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JUNE, 1885.



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P.S.—Our Mr. S. Edgar Briggs and Mr. J. M. Robertson are now calling on The Trade with full lines of Samples.

# FIRST ARRIVAL.

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# FALL FANCY GOODS

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EX. S.S. WERRA.

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WE HAVE PLEASURE IN ANNOUNCING OF TRADE IN EUROPE HAS MADE MANU-  
THE RECEIPT OF ELEVEN CASES EX. S.S. FACTURERS VERY ANXIOUS TO SELL TO  
WERRA, BEING OUR FIRST ARRIVAL FOR CASH BUYERS AT PRICES MUCH LOWER  
THE SEASON-FALL, 1885. THIS SHIPMENT THAN HAVE HITHERTO BEEN REACHED.  
WILL BE FOLLOWED TWICE A WEEK BY CARRYING OVER NO OLD STOCK WE HAVE  
OTHERS FROM BREMEN, ANTWERP, HAM- TAKEN ADVANTAGE OF THE PRESENT  
BURG, LIVERPOOL AND LONDON, TILL DEPRESSION AND ARE CONFIDENT, OF  
OUR STOCK IS COMPLETE.

NO PAINS HAVE BEEN SPARED TO EVER OFFERED IN CANADA. OUR RE-  
MAKE OUR ASSORTMENT MORE ATTRAC- PRESENTATIVES WILL BE EARLY ON  
TIVE THAN EVER. WE WILL BE ABLE THE ROAD AND WE BESPEAK FOR THEM,  
TO OFFER OUR CUSTOMERS THE BENEFIT FROM THE TRADE, A CAREFUL INSPEC-  
OF MANY GOOD BARGAINS OBTAINED TION OF THEIR SAMPLES.  
FROM MANUFACTURES. THE DULNESS

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# SMITH & FUDGER,

48 and 50 YONGE STREET,

TORONTO.

# BOOKS and NOTIONS

ORGAN OF

## THE BOOK, STATIONERY & FANCY GOODS TRADES OF CANADA

VOLUME I }  
No. 11.

TORONTO, JUNE, 1885.

{ ANNUAL SUBSCRIPTION  
FIFTY CENTS.

### THE REVISED BIBLE:

“ It is not easy, said Mr. Frowde, London manager of the Clarendon Press, ‘ to give you an exact idea of the quality of organized labour involved in the execution of these arrangements. Since last June our presses have been hard at work, but before and besides that, there was special type to be made, special machinery to be devised, all of which we do ourselves. The provision of the paper has been an enterprise in itself for months past, for it is only by using the finest rag-made paper that the Bible can be compressed into the single handy volume in which the English public insist on reading it. From one mill alone, 250 tons of paper have been produced for this special purpose, so fine and light that they would put a girdle round the world, six inches wide. Yet even this delicate fabric, if piled in sheets, would make a pillar eight times the height of St. Paul’s. For some time we have been turning out nearly 2,000 reams a week from our press alone, and the men have been working night and day. Relays of men have been employed—the machinery has been going night and day. We are hard at work printing still, but by this time, it is the binding and the packing that is our chief occupation. Many of the large binding factories in the town are hard at work at our Bibles now—working overtime most of them—and I have no doubt that more than 5,000 persons are so employed. Another peculiarity in the preparation of this new edition of the Bible is that so many purchasers demand it in leather bindings of every order of expensiveness. The skins of every animal that lend themselves to the bookbinders’ tool have been required by tens of thousands, and the gilding of edges and leather has absorbed gold by the handful. Even so, there is one thing we cannot get done fast enough—that is the gilding for the best copies. The ordinary gilding is simple enough: but choice gilding in which each book has to be done separately after the edges are ‘ rounded,’ so as to present a perfectly smooth appearance is a very special branch of the trade, and there are not enough men in it to keep up with our wants.’ As for the packing, the Clarendon Press has lately removed into new premises in Amen-corner, and the old warehouse lower down the Row, which it has occupied for two hundred years, has come in opportunely for the packing operations. Our repre-

sentative was taken from basement to attic, and there was not an available corner anywhere which was not stacked with Bibles—of all sizes, shapes and quality—some being done up in boxes, some in parcels against the day of publication.

