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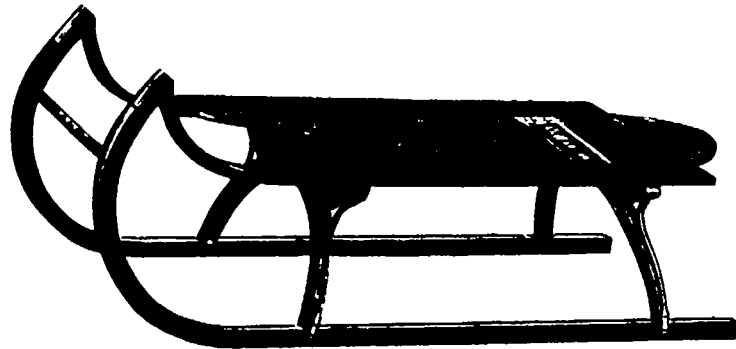
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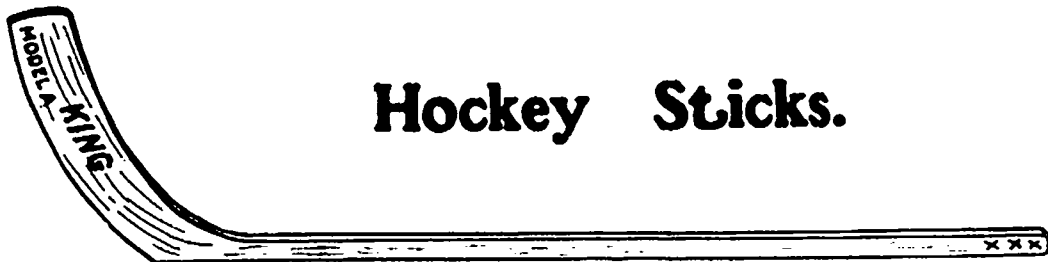
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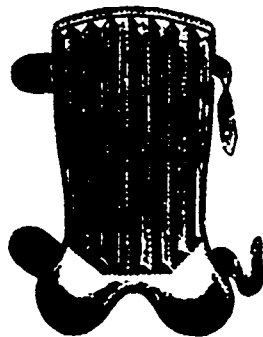
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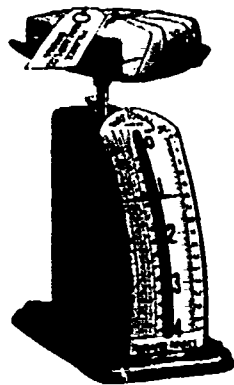
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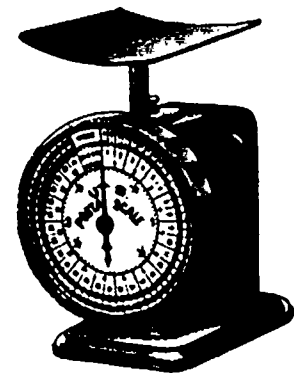
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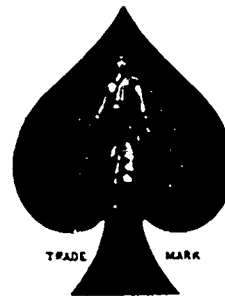
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THE Bookseller and Stationer

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Vol. XIX.

MONTREAL AND TORONTO, CANADA, NOVEMBER, 1903.

No. 11.

CURRENT TOPICS

DESPITE the large number of new books which publishers placed on the market during October, sales have not been particularly heavy. Booksellers in nearly all parts of the Dominion report business dull. However, this state of affairs is by no means extraordinary. Prior to the Christmas rush, a lull is quite a usual occurrence, and just now we are in the midst of it. The arrival of several new and popular novels on the market is noticeable, and their sales, we believe, have been fairly good. Louis Tracy's "Wings of the Morning," G. B. McCutcheon's "The Sherrods," and John Fox, jr's "Little Shepherd of Kingdom Come" have been widely advertised and seem to have caught the popular taste. "Barlasch of the Guard," "The One Woman," "Gordon Keith," "Mettle of the Pasture," and "The Grey Cloak" have become settled favorites, and "Lady Rose's Daughter" and "The Virginian" still find purchasers. Morley's "Life of Gladstone" has taken well in Canada, considering its character and its cost. Sir Gilbert Parker's "Quebec" is also doing well on the market.

BOOKSELLERS have not yet lost all influence over the reading public, nor need they fear for some time to come that their office of counsellor and adviser will be taken away from them. A recent experiment by a New York publishing house proves indisputably that of all the influences which guide a purchaser of books, that of the bookseller is paramount. A new novel was selected and in each copy a postal card was inserted, on which the future purchaser was requested to set down the influence which led him to buy the book. Twenty-six per cent. of the replies showed that the bookseller's recommendation had been the guiding force; sixteen per cent. were due to the author's previous fame; fourteen per cent. to the recommendation of friends; twelve per cent. to reviews; ten per cent. to advertisements; nine per cent. to appearances; five per cent. to the attraction of the title; three per cent. to colored illustrations, and the remaining five per cent. gave no reasons whatever.

THE war which is in progress between Canadian manufacturers and the transportation companies over the Canadian freight classifications, has received a new complexion so far as manufacturing stationers are concerned, by a recent action of the railway companies. Hitherto a single schedule of rates for the whole year has been in force, covering such stationer's products as blank books, envelopes, etc. This, it seems, was granted on the condition that the shippers refrain from using the steamboats in Summer. Alleging that the condition had been violated the railways have put in a Winter schedule, which differs considerably from the Summer schedule. So far as can be ascertained, however, but little damage will be done to the manufacturing stationers through this action of the railways. Only such houses as are accustomed to pay freight charges will be affected. It may, for instance, slightly affect some Toronto houses which pay freight charges to Montreal on consignments going east to compete with eastern houses.

*Freight Rates
on Stationery.*

THE constant introduction of new lines and novelties of sterling character into the bookseller and stationer's store is good for business. It is all well enough for the public to learn to depend on your store for the staples of your trade. This is essential as a ground work. Over and above this, however, a store which can show variety, novelty and a constant display of new and up-to-date ideas, holds altogether a different position in the community. The public learn to turn to such a store for the many and varied requisites of daily life. Incidentally the public will purchase their staple requirements from you at the same time. BOOKSELLER AND STATIONER endeavors to keep you posted on all the latest products of the manufacturer's skill and art. New directions for developing business are monthly being hinted at, and there should consequently be little difficulty for our readers to keep well abreast of the times.

*Novelties
versus Staples.*

BOOK BREVITIES

THE FLEMING H. REVELL CO. have recently brought out two or three novels of undoubted charm. The first, "The Bondage of Ballinger," by Eugene Field's brother, Roswell Field, is the story of a dear old book lover; the second, "On the Road to Acady," by Mabel Nelson Thurston, is a romance of an outdoor girl, with scene laid on the hills near Washington; and a good third is Margaret E. Sangster's "Eleanor Lee," which requires no further recommendation than its author's name.

Two striking figures in the religious life of England to-day are Hugh Black and W. J. Dawson. Works by both men are being published in this country by The Fleming H.



Albert R. Carran,

Author of "The Prisoners," "The Preparation of Byerson Embury," etc.

Revell Co. An edition de-luxe of Black's "Friendship," is appearing, and simultaneously his new book, "Work," is being put on the market. A volume of sermons entitled "The Reproach of Christ," is Mr. Dawson's contribution to our literature.

A clever story entitled "In Music's Thrall," by Lilla Nense, a Canadian lady, is announced for early issue by William Briggs.

Miss Laut has made a further essay into the early history of the West, in a work entitled "Pathfinders of the West." Among the great explorers whose adventures are described are Radisson and Grosvenors, the organizers of the Hudson's Bay Company; the Verendryes, father and son, the first traders to push their way clear across the continent to the Rockies; Heane and Mackenzie, the great fur trade explorers of the north, and Lewis and Clark,

the first white men to make official exploration from the Missouri to the Pacific.

"Our Own and Other Worlds," is the title of a popular work on astronomy from the pen of Rev. Joseph Hamilton, D.D., of Mimico, shortly to be published by William Briggs.

Mrs. Ballington-Booth's book, "After Prison- What?", has a unique interest. It is a plea for the boys of the prison and is the result of seven years' experience among convicts. Revell Company.

Many thousands will be interested in the news that Mr. F. Hopkinson Smith has at last given to the public some further details in the career of the celebrated Colonel Carter of Carterville. The new story, the title of which is "Colonel Carter's Christmas," will be published early in November. (The Copp, Clark Co.)

A Puritan edition of "The Pilgrim's Progress," is to be published by The Fleming H. Revell Co. The text is the most accurate obtainable, and the illustrations are striking.

A temperance story, entitled, "The Old Orchard," by a clergyman who uses the pen-name of "Mack Cloie," is announced for issue during the present month, by William Briggs. The scene is laid in the county of Middlesex, Ontario.

"The Bar Sinister," by Richard Harding Davis, is one of the best dog stories which have been written in recent years. The original of the bull-terrier in the story is known to his intimates as "Kid." He made his first appearance in the show world in 1900 at Toronto. The book is beautifully presented with eight full-page drawings in color and numerous marginal illustrations by E. M. Ashe. (The Copp, Clark Co.)

"A History of the Central Presbyterian Church, of Galt," prepared by the present incumbent, Rev. J. A. R. Dickson, Ph.D., is being issued by William Briggs. The records cover nearly a half-century, and Dr. Dickson's writing has covered the last twenty-four years.

"Dr. Xavier" is the title of Max Pemberton's new book. The increasing sense of mystery and the perpetual charm that pervade all of Mr. Pemberton's stories are here, if anything, in larger measure. Dr. Xavier, the scientist and magician, is skilfully depicted, while the subordinate personages lend an added air of mystery to a cleverly-written tale. (The Copp, Clark Co.)

A work entitled "The White Chief of the Ottawa," by Mrs. Carr-Harris, wife of Prof. Carr-Harris, of Queen's University, is announced for early issue by William Briggs. It is the story of the settlement on the Ottawa river where now the capital city of the Dominion stands.

A beautiful book of entirely new material by William J. Long will be published this season by The Copp, Clark Co. under the title "A Little Brother to the Bear." Together with this author's earlier books, this volume is destined to become a classic. The book opens with a study of the coon and his amusing ways. Mr. Charles Copeland has made 12 full page and 200 smaller drawings to illustrate the volume.

Beatrice Harraden, the author of "Ships that Pass in the Night," has written a new story, entitled "Katherine Frensham." The hero is a man of 35 who has been thwarted in his life work by the incompatibility of his wife, whose influence follows and nearly wrecks his sensitive nature even after her death. Fortunately for him and his son, a boy of 12, Katherine Frensham comes into their

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lives and not only brings them into harmony with each other, but with her love rounds out and completes a life that was dangerously near to shipwreck. The Copp, Clark Co. will publish this book early this season.

"Incomparable Bellairs" is a sprightly romance by Agnes and Egerton Castle, which will be published this month by The Copp, Clark Co., Limited.

"Over the Border" is the title of Robert Barr's new novel. It is nearly two years since this prince of story tellers has appealed to the public with a novel, and his many admirers will welcome a new romance from his pen. "Over the Border" is not an "historical novel," so called; but it is a dashing story of adventure in the time of Cromwell, full of love, fighting, intrigue, told in Mr. Barr's breezy and witty way. (Illustrated; cloth \$1.25. The Copp, Clark Co., Limited.)

Among the books announced as forthcoming by William Briggs, is a volume of verse of more than usual interest, entitled, "Poems of the New Century," by Prof. R. S. Jenkins, M.A., of Trinity University, Toronto.

Mr. Ridgwell Cullum, author of the novel of the Great Canadian Northwest, entitled "The Foss River Ranch," prefers to hide his real identity under that pen name. It is stated that Mr. Cullum is really one of the best known actors on the London stage. "The Foss River Ranch" is his first book, but it is anticipated that there will be another from his pen next year.

Fiction readers look forward every year to Mr. F. Marion Crawford's new novels, and they are not disappointed. One may always predict a good story ably told. "The Heart of Rome," the latest story from Mr. Crawford's pen,

centres in the tradition of buried treasure underneath the immense palace of the ruined Conti, who were one of the most ancient families in Rome. (Copp, Clark Co. \$1.50.)

Prof. L. E. Horning, of Victoria College, is engaged on a bibliography of Canadian fiction which he expects to have ready for the press within a couple of months. Such a work is greatly needed and will be a valuable addition to the equipment of the public school libraries.

"A Checked Love Affair" was one of Mr. Paul Leicester Ford's last stories. It will be beautifully presented this season by The Copp, Clark Co. with full page illustrations in photogravure and border decorations.

"The Ploughshare and the Sword," by Ernest Hemm, is a Canadian story of the first French occupation of the country which is now called Quebec. The book will be published early this month by The Copp, Clark Co.

A new story by Marshall Saunders, entitled "The Story of the Graveleys," will shortly be published by William Briggs in a Canadian edition. It is a tale of New England life, told in Miss Saunders' best style.

"Helianthus" (Sunflower), the new novel by Ouida, will undoubtedly be one of the most eagerly discussed books of the Autumn season, and thousands of people to whom Ouida is one of the fixed constellations in the literary heavens, look forward to it with particular pleasure. (The Copp, Clark Co.)

The Copp, Clark Co. will publish this Fall a new book of stories by Mr. W. W. Jacobs, entitled "Odd Craft." They depict the seafarer ashore with a wealth of genuine humor. A profusely illustrated new edition of "Many Cargoes" is being made ready for the holiday season.

BRITISH PUBLISHERS AND CANADA.

By E. J. D.

CONSIDERING the rapid progress, the increasing population, the loyalty, and the general prosperity of Canada, it is surprising that British publishers have not made a more serious attempt to secure a stronger foothold here. Those Canadians who imagine it is because of the lack of enterprise on the part of the publishers of the Old Country, must disillusionize themselves of this idea. The English publishers (especially does this apply to magazine and periodical houses) are as full of enterprise as it is possible to be. It is rather owing to the fact that British publishers have been having such a good time at home that they have thought Canada too small for serious consideration.

That Canada can do with more English literature is certain. Take a look over any bookstall or newsstand in any part of the Dominion, and on every hand United States publications predominate. We do not think Canadians read too much United States literature. The point we wish to emphasize is, that they do not read enough English literature; or, rather, that they do not get the opportunity of doing so. Canadians cannot be expected to make any special effort to find out what English magazines and periodicals will suit them. They know every publication the United States sends in. When the average Canadian wants something to read it is usually one of the popular United States publications that is bought.

During the past fifteen years the writer has watched the progress of the various magazine and periodical houses in England; concerns that were comparatively small affairs fif-

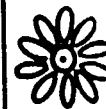
teen years ago are to-day the leading houses of their class in the world. One of the most important and wealthiest publishing firms in the world has hardly existed for fifteen years.

