like to put it. The two businesses have been run for years in close connection, and it was difficult always to tell which firm was really doing the business. The publishing of novels and school books has been done in the name of the Rose Publishing Co., but even now it is uncertain who own these publishing rights. Then, again, when any person sold books, stationery, etc., to the book department of the Golden Lion, on King street, the goods were charged to the Rose Rule Co.; now everything is changed, and these goods are now charged to Hunter, Rose & Company.

Until a statement is prepared by the assignee, the affairs of this almost mysterious company will not be explainable. The failure has been well prepared for. Those members of the trade around town have been waiting for it for some months, and have been restricting credits correspondingly with their knowledge. About a month or more ago, the Rose Publishing Co. moved to new quarters on Melinda street. Previously they had been in the same building with Hunter, Rose & Co. Why the change was made, no one knows, except that many think that a failure of a company having much the same personnel as a firm, and which both worked harmoniously under the one roof, would, naturally, reflect on the firm. Hence the company sought a new abode to die in.

The assignment is said to have been immediately due to pressure brought by Hurds, the fine stationery manufacturers, of New York. These men have been supplying fine stationery for the stationery department of The Golden Lion, the big dry goods store on King street, and have, seemingly, not been paid for it all. At this they were indignant, and demanded an assignment.

The liabilities are about \$16,000 or \$18,000, and the assets, it is hoped, will equal this. The firm attribute their difficulties to the recent numerous failures of book firms in Toronto, the paper belonging to these firms which the house held being at a great discount, and to a number of bad debts. Should a satisfactory settlement be made the firm may start again.

GOLDWIN SMITH.

SCARCELY had the people time to read Goldwin Smith's history of the United States before his publisher rushed on another book over his signature entitled "Essays on Questions of The Day, Political and Social." But the people cannot have too much of Goldwin Smith, his writings being taking on account of his bold and fearless style of thought and expression. Booksellers have found the "History of the United States" a good seller, and this new volume should sell even better in Canada. The Copp-Clark Co control the edition in Canada, and are advertising it freely. With a good book, and a pushing publisher, the bookseller should do well with this new volume.

These essays are the outcome of discussions in which Goldwin Smith has been engaged, and are partly drawn from articles contributed by him to different periodicals, such as the North American Review, The Forum, The Nineteenth Century, and the National Review. The subjects are as follows. Social and Industrial Revolution, The Question of Disestablishment, The Political Crisis in England, The Empire, Women Suffrage, The Jewish Question, The Irish Question, Prohibition in Canada and the United States, and The Oneida Community and American Socialism.

Each of these questions is treated of in a separate chapter, and although the reader may not agree with the writer he will gain much by an interchange of opinions. The opinions of the author are those of a Liberal of the old school as yet unconverted to State Socialism, who looks for further improvement, not to an increase of the authority of government, but to the same agencies, moral, intellectual and economical, which have brought the world thus far.

A writer of this school can have no panacea or nostrum to offer; and when a panacea or nostrum is offered he will necessarily be found on the critical side. He looks for improvement, not regeneration; he expects improvement to be, as it has always been, gradual; and he hopes much from steady, calm, and harmonious effort, but little from violence and revolution.

The author deals only with questions on which every thinking Canadian has spent some time and argument, and consequently he will prize these opinions of a man whom he may respect, even if he cannot be loved. The intensely patriotic Canadian is indignant that Goldwin Smith cannot see that there are within Canada the germs of a great and independent nation, and for this reason the patriot regards him as an interloper in his land. He may read the author's books, but he will sympathize with his arguments, not with his feelings. He regards Goldwin Smith as a powerful thinker, but he does not share his convictions. He will not refuse any man the liberty of opinion, which is allowed to every man on the North American continent, for the age of bigotry is past. But had Goldwin Smith allowed his sympathies and aspirations to entwine themselves with those of the people with whom he domiciled himself for many years, he might have been a leader of the people's thought, instead of being regarded as an alien thinker.

WM. BARBER & BROS.
Paper Makers.
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WALL PAPER.

BOOKS AND NOTIONS has received a half-dozen colored plates, representing a few of the leading patterns of wall paper shown for the spring trade by J. C. Watson & Co., of Montreal. These pat-

terns are all in stock and can be ordered for immediate shipment. They are of a high grade and certainly worthy of attention. Five of them were exhibited at the World's Fair, where this firm were successful in winning a medal. The Chrysanthomum treatment is a beautiful thing, and is a large pattern, as is the St. Joseph's Lily treatment. The Louis XVI. treatment was illustrated in this journal some time ago. The Louis XIII. and Empire treatments are excellent designs and have rich effects.

