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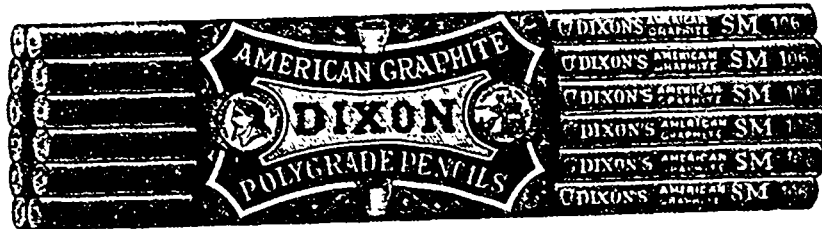
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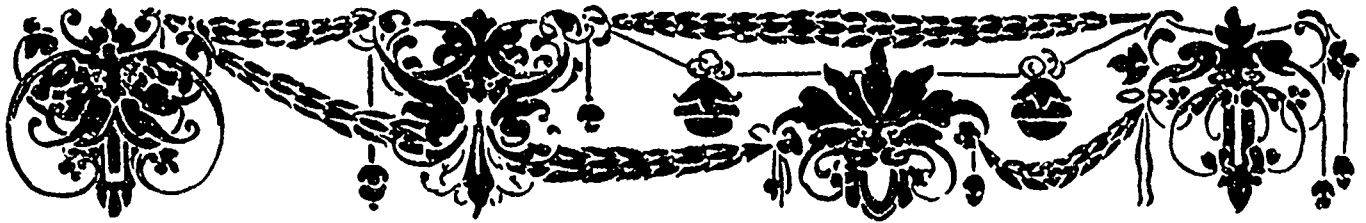
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# The Bookseller and Stationer



Vol. XVII.

MONTREAL AND TORONTO, CANADA, OCTOBER, 1901.

No. 10.

## Topics for the Bookseller.

### BOOKS AT NET PRICES.

THE question of introducing net prices into Canada has its amusing side. Judging from the correspondence that has appeared in these columns, the publishers and booksellers both favor the plan. Each branch of the trade, however, seems to think it is "up to" the other. Neither, as far as we can learn, is prepared to take the first step. While each branch is politely bowing to the other, the publishers, as a body, are not getting together to consider the subject, and the booksellers are not discussing a plan for pressing it upon the publishers.

We can see good reason why each side should take action. The publishers are well aware that if the profession of book-selling is not to dwindle, and finally disappear, something must be done to check the competition of departmental stores in new books. These big stores may sell a good many copies, but they spoil the regular trade and take away from the individual bookseller the inducement to push sales. No medium for selling books can equal a competent bookseller.

There is also ground for the booksellers to unite and press for reform. They should realize that publishers are human beings just like booksellers. They are competitors with one another, and each attends to his own business. To unite in favor of some line of policy is rather an unusual course.

Do the booksellers in one town or city hold conferences on trade matters and unite to maintain prices and the common interest of the trade? They will realize, therefore, that the publishers are beset by the same difficulties as the booksellers themselves.

Now, the situation has this advantage: The largest Canadian publishing houses are situated in one city. There are probably not half a dozen departmental stores in the whole country that go in systematically for cutting prices. This concentrates and simplifies the matter considerably. Who will be the first to take action?

### OPINIONS OF THE TRADE.

WE have received some fresh correspondence on the subject of net prices. It is exactly in line with the letters previously published. Mr. A. T. Chapman, Montreal, writes:

"No one, I'm sure, can object to net books. It is, after all, only agreeing to sell books at the published price, an agreement that might even now be put into force with the present prices and rates of discount, which surely do not give the bookseller more than a reasonable profit. The remedy of the present price-cutting lies wholly in the publishers' hands. If they will resolutely and unitedly stand for books being sold retail at the published prices, being careful not to transgress the law themselves, the trade will support them as one man."

The Thomson Stationery Co., Limited, of Vancouver, write:

"The prices at which paper-bound Canadian 75c. books are supplied to the trade leave little enough margin when retailed at list price. It is a matter for regret that many of these books are being largely advertised and sold by departmental stores at cut prices. For this course we decidedly feel that the publisher and copyright holder is fully responsible, notwithstanding the various excuses made by the publisher to the contrary. There is no question that if the publisher determined to put a stop to the selling of his book at cut prices by the departmental store he can do it. A book is different from most other merchantable articles in that it has a distinct and generally recognized set value, and thus forms an excellent leader for a departmental store to use in booming its business, even though it may make no profit on the sale of the book. The question with the publisher is: Is it better to have his book reach the public through over a hundred or more recognized bookstores scattered all over the country, or through one or two departmental stores in the larger centres? If he decides on the latter course, does he not see that as soon as the departmental store has crushed the book trade throughout the country and can control it, it will become its own publisher, taking to itself what profit the publisher now has?"

"This has been the history of the departmental store with relation to all other lines that it handles."

We entirely agree with these gentlemen regarding the injurious effects of depart-

mental store cutting. In every line of trade it has proved the same. Before taking action the publishers would have to know that the booksellers are willing to sign an agreement not to cut. In the majority of cases this could probably be counted upon. But would there be some objectors? There is an alternative plan to the one now in force in the United States. It is now worked in connection with the annuals. Will those of our readers who have experience of this arrangement tell us what they think of it?

\*\*

## RECIPROCITY WITH THE UNITED STATES.

ALMOST the last public utterance by President McKinley before being shot by the blackguard anarchist was in favor of reciprocity. Common rumor says that when Congress meets reciprocity with Canada will be discussed. How would this be considered by the Canadian book, stationery and kindred trades? This is a grave question, since manufacturing interests are at stake. In retail circles also the matter possesses importance, because we cannot tell what effect a treaty might have on business done through the mails. Our advice to readers is to give the subject attention by thinking it over. At the moment the subject is in the air. But large questions such as this are often talked over and worked at by politicians privately without the trade knowing anything about it, until suddenly the result—in the shape of a treaty—is slung at the heads of the commercial community before time for consideration is given. Do not let us be taken unawares in this matter.

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## RAISING THE PRICE.

A CIRCULAR has been sent out by the publishers of *The Ladies' Home Journal*, of Philadelphia, which well illustrates the art possessed by some of talking all round a question. The circular, in a bland way, gives reasons for advancing the price to newsdealers to 7½c. per copy. The reasons are that the monthly has been much enlarged, and that coated paper, instead of ordinary paper, had been used. In black type, intended to rouse our feelings, the circular says: "We now do not receive what each number actually costs

us." This sounds dreadful. But how many cheap periodicals make money out of their circulation? Is the profit not all obtained by advertising? *The Ladies' Home Journal's* extra pages are nearly all taken up with advertisements, and the paper is known to have made enormous profits the last few years. Not content with this, the newsdealer is being asked to pay more. The United States dealers may swallow this flimsy explanation for making them pay more, but we trust the Canadian dealers will not be so easily fooled, and will push the Canadian periodicals, notably *The Ladies' Magazine*, which is 6c. to the dealer and is a far better paper for the Canadian reader than the Philadelphia one.

## VETERANS OF THE BOOK TRADE.

THERE are still left in Ontario some of the old members of the book trade, whose recollections date back a good many years. Among these are James Bain, senior; Richard Brown, of Brown Bros.; John Young, of *The Upper Canada Tract Society*; Henry



Major A. G. Lee.

Hutchison, formerly of Rowsell & Hutchison, Frank Nisbet, of Kingston; and A. G. Lee, of *The Copp, Clark Co.* In talking to the latter the other day, "The Bookseller and Stationer" found that his recollections extended back to the year of 1818, and that he has a personal knowledge of the many changes which have taken place in the trade of Toronto during that time. For instance, the series of changes evolved the present firm of *The Copp, Clark Co.* out of the old firm of Andrew H. Armour &

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Co. This firm had places of business in Toronto, Kingston and Montreal, being known in the latter city as *Armour & Ramsay*. The Toronto house was A. H. *Armour & Co.*, and the partners were Mr. *Armour* and Mr. *John Kerr*. On the death of the former the business was sold to *MacLean & Co.*, and Mr. *Kerr* went into business for himself, as assignee and accountant. *MacLean & Co.*, on the death of Mr. *Hugh Scobie* bought out the business of *Scobie & Balfour*, and Mr. *W. W. Copp*, who had been with *Scobie* became a partner with *MacLean*. After some years Mr. *MacLean* retired from the book business and went into wholesale stationery, and the firm then became *W. C. Chewett & Co.* Finally, on the retirement of Mr. *Chewett*, Mr. *Copp* took as partner, Mr. *Clark*, the book-keeper of the concern, and the firm became known as *Copp, Clark & Co.*, until 1885 when the present firm of *Copp, Clark Co., Limited*, was formed. The origin of another successful Toronto business is traced to the coming of Mr. *Adam Millar* to Toronto, and his foundation of a book and stationery business, which, owing to his subsequent partnership with Mr. *Gage*, is now known as *W. J. Gage & Co., Limited*. Although Mr. *Lee* can remember events so long ago he must have been a very young man at the time, because he still looks young and vigorous, and is as thorough a bookman as can be found in the trade. The illustration which accompanies this, shows Major *Lee* in the uniform of a major in the *Queen's Own*, with which corps he was on active service during the *Fenian Raid*.