That there are obstacles in the way of Old Country firms who are desirous of getting for their publications more prominence here is obvious. The greatest of these is that of returning unsold copies. No publisher can get a journal handled by the trade in these days unless he can arrange for the return and credit of unsold copies. The English publishers should be assisted out of this difficulty by the enterprise of the wholesale news dealers.

Surely if United States publications can find a market in South Africa (one of the leading news-dealing concerns in Johannesburg is The Anglo-American News Co.), and English houses find it profitable to open branches in that colony, English houses will find Canada a field worthy of exploitation. Whether or not the present condition of affairs is likely to be changed rests, as far as we are able to judge, entirely with the publishers across the Atlantic. Canada is doubtless a field which they can, if they will, add to their present extensive sphere of influence. There is no doubt whatever that literature has a great power in assisting us in framing views on subjects of great importance. A better knowledge of English literature will do more than politicians can do to enable Canadians to take a greater interest in their fellow-subjects in England and in the affairs of the British Empire.



NEW AND FORTHCOMING BOOKS



FICTION.

- Bart, Robert. "Over the Border." Toronto: The Copp, Clark Co. Price \$1.25. A dashing story of adventure in the time of Cromwell.
- Castle, Agnes and Egerton. "The Incomparable Bellairs." Toronto: The Copp, Clark Co. Price \$1.25.
- Crawford, F. Marion. "The Heart of Rome." Toronto: The Copp, Clark Co. Price \$1.50. The story is in Mr. Crawford's best vein. It turns on the tradition of a buried treasure under the foundations of the palace of the ruined Conti. Conflicting interests are aroused and a series of exciting incidents follow, through all of which runs the thread of one of Crawford's cleverest love plots.
- Carman, Albert R. "The Pensionnaires." Toronto: William Briggs.
- Carr Harris, Mrs. "The White Chief of the Ottawa." Toronto: William Briggs.
- Davis, Richard Harding. "The Bar Sinister." Toronto: The Copp, Clark Co. An inimitable dog story.
- Ford, Paul Leicester. "A Cleeched Love Affair." Toronto: The Copp, Clark Co. One of the last stories by the famous author of "Janice Meredith."
- Fox, Jr., John. "The Little Shepherd of Kingdom Come." Toronto: McLeod & Allen. Price \$1.25. One of the superior novels of the present season, depicting boy life among the Kentucky mountaineers, life at a blue grass college before the war, the Civil War itself, and the romantic adventures of Morgan's men.
- Fraser, W. A. "Blood Lilies." Toronto: William Briggs.
- Field, Eugene. "The Bondage of Ballinger." Toronto: Fleming H. Revell Co. Price \$1.25.
- Harraden, Beatrice. "Catherine Frensham." Toronto: Copp, Clark Co.
- Jacobs, W. W. "Odd Craft." Toronto: The Copp, Clark Co. Another series of Jacobs' inimitable delineations of the sailorman.
- Lewis, Alfred Henry. "The Boss." New York: A. S. Barnes & Co. Price \$1.50. A remarkable story of the inner life of the city boss, instructive, clever and exciting. A book which has many strong points and which appeals especially to the business man. Illustrations are numerous and effective.
- "Mack Cloie." "The Old Orchard." Toronto: William Briggs.
- Malone, Joseph S. "The Sons of Vengeance." Toronto: Fleming H. Revell.
- Nease, Lilla. "In Music's Thrall." Toronto: William Briggs. To be published shortly.
- Ogden, G. W. "Tennessee Todd." New York: A. S. Barnes & Co. Price \$1.50. A stirring tale of the Mississippi River at the time when the railroads were beginning to take the place of the steamboats. Tennessee Todd, the heroine, is a delightful girl, and about her is woven a picturesque love story.
- Ouida. "Behanthis." Toronto: The Copp, Clark Co.
- Oxenham, John. "Barbe of Grand Bayou." Toronto: The Copp, Clark Co. The tale of the beautiful daughter of a lonely lighthouse keeper.
- Peattie, Mrs. Elia W. "On the Edge of Things." Toronto: Fleming H. Revell. The tale of a college man who tries sheep ranching.
- Pemberton, Max. "Dr. Xavier." Toronto: The Copp, Clark Co.
- Sangster, Mrs. Margaret E. "Eleanor Lee." Toronto: Fleming H. Revell. Price \$1.50.
- Saunders, Marshall. "The Story of the Gravileys." Toronto: William Briggs. To be published shortly.

- Sears, Baldwin. "The Circle in the Square." New York: A. S. Barnes & Co. Price \$1.50. A tale redolent with the melancholy yet sweet charm of the South. It depicts the life of a southern community with rare vividness and reality. Its two chief characters, Shan and Sara, are admirably delineated, and their fortunes traced out with an unerring adhesion to hereditary influences.
- Stringer, Arthur. "The Silver Poppy." Toronto: William Briggs.
- Smith, F. Hopkinson. "Colonel Carter's Christmas." Toronto: Copp, Clark Co. In this book some further details concerning Colonel Carter are furnished.
- Thompson Seton, Ernest. "Two Little Savages." Toronto: William Briggs.
- Thwing, Eugene. "The Red Keggers." Toronto: William Briggs.
- Thurston, Mabel Nelson. "On the Road to Arcady." Toronto: Fleming H. Revell. Price \$1.50. The romance of an outdoor girl.
- Tracy, Louis. "Wings of the Morning." Toronto: McLeod & Allen. Price . . . This is the most popular book of the day and well deserves its large sales. It entralls the reader from start to finish, and is for grown people almost what "Robinson Crusoe" is for children. The adventures of a shipwrecked couple in the China Sea form the centre of the story.

HISTORY AND BIOGRAPHY.

- Barbe, Louis A. "Viscount Dundee." Edinburgh: Olliphant, Anderson & Ferrier. Price 1s. 6d.
- Bradley, A. G. "Canada in the Twentieth Century." London: A. Constable & Co.
- Collingwood, W. G. "Ruskin Relics." New York: Thomas Y. Crowell & Co.
- Cunningham, W. "The Growth of English Industry and Commerce in Modern Times." The Cambridge University Press.
- Douglas, Charles, M.P. "The Life of Professor Halliday Douglas, of Toronto." London: Hodder & Stoughton.
- Douglas, Sir George. "Life of Major-General Wauchop." London: Hodder & Stoughton.
- Gulick, Sidney L. "The Evolution of the Japanese." Toronto: Fleming H. Revell.
- Laut, Agnes. "Pathfinders of the West." Toronto: William Briggs.
- Little, Mrs. Archibald. "Li Hung Chang." London: Cassell & Co.
- Parker, Sir Gilbert. "Old Quebec." Toronto: The Copp, Clark Co. Price \$3.75.
- "The Cambridge Modern History." Planned by the late Lord Acton. Volume II. The Reformation. The Cambridge University Press.
- "The Diary of Sir John Moore." Edited by Major General Sir F. J. Maurice. Two volumes. London: Edward Arnold. The diary covers Moore's military career from the time he first saw service in 1793 to within a fortnight of his death at Corunna, in 1809.

JUVENILES.

- Barry, Etheldred B. "Little Dick's Christmas." Boston: Dana Estes & Co. Price 40c. A bright little story, showing how little Dick's unselfishness made many people happy and brought its own reward.
- Cheever, Harriet A. "Gipsy Jane." Boston: Dana Estes & Co. Price \$1.00. Quite a romantic little creature is Gipsy Jane, with her passionate love for music and dancing, and quite a sweet little romance is woven round her strange parentage. The book will have a wholesome influence.

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- Pratt, Ella Farman. "The Little Owls at Red Gates." Boston: Dana Estes & Co. Price 60c. A book for young children, printed in large letters with rebus illustrations, forming a charming commentary on the text.
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- Farrar, Dean. "The Life of Christ." With upwards of 300 illustrations. London: Cassell & Co. Biographical Edition.
- Macfadyen, Prof. J. Edgar. "Old Testament Criticism and the Christian Church." London: Hodder & Stoughton.
- Whyte, Alexander, D.D. "The Apostle Paul." London: Oliphant, Anderson & Ferrier. Price 3s. 6d. A valuable book containing a series of sixteen papers on different aspects of St. Paul's life, intended for the edification of divinity students, with the addition of five sermons on Pauline texts and an appreciation of the Rev. Walter Marshall; the whole written in Dr. Whyte's pleasing and instructive style.

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- Charles, Mrs. Rundle. "Chronicles of the Schonberg-Cotta Family." London: Thomas Nelson & Sons. Price 2s. A new and cheap edition of the famous characterization of Luther in fiction, with eight charming colored illustrations, and printed in large and legible type. The work has long been past the stage for criticism and has taken its place as one of the classics of English literature.
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- Rowlands, Walter. "Among the Great Masters of the Drama." Boston: Dana Estes & Co. Price \$1.20. A charming specimen of bookmaking and an admirable volume for gift purposes. It is the sixth volume in the Great Master series, and admirably sustains the reputation of the earlier issues. The illustrations are numerous and valuable and the text distinguished by wide and accurate scholarship.

MISCELLANEOUS.

- Booth, Mrs. Ballington. "After Prison—What?" Toronto: Fleming H. Revell. A book about Mrs. Booth's seven years' work among the criminal classes.
- De Lury, A. T., M.A., Associate Professor of Mathematics, University of Toronto. "Arithmetic for High Schools." Svo. 263 pp. Canada Pub. Co., Limited, Toronto. Teachers of mathematics will welcome the new text book by Prof. De Lury, whose high scholarship and practical experience as a teacher have rendered him unusually well able to undertake such a task. While the new book covers a wider field than the High School Arithmetic now in use, chapters on Series and Logarithms being introduced, yet the explanations throughout are so simple and lucid and such care has been shown in avoiding unnecessary and accidental difficulties and strange and artificial problems, that all the important principles and practically useful applications of them may be covered by the student with great thoroughness in the time usually allotted to the subject.
- Hamilton, Rev. Joseph, D.D. "Our Own and Other Worlds." Toronto: William Briggs.
- Horning, Prof. L. E. "Bibliography of Canadian Fiction." Toronto: William Briggs.
- Morgan, Henry. "Types of Canadian Women." Toronto: William Briggs. Price \$5.
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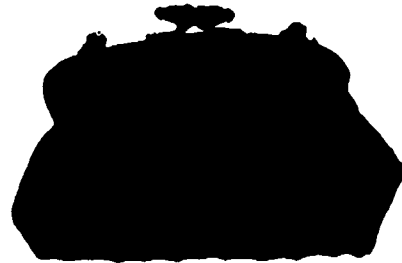
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NEWS FROM TRADE CENTRES



MONTREAL TRADE.

BUSINESS in the book and stationery lines in Montreal during the month has been quite satisfactory in comparison with the previous month. The Fall trade is in full swing, and in playing cards, invitation stationery, etc., there is a fairly good movement. Some handsome books have been received this month, among them being Morley's "Life of Gladstone," in three volumes. Considering the comparatively limited demand for biographical works of any sort, the demand for this book in Montreal is quite good, due in a great measure to the personality of the author, as well as to his subject.

• • •

"The Faith of Robert Louis Stevenson" is a new book about that most interesting character by John Kelman, Jr. The chapters are under such headings as these: "Religion and the Man," "Actor and Preacher," "The Gift of Vision" and "Sympathy and Appreciation." Lovers of Stevenson's writings usually extend their admiration to the man, judging by the ready sale which all books about him receive. "Old Quebec," by Gilbert Parker, is selling well. Kipling's "The Five Nations," has also been one of the selling books of the month.

• • •

A very handsome book is "Backgrounds of Literature," by Hamilton Wright Mabie. This is an exceedingly interesting volume, illustrated with five photo engravings of landscapes and scenes made famous by the greatest authors. "The Lake Country and Wordsworth," for instance, forms one chapter. "The Washington Irving Country" is another. "Two Country Walks in Canada," by Arnold Haultain, is a small book, artistically bound and printed. As its title indicates, it is descriptive of Canadian life and scenery under our varied climate.

• • •

"The Land of the Heather," by Clifford Johnson; "The Martyr Graves of Scotland," by Rev. J. H. Thomson, and "A Literary History of England," by J. H. Millar, are three new Scottish books which are receiving considerable attention from the Montreal public.

• • •

Howard Pyle's book, "Rejected of Men," has not sold any too well in Montreal. Two other books from Harper's, "The Relentless City," by C. F. Benson, and "Hesper," by Hamlin Garland, have done a little better.

• • •

"The Hansel and the Snye," by Eleanor Glyn, is doing very well. Another children's book by Laura E. Richard has appeared in time for the Christmas trade. It is "More Five Minute Stories," illustrated and printed in large type.

• • •

Of Joseph Rocking's "A Flame of Fire," much good is spoken. The paper edition is in fair demand.

A new magazine, the "Independent Review," is out. It is devoted to advanced theological thought.

ENGLISH BOOK NOTES.

THE leading books of the day in popular fiction on the London market are "Barlusch of the Guard," by H. S. Merriman; "Place and Power," by E. T. Fowler; "The Mettle of the Pasture," by James Lane Allen; and "The Call of the Wild," by Jack London.

Morley's "Life of Gladstone" has enjoyed enormous sales. The publishers announce that the demand is unprecedented in the history of political biography.

Miss Beatrice Harraden's new novel, "Katharine Frencham," has just made its appearance. The scenes are laid in England and Norway.

The title of Mr. A. T. Quiller-Couch's new novel is "Hetty Wesley." It was brought out by Harper & Brothers, on the 7th inst.

Methuen & Co., are to publish an English edition of Dumas' novels, some 70 in number. The price is 6d. per volume in paper and 2s. 6d. in cloth.

The English Bookman for October is a splendid double Shakespearian number, replete with choice illustrations and invaluable to students of the great dramatist.

George Newnes, Limited, will shortly publish in their thin paper classics, Boswell's "Life of Johnson" (2 volumes).

"Through Canada in Harvest Time" is the title of a timely work by Mr. James Lumsden, which was published by T. Fisher Unwin, on October 26.

Blackie & Son, of Edinburgh, are bringing out a Library of Great Novelists. The series includes among others, "Jane Eyre," "The Newcombes," "John Halifax, Gentleman," "Westward Ho," "David Copperfield," and several others.

Cassell & Co. announce pocket editions of Robert Louis Stevenson's "Kidnapped" and "Catriona."

NEW YORK NOTES.

STEWART EDWARD WHITE is at present in New York collaborating with the actor, Robert Edeson, in the dramatization of "Conjuror's House," in which the latter is to appear early in January.

The publication of Henry Harland's new Italian novel, "My Friend Prospero," has been postponed until next Spring. It is expected that it will eclipse the author's first favorite, "The Cardinal's Snuff-Box."