Bibles, Bibles everywhere, but never a line to read; for, courteous as Mr. Frowde was in every way, there was one thing which he very soon let it be understood he could not do, and that was to show the inside of any of the books whose outsides he felt so legitimate a pride in showing off. Mr. Frowde’s caution was not due, we may add, to any special suspicions of our representative. Even the two copies presented to the Convocation of Canterbury on April 30th were kept sealed until publication day. A handsomely bound copy of the standard edition of the Revised Bible was presented by the Convocation of Canterbury to the Queen on Friday last. It is enclosed in a morocco case, like the copies which were presented to Convocation, and bears the following inscription:— ‘ Presented to HER MOST GRACIOUS MAJESTY THE QUEEN by the Convocation of the Province of Canterbury. May xv., A.D., MDCCCLXXXV.’ You may wonder how, though I dare say some 10,000 people have had the handling of the book, we are not afraid of any premature disclosure. But in the first place we have treated the leaves as carefully as if they were bank notes, and it would be very hard for any one even to be abstracted without our knowing it. Then, as to the binding, every firm to whom we have given books out has to give us a written guarantee; and we have plenty of people about wherever the books go, to keep their eyes open and see that nothing goes wrong. That all these precautions are quite necessary, you will see, I think, when I tell you that when the Revised New Testament came out it came to our knowledge that American agents were offering very large sums for an illicit copy. They did not get what they wanted, but even without that help they managed within a week of its publication to get out a complete edition.”—Abridged from *The Pall Mall Gazette*.

MISCELLANEOUS PARTICULARS.—At the Oxford University’s own paper mill which is situated at Wolvercote, near Oxford, 375 tons of rags have been consumed in making 250 tons of paper for this issue of the Revised version. It would cover 2½ square miles.

It would go round the world in a strip of six inches wide, or say, if the pages were laid open one after another, it would go round the world. The sheets piled in reams as they leave the mill would make a column ten times the height of St. Paul's, or folded into books before binding at least one hundred times the height. The copies which are being prepared by the Oxford University Press alone, would, if piled flat one upon another, make a column more than fourteen miles high, or 370 times the height of the Monument. If piled end on end they would reach seventy-four miles high, or 1,943 times the height of the Monument. It is hardly possible to give an idea of the number of goats and sheep whose skins have been required for binding the copies, but it has been calculated that 1,560 goat skins have been used in binding the copies, which will be presented by the American Committee of revision on the 21st inst. A special Act of Congress has been passed to admit these copies into the United States free of duty. According to the *Jewish Chronicle*, it was issued on the very day—the eve of the Feast of Pentecost—“on which the first edition was published,” as it was then that the revelation took place on Mount Sinai. It is presumably only a coincidence, but it is certainly a very remarkable one. The rush for early press copies has been tremendous, and curiosity exceptionally keen. Friday morning the London correspondent of a great New York daily offered a hundred pounds for the sight of a copy at one of the University warehouses, but the official was obdurate. The correspondent had been authorized by his paper to spend £500 in telegraphing over particulars and main features of the new version.—*The British and Colonial Printer and Stationer*.