## Books and Periodicals.

### The Copp, Clark Co.'s List.

SEVERAL of this firm's books are set down for publication on October 5. Mr. Parker's "The Right of Way" has for a hero "Beauty" Steele, a lawyer of intellect, but without heart. He is married to a handsome worldly girl equally cold in temperament. Meeting with an accident, he becomes separated from his wife, who, believing him dead, marries again. He settles down in a French-Canadian village to a new life. He falls in love with a simple religious girl. He is the trusted friend of the priest and the village folk. Mr. Parker is at home in picturing rural scenes among the habitants. The end of the book is a tragedy; for "Beauty" Steele is shot by robbers while defending church money, but the reader is impressed, not repelled. The book is issued in cloth only.

Says a Toronto bookseller: "This is certainly Mr. Parker's greatest work. It is magnificent; I don't know when I've read a book I admired so much! I anticipate a large sale for it this holiday season, and will do my best to further this by recommending it strongly to our patrons."

"Circumstance," by S. Weir Mitchell, has all his charm of style. It deals with a group of relatives and friends in Philadelphia whose happiness is affected by the actions of a clever, unscrupulous, attractive woman. The study of character is perfect; those who have read it say it is done in a masterly manner.

The "Road to Frontenac," the Canadian historical tale by Samuel Merwin, is being issued in Canada, England and the United States. It is highly spoken of as a vivid and picturesque story of adventure. It is issued in cloth only.

Two books from this firm are already in the market. One is "Forest Folk," by James Prior. It is an English labor story of 100 years ago, when the introduction of machinery caused strikes and riots. Tant Rideout, an agitator, is a central figure in the stirring scenes and love episodes which make up the story. The other is "Casting of Nets," by Richard Bagot, which is an attack on the Catholic Church, and appeals to all those who last year so easily bought "The Scarlet Woman" and the "Purple Robe," by Hocking. Allowing for the point of view, it is clever, amusing and interesting in plot. A Catholic girl marries

an English peer. Their attachment is strong and sincere. The girl's relatives want her to convert him. The result is that she becomes a Protestant.

Several of the new novels are set down for issue about the middle of October. Ian Maclaren's "The Young Barbarians" is a splendid book for boys, clean, manly and interesting. Hewlett's "New Canterbury Tales" deal with a period long enough after the time of Chaucer's pilgrims to justify the change in language, but they

*To Copp Clark  
Co 14-10-01 see case  
book 3 page*



"'ON MY HONOR,' HE SAID, IN A LOW TONE, 'YOU HAVE CAUGHT ME.'"

From "The Right of Way," by Gilbert Parker (Copp, Clark Co.).

retain enough of the spirit, insight and style of their great models to make a comparison by no means "odious." George W. Cable's "The Cavalier," a tale of the American Civil War from the standpoint of the South, has never appeared serially, and is a new book by an author justly famous here and in England for his Southern stories.

The new novel by Marion Crawford is to be called "Marietta: A Maid of Venice," which is a slight change in title. The story is of Venice near the end of the 15th century, and is based on one of the old chronicles. The action and interest centre in the family of a master glassblower, a member of an artistic craft who formed a powerful corporation. Mr. Crawford has enriched his story with his intimate knowledge of Italy in the Middle Ages. The book will be out about November 1.

### Wm. Briggs' List.

An item of no small interest to Canadian literary circles is the announcement of a forthcoming volume of poems of Charles Mair, to include his fine drama "Tecumseh," which, when published in 1886,

attracted wide attention. The present volume will comprise some 270 pages, with autograph portrait of the author, and will retail at \$1.50 in cloth, and \$2.50 in half-calf binding. It will bring the gifted poet of the West the standing among our poets which has been denied him through having no volume before the public. He had the misfortune to lose almost the entire edition



## BOOKS AND PERIODICALS—Continued.

of his first book, "Dreamland and Other Poems," in the Desbarats fire in Ottawa in 1868. "Tecumseh" very quickly ran through an edition of 600 copies, but was not reissued, and since then has been one of the prizes for collectors of Canadiana. In this drama there are many strong, brilliant passages, and, indeed, all of Mr. Mair's work is marked by sustained strength and uncommon felicity of expression. Undoubtedly he is the peer of any of the Canadian poets, and well up among the leading singers that America has yet produced. Mr. Mair is at present residing in Winnipeg. He has lived for some 30 years in the Northwest. Much of his household effects were destroyed by the insurgents in the first Riel Rebellion, including some valued MSS. In the second rebellion he served as quartermaster in the crack corps of his friend Col. G. T. Denison, the Governor General's Body Guard.

Arthur S. Megaw, of Belfast, Ireland, has for some time been engaged on an anthology of patriotic songs, for which he has drawn upon the work of the poets of every part of the Empire where obtainable. A considerable representation of the Canadian poets will appear in the volume. The English edition is in the hands of C. Arthur Pearson. The Canadian issue will appear almost simultaneously. Such a volume should feed the flame of the Imperial sentiment and be a welcome addition to the literature of poesy.

One of the most interesting as well as important books of the coming year is Mr. Henry J. Morgan's "Types of Canadian Women," a work on which he has been engaged industriously ever since the publication of his "Canadian Men and Women of the Time." Mr. Morgan, who has a positive genius for this work, has gathered a great mass of personal data together, and is now engaged in preparing it for the press. The work will appear in two, and possibly three volumes, and will be embellished with some hundreds of portraits. Mr. Morgan, by persistent search, has succeeded in accumulating the portraits of the wives of all the Canadian Governors. Some of these were very difficult to trace, and were ultimately found—as in the case of the wife of Governor Wentworth—in the public libraries of American or English cities. The volume will be a revelation of the incredible number of Canadian women who have left their homes to become the wives of the nobility of Great Britain as well as of Europe. No one will wonder at this who will have opportunity to survey the winsome faces that grace these volumes. The beauty of the women of Canada is becoming a proverb.

A translation from the third German edition of Prof. Carl Bucher's work on "Industrial Evolution" has been made by Dr. S. Morley Wickett, lecturer on Political Economy and Statistics in Toronto University, and is now placed on the market in the United States, Great Britain and Canada. It is a substantial volume of nearly 400 pages, and sells at \$3. The work is the most important contribution to the subject made in years, and already has been translated into French, Russian, Bohemian and English, and will shortly appear in Japanese and Italian as well.

## Morang &amp; Co.'s List.

Among George N. Morang & Co.'s Fall books, Hall Caine's "Eternal City" is by far the most notable. It will be noticed that it takes the second place in our list of best selling books. The publishers state that the first and second editions are exhausted, and that it is impossible to get the work from the binderies fast enough to meet the demand.

Another leading work is "Tristram of Blent," by Anthony Hope. This is also in its second edition, though it has been published only three weeks. It is not only a ladies' book, men are picking it up rapidly at the stores, and recommending it to their friends.

"Kim," by Rudyard Kipling, is already a sensation in literary circles, and it is predicted that it will be the book of the Winter. Kim, or Kimball O'Hara, is the son of a sergeant in the British army in India. His parents dying, he is reared by a native woman, and grows to manhood with all the habits, tastes and beliefs of a Hindoo, but with the intellectual and physical vigor of his Anglo-Saxon ancestors. When about 14 years old he becomes the servant, body-guard and general handy man to a Lama of Thibet, a holy man seeking "the River of the Arrow," that "washes away all taint and speckle of sin." Their wanderings through the country are made use of by the author to reveal the wonders of India and the complex character of the Hindu people, the failure of understanding which has been the cause of so many calamities to the British in India. Other characters in the book are drawn quite as powerfully as those of Kim and the Lama, and the illustrations, half tones from clay models, are an additional feature that will make "Kim" a foremost novel.

A book that Morang & Co. are about to publish is "Love Idylls," by S. R. Crockett, a collection of short stories that well sustain the reputation the author has made in Scottish romance. The first story, which is considered the best, relates the love ex-

changes of Belle Maclury and Lord Killpatrick, an adherent of the Pretender, who is shot by Ninian Maclurg for refusing to invoke blessings on King George. Killpatrick's escape to France, his return, arrest, and, finally, his pardon, are the great events in a story full of smaller ones, which promises, with its companions, to become a feature of the Fall and Winter book trade.

## W. J. Gage &amp; Co.'s List.

The most important new book on Gage & Co.'s list is John Uri Lloyd's new novel, "Warwick of the Knobs." While it is a story of the Stringtown County—made famous in his "Stringtown on the Pike"—there is practically no dialect and no mention of Kentucky superstition.