Best selling books in New York at the beginning of the month ranked as follows: "Wings of the Morning," "Mettle of the Pasture," "The Long Night," "Pigs in Clover," "Little Shepherd of Kingdom Come," and "Maids of Paradise."

The Macmillan Co., publishers of Morley's "Gladstone," are said to be contemplating an issue of the work in parts, so great has been the demand for the book.

Nov., 1908

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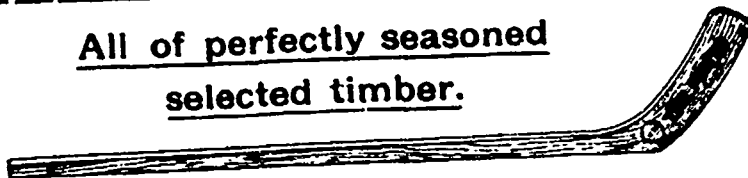
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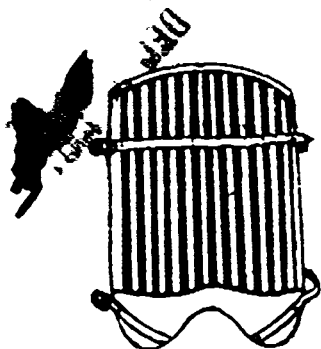
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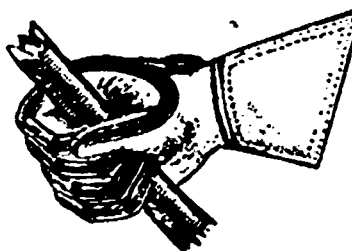
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FINANCE AND INSURANCE

THE dispute over fire insurance rates in Ottawa is likely to reach a satisfactory settlement as a result of the decision of the Canadian Fire Underwriters' Association, in Montreal, October 9 and 10, when it was decided to remove the surcharge of 25c. under certain conditions. The underwriters placed this surcharge on account of the extra hazard in Ottawa from lumber yards and the defective water works system. In consideration of certain improvements the surcharge will be reduced 10c. after December 1, the remainder to be taken off when the big conflagration hazard is entirely removed. . . .

THE branch at Ottawa of the Toronto General Trusts Corporation is now fairly in the field, and with a strong and representative advisory board and Mr. H. W. Chamberlin as manager, a successful career is predicted for the new venture in that section. The Toronto General Trusts Corporation has now a capital and reserve of over one million and a quarter, and with upwards of \$25,000,000 under its care, will be an important factor in the money loaning business in its new field of operations. . . .

"COTTON companies are doing well. Of course they would do better if they had protection. Canadian Colored Cotton at 40, pays 10 per cent. on the investment. Surely there should be a big chance in buying it with hardly any risk. One buying Dominion Cotton at 32 should double his money in a year or two. This may seem a long time, but it may be sooner." The above is an extract from a recent interview with Mr. Rudolph Forget, of L. J. Forget & Co., Montreal, one of the most influential brokers and best-known financiers in Canada. Mr. Forget also speaks enthusiastically of the opportunities for investment in Canadian industrial and railway stocks. While it is gratifying to hear Mr. Forget speak so encouragingly, the fact nevertheless remains that the present indications on the stock market do not point to a boom, and the squeezing to which Canadian investors have been subjected in the last few months has bred more or less distrust in "good things." . . .

ONE of the most interesting developments of the month was the proposal for the re-organization of The Canada Cycle & Motor Co. by cancelling \$3,000,000 common stock and reducing 30,000 preference shares from \$100 to \$20 each, par value. The preference shares were then to become shares without preference or priority and 5,000 of them were to be retained in the treasury. The discussion of this proposal, which was to have taken place at the annual meeting of the company on the afternoon of October 29, was prevented by the issuance of an injunction at the instance of the executors of the estate of Henry McGill to prevent a vote being taken on the matter of reducing the capital until Thursday, November 5, and until a motion then to be made to continue the injunction be disposed of. At the meeting the situation was explained and an adjournment made for six weeks. The annual statement would have shown a net profit for the year of \$29,311.90.

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THE Canada Permanent Mortgage Corporation, one of the leading Canadian financial institutions, has a paid up capital of \$6,000,000, which is equalled only by that of three of the largest Canadian banks. It has a reserve fund of \$1,600,000, and its invested funds amount to \$23,600,000. That the management are justified in taking credit for the virtue of stability is evident from the last statement. Less than \$2,000,000 (not quite eight per cent. of its total investments) represents the corporation's entire interest in bonds and stocks, all of which are assured dividend payers. Of this \$1,505,345 represents advances on stocks and bonds. The company does not itself own any stocks or bonds, with the exception of municipal debentures to the extent of \$118,120. The remainder of its assets, amounting to more than \$21,000,000, are made up of mortgages on real estate, cash on hand, and the corporation's office premises. It also issues four per cent. debentures which are a legal investment for trust funds, authorized by act of the Legislature, (a favorite investment of both fire and life insurance companies, for deposit with the Canadian Government). The depositors and debenture holders have an equal first claim on the entire assets of the corporation, including \$7,600,000 of actual paid up capital and surplus. By the terms of its act the Canada Permanent's investments in bonds and stocks cannot at any time exceed 75 per cent of its paid up capital. It must, therefore, have the entire amount of its borrowed capital (deposits and debentures) as well as 25 per cent. of its shareholders' capital, invested in mortgages upon real estate. In the selection of the latter there is brought to bear the very best experience available in Canada.

SHRINKAGE OF INVESTMENT SECURITIES.

THE shrinkage of securities which has wrought such havoc in financial circles these recent months has been the subject of innumerable editorials, articles and explanations. Everyone is now ready to explain how it happened, although there is not the same unanimity in deciding on what is to be the outcome.

The explanation which is most popularly received and which has a large groundwork of fact, is over-capitalization.

Confined to some of the new industrials little fault can be found with this explanation. At the height of the boom, enterprises were launched with a recklessness engendered of the gambling spirit. Capital stock was limited only by the receptivity of the investing or rather speculating public. Naturally the reaction came with the shrinkage which has been so much deplored, but which, under the circumstances, could not but have come.

Some other explanation, however, must be sought for the shrinkage during the Summer months of railroad securities of established credit, which have suffered, if not altogether so severely, yet almost as generally. It has been suggested that large blocks of these "gilt edged" securities were held in reserve by bankers and syndicates who were loaded up with industrials. When the slump came in the market and the investing public withdrew, the

embarrassed bankers and syndicates found themselves called upon to discharge the loans contracted to underwrite and hold the industrial shares. They were compelled, therefore, to realize either on their industrials, which were depreciated and practically unsalable, or on their investment shares, which were at least salable at a price.

That this explanation has more or less force cannot be denied, but it is not all. Quite aside from the necessities of borrowers there was a further reason for a decline in the fact pointed out in these columns a short time ago, that the returns from investments in these stocks were extremely low, 1 per cent. indeed, while, at the same time, time loans to corporations in the highest credit placed for a year or more commanded 6 per cent., while merchants and manufacturers in perfectly good standing were borrowing on their notes at an even higher rate.

Capital under these conditions was certain to flow to the quarters where the most profitable investments could be secured. To emphasize this tendency there was a further inducement in the knowledge that other large security issues were about to be offered. For instance, when the Pennsylvania Railroad offered its own shareholders a large block of new shares at 120, their old shares, which had been listed at 157, were rapidly thrown on the market, and sold down to 120 to secure the funds to buy in the new. The fate of the Pennsylvania led to the postponement of other issues that had been contemplated, but the knowledge that their issuance was impending was certainly a factor in increasing the shrinkage.

A further factor that has been given much prominence is the bear element. Bear raids, bear manipulation, pressure by the bears, are phrases constantly in use in the papers. But what is the actual position of the bear in the market? He sells stocks he thinks are going to decline that he may buy them in later at the bottom price, just as the bull buys in stocks he thinks are going to rise in hopes of selling out at a higher figure. Both are incidents rather than causes of market fluctuations, and serve more to intensify and prolong fluctuations which are primarily due to other causes. In times of panic the bear certainly has a disproportionate influence, but as he must subsequently buy in the stock he has sold short the ultimate tendency of his completed campaign is to restore the equilibrium he has helped to disturb.

CURRENT BANK NOTES.

The Sovereign Bank has opened a branch at Frelighsburg, Que.

A branch of the Bank of Hamilton has been opened at Ripley, Ont.

The Royal Bank of Canada has established a new branch at Edmundston, N.B.

The Sovereign Bank has opened another branch in Ottawa, on Clarence street.

A branch has been opened at Preston, Man., by the Bank of British North America.

The Bank of Nova Scotia will shortly open branches at Calgary, Fort Saskatchewan, Vancouver and Wetaskiwin.

On November 2 the Bank of Hamilton will open its second branch in Toronto, on the corner of Queen and Spadina.

The Bank of Montreal has opened branches at Brandon under the charge of Mr. W. Watson, and at Indian Head under Mr. R. M. Napier.

The Bank of Ottawa has opened a branch at Buckingham. J. K. Lough, of Ottawa, has been placed in charge for the present.

It is said that the Eastern Townships Bank, Bank of Toronto, and the Union Bank of Canada are to start branches at the coast. All three will start either in Vancouver or Victoria, or both, and Eastern Townships will also probably locate another branch at Nanaimo. The Dominion Bank officials have decided not to open any branches at the coast at present.

WHEN you turn the life insurance agent away with the promise of next week, next month, or next year, do you ever reflect how uncertain it is whether he can do you any good? asks Insurance Age. In the first place you may not be alive when the time comes. In that case the business is settled once for all. But if you are, and want the company, the company may not want you. Any one of a thousand things may turn up to disqualify you as a risk. That cough may return or exposure may have weakened you, or disabling accident may have come. Or, added to an already none too good record, some of your near relatives may have been carried off by a prejudicing malady. A life company is a pretty exclusive sort of club. It doesn't take much to get you blackballed there. It is a good day when the man and the company both conclude they want each other.

UP-TO-DATE

Financial and Commercial Corporations ask applicants for positions to furnish a Guarantee Bond instead of letters of recommendation. For particulars apply

**DOMINION OF CANADA
GUARANTEE & ACCIDENT INSURANCE CO.**

Cor. King and Yonge Sts., TORONTO.

J. E. ROBERTS. - General Manager.

**BRITISH AMERICA
ASSURANCE COMP'Y**

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL. \$1,000,000.00.

TOTAL ASSETS. \$1,864,730.13.

LOSSES PAID SINCE ORGANIZATION. \$22,527,817.57.

HEAD OFFICE. - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

WESTERN Incorporated 1851
ASSURANCE COMPANY.

**FIRE
AND
MARINE**

Head Office Capital - \$2,000,000.00
Toronto, Assets, over - 3,533,000.00
Ont. Annual Income - 3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>		<h3>Leading Canadian Accountants and Auditors</h3>		<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>	
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 207 Manning Chambers, City Hall Sq., Toronto, Canada.</p>	<p>F. H. KIDD, Chartered Accountant, Auditor, Assignee, Etc. Room 80, 77 York St., Toronto.</p>	<p>HENRY BARBER & CO., Accountants and Assignees. Office: 18 Wellington St. E., Toronto, Ont.</p>	<p>GEO. O. MERSON, Chartered Accountant, Trustee, Assignee, Liquidator, Auditor, Etc. 27 Wellington St. E., Toronto.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 14 1/2 Toronto Street Toronto 45 Temple Building, Montreal. 100 William Street, New York.</p>	<p>WILLIAM FAHEY, Accountant and Auditor 42 McKinnon Building, Toronto.</p>
<p>Cable Address: "Wigwam." T. G. WILLIAMSON, Chartered Accountant and Auditor, 15 Toronto St., Toronto, Canada.</p>		<p>This space \$15 a year.</p>		<p>This space \$15 a year.</p>	

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>		<h3>LEGAL CARDS.</h3>		<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>	
<p>BEATTY, BLA. KSTOCK, FANKEN & RIDDELL, Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto, Tel., Main 2812. Toronto, Ont.</p>	<p>JAS. H. BURRITT, K.C. Solicitor, Notary, Etc. Pembroke, Ont.</p>	<p>WM. M. DOUGLAS, K.C., Barrister, Solicitor, Etc. Rooms 70-72, Home Life Bldg., Toronto</p>	<p>J. C. HAMILTON, LL.B., Barrister, Solicitor and Notary. McKinnon Building, Toronto. Phone Main 64.</p>	<p>D. O. CAMERON, Barrister, Equity Chambers, Toronto. Branch Office, Oakville, Ont.</p>	<p>TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg - - - Canada.</p>
		<p>This space \$15 a year.</p>			

<h2>Educational Department.</h2>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>									
<h3>Business Education.</h3> <p>Courses by mail in</p> <table border="0"> <tr> <td>BOOKKEEPING</td> <td>BUSINESS CORRESPONDENCE</td> </tr> <tr> <td>SHORTHAND</td> <td>COMMERCIAL FRENCH</td> </tr> <tr> <td>ARITHMETIC</td> <td>PENMANSHIP</td> </tr> <tr> <td>COMMERCIAL LAW</td> <td>etc., etc.</td> </tr> </table> <p>A PURELY CANADIAN COLLEGE.</p> <p>Canadian Correspondence College, Limited, 40-46 King W., - TORONTO, ONT.</p>		BOOKKEEPING	BUSINESS CORRESPONDENCE	SHORTHAND	COMMERCIAL FRENCH	ARITHMETIC	PENMANSHIP	COMMERCIAL LAW	etc., etc.	<h3>Western Business College</h3> <p>Cor. College and Spadina avenue, TORONTO. Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction. A. J. HOARE, Principal.</p>	
BOOKKEEPING	BUSINESS CORRESPONDENCE										
SHORTHAND	COMMERCIAL FRENCH										
ARITHMETIC	PENMANSHIP										
COMMERCIAL LAW	etc., etc.										
		<h3>St. Margaret's College, Toronto</h3> <p>A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest scholastic and professional standing employed. GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal.</p>									

DIARIES FOR 1904.

DOMINION OFFICE DIARIES in Foolscap, Folio and Broad Quarto—all rulings. Contain useful business information, together with a **MAP OF CANADA**, size 12 x 18 inches, colored. Also Special **LEGAL EDITION**—two days to a page.

POCKET DIARIES—IN GREAT VARIETY.

OUR SPECIALTIES—Perpetual Diaries, Vest Pocket Diary and Memorandum Book Combined.

THE COPP, CLARK CO., Limited, - TORONTO.

SEND FOR DESCRIPTIVE PRICE LISTS.

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

MODERN BUSINESS METHODS.