A small dealer can keep these on hand, and, if he cannot afford to carry stock, he can show these plates to his customers and make sales therefrom. The colors and patterns are shown in their full and true effect, and the dealer would be safe in taking orders from such exact reproductions.

UNFAIR COMPETITION.

UNFAIR competition in business may be defined in general terms, for present purposes, as consisting of any device or trick whereby one manufacturer's or dealer's goods are palmed off in the market as and for the goods of another, in fraud of the public and of the persons whose goods are so displaced; the most usual of such devices being the simulation of labels, the imitation of another's style of putting up goods, and the reproduction of the form, color and general appearance of his packages. An attempt to enumerate all such devices would be as futile as an effort to catalogue all the expedients that fraud can employ.

Within recent years a distinction has been taken in the authorities between this class of controversies and technical trade mark cases. The principles common to trade mark law, as thus narrowed, and to the subject of unfair competition in business are also applicable to competition in other kinds of business besides the sale of articles of merchandise. The correspondencies between the two classes of cases are more numerous than their differences. The object and purpose of the law is, first, to secure to him who has been instrumental in bringing into market a superior article of merchandise, the fruit of his industry and skill, and, secondly, to protect the community from impositions. In each instance the underlying principle is that one man is not to sell his own goods under pretense that they are the goods of another; and the violation of another's rights pirates upon the good will of that other's friends and customers, or the patrons of his trade and business, by sailing under his flag without his authority or his consent.

There is this difference, however: The law of trade mark is designed to protect primarily a property right, and as incidental thereto gives redress for the injuries resulting from invasions of the right, a distinct technical trade mark being in itself evidence, when wrongfully used, of an illegal act:

while the jurisdiction exercised over cases of unfair competition in business is grounded in the prevention of fraud. Where no trade mark has been infringed or involved, courts of equity have granted injunctions on more than one occasion against the use upon goods of certain marks, labels, wrappers, showcards, etc., when the evident design of such use was to deceive the public by concealing the true origin of the goods and making it appear that they were the product of some other manufacturer of established reputation, thereby depriving the latter of a portion of the patronage that would otherwise go to him. This is what the Supreme Court of Tennessee says in a late case where the whole subject is exhaustively considered.

Illustrations of the practical application of this doctrine are found in many cases. Where, for example, a firm which sold goods in a peculiar form of package, peculiarly marked, and another merchant at first put up his goods in a precisely similar manner, but after the beginning of suit discontinued the firm name and inserted his own, an injunction was granted restraining him from using packages similar to those of the other firm. It has been said that the principle in these cases is this: *That no man has the right to sell his own goods as the goods of another.* But the same principle may be expressed in a different form by saying that no man has a right to dress himself in colors or adopt the bare symbols to which he had a peculiar or exclusive right, and thereby personate another person for the purpose of inducing the public to suppose either that he is connected with or selling the manufacture of such other person while he is really selling his own. If the general effect is such as to deceive an ordinary observer, having no cause to use more than ordinary caution, being acquainted with the first manufacturer's package and label and never having seen his competitor's package and label and not expecting to see it, so that he must be, on seeing the latter, misled into thinking it is what he has known as the former's, that is sufficient to entitle the former to an injunction. A party is not compelled to file his bill at once, but may lie by until sufficient time shall elapse to enable him to gather the requisite proof.—Ex.

Rev. Father Lacasse has written a book entitled "In the Camp of the Enemy," and the French-Canadian poet, Louis Frechette, is insulted at some remarks in it concerning himself. Since Louis began to think for himself he has been regarded by the clergy as a dangerous man.

A publisher's circular from New York contains the information that G. Mercer Adam, for so many years the friend and factotum of Prof. Goldwin Smith, will publish a book entitled "Sandow on Physical Culture." Mr. Adam is the author of "Toronto Called Back," and many Canadian school books, and has written on every conceivable subject, but the post of historiologist to a strong man is a new one to him.

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"Only a Girl's Heart" is a most delightful story, containing charming pictures of society in the south and womanly characters of great beauty. There is a charm about all of Mrs. Southworth's novels, quiet and unpretentious and long-drawn out, as many of them are, which holds the reader's attention and makes life a holiday. They are pleasant books for an idle day at home or a traveler's holiday abroad. The illustrations by Mr. H. M. Eaton are excellent, and add to the beauty and interest of the book.

THE STONECUTTER OF LISBON, by Wm. Henry Peck. 12 mo. 436 pp. Paper, 25c. Robert Bonner's Sons.

This is a Spanish story of much interest. The plot is admirably worked out after the manner of modern romances.