It is a story of real life, such as history might record, but does not. Some of the characters are so primitive, so stoical and so uncommon, that one can only think of our North-American Indians as possessing similar qualities. The scenery, people, customs and prejudices are drawn from actual life. Warwick himself is a fictitious personage, but represents very vividly the iron men of that time who clung to family pride and their narrow religion with a passionate love. It is a decided advance on "Stringtown," a novel whose sales have already exceeded 50,000 copies.

We can hardly do better than advise any bookseller who has not already procured a copy of "The Kidnapped Millionaires," not only to secure the book, but to read it. It possesses so many elements of popularity than it needs only to be known to be appreciated. The American press has devoted much attention to the story, and it is safe to say that there is hardly a business man in New York City who has not read this novel.

## Thomas Y. Crowell &amp; Co.

Thomas Y. Crowell & Co., New York, issue a handsome catalogue of new books for 1901, containing several series of the kind of books that are always in demand, and particularly for the holiday trade. "Mistress Barbara," by Halliwell Sutcliffe, is a Yorkshire story of 1830, as absorbing as his famous stories of the battlefield. "The Heiress of the Forest," is a romance of Old Anjou, by Eleanor C. Price, which will be found most interesting. Stories of old colonial days in the United States are in good number. The history list includes Duruy's History of the World, "The Story of Old Falmouth," "The Rise of the Dutch Republic," "The Tower of London," etc. There is the "What is Worth While Series," which includes many books

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## Announcement of New Books.

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*Heather's Mistress.* By Amy Le Feuvre. \$1.50.  
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2. "The Eternal City" .....	83
3. "Tristram of Blent" .....	47
4. "Cinderella" .....	27
5. "Tarry Thou Till I Come" .....	23
6. "Dri and I" .....	22

### ENGLAND.

1. "Tristram of Blent," by A. Hope. Methuen.
2. "The Crisis," by W. Churchill. Macmillan.
3. "The Grip of the Bookmaker," by P. White. Hutchinson.
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There is likely to be a good demand for the songs from the opera "Dolly Varden," which is starting on a tour through Ontario, and dealers should be prepared beforehand with a supply of these. Montreal, Ottawa, St. Catharines, London, Brantford, Hamilton and other places will be visited by the company, which was well received in Toronto. Besides "Dolly Varden," which will likely be the leading favorite, others that are popular are "The Girl You Love," "We Met in Lovers' Lane" and "The Lay of the Jay."

"Cecil Rhodes: A Study of a Career."—This is a noteworthy book which Messrs. Blackwood will publish during the Autumn. It is the story of the life and work, so far, of the founder of Rhodesia, and the author is Mr. Howard Hensman, who has already written a history of that country. He is in a position to speak intimately of Mr. Rhodes, the man, and not the least interesting chapters of the volume are those which tell of him at Oxford, of his private life in Cape Town and Kimberley, and of his relations with political parties at home. These chapters will contain much that is new, and then the aims and ambitions which have guided Mr. Rhodes' policy will be discussed with authority.

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H. H. Langton, librarian of The University of Toronto, has returned from a trip to England.

A gift of \$200 has been received by the Kingston library from George T. Ham, a former Kingstonian, now living in the City of Mexico. The board, through the generosity of Messrs. Warren, Wilson and Shibley, are building a fine building for library purposes.

After an experience of several months the Toronto board have decided not to keep open the reference library after 6 p.m.

The Hamilton board having adopted Mr. Laneoield's suggestions to improve the heating apparatus at a cost of \$10,000, twelve large volumes of the *Sylvia of North America* by Sargent have been received from the Dominion Government, and also a very valuable collection of 15 volumes of historical works from His Majesty's stationery office, London.

James Horning, librarian of the Brantford Public Library, has resigned after long and faithful service. Mr. Horning was appointed when the library was made a public institution, and has fulfilled his duties well, only withdrawing

now on account of ill-health. The board passed a resolution paying warm tribute to his services. The position is worth \$600 per annum.

The plans for the proposed Carnegie public library in Vancouver, submitted by Mr. G. W. Grant, architect, have been accepted. The design is a modified rendering of classic models. The building will front on two broad avenues. The main entrance is on the corner of Westminster avenue and Hastings street, through a lofty portico, circular in plan, and supported by large stone columns with carved capitals. The vestibule entrance has ornamental iron grill gates, tile floor and wall niches for future statues. The floor of the main hall, 22 x 22 feet, is also tiled, with ornamental wall arches and pillars.

The lending library, 30 x 12 feet; the reference library, 30 x 30 feet; the ladies' reading room, 30 x 30 feet; and the librarian's office, 22 x 22 feet, are on the ground floor and so arranged that the librarian or secretary has complete oversight of the whole floor. Lavatory arrangements and private stairways are conveniently arranged. The main stair is on the Hastings street side. The stair will have marble steps and be lighted with large stained glass windows, which should give a handsome effect both externally and internally. The second floor will comprise the newspaper reading room, 30 x 42 feet; the magazine room, 30 x 30 feet; the children's reading-room, 30 x 30 feet; a chess room and one for the assistant secretary, the latter commanding a view of the whole floor. On the third floor will be the lecture hall, 30 x 42 feet, and the adjoining picture gallery, 30 x 30 feet. There will be several spare rooms for future use as occasion demands. The building will be erected of British Columbian sandstone, rock-faced, with dressed stone trimmings. The roof is domeshaped in appearance, and is to be covered with copper tiling.

A valuable bequest to the Toronto Public Library from the executors of the estate of the late Hon. G. W. Allan enriches the library's already priceless Canadian collection. It consists of a number of books, papers and documents formerly in the possession of Col. William Allan, an important man in the early days of York. Among others they include: the original capitulation of York to the Yankees in April, 1812, signed by the military officers on each side, with the original draft prepared on the field; a list of Government buildings and properties with their condition and values in 1799, prepared by Peter Russell for the incoming Governor, Peter Hunter; a manuscript record

of duties paid on goods entered at York from 1815 to 1828 from the United States; a register of all vessels entered at the port of York, from 1816 to 1820; and a large collection of the original surveys and reports of the Ontario, Huron and Simcoe Railway. Among the books is a complete set of the scarce Canadian Magazine published at Montreal from 1823 to 1827.

Review board complain that where they expected a Government grant of \$195 they received only \$120 and are hard up in consequence. The education board submitted this proposition, which was adopted: A joint committee from the library and school boards to draw up lists of books chosen to be read by the pupils of each class in the schools, with the library number of each book. The teachers would then be requested to, as far as possible, encourage their pupils to select their books for reading in their leisure hours, from the list posted up in their class room. A public entertainment will be got up to raise funds for the library. This is a good idea and might work elsewhere.

### RARE CANADIAN BOOKS ON SALE.

A library relating principally to Canadian history and including several rare and valuable works was sold by public auction in Boston, October 3. For the works in good condition there was some lively competition, although most of the books, which came from a large library in Montreal, were in rather poor condition. The library included American, early imprints of Montreal, Toronto and Ottawa, works relating to the French and Indian wars, the War of 1812, and the Rebellions of 1837 and 1855. There were also some early printed books and first editions which brought good prices. A black letter F-salter, printed by Peter Schoeffer, in 1471, in the original stamped calf, and printed from the same type used in the celebrated 1462 Bible of Faust & Schoeffer, was sold for \$46. A Boston collector bought a copy of Cruickshank's "Omnibus" for \$15, and first editions of Dickens' "Dombey & Son," and "Bleak House," for \$13 and \$15 respectively.

A New York collector secured the statutes of Upper Canada, 1820-30, for \$23. Twelve volumes of old Canadian directories brought \$13.10, and there were many historical pamphlets of the early part of the last century, which brought prices of from \$1 to \$6 each. Unfortunately many of the rarest works, like Hennequin's *New Discovery*, 1699, either had plates in incision or missing, and brought only from \$20 to \$30 each, when copies in perfect condition would have brought perhaps three times as much.

## Fancy Goods, Toys and Novelties.

### NOVELTIES IN THE MARKET.

A RECENT addition to Toronto's brigade of street hawkers is a man who sells an "unbreakable, unwearable, unspoilable" pen. For a wonder it isn't uninkable. To test it he bends it in every shape, backwards, forwards and sideways, running it over a rough board, twisting it with a pair of pincers, and then when his audience think it's done for, he presses it to the surface of the paper, it straightens out, and he writes your name as easily as if nothing particular had happened. What it is made of would be hard to say. It looks like gold, but, in one of those bursts of confidence that only fakirs know how to affect, he tells you it isn't, that it's a "composition"—a statement that leaves little for argument. He sells a lot of them. The price I think was 10c.

An electric light to be carried in the pocket is a late American novelty. It consists of a storage battery, says an exchange, connected with a small incandescent lamp. The lamp has a ground glass globe set in a reflector, which largely increases the light. It can be carried in the pocket and supplies sufficient light to read by, or when travelling it can be pinned on the coat, and will furnish sufficient light for seeing the road. It is portable, works well and has all the attributes of a successful electric lamp, which can be used in numerous instances where any other lamp would be unavailable.