By Will Payne

I ONCE called on the comptroller of a very important corporation to find out the amounts of certain payments, which had been made to the corporation quarterly during several years by one of its licensees. The comptroller summoned a clerk and directed that the information be given me. The clerk and I retired to the outer office and a season of trouble ensued. There was a more or less vague theory that the payments should appear on the cash book, but the cash book, upon examination, failed miserably to support this theory. Some payments were there and some were not. My friend scratched his head, and finally brightened up with the idea that a fellow-clerk, who knew all about that particular business, would return to the office next day. I called again the next day and was so fortunate as to get the ear of the expert, but the expert himself went to sea over the lapses of the cash book. The payments had surely been made and there was surely somewhere or other something or other which would disclose them. In the general distress I was invited to try my luck the next day. I did so. It was remembered that a statement from the licensee accompanied the payment, and that theoretically these statements were filed away. A vault, which from my view outside the tailing seemed to be mostly dust and waste paper heaps, was valiantly explored, and, in the course of time, some rumpled sheets were produced which contained the desired data. So at the cost of much time and soiled linen the information was forthcoming. The same corporation, in one of its many departments, acts as the trustee of funds contributed by hundreds of thousands of persons. Not long after my experience it was discovered that the trust funds were hopelessly confused. Receipts had been credited and payments charged with a haphazard disregard for accuracy which perhaps could not have been matched elsewhere outside of comic opera. The corporation was actually compelled to suspend all payments, to the vast disadvantage of its clients, and to pay a firm of expert accountants \$65,000 to write a new set of books.

You wish to know the name of this important corporation which did business with so wonderful a lack of system? It is the City of Chicago.

As a matter of course, any private enterprise that attempted to get on with such a lack of system would have found itself in a receiver's hands long ago.

First and last, system is the machinery by which the business moves, and the business simply cannot move beyond its machinery.

A CRITERION

No doubt the best test of any particular business undertaking is a test of its system. If you go into an office, as in the melancholy case I have cited, and find that nobody knows just where anything is to be found, you are very safe in guessing that the concern is in a poor way. Take the most prosperous concern you know, and you may be quite sure that any item of any importance will be forthcoming at the touch of a button. I have had con-

siderable opportunity of applying this test and have never known it to fail. The difference between a successful management and an unsuccessful one may be pretty accurately gauged by the ability, through a proper system, to at once command any special information of whatever sort that is of real importance. You are pretty safe in forming final conclusions according to whether the furnishing of any particular information is a matter of scratching the head and guessing that somebody else possibly knows something about it and of laboriously searching records and files that fail to "pan out," or whether it is a matter of touching a button and having the item laid on the desk. So in a general way the measure of a manager's capacity lies in his ability to develop the right system.

Many men are able enough within the narrow limits of their own personal, bodily powers—that is, they can do well whatever comes within the touch of their own fingers or directly under their own eyes, and they may be very successful in the small way which this limitation implies. But they lack the higher ability to devise a machine for other hands to operate. In short, they cannot make a system, and so they cannot be successful on a large scale. Broadly speaking, the man who is most successful is he who has the greatest capacity for making a machine or developing a system.

ELIMINATION OF PERSONAL SUPERVISION.

One may venture upon a personal illustration. There were several men in the meat-packing trade in the earlier days than whom there was none abler so far as concerns what they could do with their own hands—that is, through their own immediate, personal supervision. Nobody could get more out of a hog or a steer; nobody knew the provision trade any better. But as the meat-packing industry developed possibilities of enormous expansion these men and their concerns were left far to the rear, because they had a few great competitors who, in addition to the purely personal capacity, had the higher capacity to create a system that would employ the energy of scores of subordinates. These great competitors could operate a dozen plants as well as one, do a business of \$200,000,000 a year as well as the personally conducted business of a tenth of that. And the really big business man appreciates this power of creating a system as highly as it deserves.

Not long ago I happened to hear A boasting to B of the ability of his general manager; his tremendous industry—he spent 12 hours a day at the plant and always came down on a Sunday; his indefatigable loyalty—why, three of their special cars were missing and the manager tramped around the freight yards two days until he found them. The cruel B advised his friend to get a new manager. "If he has to spend 12 hours a day and Sundays at the office and tramp around looking for his cars he isn't up to his job," said B. He recognized that the manager was unable to create a proper system, and if there be no proper system any one man's energy amounts to little. Mere human energy is cheaper than steam horsepower. If it is a matter of energy only you might as well praise a man for running upstairs instead of taking the elevator.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.



"The Bargain Counter Supply House."

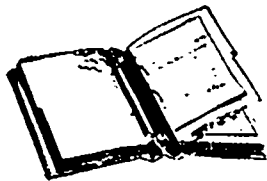
We handle only business-booming specials that are trade bringers. Drop us a card, we would like to write you about it.

G. A. Weese & Son, 14 Yonge St., TORONTO.
Wholesale Jobbers

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs. Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada



TENGWALL TIME SAVERS

TENGWALL AND OPALLA LOOSE LEAF LEDGERS

—AND

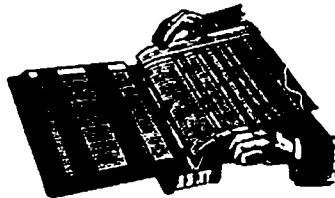
LOOSE LEAF BINDERS FOR ALL KINDS OF LOOSE LEAF SYSTEMS.

SEND FOR COMPLETE NEW CATALOGUE.

HART & RIDDELL

Manufacturing Stationers . . .

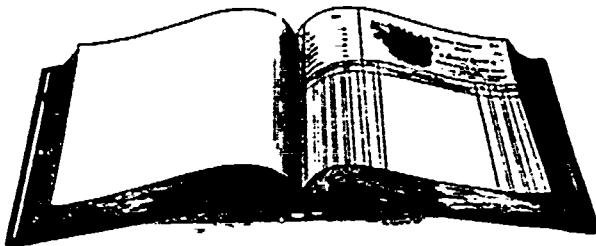
40 Wellington St. East TORONTO.



SAVE TIME

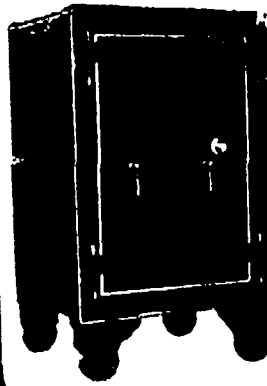
BY

KEEPING YOUR BILLS ALWAYS MADE OUT.



The Briggs Ledger System Co., Limited
75 York St., TORONTO, ONT.

Write for Catalogue.



FORD & FEATHERSTONE

Importers and dealers in

FIREPROOF SAFES, STEEL BANK SAFES, VAULTS, TIME LOCKS, DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1852

TAYLOR'S SAFES

147 FRONT STREET EAST TORONTO

The Hallwood

David killed Goliath—Goliath the monster, Goliath the boaster. **THE HALLWOOD** is as honest as the day is long, is clad with simplicity, is modest as to price.

If there's a merchant in Canada about to buy a Cash Register, he simply cannot afford to pass over **THE HALLWOOD**. If The Hallwood won't stand comparison on every point, don't buy it. It costs nothing but time to examine a Hallwood—the register is taken to you—and the time given to an examination is worth to a bright merchant a good many dollars a minute.

THE
Hallwood Cash Register Co. of Canada
78-80 King St. E. TORONTO.

MANIFOLD GAUZE

CARBON PAPER

English Make. Royal Colors
Purple, Blue and Black. In boxes of 100 sheets. Standard size. Liberal discount to the trade.

This gauze will positively not off-set in handling. In taking off duplicates, the impression so closely resembles ribbon work that detection is difficult. For this reason **Manifold Gauze** has replaced, in many of the large Banks, Financial Institutions, and Law Firms, the Carbon Papers usually purchased. It has taken 6 months to convince some that **Manifold Gauze** is both different and better. Now doubters have become enthusiasts. If you make use of Carbon Copies, much or little, use **Manifold Gauze** for your own sake—not for ours.

Canadian Typewriter Co.,
45 Adelaide East, Toronto.

"JAPANESE"

Writing Fluid.

(The Ink that never fades.)

OUR NEW BOTTLES

with patent pour-out, excel anything ever placed on the market. We want a live stationer in each city and town to push these high-class Canadian-made goods.

THE COLONIAL INK CO.

LIMITED
PETERBOROUGH, CANADA.

We manufacture the "Japanese" Carbon Paper and Typewriter Ribbons.

A GREAT OUTPUT IS REPRESENTED IN
OUR WONDERFUL LINE OF TYPEWRITER RIBBONS AND CARBON PAPERS.

We protect and stand back of every dealer handling our

SUPERB PRODUCTIONS.

Typewriter Oils.
Cleaning Oils.
Stamp Inks.
Stamp Ribbons.

A Large and Splendid Line of Pencil Carbons, Pen Carbons.

Our Goods Embody:
HIGH STANDARD (finest quality.)
ORIGINALITY (of manufacturers.)
GREAT VARIETY (largest of any.)
LOWEST PRICES (quality considered.)



Eureka and M. M. Yellow Box, Ribbons of Much Distinction.

PROGRESS, Typewriter M.M. Carbons
EUREKA, of
COMPETITOR,
MITVOL,
Great GALLINIPPER,
Renown. SILK SPUN.

Our Western Agents, CARTER & ALLEN, are prepared to supply the trade in their territory at equal advantage with ourselves.

MITTAG & VOLGER

Sole Manufacturers,

FOR THE TRADE ONLY.

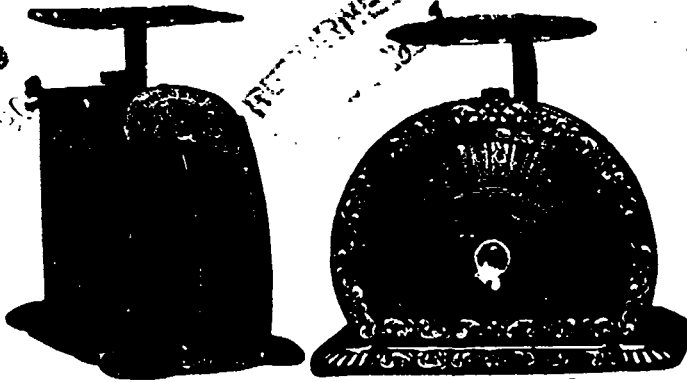
Principal Office and Factory, Park Ridge, N.J.

NEW YORK CITY,
1016 Park Row Building.
CHICAGO, ILL.,
108 La Salle Street.
LONDON, 4 Queen Street.
PARIS, 21 Rue Vivienne

STATIONERY

SPRING POSTAL SCALES.

NOW that the Department of Inland Revenue has removed the ban which has been in effect for the past two years on spring postal scales, they can be sold in Canada up to and including four lbs. capacity. Accordingly, The Brown Brothers, Limited, are again stocking these goods and have been appointed Canadian distributing agents for the Pelouze Scale & Mfg. Co. of Chicago, whose advertisement appears on page of this issue. The Brown Brothers, Limited, were



very careful to assure themselves that these scales were made up to their old standard of excellence before deciding to handle them again, for the reason that just prior to the Government prohibiting the sale of this class of scale here there had been other lines on the market that were not at all reliable. The Pelouze scales come in a variety of finishes including japanned, oxidized, nickel-plated, antique brass and sterling silver, but it is more particularly in the fine adjustment, thus insuring accuracy, that these lines excel. These scales are made in a large range of styles, varying in capacity from one to four pounds. The lines shown herewith are gotten up specially for the holiday trade. They are made in handsome antique brass and will make a useful and ornamental adjunct to the library or writing table.

1904 DIARIES.

We have seen a list of The Copp, Clark Co's diaries, etc. for 1904. Both office and pocket diaries are numerous and varied. It would be impossible to give a really satisfactory description here. Our readers might apply for a list.

PRIVATE GREETING CARDS.

THERE are very few stationers who could not, if they gave the matter a little attention, work up a sound "private greeting" card trade. This is going to be the part of the card department that will bring the profit in future. The custom is undoubtedly on the increase in Canada; in England it is practically the only way the good class card trade is done. It has an advantage, too, over the old way of selling cards; a person used to select half a dozen or a dozen cards from the assortment the stationer was able to show. No person who has a private card thinks of ordering less than two or three dozen, so that the retailer who can induce a customer to take a private card gets a larger order than would be the case if the customer buys in the old way.

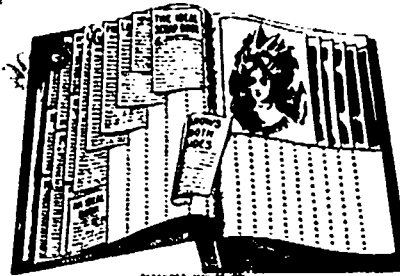
Many professional men are using private greeting cards through which to convey their compliments to their clients, etc. This branch of the business is worth cultivating. Doctors,

dentists, etc. are the class of people who become good customers if the proposition is presented to them tactfully.

The Copp, Clark Co., Toronto, are paying considerable attention to this trade, and our readers would do well to write for particulars.

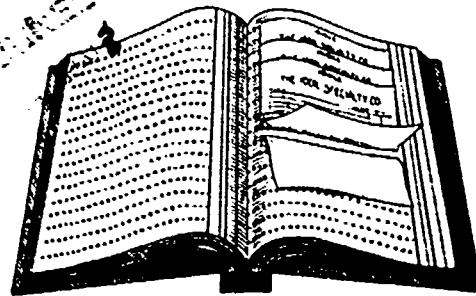
IDEAL SCRAP BOOKS.

THE BROWN BROTHERS, LIMITED, have been appointed Canadian agents for The Ideal Specialty Co., makers of self-pasting scrap and invoice books. The accompanying cut shows pages of an Ideal scrap book filled with clip-



Patented Nov. 24, 06.
Ideal Scrap Book.

pings and large pictures. The lines on the pages which look like perforations are dots of strong adhesive gum which will hold the clippings very firmly and admits of both sides being seen if necessary. The back of the book expands and the leaves may be rearranged and adjusted as desired, and when filled it lies perfectly flat. The book is also provided with an index and is most compact and handy.

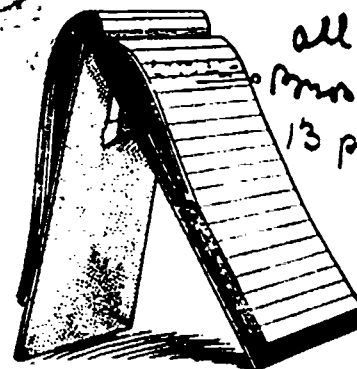


Ideal Invoice Book.

The Ideal invoice book provides for the systematic filing of invoices. The pages when filled are neat and smooth. The leaves are interchangeable and the back allows for expansion.

NOTE BOOK COVERS.

The Brown Brothers, Limited, are showing a new design in stenographers' note book covers. This new device has an



PAT. SEPT. 3 1901.

Stenographer's Note Book Holder.

adjustable spring which renders it possible to quickly convert the cover into a copyholder as shown in cut below.