### PAPER.

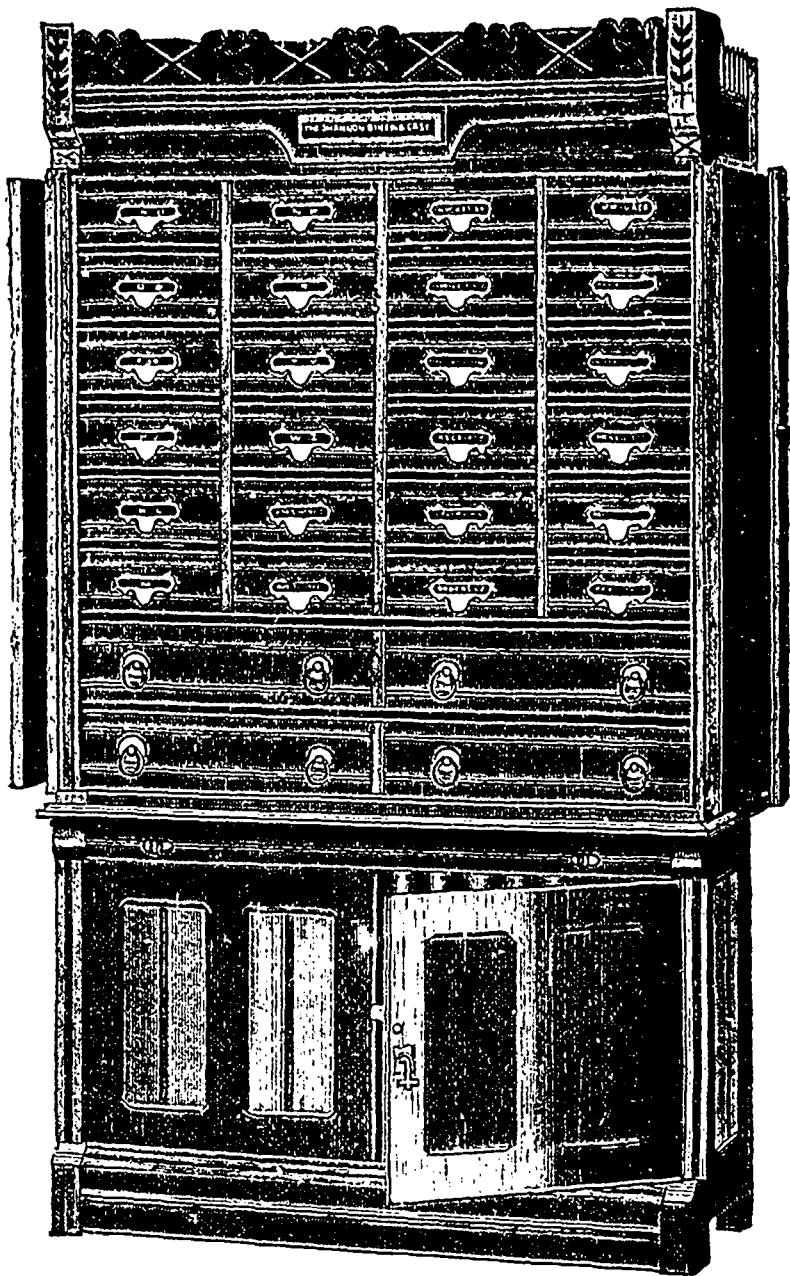
**PAPER MEN-OF-WAR.**—A correspondent gives us the following interesting item. Already there are actually in existence paper men-of-war of enormous tonnage. A few years ago I was on board the British man-of-war, the *Raleigh*, which was cruising in East India waters. Pointing to the substantial-looking wooden walls of the vessel, a midshipman asked me one day if I knew what those were made of. I answered that probably they were made of teak or oak, and was considerably surprised when he laughed and told me I was all at sea in more senses than one. “The hull of the *Raleigh*,” he said, “is really paper hydraulically pressed. Paper walls in place of the famous wooden walls of England that the poet sings about, were adopted by the admiralty a few years ago as an experiment on a few men-of-war. This is one of them that you are now sailing in through the Indian ocean.” The paper hull idea, as applied to men-of-war, is a good one, at least in theory. In the old wooden and iron ships the men were more exposed to danger from splinters than direct missiles. Now, paper hulls would at least do away with splintering. A shot might hit a vessel and pass right through its side, but the hole would be a clean one, and there would be no splinters until the missiles encountered some of the internal machinery and compartments. I do not know whether the English government has built many of these singular paper boats, but it had one of them at least in the shape of the *Raleigh*.—*American Queen*.

**VARNISH FOR PAPER.**—A varnish for paper which produces no stains may be prepared as follows: Clear damar resin is covered in a flask, with four and a half to six times its weight of acetone, and allowed to stand for fourteen days at a moderate temperature, after which the clear solution is poured off. Three parts of this solution are mixed with four parts of thick collodion and the mixture allowed to become clear by standing. It is applied with a soft hair brush, in vertical strokes. At first the coating looks like a thin, white film, but on complete drying it becomes transparent and shining. It should be laid on two or three times. It retains its elasticity under all circumstances, and remains glossy in every kind of weather. *The American Stationer*.