What is called the "Idle Hour" book rest is a New York novelty which has its uses. It consists of a rest for the book, held away from the body by two sliding arms, and suspended from the neck by a cord. It may be held in almost any position desired, and will be found handy for anyone who desires to read a good deal without the fatigue of holding the book. The book, by a simple appliance, can be kept open at any place.

A new business outfit has been put on the market by an American firm, consisting of a set of rubber types, which can be set up like the ordinary type in a stamp made for

the purpose. Thus any word or words may be printed, little time being required to change the letters. Rubber type, stamp and pad are supplied in a neat box, with lock.

For cleaning rubber stamps, which so easily collect dust and dirt, a German inventor has brought out a new liquid, which he calls "Turval." It is applied with a brush, is nicely scented, and is said to be "perfectly satisfactory," which cannot be said of anything else that has heretofore been tried for the same purpose.

The newest stapling machine for fastening papers together is called the "Midget." It is a very simple and easily operated machine, worked by a lever. It is finished in nickel in the smaller sizes and black in a large size. This is a really handy and useful machine, and should sell well. Brown Bros. are supplying the trade.

The Handy Box, for office or household use, is hardly a novelty, but it is a most useful article. It contains gum labels, rubber bands, paste, scissors, twine, paper fasteners, tags and other articles of a like nature that are often wanted and usually have to be hunted for all over the house. The Handy Box is made in either paper, handsomely finished, or in solid oak. Brown Bros. will supply the trade.

Leather goods are moving well this year for the holiday trade. Brown Bros. tell me they are busier than ever before in their leather department. Probably this is due to the exceptionally fine line of goods shown for the Christmas trade. The new Mexican hand-carved goods are very popular, especially in chatelaine bags. The combined coin and bill wallet has taken a strong hold on the trade, and there is no doubt it is one of the most useful things on the market. Collar and cuff cases are also going well. The time for pocket diaries and memorandum books will soon arrive, and a line of these will be easy to handle. They are expected to be better than ever this year.

Hearing that F. & E. W. Kelk were to clear out their Christmas stock on November 1, I thought a trip through their warehouse would be interesting. And it was. There were 50 cases of dolls that I learned were obtained at a very low price and

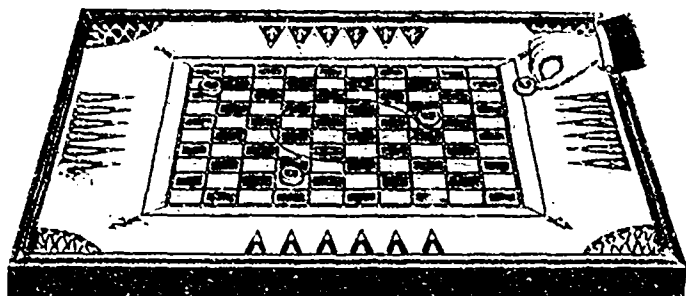
which are to be sold off correspondingly low. These are particularly good value. They include the popular 10, 15 and 25c. lines, and some others run as high as \$20 each. Such goods as fancy cups and saucers, 5 o'clock tea sets, chocolate sets, glass water sets, etc., are also in as large variety as would be possible to find anywhere. These are going well. Hot-air engines and many iron toys, which this Christmas, are in such demand, one can see in an immense range, all sizes and prices. There were a number of magic lanterns that looked to be particularly well made, and a number of sizes were shown. Of course, drums, bugles, toy swords, etc., are not neglected. As this house do all their business by mail order and personal visits from customers, they must give these big inducements, and for this year's Christmas trade they have surpassed themselves.

Pocket diaries are becoming very widely used. Not only are the ordinary kind in great demand, but the special lines, like Copp, Clark Co.'s housekeeping and teachers' diaries and others of the kind, are moving rapidly. A new thing in these is the cased leather variety, from which the books can be removed. These are good for presentation purposes. A list that dealers may find useful is printed of all these diaries. There are some new things in fancy penwipers, paperweights and smokers' sets that should be good for the holiday trade. Rabbits, foxes, dogs, cats and other animals are represented. A great many new games are being put on the market. Two of the newest and best are "Bobs" and "Rainbow," which are card games to retail for 25c. Other new 25c. games are Canadian Authors, Maple Leaf, Pretoria, Comrades and Century. The assortment ranges in price from 60c. to \$16.20 per doz.

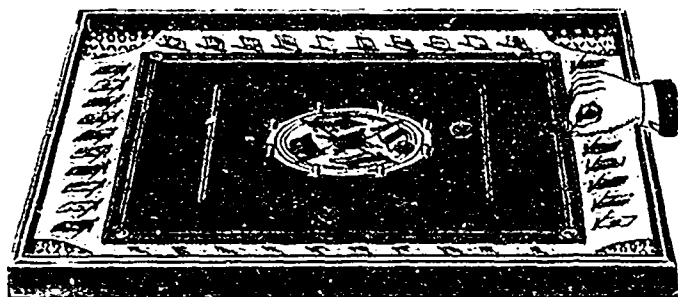
Indoor games will very shortly be in full swing, and the dealer who can supply with the newest as well as the most interesting will do a big trade. There is a combination of games, to be played on a single board, called the Archarena Combination, which is one of the cleverest ideas yet put on the market. There are three or four different styles of boards, containing 55, 65 and 100 games. The first sell for \$33 per dozen. The boards are well made and handsomely finished, and the game will entertain a number of people for whole evenings. They are made solely for Nerlich & Co., who alone handle them in Canada. Another novelty in this house is the "Harmonophone," a mouth-organ with phone attached, which gives it a much deeper and fuller

# ARCHARENA COMBINATION GAME BOARD

## For 55 Games.



CROKINOLE SIDE.



CARROM SIDE.

**No. 2. Archarena Combination**, size 28x28 inches, moulded hardwood rim, panel, 3 ply maple veneer, selected white stock, light, but strong. Beautiful marquetry transfers. Crokinole panel in mahogany finish. All rub finish. Complete with equipment for 55 distinct games.

Retails for \$3.75.

Assorted Crates containing one each Archarena Combination No. 1 and Crown Combination No. 1 are put up for sample orders.

# Crown Combination Game Boards

## For 65 Games.

**No. 1. Crown Combination**, size, 29 x 29 inches. Crokinole surface, fine imitation mahogany; balance of board white maple veneer, natural finish. Reversible net pockets. Elegant rub finish on playing surface, 82 pieces of equipment go with this board, as follows: 29 rings, (4 colors), 19 Spider and Flies Men (3 colors), 2 Cues, 15 Numbered Discs, 10 Ten Pins, 1 Combined Back-stop and Score Tab, 4 Metal Spinning Rings (2 colors), 1 Complete Rule Book, 1 Box for the Men.

Retails for \$4.50.

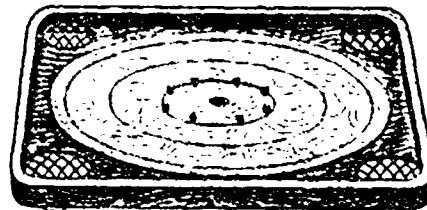
## For 100 Games.

**No. 6 Four Surface Crown Board**, similar to No. 1, but has detachable Crokinole panel, giving four playing surfaces. Complete with 140 pieces of equipment

Retails for \$6.00.



CARROM SIDE.



CROKINOLE SIDE.

If you have not yet received our New Christmas Catalogue advise us at once and we will mail copy.

# NERLICH & CO.

146-148 Front Street West, Opposite Union Station,

TORONTO



**FANCY GOODS AND STATIONERY**—Continued sound. This will sell well. They are specializing on their drug sundries, brushes, combs, etc., and enlarging the department considerably. A good thing in the Winter sporting goods line (which is a large one) are the "King" hockey sticks. These were designed by one of Winnipeg's most famous players, which fact being advertised will sell them rapidly. They are made in boys' and large sizes. The list of mechanical and iron toys is an immense one. Automobile toys, like the "Anxious Bride," with the figures moving in a life-like way, are particularly good, and are just from the continental factories. These are 25 and 50c. lines. Tandem bicycles, steam engines, cook stoves, boats to run in the water by steam or automatically, magic lanterns, from children's toys up to the marvelous cinematograph, fire engines, nose reels, etc., are all on view, and all are good for the Christmas trade. The doll range is an immense one. From the smallest to the largest, they are shown in all nationalities, qualities and prices. The Japanese china-ware, in sets or separate pieces, are worth going far to see. They should make excellent holiday goods.

#### NEW CATALOGUE.

The Fall and Christmas catalogue which Nerlich & Co. have recently issued should be in the hands of all dealers who want to do a good holiday trade, for it contains a great many novelties that cannot be found catalogued elsewhere. It is an elaborate production containing over 150 pages, profusely illustrated with cuts of the various goods, some in colors. An index at the back makes it easy to find any article desired, and, when found, the price and a full description is given. A slip is included giving the terms of trade discount. It would be impossible to give any idea of the immense assortment of goods suitable for the Christmas trade to be found in this catalogue. For mail-order purposes it will be found a valuable reference list.