*all his Brown
from new book
13 pages*

A GOOD STORY FROM MONTREAL.

A GOOD story is told by a Montreal wholesale stationer. The sister of this gentleman returned from a trip abroad a short time ago. She had brought back with her a collection of curios and novelties picked up in the great shops of Europe, which she was anxious her brother should inspect. She took particular pride in showing him a number of "beautiful packs of playing cards with such dainty Delft, Indian and Priscilla backs," for which she had paid only three shillings a pack. The brother smiled and shared her admiration, thinking it cruel to tell her that he was importing those very same cards from The United States Playing Card Co., Cincinnati, O., and could have supplied her at a little more than one-third of the price she had paid for them abroad.

THE LATE FRANK E. HART.

The news of the sudden death of Mr. Frank E. Hart, representative of The Samuel C. Tatum Co., of Cincinnati, at Montreal, on October 19, was a sad blow to his many friends in Canada. Many expressions of the esteem in which Mr. Hart was held in Canada have been heard, and we reproduce a copy



of the announcement of his death sent by his firm to their many customers and friends in Canada.

Messrs. C. Tatum & Co. have arranged for Mr. R. C. Macke, who has had charge of their eastern territory, to finish up the journey Mr. Hart was on, and trust their numerous

With deep sorrow we announce the sudden death, at Montreal, on Monday, October 19th, of our valued friend and representative,

MR. FRANK E. HART.

Identified with our company for many years, Mr. Hart's warm heart, faithfulness and integrity of character, won for him not only our own high esteem, but that of his many other friends, who will regret his passing away; but who can appreciate the true and abiding character of the man himself.

THE SAM'L. C. TATUM CO.

Cincinnati, Ohio.

October 22, 1903

customers will extend to him the same kind courtesy which has always been shown to the late Mr. Hart.

VARIETY IN PLAYING CARDS.

DURING the last week the writer had the pleasure of a visit to the sample-rooms of W. J. Gage & Co., Limited, Toronto, and was very much impressed with the large and varied assortment of stationers' wants that are on display there.

While a great deal could be said about all the different lines they carry, particular mention can be made of their playing cards. To be brief, "they are excellent goods." Their assortment ranges from the 5c. pack to the \$1 pack, and is one of the nicest that I have seen. Several new lines have been added for the Christmas trade, and they anticipate a very large sale. Of the Congress series, a line known to every dealer in playing cards, they carry a full line, including the special holiday cards just out, namely, "Holly," "Mistletoe," "Toboggan" and "Hunt." They have also lately added to their already large assortment Goodall's celebrated Viceroy series, a line made up of five styles, that can be retailed at 25c. per pack, the backs of which are especially attractive, comprising "National," "Landseer," "Sultan" and "Royal Tartan," the last named having the Scottish colors of the MacDonald, Campbell Stewart and Gordon clans. Then there are the British Columbia souvenir cards, every card a souvenir of British Columbia with a different view on the back of each one. These are a decided novelty in playing cards, and I have been told have an excellent sale.

With all these lines to choose from, W. J. Gage & Co., Limited, anticipate a very large sale and have made ample preparations for filling all orders that they receive, as this is the season of the year when the trade are stocking up with this class of goods.

OFFICE MAPS.

STATIONERS should make a special effort to secure orders for wall maps, etc. from likely customers in their districts. It should not be difficult for the average retailer to do so, as no office is fully furnished unless it is well supplied in this respect. The Copp, Clark Co., of Toronto, are paying special attention to this branch of the stationery business and can now supply several new maps, including one of Ontario, 74x54 inches, price six dollars.

PERFECT CANADIAN PAPER.

We have received from The Rolland Paper Co., of 373 St. Paul street, Montreal, a sample book of superfine linen record. This firm secured the highest award at the Columbian World Fair and the only grand prix given for record, ledger and bond at Paris 1900. The papers are certainly as near perfection as possible, and our readers should secure a sample book. Mention BOOKSELLER AND STATIONER when writing.

STEEL PENS.

There is one branch of commerce in Britain which certainly does not need protection to keep it alive and flourishing. It is the steel pen trade. We have been favored with a set of samples of "the crucible series of steel pens" for which The Copp, Clark Co. are the Canadian agents; these pens are made in Birmingham and are examples of the work that has made that city famous.

PASTE AND GLUE.

Copp, Clark Co. are handling a new line of Le Page's paste, put up in 5 and 10c. bottles. It is perfumed and guaranteed not to turn moldy or decay; a good line to keep a stock of. This firm is also doing considerable business with the "Army and Navy" glue. This is not a fish but an animal glue, and is giving unbounded satisfaction to both dealers and consumers.

The Canadian-American Music Co., Ltd.
 No. 15 King Street East, TORONTO, ONT.
 General Canadian Agents for White-Smith Music
 Pub. Co., Oliver Ditson Co., M. Witmark & Sons, J.
 W. Stear & Co., Howley, Haviland & Co., H. K.
 Gordon, T. B. Harms & Co. & T. Paul Music Co.,
 G. L. Spaulding, F. A. Mills.
 Trade only supplied—we do not sell to Col-
 leges, Convents, or Teachers. Send for
 Trade Price Lists and Catalogues.

No. 123
in the Crown Pen Series

Is an exact reproduction of the "Waverley
 Pen" - the fame of which has been so
 loudly sung—with one variation, however:
 No. 123 Crown Series has turned-up points.
 Crown Pens are gold coated, and so are
 non-corrosive. Delightfully smooth.
 Wear a long time. 6 styles. Trade
 price 65c. per gross. Send for samples.

Imperial Pen Co., Limited
 WARWICK BROS. & RUTTER
 Canadian Agents, TORONTO.

Alex. Pirie & Sons., Limited
PAPERMAKERS
 MILLS: ABERDEEN, SCOTLAND.

In existence over a century and a
 half. A specialty is

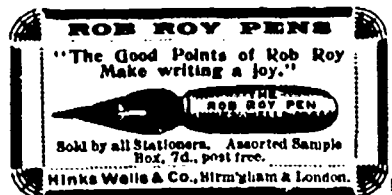
—BOND PAPERS—

of the very highest class: unexcelled
 for strength and durability. Stocked
 in all sizes, colors and weights.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug
 Houses in the Dominion.
 Received Highest Award Medal and Diploma at
 Centennial, Philadelphia, 1876; World's Fair, Chi-
 cago, 1893, and Province of Quebec Exposition, Mont-
 real, 1897.



**'ROB ROY'
 PENS**

HINKS, WELLS & CO. beg to draw
 attention to this new series of
**TURNED-UP POINTED and
 other PENS,**

made of the same materials, by the same tools,
 by the same process, and at the same works as
 the "WAVERLEY" Series of Pens, which
 HINKS, WELLS & Co. have for 30 years and
 upwards (prior to September, 1901) manufac-
 tured for and supplied to Messrs. Macniven &
 Cameron, Limited.

6d. Is. and Gross Boxes Sold by all STATIONERS

Music Orders attended to promptly
 and satisfactorily.

Headquarters for all the Standard and Popu-
 lar English and American Musical Works.

Anglo Canadian Music Publishers' Assoc'n,
 (ASHTOWN'S) Limited
 88 YONGE ST., TORONTO

HYDE & CO.'S

"BRITISH EMPIRE"

**Writing Inks, Sealing Wax
 and Gum.**

Original Makers of the

**"Bank of England"
 and
 Prize Medal India Wax
 for Hot Climates.**

**Banker's Black,
 Blue-Black Writing and
 Copying Inks**

**And the Celebrated
 Hindoo Red Ink.**



Makers of every description
 of Sealing Wax, including
 the well-known brands:

**"HYDE'S No. 1," "IMPERIAL,"
 "COLONIAL," "VICTORIA," etc.**

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Representative in Canada:

Mr. Wm. MacPherson, 173 Madison Ave., Toronto,
 from whom all particulars can be obtained.

We Want Booksellers and Stationers

to receive subscriptions for, and sell, current issues of the MacLean Trade Newspapers:

**Dry Goods Review Canadian Grocer Hardware and Metal
 Military Gazette and Canadian Gentleman's Magazine.**

Liberal commissions will be allowed, terms of which will be made known on request. Write

MacLean Publishing Co., MONTREAL AND TORONTO

**JOHN HEATH'S
 PENS**

A good Pen is a good servant, and
 John Heath's Pens are made to serve!

ALWAYS READY AND ALWAYS WILLING.
 They were 'first' 45 years ago, and are still
 leading the way. British made of British Steel

Write for Sample Card
 and see which suits you best
 London Agency: 8, St. Bride St., E.C.

**Book Buyers
 and
 Book Sellers**

should send for a Specimen Copy of

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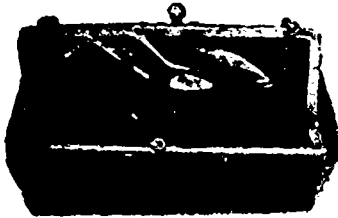
**St. Dunstan's House, Fetter Lane,
 E. C., London, England.**

FANCY GOODS

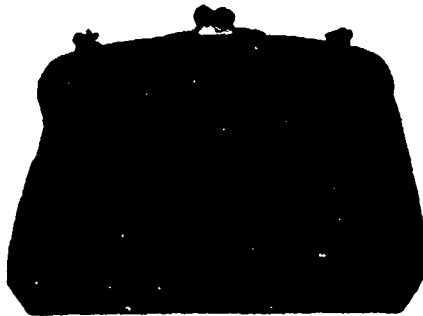
FOR THE LADIES.

THE old saying "Here's to the Ladies" might be modified to "Here's for the Ladies," as the talk this month is for them. It is almost impossible to give a description of all the varied styles of articles that are shown for ladies' use. We will, therefore, only attempt to illustrate a few of the best sellers, as the only lines looked for now are the more popular ones—those that have proved successful "trade bringers"

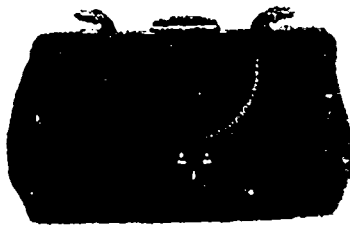
The fitted wrist bags—something after the style of cut shown—are great favorites. They are to be had in all grades and at all prices.



Deep wrist bags are also good. They come in all the regular leathers, fitted or ordinary style as desired. Sizes, 4½, 5 and 6 inch frames. We have seen one that has proved a wonderful seller. This bag, which we show hereunder, retails at \$1.00 and \$1.25, with a handsome profit.



Ladies' reticules are one more of this firm's strong points. The bag shown here is one of their best. They are made in 7, 8, 9 and 10 inch sizes, and at all prices. Real seal, real walrus, real morocco and seal grain are the leathers used.



The Brown Brothers have a very neat illustrated catalogue. Copy may be had for the asking.

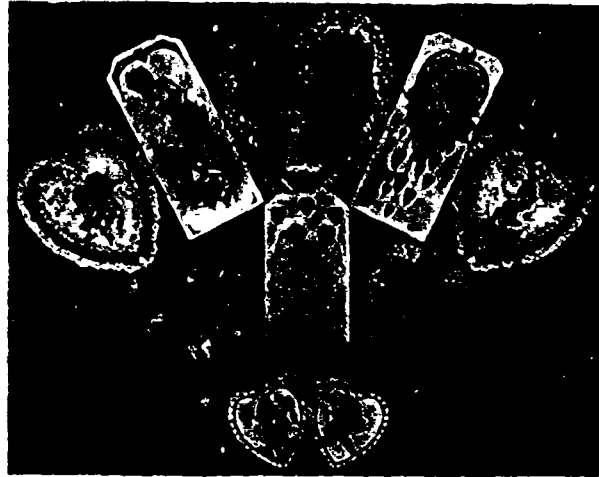
GAMES FOR WINTER.

The Copp, Clark Co. are having a particularly busy time just now in their fancy goods department. The demand for Winter games shows no sign of declining. Some of the lines in demand are the bone, wood, embossed and composition dominos, and the one-inch, one-and-an-eighth inch, and one-and-a-quarter inch checkers. The Crown checker at \$2 per dozen is also a good seller. There appears to be nothing in

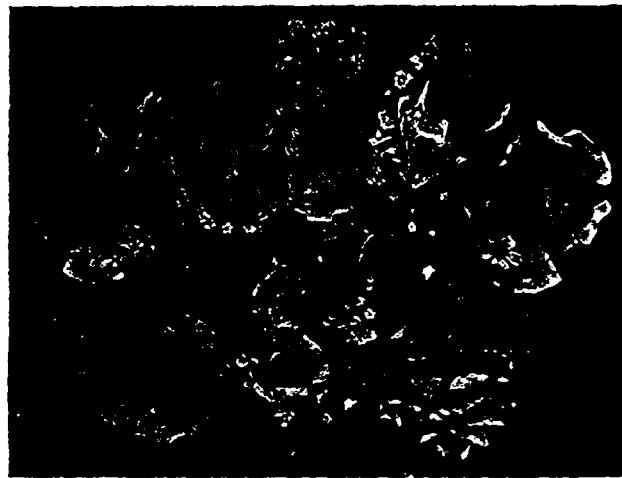
the game department that this firm cannot supply, and retailers should keep well stocked with such lines as cribbage boards and boxes, chessmen, checker boards, game counters, euchre punches, whist trays, etc.

VALENTINES.

Raphael Tuck & Sons have this year issued a series of valentines which supersede anything they have ever attempted in the past. The variety includes not only the dainty and artistic high-class effects, for which this house is noted, but also a series of comic designs which will fill a long felt want.



These comic styles are not following the old common childish lines so long on sale, but are original and tasty in design and are printed and finished with the artistic effect such as is to be seen in the publications of Messrs. Tuck & Sons



Warwick Bros. & Rutter, the Canadian representatives of Messrs. Tuck & Sons, are showing a complete range of new lines as well as a choice variety of Easter and birthday cards, and travellers of this house are now prepared to book orders for delivery after the holidays.

FLINCH.

THE game of Flinch promises to outsell any other games, either cards or other, during the coming season. The way it has "caught on," if the expression may be used, shows that it must be exceedingly interesting. The sales in the United States have been enormous, and the popularity of the game in Canada is becoming just as general. Dealers are already placing repeat orders, and those who have not had the new game for sale should get a sample lot at once, as it

all returned see for O.E.P.

No Dirty Brushes.



No Soiled Fingers.



**DENNISON'S
GLUE - PASTE - MUCILAGE**
IN PATENT TUBES

is the cleanest, most convenient and economical method of handling adhesives. This new tube is a perfect container and distributor. The adhesive is always ready in proper quantity and consistency—None wasted.

OBVIATES ALL OBJECTIONS COMPLAINED OF IN OTHER METHODS OF PUTTING UP ADHESIVES.