**PAPER FLOOR COVERING.**—The floor is thoroughly cleaned. The holes and cracks are then filled with paper putty, made by soaking newspapers in a paste made of wheat flour, water and ground alum, and mixed thoroughly. The floor is then coated with this paste, and a thickness of manilla or hardware paper is next put on. If two layers are desired, a second covering of manilla paper is put on. This is allowed to dry thoroughly. The manilla paper is then covered with paste, and a layer of wall paper of any style or design desired is put on. After allowing this to thoroughly dry, it is covered with two or more coats of sizing, made by dissolving one-half pound of white glue in two quarts of hot water. After this is dry, the surface gets one coat of “hard oil finish varnish.” This is allowed to dry thoroughly, when the floor is ready for use. The process is durable and cheap, and besides taking the place of matting, carpets, oilcloths, etc., a floor thus treated is rendered air-tight, and can be washed or scrubbed.

**DOES GOOD STATIONERY PAY.**—We do not suppose there is anything that men buy which gives them more genuine satisfaction in its use than good stationery. There is a pleasure in using such goods, which cannot be obtained by the use of a poor article. The value of good stationery to business men is rarely appreciated even by those who are in the habit of using it. A letter always creates an impression. Especially is this true when the letter is from a stranger. Accordingly it is well for every one who writes letters to consider what kind of an impression his epistle is likely to create in the mind of the person to whom it is addressed. The most important element in creating a favourable impression by the letters one writes, is in the style and quality of the paper and envelope, the character of the printing forming the letter-head, and the taste displayed in the general arrangement. If the whole be done in a way that indicates taste, a favourable impression is almost invariably made. On the other hand, if the general style of paper and printing be slovenly, an impression quite the opposite in the mind of the recipient will be created. There is nothing which the business man uses in which cheapness and poor taste is such bad policy as the stationery employed in his correspondence. A handsomely written letter, upon good letter paper, having a fine heading, indicating that good taste has been exercised in selecting it, never fails to create a good impression.—*The Newsman*.

## THE "SHANNON" DEVICES FOR FILING AND BINDING PAPERS.



The desirability and importance of filing papers in an orderly manner need not be urged upon a well-informed public. The only question at issue is: "Which is the best manner of filing?" In answer to this we would say that there are only two essentially different improved systems of filing, viz., that in which papers are laid loose between index-leaves, and that embraced in the devices to which we herein call attention. Those wishing to obtain improved means for filing their papers have, therefore, the alternative left them of getting a File or Cabinet in which the papers will be loose and liable to be thrown into disorder, inconvenient to handle, and very far from being easy of reference; or, a File or Cabinet, possessing in the highest degree every element of convenience, security and economy.

Convenience and security are certainly among the standards by which the relative excellence of filing devices is to be measured. These qualities are so prominent in the SHANNON FILE and FILING CABINET that they are at once recognised and appreciated.

Any paper can be conveniently examined, removed, and replaced, and letters and bills from the same person or firm filed by themselves, without any possibility of disarranging the other papers.

The accidental loss of papers, or change of the order in which filed, is impossible.

Producing as they do such desirable results, it need only be added that the filing of papers, and reference thereto, become a pleasure instead of a task.

The advantages of the "SHANNON" METHODS OF FILING PAPERS may be thus enumerated:—

*First*—Papers are not loose after being filed.

*Second*—Papers can be manipulated with the greatest of ease; their disarrangement being impossible.

*Third*—Papers can always be conveniently examined without removal from the Files.

*Fourth*—Note sheets, postal cards, letter sheets, etc., can be read on the Files with equal facility.

*Fifth*—Any paper can be removed without disarranging the other papers.