#### NEW PARLOR GAMES

One of the leading British game houses has a splendid collection of new lines for the coming season, many of which, we should say, will be very popular, and should prove good sellers, as they are up-to date and are of exceptional value.

"From the Ranks to Commander-in-Chief" should prove of exceptional interest just now. This is a novel board game depicting a recruit enlisting, and by good conduct, exceptional bravery, and competency in active service, going forward rank by rank until the highest position that the

army can offer is reached. There are fifty-one colored figures representing the various ranks in the different branches of the military service, the novel feature of this game being that each player has no less than thirteen figures during the course of the game, which are changed from time to time, thus making the promotion very realistic.

Outside sport is represented by a game called "Bags." This is a splendid shilling's worth, and is certainly novel in character, as there are deer, hares, wild duck, pheasants, partridges, and wood pigeons, affording opportunity to the ardent sportsman to insure good sport and heavy bags. The gun consists of a spring and trigger constructed on novel lines in which great accuracy of aim can be attained.

"Where's the King?" is a game of telegraphic character. The players are presumed to be representatives of the leading daily papers, and are anxious to find out for their papers at which of the Royal residences His Imperial Majesty King Edward VII. is residing. The board that accompanies this game is well designed, and is a splendid specimen of the lithographer's art, as it contains portraits of the King and Queen, Duke and Duchess of Cornwall, and Prince Edward of York, besides views of Windsor Castle, Buckingham Palace, Balmoral Castle, Osborne House and Sandringham.


A game with the euphonious title of "Jiggle Joggle," or the Race of the Frogs, is most ingenious, and contains an entirely novel principle, which has been patented. Frogs are raced across the tablecloth. Frogs

are driven tandem across the tablecloth. Frogs are made to walk tight ropes, and when proficiency is gained, racing and tandem-driving on tight ropes—the whole producing exciting moments and grotesque movements. With orders for quantities, a novel and attractive shop window mechanical device is supplied.

"Birds, Beasts and Fishes." There are many original and interesting novelties in this game, and from the fact that the mode of scoring is effected by a pointer, which is combined with the board by an ingenious method, none will scruple to buy it for their children.

#### HARD LINES.

A customer recently asked one of my clerks for a copy of "An Effect in Red," said a prominent bookseller. My clerk looked puzzled and modestly hinted he had never heard of such a book. "Why," explained the customer, "it is by a very popular author—a doctor, I think." Thereupon my clerk handed his interlocutor a copy of Conan Doyle's "A Study in Scarlet." The customer delightfully hailed the book with: "That's it; I knew it was something about red." A little later a lady came to me and said, "I want to get a book that I saw the other day, but I do not know the name of it." I asked for the author, but she did not know that either; I then asked for the publisher's name, but that she also didn't know. I was about to give it up, when she surprised me by saying, "I only know it was bound in yellow." What can you do with such a customer?—Exchange.



# THE BARBER & ELLIS CO. LTD

**DEALERS** who handle our celebrated Mercantile Papers and Envelopes always find satisfactory sales

## "Society Note Paper"

this season, we are showing unequalled lines of our "King Edward VII." and "French Organdie."

Our Prices are Right.  
Correspondence Solicited.

43, 45, 47, 49  
Bay Street. **TORONTO.**

Returned NOV 11 1901

Admirers of Froude will wish to know on what lines the forthcoming volume of selections from his writings has been compiled. The volume will be in three sections. One of these is devoted to pieces describing great historical scenes, a, for instance, the destruction of the Armada in Ireland. In the second we shall have word portraits by Froude of historical personages like Queen Elizabeth, on the one hand, or Sir Humfrey Gilbert on the other. The third section consists of historical sketches, pure and simple, and miscellaneous papers. "Short Studies" is the particular work by Froude which has been most largely drawn upon for the selections.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

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Positively the Finest Manila Tissue. Full size, 5x7. Guaranteed 1,000 sheets in each package. Best Value in CANADA

TO SELL TO RETAILER AT \$7.00 Per Case.

**HOFFMAN.**



Extra Quality Manila Tissue. Sheet 4 3/4 in. wide. Every roll guaranteed to weigh 10 1/2 oz. Perforated. The Hoffman is a Great Big Roll and Exceptionally Good Value for the Money.

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All shapes and grades, with very attractive wrappers, and every one a drawing card. Before stocking be sure and see samples. Cut of wrappers and sample of papers cheerfully mailed on application.

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**THE BELL TELEPHONE CO. OF CANADA.**



**Ridiculously High Prices**

If interested in Silverware and Specialties, write for our Illustrated Catalogues. You will be surprised at the beauty of our designs, and our low prices.

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'GRAND PRIX,' PARIS, 1900. The highest possible Award.

**JOSEPH GILLOTT'S PENS**

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

**We are the oldest Manufacturers of :: STYLO. AND FOUNTAIN PENS in Great Britain.**

Have been over 20 years in the line and should know something about it. We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house. To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms. If our patterns are not right for your market, we will make up any style or size to suit requirements. The pen illustrated below is our latest success. No. 70, with 14 carat gold nib and double feed.



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at 48 cents each, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

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## Topics for the Stationer.

### HEARD IN TRADE CIRCLES

THERE is no change in the prices of writing papers, and, at present, there does not seem to be any probability of a change in the near future. In some cheap lines it was expected that there would be an advance, as since the Eddy mills burned none of that kind has been made in Canada. These grades sell for 5 or 6c. a pound in England and the United States. The paper combine, the scarcity of pulp in England and Scotland, and other things tend to stiffen the market somewhat, but the expectations of higher prices have not been realized.

In some cases United States mills are putting up the price of cheap papers, principally those at 10c. per lb. or under, but this is only in a few cases. The advance is made on these because, it is claimed, very little profit is made on them. The same machinery, and almost the same expense is attached to the making of them as to the dearer grades, while the price is much lower. There is no desire to advance the price of papers at 15 or 20c. per lb. There has been no change in the price of such for years.

American mills are predicting an advance in cheaper grades, as the demand for them is very large, and is on the increase, but this may not amount to anything.

The linen cloth-finished writing stationery is growing rapidly in popularity. This provides a smoother surface than the fibre stationery, and yet has the rough appearance that is so well liked in fine writing papereries. Blue tints are, perhaps, the best, though the white makes a very attractive note, and is selling well.

Rough-finished fibre stationery, however, is the very best selling article there is in the writing stationery line. The fashionable azure blue is the color. Some blues are being put out which are altogether too dark. Dealers should beware of these, as they are not good sellers. They are also shown in lighter shades and white. Care should be

taken in displaying these goods in the store. They fade easily, especially in a place where the sun gets at them.

More appreciation is being shown by the public of the way in which fine stationery is put up than has been the case heretofore, and it behooves dealers to make a careful selection of the boxes. Some stationery is so nicely boxed that it will almost sell itself. This is the kind to get hold of, providing the paper is in keeping with the box. Very often it is not.

Sealing wax is being more used than it has for some years. Some people are making quite a fad of it. A good trade can be done in this, if the dainty novelties that are now being put on the market are shown. These can be displayed to great advantage, and usually a good profit can be made on them. They sell particularly well in connection with fine stationery.

While speaking of sealing wax, let me quote a paragraph from the Berlin correspondent of *The Stationery Trades Journal*, of London, Eng. He says: "Sealing wax has once more become so fashionable of recent years that inventors have begun to take an interest in it. Various contrivances have therefore been constructed in which the sticks had to be inserted for melting. Somebody has now hit on the good idea that it would be best to supply the sticks, or rather the sealing wax, in a kind of casing which makes all the ingenious melting apparatus superfluous. He pours his sealing wax in the course of manufacture in thin metal tubes of the usual thickness and length of the sticks. If the wax is to be used the open end of the tube is held in an upright position in a flame and the required quantity then poured out. The tubes are even made with longitudinal divisions for two or three different colors, but I am afraid that in that case it would require special skill not to produce multi colored seals."

Children's notepaper is being put up in special shapes and sizes, and boxed appropriately, and some wholesale houses are finding an increased demand for it. This means that some stationers are working up a trade along this line. There are a good many novelties in the stationery business that appeal to this trade, and very often it is a trade that, in fact, is ignored. Fancy colored invitation cards are a closely connected line that some dealers make a specialty of, and they are good property if rightly advertised and pushed.

All the English and American stationery trade journals have said, or are saying, that "King Edward has a pretty taste in notepaper. The monogram, which appears in the left hand corner of the new stationery, consists of an Old English E. In the top portion of the E the crown is worked in, and in the lower part are the Roman figures VII. The E is silver in color with a black line outside, and both the crown and the figure VII. in black. 'Windsor Castle' is stamped in black at the head of the paper. King Edward's favorite paper is hand made azure laid, post size, with a slight black border. Queen Alexandra, up to the present, has not selected her official monogram. The late Queen's choice in notepaper, by the way, was silver grey."