IN CARTONS OF ONE DOZEN, MAKING EXCELLENT DISPLAY

DENNISON MANUFACTURING CO.

BOSTON,
PHILA.,
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NEW YORK,
CHICAGO,
ST. LOUIS.




Leather Goods

PURSES
LADIES' and GENT'S

PLAYING
CARD
CASES

CAR
TICKET
CASES

CARD CASES
LADIES' and GENT'S

CIGAR CASES
LETTER CASES
WALLETS

REPAIRING
BOOKS

LADIES' COMBINATION POCKET BOOKS BILL FOLDS, COIN PURSES
CHILDREN'S PURSES.

THE COPP, CLARK CO., Limited, TORONTO.

NO STATIONERY STORE IS
COMPLETE WITHOUT

Esterbrook's Pens

LEADING NUMBERS :

Fine Pens, A1, 128, 333.
Business Pen, 048, 14, 130.
Broad Points, 312, 313, 314.
Turn-up Points, 256, 477, 1876.

CANADIAN AGENTS :

THE BROWN BROS., LIMITED
51 Wellington Street West, - TORONTO.

THE CANADIAN PRESS CLIPPING BUREAU

reads every newspaper in Canada and Newfoundland, and clips therefrom all articles of a business or personal nature of interest to subscribers.

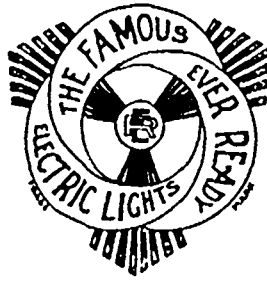
Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—\$5 per hundred clippings; \$10 per thousand, payable in advance but a yearly contract will be found the most satisfactory.

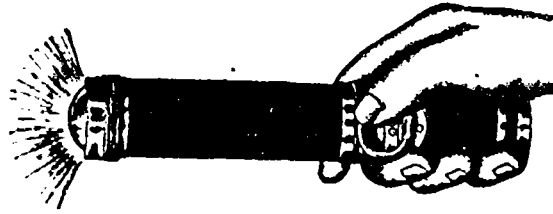
We have also lists of firms in every branch of trade in the Dominion the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, 10 Front St. East,
MONTREAL. TORONTO.

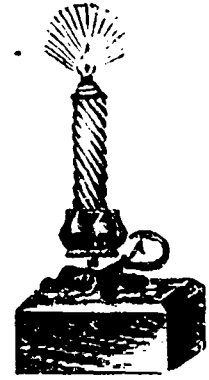
See our classified list and alphabetical list of advertisers
on last page.



"Ever Ready" Trade Mark.



"Ever Ready" Electric Flash Light.



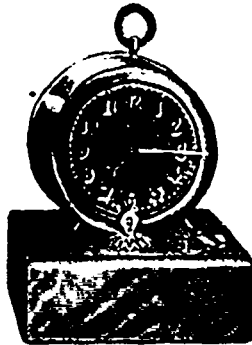
"Ever Ready" Electric Candle

"EVER READY" FOR THE TRADE

A LINE OF GOODS YOUR CUSTOMERS DESIRE.

They are **Practical, Useful, Novel**, and make attractive and pleasing presents for the holiday trade. Write to-day for our illustrated catalogue with trade discounts.

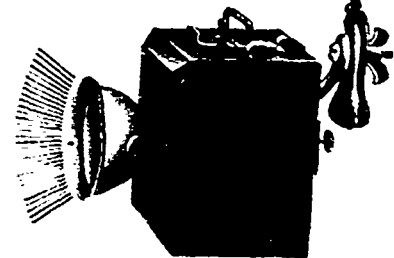
"Ever Ready" Electric Clock.



American Electrical Novelty and Mfg. Co.

232 St. James St., MONTREAL, QUEBEC.

"Ever Ready" Carriage Lamp.

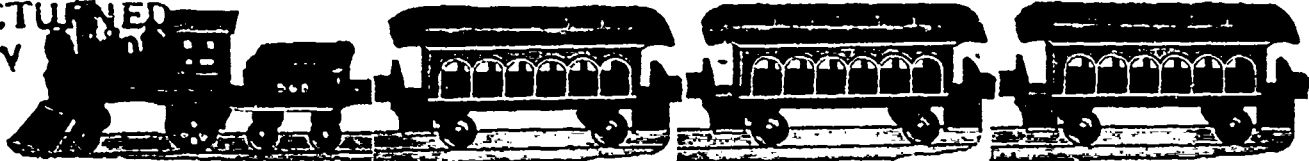


Branches —

London, England
Sydney, Australia.
New York, U.S.A.

Chicago, U.S.A.
Paris, France.
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RETURNED
MAY



F. & E. W. KELK

76 York St., TORONTO.

RETURNED

MAY 9

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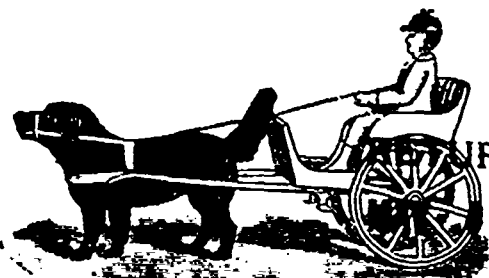
We are giving special clearing prices on all our **Dolls, Toys, Games, China, Albums, Toilet Cases and Leather Goods.** Customers wanting special leaders in any line will do well to call and see us.

Our 25c. DOLL equal to many 50c. lines.



RETURNED

9 1904



RETURNED

1904

will undoubtedly be one of the money-makers for the stationer this season. Warwick Bros. & Rutter are carrying Flinch in stock, and will supply any dealer at best trade prices.

also a number of sure selling lines suitable for the Christmas trade in the way of scrap and kodak albums, printing outfits, etc.

LEATHER GOODS.

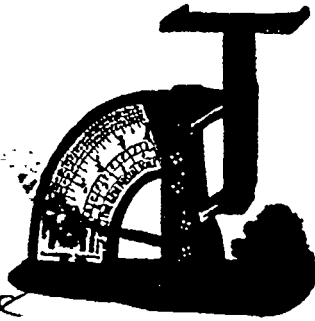
BOOKSELLER AND STATIONER has seen several new lines of leather goods, etc., at The Copp, Clark Co.'s warehouse, including playing card cases, car ticket cases, ladies' purses and wrist bags, etc. Stationers cannot do better than keep a good stock for the Christmas trade as leather goods are always in great demand for presents during the festive season.

ILLUSTRATE YOUR ADVERTISEMENTS.

Messrs. Nerlich & Co. are assisting their many customers who advertise by furnishing them with cuts for illustrating their Christmas announcements, a specimen of which we give here. These cuts would be cheap at a dollar from any engraving house. Messrs. Nerlich & Co. are supplying them at

GEM POSTAL SCALE—WARWICK BROS. & RUTTER.

Warwick Bros. & Rutter have opened a new shipment of spring letter scales weighing up to four pounds. These little scales are in great demand and every dealer should have a set



conspicuously displayed. The Gem weighs up to one pound. The Ideal up to two pounds and the Superior up to four pounds. All sizes are made from nicked steel and make a very desirable as well as most serviceable holiday present.

the low price of 50 cents. Only one retailer in each town can be supplied, so early application is advisable.

CHRISTMAS DECORATIONS.

Christmas decorations cause a big demand for such lines as lanterns, festoons, lantern candles, tissue paper, etc. Those who have not fully stocked should do so at once. The Copp, Clark Co. have in stock a big range of this class of goods;

HOLIDAY PAPETERIES.

Buntin, Gillies & Co., Limited, Hamilton and Montreal, are offering some very fine values in papeteries for holiday trade, boxes to retail at 25, 50 and 75c. Dealers whose stock of these lines is not complete would do well to make enquiries.

FROM THE MAGAZINES.

In this department are catalogued the principal articles appearing in the latest issues of the leading publications

SCRIBNER'S (November)—The Senate, How We Bought the Great West, Camp Life in Arctic America. (December)—Holland from the Stern of a Bolier.

WIDE WORLD (November)—When the Mississippi Breaks Loose, A National Pawn Shop, The Steam Slaver.

STRAND (November)—A Point of Law, Whales at Home, Some Wonders of the West—The Largest Wine Vat in the World—Cigar Label Designing.

PEARSON'S (November)—The Marvels of Fruit Breeding, Life in Metals, The Electrical Commission. (December)—Modern Methods of Finance.

MUNSEY (November)—Foremost Jews of To-Day, The Land of Feuds—A Story of the Great Kentucky Feuds; (December)—The Laborer's Hire, Tammany's New Leader, Our College Education, Give Them a Chance, The National Lobby at Washington.

HARPER'S (November)—The Scientist and the Food Problem, The New Problems of the Universe, A City of Leisure, American Pioneers (Champlain)

CENTURY (November)—The Present Epidemic of Crime, Chapters from Diplomatic Life. (December)—Fanaticism in The United States, Children of the People, The Negro Race Problem, Alaska and the Klondike, The Making of the City, Survey of Civic Betterment.

AINSLIE'S (November)—Morocco and the Powers, American Achievements in Foreign Lands, Play as Education, The

Greatest Sight in the World, The Modern Style in Jewelry—Did Things Go Better Before Our Time?

BLACKWOOD'S (November)—Russia and Japan, The War in the West, The Fiscal Question.

NATIONAL MONTHLY (November)—The Impressions of Jancy Canuck at Home—a Trip Through British Columbia, Alberta and Manitoba, A Great Engineering Enterprise—The Trent Valley Canal Lift Lock at Peterboro; Canada's Opportunity on the Great Lakes, Current Comments.

THE CRITIC (November)—An Imaginary Conversation between Mr. Carnegie and H.R.M. King Edward VII., The Topical Point of View.

NATIONAL MAGAZINE (November)—The Year With the Labor Unions, Annexation in Canada, Prospective Inventions, The Inside Story of the Macedonian Massacres, A Young Man's Bright Idea and What It Led to.

CANADIAN MAGAZINE (November)—Canadian Celebrities—G. E. Drummond; The Approaching Timber Famine, The Homes of Working Men, The War of 1812, Current Events Abroad, People and Affairs, Canada for Canadians, Fire Engines old and new. (December)—The City of Toronto—a Brief History; The Tariff Problem, Chamberlain and Canada, Sir Wm. Mulock, The Closing Events in the War of 1812.

COSMOPOLITAN (November)—Adventures On the Ice-floes, The Turk as a Soldier, Captains of Industry—Sir William Van Horne, M. C. D. Borden, The Ethics of the Subordinate.

Japan's Wonderful Progress, The Story of the World's Largest Corporation.

McCLURE'S (November)—The Wonders of Radium, The Trusts' New Tool—the Labor Boss, The Rush Order for Lamps, New York: Good Government in Danger, Miss Tarbell's History of The Standard Oil Company.

EVERYBODY'S MAGAZINE (November)—Successful Men Who Are Not Rich, The Good Baeterin, Reform that Reforms—What is Being Done for the Health of School Children; The Man Behind the Machine, World-old Handicrafts, John Alexander Dowie.

INDEPENDENT (November)—The Right of Appeal, Every Man His Own Reviewer, The Venezuelan Case at The Hague.

ATLANTIC MONTHLY (November)—The School, Journalism, Economic Conditions for Future Defence, A Great Municipal Reform, Walt Whitman as an Editor, Letters from Two Embassies.

THE WORLD'S WORK (November)—Among the World's Workers—a Mining Engineer on a Siberian Island; How the Railroads Discipline Employees, The Industrial Arts in America, The Russian Absorption of Asia, The Labor Union Conquest of the United States, The Post Office and the People, What the Macedonian Trouble Is, The Lesson of the Steel Corporation, The March of Events, The Country Merchant Come to Town, The Corn-Growers.

MACMILLAN'S (November)—The Argentine Farm, An Old Time Slaver, The Evolution of a Colonial Governor, The War Commission and After.

LONGMAN'S (November)—Young Russian and Young Englishman, On a Cuban Ingenio, Canada in the Sixties.

MONTHLY REVIEW (November)—Mr Balfour's Economic Notes, British Policy and the Balkans, The Russia Standard and the Two Power Standard, Gladstone's Foreign Policy, The Radio-Activity of Matter.

NORTH AMERICAN REVIEW (November)—A Unique Municipal Crusade, Purpose and Method of Forest Reservation, A Mohammedan View of the Macedonian Problem, The United States and the late Lord Salisbury, Is Our National Congress Representative? Putting China on the Gold Standard, How Western Canada Regards the Chamberlain Scheme, The Preliminary Wireless Telegraphy Conference, An Indictment of the British Monarchy.

SUCCESS (NOVEMBER)—John Hay a World Leader in Diplomacy, The Romance of Savings Banks, Don't Take Your Business Troubles Home, Extracting a Fertilizer from the Air, In the World of Achievement, The Art of the Advocate, Building New Empires in the East, The Value of Patience, Practical Education for South America, The Man Who Makes Mistakes, The Boy Politician, Two Boys Who Mean Business.

REVIEW OF REVIEWS (November)—The Progress of the World, Record of Current Events, Cartoons—chiefly European—on Current Topics; Men and Issues of the New York City Campaign, The Nation's Print Shop and Its Methods, The New Springfield Rule and the Improvement in Small Arms, Galveston's Great Sea-Wall, A Defence of Russia's Policy in Finland, Radium and Its Wonders, The Scientist Solving the Food Problem, What if Panama Should Revolt?

INTERNATIONAL QUARTERLY (November)—Black and White in Africa, The Natural History of War, Religious Sects in Russia, Social Democracy in Germany, Lynching.

CONTEMPORARY REVIEW (October)—The Situation at the Cape, Italy and the Late Pope.

FORTNIGHTLY REVIEW (October)—What Ireland Needs, A Naval Understanding between England and France.

THE EMPIRE REVIEW (October)—The Anti-Imperial Policy of Australia, Chinese Servants, Pearl Fishing in Australia.

MONTHLY REVIEW (October)—Lord Salisbury, British Policy in the Balkans, Bankers and Brokers in Ancient Rome.

ADVANCE IN SLATES.