THE HOLY WAR, by John Bunyan, with a preface by Alexander Whyte, D.D., author of Bunyan's Characters. Printed on antique paper and neatly bound. Published by Oliphant, Anderson & Ferrier, Edinburgh and London.

This story was told when the writer and the reader were learning at their mother's knee. It was told by man to man and woman to child a century ago, and is new yet. Lord Macaulay said that if "Pilgrim's Progress" did not exist "The Holy War" would be the best allegory that ever was written. It is a military history, full of soldiers and battles, defeats and victories. It is the losing and taking again of Mansoul.

APPASSIONATA, a Musician's Story, by Elsa D'Esterre-Keeling; illustrated by James Fagan; 12mo. 280 pages; cloth, price, \$1.25; paper cover, 50 cents. Robert Bonner's Sons.

"Appassionata" is the story of a girl endowed with extraordinary genius and a passion for music. Her history is most romantic and interesting. Her love and genius lead to strange situations. The novel is one which will interest all lovers of music, as they will appreciate the difficulties and emotions which sway the heroine. The illustrations of this novel by Mr. Fagan are extremely good, and the book is daintily bound. It is one of the prettiest books of the season.

HEART BEATS; a book of Meditations, by Protap Chunder Mozoomdar, with portrait and biographical sketch of the author. Cloth, red edges, 330 pages, \$1.50. George H. Ellis, Boston.

Protap Chunder Mozoomdar was born in 1840 in a small village 24 miles from Calcutta. After a thorough college education

he became editor of the Indian Mirror in 1870. Here he drank in deep draughts of English literature and read a great deal of philosophy. Then he began to preach and lecture in English. He has visited Europe and America. In 1883 he published his "Oriental Christ," but is best known by his book "The Faith and Progress of the Brahmo-Somaj"—a religion of which he is a devoted exponent. He delivered a lecture at the Parliament of Religions in Chicago. This book is a collection of his best short passages on such topics as "Honor Woman," "Taints," "Next World," "Christ Unique," etc.

THE NEW MINISTER, by Kenneth Paul. Bound in ornamented cloth; 342 pages. A. S. Barnes & Co., New York.

Weavington was a cosmopolitan American city where English, French and Swiss mechanics have sought to better their lot in the new land of equal rights to all (except the Chinese), where the laborer is protected by tariff, and where, as a free citizen, he enjoys the right of suffrage, and may own his house and land, or become an anarchist. The author declares that this heterogeneous mass has been made homogeneous by American institutions—future history will show this to be untrue. But this does not spoil the story of the new minister who came to satisfy a large congregation of many religious views and varying social ideas. Woman's love and man's hate cannot be kept out of a book even if it is entitled *The New Minister*.

THE LIFE AND ADVENTURES OF JAMES P. BECKWORTH, Mountaineer, Scout, Pioneer, and Chief of the Crow Nation. Written from his own dictation, by T. D. Bonner. Cloth, illustrated, \$1.75. (The Adventure Series, No. 16.) London: T. Fisher Unwin; Toronto: The Copp, Clark Co. (Ltd.)

Though there has been for more than 30 years a vast manufacture of cheap romances, of the "Scalp Hunters" and "Bandits of the Plains" description, it is still true that works setting forth the frontier life of America, by men who have really experienced it, are actually rare, and this is specially the case as regards real residence on familiar terms among the Red Indians. This is to be regretted, because every student of history will in another generation wonder at this indifference as regards a state of society which is, even by us, regarded as intensely interesting. The chief reason for this is that those who were best qualified by experience were in most cases the worst fitted as regards education to observe or record what they had lived through. James Beckworth was a man who had really had a very wild and varied life on the frontier, all of which might have remained unknown had he not

chanced upon Mr. T. D. Bonner, who, as this work indicates, wrote English in a straightforward style. Beckworth had lived among Indians in the old "buffalo days," which means, without exaggeration, that he had perhaps "held his life in his hands" on an average about once a day; had really been recognized by the United States Government as a man who was capable of influencing and restraining the formidable tribe of Crow Indians, for which very badly performed duty he was for a long time paid a high salary, and finally he had, beyond all question, undergone hundreds of adventures as wild and characteristic as any described in this book. Beckworth was born in Virginia, of a quadroon mother and an American planter.

THE POPE'S MULE and other stories from Daudet; translated by A. D. Beavington, Atkinson and D. Havers. London: T. Fisher Unwin; Toronto: The Copp, Clark Co., (Ltd.) Cloth, 90c.