*Sixth*—Papers from the same source may be filed by themselves, without in the least disarranging the others. *Seventh*—The convenience of the method is inherent in itself. It does not depend on the skill of those operating it. *Eighth*—When a single File is used, very little room is taken up; it may be hung at the side of a desk or any other convenient place. *Ninth*—Papers can be examined in the Cabinet without removing the File-drawer. *Tenth*—Papers, when transferred to the Binding or Transfer Cases, are bound in book form at one operation. *Eleventh*—Papers are not liable to become disarranged by examination in the Binding or Transfer Case. *Twelfth*—Papers are not liable to loss from or change of place in the Binding or Transfer Case. *Thirteenth*—Any paper can be removed from the Binding or Transfer Case without disarranging the others. *Fourteenth*—This method of filing papers costs less than others. *Fifteenth*—This method of filing papers secures the greatest possible convenience of reference at all times.

The cut illustrating this article is that of one of the finest Cabinets made by Schlicht & Field, the advantages of which are herein fully described.

**THE SOCIAL EVIL OF FLASH LITERATURE.**—For the past year every newspaper in the land has had to bear witness to the folly and crime that are the fruits of this infamy. The villainous stuff that is put forth by greedy publishers to tickle adolescent readers, and stimulate their worst passions, is probably doing more than all other permissible social influence to neutralize the work of parents, teachers, legislators and preachers. It makes crime heroic; it teaches that disobedience to authority is manly and brave; it throws a sickly charm about bravado, recklessness, and vice; it destroys that respect for the person which civilization has been nearly two centuries trying to foster, and it condones violence by mixing it up with melodramatic pathos. The immediate outcome of this poisoning may be seen in the organization of infantile crime. A few weeks ago a gang of young desperadoes was broken up in the western part of this state. The culprits were not fatherless waifs, but the children of well-to-do and respectable parents. The other day we had the same news from Quincy, where a secret organization of children was discovered, which was trying to make petty larceny heroic, according to the flash standard. Later we are startled to hear from Philadelphia, of a lad in an infant school, who when reprimanded by his teacher, drew a revolver on her, and when the trustees examined the scholars, they captured no less than seven pistols. All this affords amusement for the unthinking, but it is very sad for the reflecting man.—*New York World.*

## Novelties.

**PARIAN SURFACED CARDS**—Marcus Ward & Co. are introducing a new surface on cards, suitable for menu or programme, which they term parian. It is superior to that of "ivory" or "enamel" cards. It receives printing or writing equally well; and when written with a metallic pencil the writing is indelible. These cards are made in white, pink, pearl, buff or hycinth. The plain parian sells from 3s. 3d. to 4s. 3d. per 100. Amongst others there are the "Clematis" border in two shades of blue, on buff, white, or pearl, which sells at from 3s. to 6s. per 100.—"Gold Joy" border in gold and mulberry on white, gold and amber on buff, or gold and citron on pearl, which sells at from 3s. 6d. to 7s. according to the quality of the paper, but the designs are admirable. The sample books of menu, programme cards, and memorial cards and envelopes produced by this firm in the present season are very good and will reward stationers' inspection.—*The British and Colonial Printer and Stationer.*

**REMINDER CARDS.**—These are supposed to be helps for slips of memory, and are issued by the same house in sets of six cards with fanciful designs and verses. One of the cards can be used as an acknowledgement of having received a letter; another gently intimates that a letter has long been due. Another set are called "Gentle Reminders," one requests the return of a borrowed volume; another reminds that a promised visit has not been paid; another that the borrowed umbrella has not been returned. These cards are published to sell at sixpence per set.—*Th.*

The Empress Stationery has met with a very encouraging reception in England, the demand increasing continually, so that it has become quite established, and no stationer's stock is complete without it.—The shape is a quite novel one, being almost a complete oval, which folds into a special envelope, half oval shape. It is in two new sizes, Alberta, and Victoria, and is put up in attractive gold-locked oval-shaped boxes.

Trade Lounger, in *The American Stationer* tells us: The liqueur stands are more fanciful than ever. Here is a Bavarian peasant, flanked by two carafes, seated beneath a flowery arbor, on the twined stems of which hang the glasses; then a Japanese lady standing underneath an umbrella, with a fringe of glasses round it. The prettiest, however, are the brown wicker baskets of last year, with bottles and cups in Gien ware; and the same may be said of the Gien cruet stands—simple and charmingly old-fashioned. The green mustard-pot with a salt-cellar attached, and three white kittens, is a novelty also.