The National Slate Co., who control the slate market in Canada and United States have advanced the prices of cloth-bound slates. We give below a table showing the increased prices the retailer will have to pay in future:

Inches			
6 x 7	raised from	70 to	85
6 x 9		75 to	\$1.00
6 x 10		90 to	1.10
7 x 11		\$1.05 to	1.20
8 x 12		1.20 to	1.30
9 x 13		1.40 to	1.50

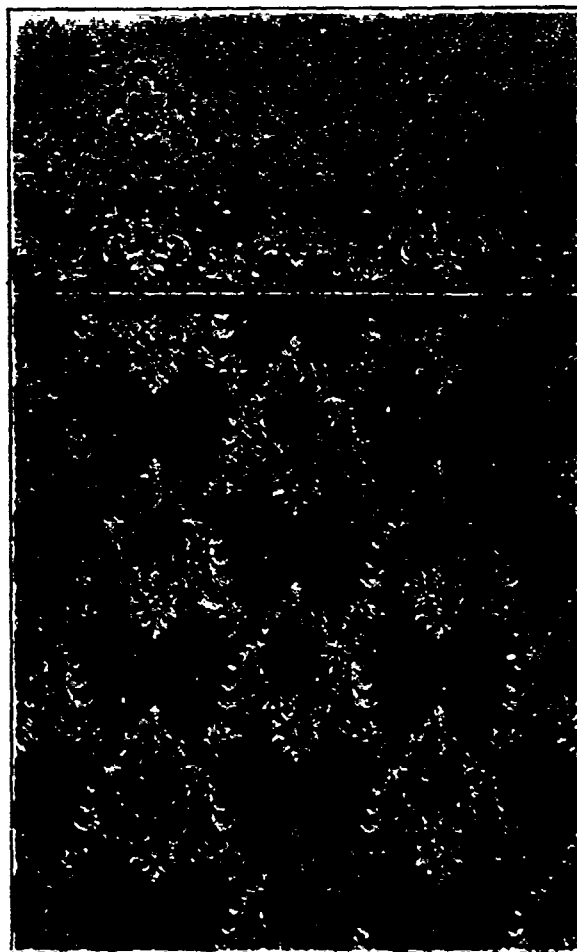
The slate market is apparently no easier than during the past two years.

WALL PAPER

IMPORTANT TO BUYERS.

THE method usually followed in purchasing the stock of wall paper is to simply look at the samples, pick out those that suit, perhaps work out what it will amount to, and give the order. When the stock arrives the merchant will find a line of attractive papers, but when the trade begins he very often finds that his variety is small, and certain styles and uses of rooms have not been provided for. The fault may be recognized, but few have worked out a plan to avoid it.

It is not sufficient to have a good assortment of 5, 7, 10 and 20c. lines and so on; there must also be 5c. lines for bedrooms, 5c. lines for kitchens, 10c. lines for diningroom or bedroom or hall, 20c. lines for any room in the house, and the

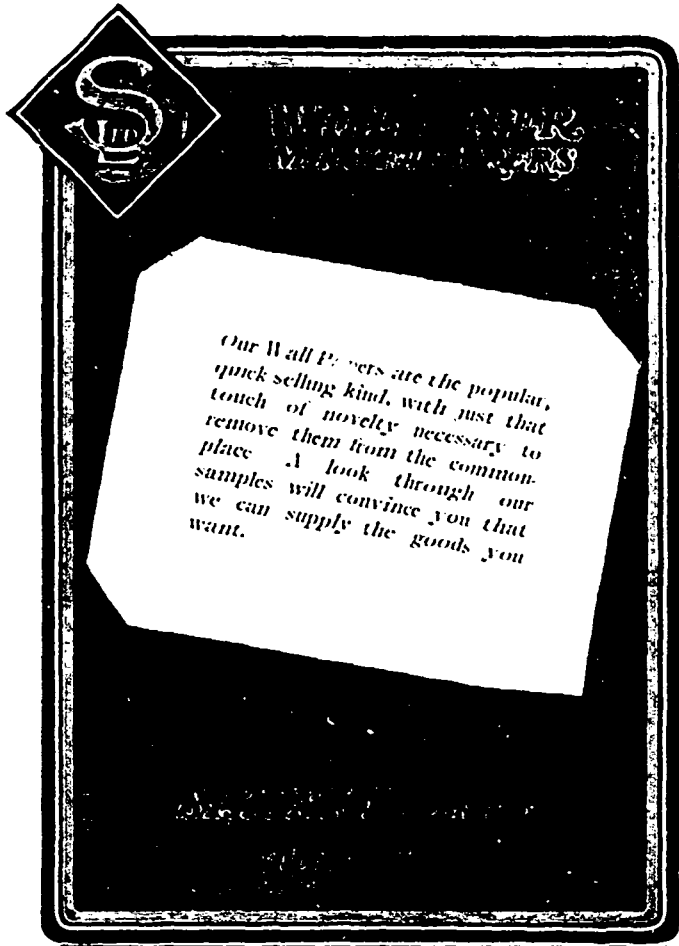


Pattern 144—An effective wall paper manufactured by Staunton's Limited, Toronto.

same variety must prevail throughout. Before buying the merchant should set a limit to the amount to be expended; then, in buying, must see that every room in the house is considered—kitchen, hall, dining-room, parlor, bath room, den, bedroom, sitting-room, etc.—and that a selection in each is included. It is not an unusual event for a housekeeper to find no provision made for a hall paper or a den, while a very large stock in bed-room and parlor papers may be shown.

After that, variety of pattern and color must be supplied, and this can be done satisfactorily by noting on a slip of paper the prevailing tint and style of pattern, making reference easy and rapid.

TURNER
 HE 22 1079
 W. B. B. B.
 Page 11
 C.W.



S

Our Wall Papers are the popular, quick selling kind, with just that touch of novelty necessary to remove them from the commonplace. A look through our samples will convince you that we can supply the goods you want.

Why do the leading wholesale houses handle

Goodall's Playing Cards?

Because they are admittedly the best value on the market.

They are thin, flexible, yet strong and durable, made from carefully selected material. Enamelled surface, absolutely waterproof. Backs artistically printed, faces with large and well-defined index signs.

Each Pack in Wrapper and Tuck Case. Boxed in One Dozen Packs.

17 New lines to retail at 50 and 75c.

Bridge Whist will be all the go this season.

A large assortment of Card Games, Bridge Whist, Whist, Euchre, Papet, Poker, Cribbage and Bezique.

Manufactured by

Chas. Goodall & Son, Limited, London

A. O. HURST, Canadian and United States Representative
84 Wellington St. West, TORONTO

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

===== THEN WRITE FOR =====
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

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MUSIC DEPARTMENT.

A HANDSOME POSTER.

WE have received from M. Hohner a very attractive show-card. The illustration represents a typical black forest couple in their national costume, dancing to the music of a Hohner harmonica played by the girl. The odd dress of the pair, while appearing very comical to some, is exactly the same as worn by the people in Trossingen, who make the greater part of all harmonicas used in the world. The drawing is designed by F. Reiss, one of the foremost artists of Europe, therefore making this a very expensive advertisement. These posters can be had free of charge by applying to any jobber in Hohner harmonicas, or from M. Hohner, Toronto.

REVIEWS OF RECENT MUSICAL PUBLICATIONS.

- GOLDEN STARS**—Song. Words by Alma Strettell from the German of Heinrich Heine. Music by Ellen Wright. Published in A (E to G), G (D to F) and E flat (B flat to D). The fact that this song is by the composer of "Violets" is quite sufficient to ensure its success. The setting to Heine's exquisite little poem is perfect in its way. Words and music exactly suit one another. This song is sure to become popular as a trifle for the drawing-room singer. Whaley, Royce & Co., Toronto.
- DEAR IRISH EYES**—Song. Words by Lindsay Lennox. Music by Karl Kaps. Published in F (D to E). A simple but interesting song, with the characteristic Irish melody running through it. The success of this song rests with the singer and accompanist, to both of whom it affords exceptional opportunities. Whaley, Royce & Co., Toronto.
- THE HAVEN OF REST**—Song. Words by G. B. Richter. Music by F. W. Thurlow. Published in F (C to F) and E flat (E to G). This new sacred song is very much after the style of "The Star of Bethlehem" and "The Plains of Peace," and ought to be a worthy successor of them. Whaley, Royce & Co., Toronto.
- WHERE THE SILVERY COLORADO WENDS ITS WAY**—Song. Words by C. H. Scoggins. Music by Chas. Avrit. This song was featured by Reese V. Prosser in A. G. Field's minstrels and made a great hit. It is in the same vein as "In Old Kentucky" and "On the Banks of the Wabash," and is sure to be popular with lovers of sentimental songs. Canadian-American Music Co., Toronto.
- ALWAYS IN THE WAY**—Song. Words and music by Chas. K. Harris the composer of the perennial favorites, "After the Ball" and "Hello, Central! Give Me Heaven." A pretty and catchy song with a haunting valse refrain. Canadian-American Music Co., Toronto.

THE MAN IN THE OVERALLS—Song. By Raymond A. Browne, composer of "It's the Man Behind the Gun Who Does the Work." A fine patriotic song with lots of go and swing, quite the equal of such a favorite as "Sons of the Sea." The lines are bright and there is a catchy refrain in march time. Canadian-American Music Co., Toronto.

THE FIRST CHRISTMAS MORN.—Sacred Song. Words by Arthur Chapman. Music by Ernest Newton. Published in C (C to E), in D (D to F) and E flat (E flat to G), with organ obligato, a very effective song with lots of contrast, which ought to be in demand for special musical services this Christmas. The air is easy and the accompaniment full and effective, reminding one of Adams' "Holy City." Anglo-Canadian Music Publishers' Association, Toronto.

THROUGH THE DAY.—Sacred song for tenor, by B. Richardson. Published in A flat (E to A). This promises to be one of the most successful songs of the season. It has that something about it which makes it popular at first reading. The words have been given a most appropriate musical setting. Anglo-Canadian Music Publishers' Association, Toronto.

SO LET IT BE, AND THE DEW.—Two short songs. Words by Techemacher. Music by Reginald Somerville. Published for high and low voice. Two vocal gems without a doubt. Exquisite musical settings to two beautiful little poems, each a bit of perfection. In spirit and style they recall Noel Johnson's "The River and the Sea," and are quite worthy to be ranked with these. Anglo-Canadian Music Publishers' Association, Toronto.

ESPERANZA.—Waltz. By Fred. Elton. A suit of four waltzes and coda, which is a successful reproduction of that tripping measure peculiar to Spanish music. One and all know how perfectly it suits the rhythm of the modern waltz. Anglo-Canadian Music Publishers' Association, Toronto.

SYRINGA.—Waltz. By Gertrude Taylor. This new number, consisting of three waltzes and coda, is very much after the style of "Love's Dreamland" waltzes, and will be quite as successful as the galaxy of dreaming waltzes that have preceded it. Anglo-Canadian Music Publishers' Association, Toronto.

Messrs. Whaley, Royce & Co. are offering the stationery and fancy goods dealers many lines in musical instruments and sundries that will, doubtless, interest readers of BOOKSELLER AND STATIONER. Musical instruments always bear a good profit, and a large stock is not necessary, as the goods can be secured from Messrs. Whaley, Royce & Co. at any time, a complete range always being on hand. During the winter months a good business can be done in violins, mandolins, banjos, accordions, harmonicas, etc. A complete list can be had on application.

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

QUEBEC.

1. "Little Shepherd of Kingdom Come," by John Fox, jr. McLeod & Allen.
2. "The Sherrods," by G. B. McCutcheon. McLeod & Allen.
3. "Gordon Keith," by T. N. Page. Copp, Clark.
4. "The Grey Cloak," by H. McGrath. McLeod & Allen.
5. "Barlasch of the Guard," by H. S. Merriman. Copp, Clark.
6. "Wings of the Morning," by Louis Tracy. McLeod & Allen.

HALIFAX.

1. "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
2. "Mrs. Wiggs," by A. H. Rice. Briggs.
3. "Lovey Mary," by A. H. Rice. Briggs.
4. "Wee Macgregor," by J. J. Bell. Morang.
5. "Right of Way," by G. Parker. Copp, Clark.
6. "Wings of the Morning," by Louis Tracy. McLeod & Allen.

HAMMILTON.

1. "Wings of the Morning," by Louis Tracy. McLeod & Allen.
2. "Mettle of the Pasture," by James Lane Allen. Morang.
3. "Letters of a Self-Made Merchant," by G. H. Lorimer. Briggs.
4. "Mrs. Wiggs," by A. H. Rice. Briggs.
5. "The Sherrods," by G. B. McCutcheon. McLeod & Allen.

KINGSTON.

1. "The Virginian," by Owen Wister. Morang.
2. "Gordon Keith," by T. N. Page. Copp, Clark.
3. "Little Shepherd of Kingdom Come," by John Fox, jr. McLeod & Allen.
4. "The One Woman," by Thomas Dixon, jr. Musson Book Co.
5. "The Five Nations," by Rudyard Kipling.
6. "The Grey Cloak," by Harold McGrath. McLeod & Allen.

LONDON.

1. "The Virginian," by Owen Wister. Morang.
2. "Graustark," by G. B. McCutcheon. McLeod & Allen.
3. "The Sherrods," by G. B. McCutcheon. McLeod & Allen.

4. "Wings of the Morning," by Louis Tracy. McLeod & Allen.
5. "Little Shepherd of Kingdom Come," by John Fox, jr. McLeod & Allen.
6. "My First Cousin."

MONCTON, N.B.

1. "Wings of the Morning," by Louis Tracy. McLeod & Allen.
2. "Little Shepherd of Kingdom Come," by John Fox, jr. McLeod & Allen.
3. "Adventures of Gerard," by Conan Doyle. Copp, Clark.
4. "Maid of Paradise," by R. W. Chambers.
5. "The Sherrods," by G. B. McCutcheon. McLeod & Allen.
6. "Little Rivers."

OTTAWA.

1. "The One Woman," by Thos. Dixon, jr. Musson Book Co.
2. "Barlasch of the Guard," by H. S. Merriman. Morang.
3. "Conjuror's House," by S. E. White. Copp, Clark.
4. "Passage Perilous," by R. N. Carey. Briggs.
5. "Adventures of Gerard," by Conan Doyle. Copp, Clark.
6. "Foss River Ranch."

PETERBOROUGH.

1. "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
2. "Her Lord and Master," by Martha Morton.
3. "The Virginian," by Owen Wister. Morang.
4. "Letters of a Self-Made Merchant," by G. H. Lorimer. Briggs.
5. "Gordon Keith," by T. N. Page. Copp, Clark.
6. "McTodd," by Cutcliffe Hyne. Copp, Clark.

QUERBEC.

1. "Place and Power," by Ellen Thorneycroft Fowler. Briggs.
2. "Gordon Keith," by T. N. Page. Copp, Clark.
3. "Little Shepherd of Kingdom Come," by John Fox, jr. McLeod & Allen.
4. "The Sherrods," by G. B. McCutcheon. McLeod & Allen.
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6. "A Passage Perilous," by R. N. Carey. Briggs.