These stories and sketches by Alphonse Daudet have been selected for translation from the volume entitled *Lettres de Mons. Moulin* and from the *Contes du Lundi*. To be later belong all the incidents relating to the Franco-German War, 1870-71, which illustrate the sacrifice of the brave French army in that disastrous campaign, through the vacillations and vain-glorious incompetence of their commanders, under the misrule of the tottering Napoleonic dynasty.

When in the last stage of the war valiant Paris refused the humiliating peace forced on the despairing Emperor and his exhausted army, and, going mad in its agonized resistance, brought upon itself the horror of French bayonets, pointed at the breasts of Frenchmen, to force obedience to the arrogant terms of the Prussian and the dictates of the Assembly, probably the little Arab drummer, whom Daudet immortalizes, was not the only brave soul in those days of bewilderment who died an unwitting rebel, ignorant on what side he was fighting.

The pathos of "The Last Lesson" and "The False Zouave" remind the reader that the German annexation of Alsace-Lorraine left a wound in the pride of France that more than twenty years of endurance have failed to heal.

This dainty volume is the latest addition to the Children's Library, the quaint chintz-like covers of which seem to have advanced them in public favour.

SHAKESPEARE'S ENGLAND, by William Winter, cloth extra, illustrated \$2.10; London, MacMillan & Co.; The Copp, Clark Company (Limited.)

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sentences from the author's preface are worth quoting. "The approval that the work has elicited is a source of deep gratification. It signifies that my endeavor to reflect the gentle sentiment of English landscape and the romantic character of English rural life has not proved altogether in vain. It also shows that an appeal may confidently be made—irrespective of transitory literary fashions and of popular caprice—to the love of the ideal, the taste for simplicity, and the sentiment of veneration."

THROUGH CANADA WITH A KODAK, by the Countess of Aberdeen, with illustrations, cloth, extra, \$1.25; Edinburgh: W. H. White & Co.; Toronto; The Copp, Clark Company, (Limited).

This book was written during two tours in Canada. It consists of the notes of a traveler journeying through the country, and desirous of conveying some impressions of the rich and varied attractions presented by the Dominion. It does not aspire to deal with the deeper questions of Canadian life or politics, but as the author says in her preface consists of recollections of delightful holiday trips, made charming not only by the beauties of nature, but by the extraordinary kindness and hospitality of people of all classes in Canada. The writer visits Quebec, Montreal, Toronto, Hamilton, Ottawa, crosses the prairies of the Northwest, and steams through the snow-covered Rockies. British Columbia, too, is visited, and the closing chapters of the book are devoted to an interesting account of the Indians, their manners, and their customs. Altogether Lady Aberdeen has made a very readable book, both for Canadians and for our friends in England.

THE BEST PLAYS OF CHRISTOPHER MARLOWE. (The Mermaid Series, No 1). With etched frontispiece. Decorated cloth; 90 cents. London: T. Fisher Unwin; Toronto: The Copp, Clark Co., Limited.

Christopher Marlowe, the most important of the early dramatists, for it was he who prepared the way for the mighty creations of Shakespeare, by establishing the use of a lofty and polished blank verse in English plays. The plays in this volume are "Tamburlaine the Great," "The Tragical History of Dr. Faustus," in which noble justice is done to the weird story that haunts the memory of the great printer of Mayence: "The Jew of Malta," which probably suggested Shakespeare's "Shylock": and "Edward II.," an historical drama.

Though somewhat bombastic, the style of Marlowe, when uplifted by a great theme, often reaches a grandeur and a power to which few poets attain.

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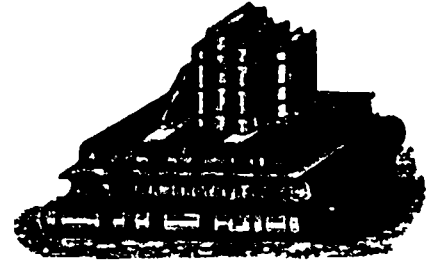
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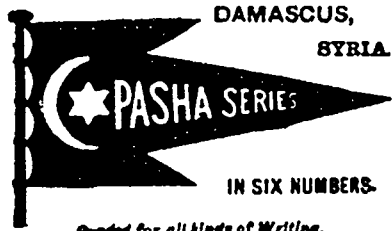
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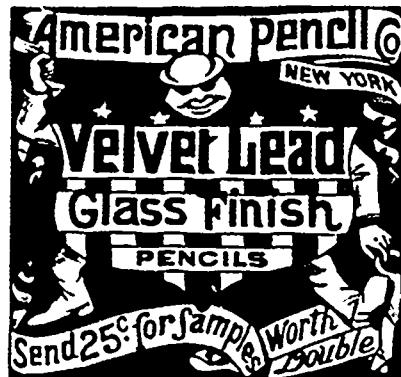
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