A novelty in fine stationery in England is in a maize color, with straw plait edges. The border is fairly broad, in a deeper shade than the rest of the paper, and is embossed to represent straw plait.

### NEW GOODS IN THE MARKET.

While on the lookout for new things in writing stationery some late novelties in the Copp, Clark Co.'s struck me as being just the thing for the Christmas trade for presentation purposes. There was a Hurlbut line, put up in quire cabinets, two colors and sizes in each. White was always one color, and it was accompanied by blue, slate-green or dove grey. The boxes are well made and attractive. Turkish, Moorish and Imperial cabinets are the names. Whiting's "L'Aiglon" is a line in white and blue tints, with the fashionable linen cloth finish. The envelopes are in the wallet shape, and open at the end. Another line, something the same, is got up in a nicely decorated box, and comes in white, marine blue, dove grey and heliotrope—colors that are now popular in any

Dolls  
Toys  
Rock Horses  
Games  
Magic Lanterns  
Soldier Suits  
Wood Furniture  
Toy Watches  
Toilet Cases  
In Leather and Celluloid

ALL OUR NEW  
**CHRISTMAS  
GOODS**

now in warehouse. The range of samples is very complete and attractive, and, best of all, no Fancy Prices. If you call and see us you are sure to purchase. All our business done by mail order and personal visits.

Albums  
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5-o'clock Setts  
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Tea Setts  
Water Setts <sup>In Glass</sup>  
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**F. & E. W. KELK, 76 YORK ST., TORONTO**

**The Good Games**

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**“Winter Evening Games”**

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**POPULAR WITH THE PEOPLE.**

THE GAMES THAT SELL.

LET US HAVE YOUR ORDER.

Our travellers will call and show you this line of **92 GAMES**, or we will be pleased to send you an order sheet on request. Our new catalogue of Fancy Goods gives full description of all our games.

**NEW CARD GAMES:**

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Bobs  
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Century  
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**Large Assortment and Best Value**

<sup>IN</sup>  
Chessmen, Checkers  
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**THE COPP, CLARK CO., Limited, 64-66 Front Street West, TORONTO.**

## TOPICS FOR THE STATIONER—Continued

kind of stationery. Two 25c. lines, in Czarina shape, are the "Mimosa" and "Mimosa Fibre." Silk fibre sells about the best. The shades are white, azure, purple, London Fog, Glenmore blue and rose. Children's cabinets are shown in small-sized note, in cream, white and antique finished. A useful line is one of invitations with envelopes in boxes, 25 of each. They retail for 20 to 50c. A great many lines of visiting cards, including Pirie's and Whiting's makes, are shown. Those of their own make are being sold at a big reduction, 80c. goods being down to 65c.

"Royalty" is the name of a new perfumed sealing wax that is going to be a good thing very shortly. It is put up three sticks in a box, arranged so that no breakage can occur, each box containing different shades of one color. There are sixteen of these series, and some of the shades are very fine. They can be sold very easily. It has been hard to get a good line of sealing wax to retail for 10c. before this, but the "Royalty" will just fill the bill. They sell for 80c. per dozen boxes—as low as anything on the market. Copp, Clark Co. are supplying the trade.

I saw some brands of Pirie's notepaper and papeteries, including Royal Buck, Cloth of Gold, Ancient Scottish, Old English and Old Irish, in Brown Bros.' the other day which were strikingly boxed, and could be displayed well. Hurlbut's Court series is also shown and is selling very well. Some notepapers that will suit the popular trade, being nicely boxed and providing a good writing surface, are the Cymric, Roman, Florentine and Royal Scots. A big shipment of the world-famous Paul E. Wirt fountain pens, just arrived, will doubtless not be long in dwindling to a pretty small stock, such is the demand for this pen. Dennison's Pebbled Passe Partout binding for repairing music, etc., is an article that all dealers can handle profitably. It is most useful for amateur photographers also. A specialty is being made of typewriter supplies, carbon paper—both the ordinary and cobweb—in purple, black, blue, etc., Little's ribbons, which are made to suit any machine, and other goods, all of which being of the best, are selling well. They are the agents for the New Century typewriter, for which they report big sales, due, no doubt, to the many new improvements it contains. A handsome illustrated catalogue of this typewriter can be had by application. The Edison diaphragm mimeograph has been found so simple, and yet capable of doing an

immense amount of work, that it is easily accorded the first place.

## NEW STATIONERY AGENCY.

Mr. George W. Kaye, for a number of years with W. J. Gage & Co., the well-known stationers, has secured the sole Canadian representation of several large American paper manufactories. These include the Phoenix Toilet Paper Manufacturing Co., of New York, manufacturers of fine toilet paper; the Smith Paper Co., of Lee, Mass., makers of high-grade tissue papers of every description; the Kenyon Paper Co., Baldwinsville, N.Y., fine white and colored tissues; the Pawtucket Glazed Paper Co., of Pawtucket, R.I., glazed and wax papers, and the McDowell Paper Mills, of Philadelphia, manufacturers of fine tissues. The Canadian business of these firms has developed so within the past few years that they have deemed it wise to establish a direct Canadian agency. The business will be carried on directly from the mill to the wholesaler. Mr. Kaye is a popular young business man and in his hands the business will no doubt enjoy a still further increase. His office is at Room 503 Carlaw Building, 28 and 30 Wellington street west, Toronto.

## NEW YORK BOOKMEN PAY UP.

Some New York importers, owing to the severe Customs regulations in force for the purpose of exacting the full duty, have voluntarily made advances upon their invoices lest they should be required to pay the penalty equal to the amount of such advances as might be made upon their goods, together with the full duty upon the valuation thus revised.

Among such voluntary advances, perhaps the most noteworthy are in the line of books. One invoice of these goods coming from England was said to have been advanced by the importer to the extent of £175. The original invoice value being £91 was raised to £269, to make correct foreign market value. In justice to the importer of a quite recent entry of these articles which were seized by the Collector on account of their being undervalued in excess of 50 per cent., it was learned that in this particular case there was a misunderstanding on the part of the importer as to the basis upon which the valuation of merchandise was determined for duty assessment. He did not know it to be the wholesale market value at the place from whence the goods were shipped for export to this country when such valuation can be ascertained and in the event that no such valuation is established, that the cost of production with a fair margin for profit was such basis.

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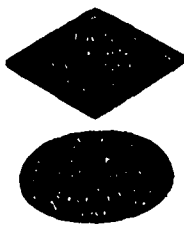


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### NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of  
September, 1909

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

12421 The Girl and the Butterfly Song. Words by Arthur J. Lamb. Music by Paul Cohn. Whaley, Royce & Co., Toronto.

12422 Look at Dem Eyes. Song. Words and music by I. Brachman. Whaley, Royce & Co., Toronto.

12423 Ori and I. By Irving Bachelier. Illustrated by F. C. Yohn. Grant Richards, London.

12424 to 12431 inclusive. Eight musical selections from In Minor Mode, by Reginald de Koven. Church Co., Cincinnati.

12432 to 12437. Six pieces of music registered by The Church Co., Cincinnati, as follows: An English Lullaby; Smile my Lady (serenade); Mighty Lak' a Rose (song); To Anne (song); An African Love Song; At Rest (song).

12438 High School Ancient History. Greece and Rome. Canadian edition. By P. V. N. Myers. Copp Clark Co., Toronto.

12439 Captain Ravenshaw or, The Maid of Cheapside. A Romance of Elizabethan London. By Robert Nelson Stephens. Illustrated by Howard Pyle. Copp Clark Co., Toronto.

12440 The Fortia Kindergarten Music Chart. James Edward Fortia. Toronto.

12441 Fraser's Protective Check Book. Wm Bruce Hamilton.

12442 New Elementary Geography. J. N. Miller. Quebec.

12443 Prang's New Graded Course in Drawing for Canadian Schools. In five numbers. W. J. Gage & Co., Toronto.

12445 Carmelita. A Mexican Dance. By I. V. Gustin. Whaley, Royce & Co., Toronto.

12446 The Jack-O-Lantern Man Song. By Geo. Evans. Whaley, Royce & Co., Toronto.

12447 Mistress Nell. Waltzes. By I. V. Gustin. Whaley, Royce & Co., Toronto.

12448 Recueil de Discours. Prepares Par Marc Sauvalle. C. O. Beauchemin & Fils, Montreal.

12449 Crankshaw's Criminal Code of Canada. By James Crankshaw. B.C.L. Second edition. Camille Desquet, Montreal.

12450 Plan of the Town of Sault Ste. Marie. Joseph Cozeus. O.I.S., Sault Ste. Marie, Ont.

12451 Behold What Manner of Love. Anthem. By J. Parnell Morris, F.C.T. M., Lindsay, Ont.

12452 Creole Belles. Rag Time March. By J. Bodewalt Lampe. Whaley, Royce & Co., Toronto.

12453 The Letter and the Book. By Herbert G. Paull, Toronto.

12455 Reliance Household Account Book. Alexander Stewart, Toronto.

12456 The Yankee in Quebec. By Anson A. Card, Quebec.

12457 The Eternal City. By Hall Came, Isle of Man.

12460 A Warm Proposition. Cake-Walk March. By James B. Glionna, Harry B. Sparks, Toronto.

12461 Ode on the Coronation of King Edward VII. By George Whitefield Grotto, Toronto.

12462 The Duke and Duchess. March and Two-Step. By Cecil J. A. Birkett, Ottawa.

12463 A Modern English Grammar. By Huber Gray Buehler and Pelham Edgar, Ph.D. Morang & Co., Toronto.

12464 Public School History of England and Canada. By W. J. Robertson, B.A., LL.B., and G. U. Hay, Ph.B., D.Sc. Copp Clark Co., Toronto.