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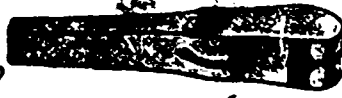
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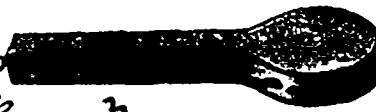
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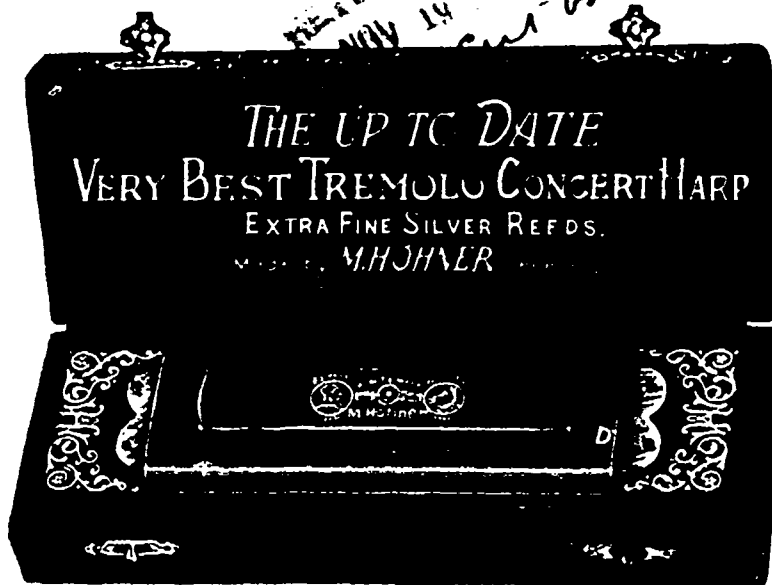
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5. "Gordon Keith," by T. N. Page. Copp. Clark
6. "Wings of the Morning," by Louis Tracy. McLeod & Allen.

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2. "Banner of Blue," by S. R. Crockett. Briggs
3. "Master of Millions," by Lorimer. Briggs.
4. "Barlasch of the Guard," by Merriman. Morang
5. "The Gold Wolf," by Max Pemberton. Copp. Clark.
6. "Foss River Ranch"

VANCOUVER.

1. "The Virginian," by Owen Wister. Morang.
2. "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart
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4. "The One Woman," by Thos. Dixon, jr. Musson
5. "Gordon Keith," by T. N. Page. Copp. Clark
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1. "The Virginian," by Owen Wister.
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3. "The Four Feathers," by A. E. W. Mason. Copp. Clark.
4. "The Pit," by Frank Norris. Morang.
5. "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart
6. "Darrell," by Irving Bacheller. Morang

WINNIPEG.

1. "The Grey Cloak," by H. McGrath. McLeod & Allen.
2. "Darrell," by Irving Bacheller. Morang.
3. "Mettle of the Pasture," by James Lane Allen. Morang.
4. "The Sherrods," by G. B. McCutcheon. McLeod & Allen.
5. "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
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3. "Adventures of Gerard," by Conan Doyle. Copp. Clark.
4. "Letters of a Self-Made Merchant," by G. H. Lorimer. Briggs.
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5. "The One Woman," by Thos. Dixon, jr. Musson Book Co.
6. "Place and Power," by E. T. Fowler. Briggs.

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Registered at Ottawa during September, 1903

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14311. Picturesque Glimpses, Gorge Bridge, Victoria Photo No. 1245. Stephen J. Thompson, Vancouver, B.C.
14312. Constitution of the Ontario Bowling Association, Organized 1888; and Rules of the Game of Lawn Bowling, as Revised and Amended, August 18, 1903. The Ontario Bowling Association, Toronto.
14313. Good Pauline Idea. Sermon by Rev. Frank DeWitt Talmage, Chicago, October 1, 1903. William Baily, Toronto
14314. The National Monthly of Canada. October, 1903. Joseph Phillips
14315. The Jones. Volume I., Number 6, October, 1903. The Underfed Stoker Company, Limited, Toronto.
14316. The Little Shepherd of Kingdom Come. By John Fox, Jr. Book. McLeod & Allen, Toronto.
14317. Industrial Savings Bank Policy. Form. Hardy Pollman Evans, Toronto
14318. Industrial Savings Bank Policy. Form. Hardy Pollman Evans, Toronto.
14319. Markland or Nova Scotia: Its History, Natural Resources and Native Beauties. By Robert R. McLeod. William A. Brown, Berwick, N.S.
14320. Katie, My Irish Colleen. Words and Music by Alfred E. Harding. The Canadian American Music Company, Limited, Toronto
14321. Ave Maria. Music by Gajetan Barreca. Gajetan Barreca, Toronto.
14322. Map of the Dominion of Canada and Newfoundland. The Copp. Clark Company, Limited, Toronto
14323. Map of the Province of Manitoba and the Territories of Saskatchewan and Assiniboia. The Copp. Clark Company, Limited, Toronto
14324. Diantha. Intermezzo. By Eugene A. Stein. The John Church Company, Cincinnati, Ohio.
14325. Diagrams to Indicate by Inspection the Quantities in Cuttings of Rock and Earth Excavations, as also Quantities in Embankments. Henry Purdon Bell, Victoria, B.C.
14326. On True Greatness. Sermon by Rev. Frank DeWitt Talmage, Chicago, October 11, 1903. William Baily, Toronto.
14327. American Spirit. March. Eugenio Sorrentino. The Whitney Warner Publishing Company, Detroit, Michigan, U.S.A.
14328. Rev. A. J. Caron, Parish Priest, St. Ann's Church, Montreal. Photo. Patrick John Gordon, Montreal
14329. Cosy Corner. Waltzes. By C. R. Harrison. A Cox & Company, Toronto
14330. The Dining Hall. Chelsea Green Opening. London. Ontario. Photo. W. E. Hendrie, London, Ont
14331. McAlpine's Sydney, North Sydney, Sydney Mines and Glouce Bay Directory, 1903 1904. The McAlpine Publishing Company, Limited, Halifax, N.S.
14332. My Alameda Rose. Song. Words by Raymond W. Peck. Music by Robert Hood. The Whitney Warner Publishing Company, Detroit, Michigan.
14333. Ontario Fish and Game Laws. A Digest. By A. H. O'Brien. Fifth Edition, 1903. Arthur Henry O'Brien, Ottawa.
14334. H. Song. Words and Music by Gerald Burke. Whaley, Royce & Company, Limited, Toronto.
14335. To Canadian Manufacturers. re The Canadian Casualty and Boiler Insurance Company. Booklet. Augustus G. C. Dinnick, Toronto.
14336. To Users of Steam Boilers: re The Canadian Casualty and Boiler Insurance Company. Booklet. Augustus G. C. Dinnick, Toronto.
14337. The Rev. John and a Few Philanthropists. By Cyrus Thomas. Book. John Lovell & Son, Limited, Montreal.
14338. Sir Henry Morgan, Buccaneer. A Romance of the Spanish Main. By Cyrus Townsend Brady. The Copp. Clark Company, Limited, Toronto.
14339. The Bonnie Brier Bush. March. Arranged by P. Sevigny. Whaley, Royce & Company, Limited, Toronto.
14340. The Curse of Labor. Sermon by Rev. Frank DeWitt Talmage, Chicago, October 18, 1903. William Baily, Toronto
14341. The Ontario Law Reports. 1903. Volume V. Editor: James F. Smith, K.C. The Law Society of Upper Canada, Toronto.
14342. Prang's New Graded Course in Drawing for Canadian Schools. Books I. and II. Teachers' Manual. F. E. Grafton & Sons, Montreal.
14343. Moments. Volume I. October, 1903. Number 3. H. M. Walker, New Denver, B.C.
14344. Her Majesty Queen Alexandra of England. Oil painting. Edward Hughes, London, England.
14345. Wenona. Intermezzo. By Percy Wenrich. The Whitney Warner Publishing Company, Detroit, Michigan.
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14347. Vallmont. Valley and Mountain. Reverie. By Harry J. Lincoln. Vandersloot Music Company, Wilkesport, Pennsylvania.
14348. The Voice of the Flowers. Valse Intermezzo. By Lee Olean Smith. Vandersloot Music Company, Wilkesport, Pennsylvania.
14349. Arms and Woman. A Romance. By Harold MacGrath. McLeod & Allen, Toronto.

- 14350. Plan VI. of The Identification and Protective Company of Canada, Limited. Circular. George I. Goddard, Montreal.
- 14351. Body is the Temple. Sermon by Rev. Frank DeWitt Talmage, Chicago, October 25, 1903. William Bailly, Toronto.
- 14352. Two Country Walks in Canada. By Arnold Haultain. Illustrated. George N. Morang & Company, Limited, Toronto.
- 14353. The Heart of Ronce. A Tale of the Lost Water. By Francis Marion Crawford. The Copp, Clark Company, Limited, Toronto.
- 14354. Plan VI., Special Circular, of The Identification and Protective Company of Canada, Limited. George I. Goddard, Montreal.
- 14355. Memorare Solo. Duet ou Trio. Par F. S. J. Louis Laberge, Toronto.
- 14356. De la Culture des Arbres et des Arbustes Fruitières. Par Alec Santerre. Joseph Beauchamp, Quebec.
- 14357. Borm Diagram for the purpose of Indicating the Earth Quantities on the top of Rock Cutting of 21 feet base and 1 to 1-slopes. Henry Purdon Bell, Victoria, B.C.
- 14358. Une Maniere et une Autre. Livre. Sultana Manufacturing Company, Montreal.

"VICTOR" SPORTING GOODS.

The Fancy Goods Co., of Canada, Limited, are finding an enormous demand for "Victor" sporting goods. We would recommend our readers who are interested, to turn to their announcement on another page.

CANADIAN POCKET DIARIES.

The Brown Bros., Limited, are now sending out their Canadian pocket diary, which they have been publishing for the last 40 years and it is safe to say that the 1904 issue will be far superior to any previous year's publication. They issue in connection with these diaries a complete list of office daily journals and pocket diaries, copies of which may be obtained by writing to the firm.

CLEARING OUT.

Fred & E. W. Kelk are offering their stock for this month and next at very low prices to clear up their warehouse for Spring goods. They always begin the season with fresh goods. Everything that is left now in dolls, toys, games, fancy china, glass, water sets, toilet cases, albums, in fact all Christmas lines will go out now with a rush at reduced prices. If you require a leader in any line you can get it by writing for a sample, or a personal visit, which is always the best. Their business in dolls in the city alone was enormous, this particular line being their special. Write for sample of their 25c. dressed dolls, each one in a box about 17 inches long, very tastily dressed in pink, blue and red.

PERSONAL MENTION.

Mr. Van Duyne, of The Dennison Manufacturing Co., visited Toronto recently in the interests of his firm.

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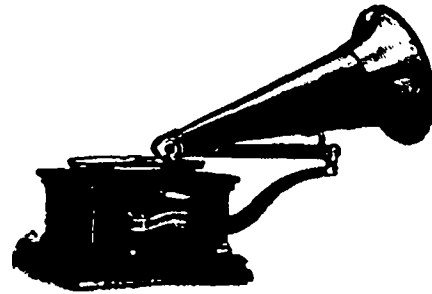
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Hamilton, J. C., Toronto
- Books**
Briggs, William, Toronto
Copp, Clark Co., Toronto
Nelson, Thos., & Sons, London, Edinburgh, New York
Partridge, S. W. & Co., London, Eng
- Cash Registers.**
Hallwood Cash Register Co., Toronto
- Christmas and New Year Cards.**
Copp, Clark Co., Toronto
- Commercial Work.**
Morton, Phillips & Co., Montreal
- Diaries.**
Brown Bros., Limited, Toronto
Copp, Clark Co., Toronto
- Educational.**
Canadian Correspondence College, Toronto
St. Margaret's College, Toronto
Western Business College, Toronto
- Financial Institutions**
Canada Per. Mort. Corporation, Toronto
Confederation Life Association, Toronto
Bank of Toronto, Toronto
British American Assurance Co., Toronto
Canadian Bank of Commerce, Toronto
Dominion of Canada Guarantee Co., Toronto
- Metropolitan Bank, Toronto.**
Toronto General Trusts Corporation, Toronto.
Western Assurance Co., Toronto.
- Gas Lamps and Mantles.**
Auer Light Co., Montreal.
- Glue, Paste and Mucilage.**
Dominion Mfg. Co., Boston, Mass.
- Graphophones.**
Disk Talking Machine Co., Toronto.
- Inks—Indelible.**
Cooper, Dennison & Walkden, London, Eng.
Payson's.
- Inks—Writing.**
Buntin, Gillies & Co., Hamilton and Montreal.
Cooper, Dennison & Walkden, London, Eng.
Hyde, F., & Co., London, Eng.
Ridout, Geo., & Co., Toronto.
- Leather Goods**
Brown Bros., Limited, Toronto.
Copp, Clark Co., Toronto.
- Ledgers, Office Systems, etc.**
Briggs Ledger System Co., Toronto
Hart & Riddell, Toronto.
- Music—Sheet and Book.**
Anglo-Canadian Music Publishers' Association, Toronto.
Canadian-American Music Co., Toronto.
Whaley, Royce & Co., Toronto.
- Musical Instruments and Sundries.**
Hohner, M., Toronto.
Whaley, Royce & Co., Toronto.
- Paper Manufacturers.**
Pirie, Alex., & Sons, Aberdeen, Scotland.
- Pens.**
Cooper, Dennison & Walkden, London, Eng.
Esterbrook Pen Co., New York.
Heath, John, London, Eng.
Hinks, Wells & Co., Birmingham, Eng.
Warwick Bros. & Rutter, Toronto
- Penells.—Warwick Bros. & Rutter, Toronto**
- Playing Cards, Games, etc.**
Copp, Clark Co., Toronto.
Goodall, Chas., & Son, London, Eng.
United States Playing Card Co., Cincinnati.
- Postal Scales.**
Pelouze Scale & Mfg. Co., Chicago.
- Rubber Stamps.**
Young, C. G., & Co., Toronto.
- Safes.**
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.
- Sealing Wax.**
Cooper, Dennison & Walkden, London, Eng.
Hyde, F., & Co., London, Eng.
Waterston, Geo., & Sons, Edinburgh.
- Sporting Goods.**
Fancy Goods Co. of Canada, Toronto.
Nerlich & Co., Toronto.
- Stationery.**
Buntin, Gillies & Co., Hamilton and Montreal.
Cooper, Dennison & Walkden, London, Eng.
Copp, Clark Co., Toronto.
Warwick, Bros. & Rutter, Toronto.
- Telephones.**
Bell Telephone Co. of Canada.
- Toys and Novelties.**
American Electrical Novelty & Mfg. Co., Montreal.
Kelk, F. & E. W., Toronto.
Nerlich & Co., Toronto.
Ingersoll, Robt. H. & Bro., New York.
- Typewriter Supplies.**
Canadian Typewriter Co., Toronto.
Colonial Typewriter Co., Peterborough.
Mittag & Volger, Park Ridge, N.J.
- Wall Paper.**
Stantons, Limited, Toronto.
- Wholesale Jobbers.**
Weese, G. A., & Sons, Toronto.