Two novelties in toys are in the field. One is a combination sled, rocker and locomotive. It has rockers or runners and a body resembling that of a locomotive. A seat for a child is placed at the rear. The runners are adapted to receive axles carrying wheels. The toy is designed for use as a sled, wagon or rocker.

A new hobby-horse is made to propel itself by the action of the rider in rocking up and down. It can be steered easily. There is a crank-motion by which the horse is attached to the wheels, and by rocking the horse the crank-axles and wheels are revolved and the whole is propelled.

The "Lawn Tennis" is one of the styles of note-paper and envelopes which will be useful this summer. It is embellished with representations of all the appliances of the game from which it derives its name. Tea-party invitations are provided for in "Come Early" papeteries, which are stamped with a tea-pot and the suggestion mentioned.

## Trade Notices.

**THE GOLD MEDAL CARDS.**—One would have supposed that with all the labour, ingenuity and talent devoted to the Christmas Card trade, during the last ten years it would be impossible now to produce any new sets showing either novelty or marked superiority. This, however, has been done by Hildesheimer and Faulkner, in their "Gold Medal" cards, advance copies of which are now in the hands of the Toronto News Company, and which, as sole agents for Canada, they are offering to the trade.

H. & F., have every year succeeded in producing cards which were classed among the best of the various seasons; but this time, they have even excelled their former record. It is not alone that as a whole the collection, and it is a very large one, is so superior; but, that each individual card is itself evidently a work of art. The designs in the first place are many of them novel, all of them artistic, the workmanship, printing, colours are all just as good as they can be made.

It is hard to particularize, and make special mention, where all are so good, but among more notice-

able we may enumerate, a series of landscape panels, perfect little gems, all different landscape effects, streams, winter scenes, bridges, &c. The series of military sketches should take well with the public. Another series is made up of country church towers, another, richly coloured views on the Thames. Floral cards are of course in abundance.

It is difficult from among so many gems, to select any for particular notice, but among the best we may mention No. 765, a series of exquisite children's cards, after the Kate Greenaway style, delicately coloured, on gold bevel edged cards, and selling at 10 cents each. No. 682, a series of views of churches, with appropriate mottoes, which will take well with religious people. No. 755, a series of beautiful floral cards, with marine views on the same card. No. 768, a set of handsome views with silvered ground, giving a very fine effect. No. 670, is a floral gem, four in the set. Nos. 678 and 679, two sets of water colour sketches, are simply beautiful, and are not surpassed by any in the collection. No. 830, is a set of elegant floral designs which must be seen to be fully appreciated. No. 680, is similar to No. 682, but the views are much larger and the effect is very beautiful. No. 654, will just suit the martial spirit which is now abroad among the people, a set of military sketches, showing the mounted sentries of the Horse Guards, Dragoons, Lancers, and Life Guards, in full dress, as when on duty. No. 655, is a reproduction of the same set in a smaller size to retail at 15 cents, these are selected at random from the 130 sets in the collection. We must not forget to mention that the verses on the whole series are appropriate and well selected.

**THE REVISED BIBLE.**—The orders given for the Revised Bible were small in comparison with that for the Testament. It was a novelty and bought by a great many as such. The Bible on the contrary has been purchased for its real merit and for constant use.

The sales have been satisfactory, particularly the Minion. Several who bought the Pearl finding the print too small, have returned them and exchanged for a more expensive edition.

To sell a book in any quantity at prices varying from \$2.15 to \$8 is somewhat of a novelty to the generality of Booksellers.

It is anticipated that in July, when the Sunday Schools commence on the Old Testament lessons there will be an increased demand by teachers and advanced scholars; and those in the Trade less capable of judging, consider that the Bible will be a steady quiet sale.

We believe the most expensive imported book was that in Persian Morocco, 5 vols., \$17.

**THE ILLUSTRATED WAR NEWS** has attained its tenth number. It is certainly the best by far of the series. We learn that it is the intention of the publishers to discontinue it about the first of July, as they presume the great interest in the North-West Rebellion will have abated by that time. It will be succeeded immediately by the *Canadian Pictorial* (see editorial article).