12465 Misty Land. Lullaby. Words by Thurl. Music by Cecil J. A. Birkett, Ottawa.

12466 Your Lips Have Said You Love Me. Song. By C. B. Hawley. Church Co., Cincinnati.

12467 A Song of Life. Words by Frank L. Stanton. Music by C. B. Hawley. Church Co., Cincinnati.

12468 Love and I. By C. B. Hawley. Church Co., Cincinnati.

12469 Victor and Other Poems. By M. Stanley Lehigh, Frankville, Ont.

12470 Rose. Words by Arthur Trevelyan. Music by Chas. J. Gebest. Whaley, Royce & Co., Toronto.

12471 National Score Sheet. For the Scoring of the Game of Bridge Whist. Arranged by Walter Read. Warwick Brothers & Rutter, Toronto.

12472 Photograph of the Duke and Duchess of Cornwall and York upon the design of a Maple Leaf. J. C. Clarke, Toronto.

#### INTERIM COPYRIGHTS

710. Tables for the Rapid Calculation of Stock Values. William B. Leitch, Montreal.

711 The Syllabic System of Short-hand. Robert Boyd, Winnipeg.

712 The Right of Way. By Gilbert Parker. Copp Clark Co., Toronto.

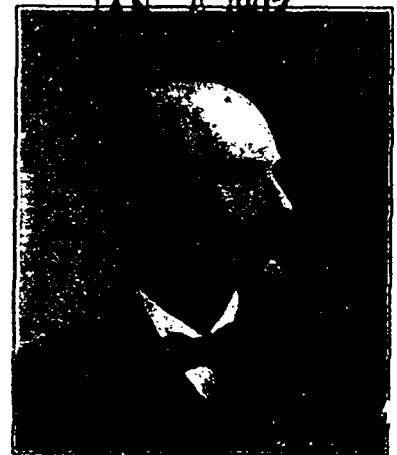
713 The Secret Orchard. By Agnes and Egerton Castle. McLeod & Allan, Toronto.

714 Notes d'Argent de la Societe des Artisans Canadiens Francais, 1876-1901. Par Avila Bourbonniere, Montreal.

#### A UNITED STATES WRITER IN CANADA.

A BOOK that is arousing a good deal of favorable comment is "My Friend Bill," which has been compared to "David Harum," and not altogether to the advantage of the latter. Of it The Book World says: "It is the best book of light fiction we have ever read," and one is inclined to express the same opinion after following the adventures of Rube and his friend Bill.

The author is Mr. Anson A. Card, who recently became the wonder of Quebec literary men by writing, and having printed and published a book called, "The Yankee in Quebec," after having been in that city for only a week. The book was commenced on August 5, and by September 5 all the copies were sold. This breaks the record in Canada at any rate.



Mr. Anson A. Card.

Mr. Card came from New York to Quebec to purchase railroad ties for the States, and while waiting for the development of the business, he visited the city and outside points of interest. "The Yankee in Quebec" was the result. It appears in the list of Canadian copyrights this month.

This book is written in a careless, happy-go-lucky style, as must be supposed since the writing of it occupied so little time; but it is highly entertaining from beginning to end. Everything is looked upon in a humorous way, and yet one is impressed with the close observation of the author and gratified with his many compliments to Quebec, its people, institutions and everything else connected with the city and Province.

"The Yankee in Quebec" will be read with interest not only by the people of that Province but by all Canadians, who will find much to amuse them in the descriptions of Quebec's various famous points as well as the references to many public men, well known throughout the Dominion. The author was introduced to Lord Minto, Lieutenant-Governor Jette, and other prominent men; and none of them have been left out of the book.

The Emerson Press, 149 Broadway, New York, and The Quebec News Co., 31 Bunde street, Quebec, are the publishers.

## Canadian Trade Notes.

**G**EORGE M. EVEREST, druggist and stationer, Arkona, Ont., is advertising his business for sale.

The assets of J. B. George, stationer, of Ottawa, were sold by the bailiff for rent.

T. E. Acheson, stationer, St. Stephen, N.B., has been burned out; insurance, \$1,300.

The stock of L. M. Tupper, lending library, Truro, N.S., has been damaged by fire; insured.

W. Casson, wall paper dealer and printer, Stratford, Ont., has closed out the wall paper business.

A fire in St. Stephen, N.B., destroyed the bookstore of Thos. E. Acheson. Insured for \$9,000.

W. A. Hughes, dealer in boots, shoes, and stationery, Dundas, Ont., advertises the boot and shoe business for sale.

Messrs. Lamarche & Benoit have been appointed curators of the estate of Mrs. E. Rivet, fancy goods dealer, Montreal.

McRae Bros. & Smith, stationers and newsdealers, Phoenix, B.C., have moved from their old location on First street to the new store they have just completed on Knob Hill avenue.

J. W. Longley has been appointed permanent liquidator of The Publishers' Syndicate, Limited, Toronto. The business will be kept going for some months and it is hoped all creditors will be paid in full. The shareholders stand to lose a good deal, however. The inspectors are Messrs. J. F. Ellis, G. H. Muntz, and Williamson.

Mr. D. Hills, of Hills & Co., London, Eng., publishers of the "For the Empire" series of Christmas cards, has just taken a tour through Canada on the lookout for new ideas of a local nature to be incorporated into the next year's designs. This series, with the maple leaf designs, etc., has been an immense success, and it is likely to be an even greater one with the new things added.

Mr. A. Heffernan, manager of the entry room of The Copp, Clark Co., Limited, has sent that firm to go into the service of Clark Bros., Winnipeg, where the position he takes is one of much responsibility and with good opportunities for further advancement. Before his departure the employes of The Copp, Clark Co. presented him with a travelling companion and a handsome solid leather suitcase.

Mr. Arthur P. Reed, manager and buyer of The Copp, Clark Company's stationery department, is receiving congratulations upon his marriage to Miss Lily

Davison, which took place on Saturday, September 28 in St. Thomas' Church, Toronto. Mr. Reed's popularity was shown in the presentation made him by the staff of The Copp, Clark Co., of a set of dining room furniture, Major Lee, the oldest benedict, making an appropriate address, to which Mr. Reed replied. The members of the firm also presented him with a handsome drawing-room chair. Mr. and Mrs. Reed went on a trip to Chicago and other places, before taking up their residence in Toronto.

### NEW CANADIAN BOOKS.

Mr. J. S. Gordon, of Hamilton, who designed the handsome cover of "Mooswa," has executed an exceedingly striking cover for the Canadian edition of Ralph Connor's new story, "The Man From Glengarry." The central feature of the design is the picturesque figure of a log-driver, with pole in hand, at the breaking up of a log-jam. The design will be stamped in gold and colors, and promises to be very pretty and effective. The story itself is exciting extraordinary interest. Unquestionably, it will be the prime favorite for the Christmas trade.

Mr. Heming has really excelled himself in the fine series of illustrations made by him for Mr. Fraser's new animal story, "The Outcasts." We are enabled, by courtesy of the publishers, to reproduce one of the engravings in this number. It is satisfactory to think that such a story could have come from a Canadian pen and had adequate illustration by a Canadian artist. Both author and artist are masters, each in his own field of work, and both in their achievements are reflecting glory upon their native land.

A book of verse of uncommon interest will shortly appear, a collection representative of all parts of the British Dominion, and entitled "Patriotic Song: A Book of English Verse," selected and arranged by Arthur Stanley. It is a volume of some 360 pages, containing 233 poems, representative of England, Wales, Scotland, Ireland, Canada, India, South Africa, Australia and New Zealand. Some thirty pages of notes follow and an alphabetical index. In the Canadian section William Wye Smith, Duncan Anderson, Mrs. Curzon, Dr. Rand, Annie Rothwell Christie, Clive Phillips-Woolley, Chas. G. D. Roberts, W. W. Campbell, F. G. Scott, Francis Sherman, Arthur Stringer, and Stuart Livingston are drawn upon, if not for an adequate, at any rate for a very creditable, representative collection of our patriotic verse. The volume doubtless had its spring in the wave of patriotic and Imperialistic feeling that has swept over the Empire since the outbreak of the Transvaal War. If anything in print can stir the pulse of a Briton this splendid collection of patriotic songs will. The trade will find it a capital holiday book.