The haste with which the first number was produced is perhaps unparalleled. The Manager of the Grip Co. thought out the idea on a Saturday even-

ing, and the next Wednesday night the first number of the *War News* was complete.

**HAMILTON'S WISE MEN.**—The Trustees of the Hamilton schools do not allow the parents the option of purchasing the school books for their own children, but assume the fatherly (or motherly) duty themselves. Tenders are invited every six months for the supply and the consequence is that two of the leading Booksellers have the monopoly of the trade.

And, this is the Nineteenth Century, and the era of free and untrammelled competition.

To make the antiquated action consistent the scholar does not pay for each book as he gets it, but so much a quarter, whether using the first or the fourth reader.

Some people go to a good deal of trouble to be eccentric.

A CALL from T. J. Day, and a rattling chat (no other words can describe his nervous practical talk on men and books), helped to banish a headache, and to put one in good humour.

He has fixed the time for the Annual Meeting of the Ontario Booksellers' Association, he being President, for a day about two weeks before the opening of the schools, say early in August.

Full particulars will be given in next number.

A fine Lithographic Portrait of General Middleton has been prepared by Rolph, Smith & Co. It is already having good sale with the Toronto trade, and sells at a moderate price.

**A CLOSE MARGIN.**—We heard the other day of a stationery order in Toronto, amounting to about \$3,000 being placed at nett cost, the only profit to the seller being, the interest for four months, he receiving prompt cash for the goods. Doing business for the fun of it. Nothing for current expenses.

**GUY F. WARWICK**, the head of the house of W. Warwick & Son, left for England about the 1st inst., on a nine weeks' purchasing trip.

**H. H. FUDGER**, Smith & Fudger, has had a pleasant run to England and the Continent. His purchases of fancy goods were large, and as is customary with the old "Wilkes" house, well chosen.

**JOHN R. BARBER**, Georgetown, the famous Paper-Man is on his feet again. He has had a long spell, about five months, of debilitating illness, but is now fairly well. We hope for his speedy recovery to rugged health.

The long established Book store of A. Piddington, 250 Yonge St., has passed into the hands of R. W. Douglas & Co.

Mr. Douglas has been manager for Mr. Piddington for years. The new firm will continue to deal in rare old books.

The toy branch of Mr. Piddington's business next door to the book store, was bought out by B. B. Toye, in March last.

**JOHN OSBORNE**, Fancy Goods Dealer, Rossin House Block, Toronto, feeling cramped for room, has greatly enlarged his premises. He purposes returning to his old line—Organs, in addition News and Notions.



# Books and Notions,

MONTHLY JOURNAL,

DEVOTED TO THE INTERESTS OF THE

Book, Stationery and Fancy Goods Trades

OF CANADA.

PUBLISHED THE FIFTEENTH OF EVERY MONTH:

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All Letters and Communications intended for publication must be sent in not later than the 5th of each month.  
Subscribers will oblige by informing us at once of any irregularities in delivery.

**J. J. DYAS, Publisher.**

**NOT TOO LATE.**—Now that the publishers are paying so much less for the paper being used in the Readers, it is a fitting time to give, without impairing their large profits, an additional 5 per cent. to the retailer. Be just.

**THE BINDING.**—There was some little fluster among the school book men, about a month ago, owing to the presence in Toronto of an agent of a rival wire sewing machine to that used by the publishers, the Bromner, in sewing the books.

The efforts to supplant the Bromner were fruitless, it being the machine specified in the bond.

Exports say that there is no doubt a mistake was made in allowing wire binding. Thread is superior, and holds the books in better shape. School books being in constant use should have the best.

Buyers are complaining that sections are easily made loose in the Second Reader.

We would be glad to receive from members of the Trade, their views on the new phase of the Music business referred to elsewhere—Something of a live nature to write about. Put away your pipe after dinner, and write—Give us your opinion.

**COPYRIGHT MUSIC.**—There is commotion in the trade; not great, but enough to disturb the quietness of the dull hours, of which we have so many just now. It is all about Music, and threatens to revolutionize, in a great measure, the business in that portion of a Bookseller's stock.