In a paragraph that has appeared in some of the papers, Lieut.-Col. Wilkinson is credited with having sold some 1,200 copies of his "Canadian Battlefields and Other Poems," but the colonel writes that he actually has sold 2,243 copies, and he has prospects of disposing of nearly 1,000 more. Who says the age of poetry is past?

A second volume of missionary biographies, under the title of "Messengers of the Churches," has been prepared by the Rev. J. E. Sanderson, and is now in the press. Nearly 2,000 copies of the first volume were issued.



## Patriotic Streamers

for the

## Royal Visit

In stripes of Red, White and Blue, 6 inches wide and 4 feet long. Also

## Crêpe Paper

in same colors, 20 inches wide and 7½ feet long. Crepe Paper makes the cheapest and most effective decorations.

For sale by all Wholesale Stationers.



## Wall Paper and Decorations.

### PUSHING U. S. WALL PAPER HERE

**D**URING the last month or two we have heard some discussion re the new invasion of the Canadian market by American wall paper. Two or three American houses have sent circulars to the trade offering, apparently, great inducements in the way of flat prices—that is, one price for the pattern combination. Papers as low as 2c. are emphasized with a view of suggesting general low values. We have made some inquiry re the effect of this, and find that the well-posted Canadian buyer has not been influenced. There was a time several years ago when Canadian papers had not attained the excellence of to-day, but since then our manufacturers have made such a successful study of the wants of the trade, and have catered to it both in style and designs, colorings and prices, that no dealer is likely to risk his trade by the introduction of a class of stuff which, as a whole, is in pattern unsuited to replace that which has increased his trade in the past.

Concerning value, a simple calculation will show our home papers to be on an average of 15 per cent. cheaper than the "push" goods at flat prices of the American firms referred to, while a loss of 5 per cent. interest on the cash outlay of 35 per cent. duty must also be debited to the latter.

Take, for instance, a Canadian 5c. gilt made on very superior grounded stock and with No. 1 gold. It shows 18 per cent. based on 100 rolls in combination, and this against American flat rates. Even 3½c. combinations show 15 per cent. in favor of Canadian paper. It seems to us that the great hope of those very few American houses who are offering goods on this system is based on the "sprat to catch a whale" policy, i.e., that of offering 2 and 2½c. quotations as opposed to our 3c. This is more effective in circulars than in fact, which proves them more than likely to consist of last season's jobs, obviously

patterns which did not sell in the United States.

But, even if otherwise, it is a safe proposition to offer a man 5 per cent. on his order less even than cost in order to book 95 per cent. at a higher average, and it may be safely noted that they do not canvass trade which is likely to limit the orders to low grades.

Thus we find that a general average is what every manufacturer must have, and this is proved by the last Government blue book, which shows an import of over \$6,000 less than last year, but an average of 12.16c. per roll, an average far above any Canadian factory attains. Now, there is another point which should appeal to the ordinary dealer. Is it worth his while to close his account with a Canadian company which has his interest at heart, has the ability and is willing to help him expand his business, to force that company into opening a competing account with goods which are here to stay, for the alleged and temporary advantage in a grade of goods which are a bagatelle in comparison with his general order? No, we think not.

\* \*

### A PETERBOROUGH PURCHASE.

The purchase of the Turnbull stock of artistic wall paper, window blinds, etc., by Messrs. A. H. Stratton & Co., Peterboro', was made the occasion for a startling reduction sale. The outlook which the Peterboro' bookstore has for wall papers seems capable of absorbing all the local stocks. Such enterprise, while it is specially creditable to Messrs. A. H. Stratton & Co., affords unlooked for advantages to housekeepers at this house decorating season of the year. Prices are as low as 2c., 3c., 5c., and gold papers at 7c., 9c. and 11c.

### JAPANESE WALL PAPER.

Mr. John M. Fuller, of Buffalo, who is introducing American wall papers abroad, says: "There is no paper made anywhere like the Japanese paper. The Government controls the factories and the process is a secret one. Americans would drop dead at the thought of paying what the Japanese

grantees pay for their wall paper. Thirty dollars a roll is a common price. The paper is forty inches wide, made by hand, heavily embossed, and the relief is filled in from the back. When laid on the wall a hammer can be used on it without destroying the embossing effect. The gold work of it is pure leaf. It stands for half a century, and cleans like a board. There is not a corner on it to turn up and tear. The Japs beat us at that game, but they know nothing about our cheap papers. We have no competitors in that field."

### WALL PAPER PRICES IN FRANCE.

A consular report on wall paper in Southern France contains a comparison of prices and tastes which is interesting to Canadian dealers. Writing from Nice, France, the consul says. "I find that a considerable quantity is imported from England and Germany. Manufacturers in Germany are making strenuous efforts to compete with the English and French papers, and are certainly succeeding, as far as cheap grades are concerned. The retail price of what I consider ordinary wall paper varies between 4 cents and 90 cents a roll of 8 meters (8.75 yards) in length, while the price of paper in relief varies from 90 cents to about \$3 per roll of similar length. I have no samples or catalogues by which to judge, but my impression is that I have seen American papers at home sold at from 40 to 80 cents per "double roll" that appeared to me heavier of weight, richer of appearance, and more artistic of design than papers here sold at from 80 cents to \$1.50 per roll.

"It is always difficult to ascertain from dealers here what they pay for goods, but I have been enabled to obtain information that would warrant my stating that the profit to the retailer, represented by the prices above quoted, varies between 33% and 60 per cent. I am informed that the product known as "Incrusta" is not greatly liked, as being not very durable, and the dealers are anxious to find a substitute for it, nor are the British washable papers specially liked here. The handsome wide borders and wainscoting papers are practically unknown, and should become very popular. English and German papers are shipped here via Bordeaux, and in one case an order required twenty-one days to reach Nice by rail from Bordeaux—more than would be required to ship the goods from New York to Nice direct by sea, at a greatly reduced freight rate. The duty on wall paper is 10 francs (\$1.93) per 100 kilograms (220.46 pounds) and the octroi (town duty) is also 10 francs per 100 kilo-

**WATSON FOSTER CO.**



**MONTREAL**

**WALL PAPERS**

**THE MAN  
WHO HESITATES**

TO BUY WALL PAPERS BEFORE INSPECTING  
THE WATSON FOSTER LINE  
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IN ALL GRADES, SUCCESSFULLY MEETING  
HOME AND FOREIGN COMPETITION  
AND BY CONFIDENCE

IN  
THE  
**WATSON, FOSTER CO.**

OCTOBER 1901

WALL PAPER AND DECORATIONS Con'd. grams. This last duty is paid by French papers as well as by foreign ones. These duties are for all wall papers, irrespective of quality."

"HEARING" PRICES IN THE UNITED STATES.

The gathering of the wall paper clans in New York City at the Gilsey House last month was marked by an exceedingly large attendance of buyers from all parts of the country. It is generally conceded that the market opened up in rather unsatisfactory shape, and on account of the fact that certain materials entering into the manufacture of wall paper (notably paper stock) had undergone some reduction, the buyers started in a dogged way to bear the market to its lowest point. They shopped around from room to room in the Gilsey with marked persistence without placing orders of any volume for some days. Naturally, under such strain, some of the makers broke down and booked orders at less prices than they could have obtained if they had held out to the end. The new design idea was rampant throughout the entire showing of all manufacturers. New designs by the score were shown by all the makers and the number of variations of each pattern was unusually

large. There was a great deal of talk in the lobby of the hotel to the effect that it would be impossible for certain factories to last for six months longer under the present methods of conducting business. Most of the wall paper factories are patrons of the paper trust, and this corporation is in no sense accommodating to its customers.—American Carpet and Upholstery Journal.

MR. FRASER'S RECOVERY.

Mr. W. A. Fraser, we are glad to learn, has recovered sufficiently from the results of his recent operation to be able to leave for his home in Georgetown. The operation—performed by Dr. Cotton—proved to be a much more serious one than was anticipated; indeed, it was the opinion of the surgeons, that had it been delayed a week or two later the excision of the appendix would, in all probability, have involved fatal consequences. Mr. Fraser's native grit and wiry constitution enabled him to rally when many another would have succumbed.

His numerous friends, and the many thousands of readers of his books as well, will be glad to know that Mr. Fraser will soon be able to resume his literary work, in which he bids fair to gain higher laurels even than those already won.

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**STAUNTONS**

The "All-Canadian" Line for 1902—made specially for the Canadian trade—artistic designs—exceptional color effects—the greatest wall paper values that we've ever had to show to the Canadian trade. If you haven't ordered drop a card for sample books---or ask to have our traveller go to see you.

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Formerly  
M. STAUNTON & CO.

TORONTO.

**WALL PAPERS**

THE BOOKSELLER AND STATIONER

FACTORY  
FOUNDED  
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# WALKDEN'S

FACTORY  
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