The Anglo-Canadian Music Publishing Co. (Limited)—we write it in full this once, protesting against the almost unlimited length of its nomenclature—has been established in Toronto with the view of protecting the English Music Publishers' rights. The management here design stopping all imports from the United States, as well as prohibit the publishing in Canada, in cheap form, of some of the best English pieces. They fix the price at about fifty cents, giving the dealer a good discount. This is certainly a great change from the five cents and ten cents music given us, and it will be a difficult matter to educate the people to pay five to ten times as much as they formerly did for a good old English song. For they do not merely claim the right which is lawfully theirs on new pieces, but actually songs that have been published in cheap form, fifteen or twenty years. The well-known Song Folio is one of the prohibited books, as it contains some very popular airs, such as "The Blue Alsatian Mountains," "The Bridge," and "The Tar's Farewell," and now cannot be imported—the books being confiscated by the Customs authorities.

The music is well printed and presents a neat appearance. Will it pay the dealer? On this there is a diversity of opinion. No doubt in a place like Toronto the smaller news-stands will do a much lessened trade. The class of people who buy from them will "hem and haw" a good many times, before they pull out a round half dollar to pay for that which heretofore they could have bought for one-tenth of the money. These dealers cannot afford to keep anything like a stock, and will not run the risk of paying the price. Still, when they do make a sale out of the few pieces they will probably keep, there will be more profit in it than in perhaps nine-tenths of those of the ordinary day's sale. It would be bad for those same dealers if the cheap music was entirely done away with, in that doing but a limited business, and the time of the proprietor and assistant not very fully occupied, the little profit on the cheap music helps to pay expenses. We think that in towns where the music trade is entirely in the hands of book-stores, there will probably be more money made off the goods furnished by them of the long name than on the old pirated editions. "An Old Bookseller," and none knows better than he, in our March number, says five cent music does not pay; but it will, we fear, take a long time to get the young men accustomed to buy such expensive music for their

sweethearts. In the meantime there will be hard work required to keep the music trade.

No doubt the establishment of this Company will tend to hasten the passing of the Copyright Bill before Parliament, now being delayed on account of the Franchise Bill.

THE CANADIAN PICTORIAL.—The success of the *Illustrated War News* has induced the *Grip* Publishing Co. to commence, at an early date, the issue of a weekly pictorial paper, entirely Canadian. It requires some courage to undertake such a publication. The Canadian field is not a very large one, nor is it supposed to be very prolific. Still we believe that a good illustrated paper will sell. It requires to be good. When it has in a measure to compete with the admirable English and United States papers, the undertaking is a hazardous one, and it will require the hearty assistance of the Trade to put it on a paying basis. For it is to the Trade that Mr. Moore, the manager of the Company, says, he is going to look for support. It is not the intention to push the subscription list from the office. We sincerely trust that he will not be disappointed in his dependence on Book-sellers. The retail price will be ten cents, and will be posted free from office of publication. Although so soon to be published, likely in about a month, it is impossible at present to give further particulars. Sufficient to say that, for some time, artists have been at work preparing for the first issue, and others will soon be in Toronto.

The *Grip* Co. has the power to produce a paper creditable to Canada. It has the means and the ability: We look for something of real merit.

THE COLONIES produce two good *Illustrated* papers one in Australia, and the other at the Cape of Good Hope.

A FAIR START.—The Mutual News Co., without supplies, and without customers was short-lived. No wonder. Founded as it was on a wrong principle—the effort to make the trade do as it liked—there was no possibility of success. Very different is the last new venture—The Newsdealers and Stationers Co-operative Supply Co., organized by the National Association of the United States, and officered by capable business men who know the requirements of the Trade. It starts with many customers in the leading Eastern cities, and thus from the commencement will do business, to what extent rests greatly with the publishers of periodicals. Many will not sell to any but the American News Co. They prefer dealing with one customer whose order is regular and pay sure. But, we mistake not, a great many of them will have to

sell to the Company. The power they wield through the National Association is great, and cannot but have effect, particularly on those who are not very strong. There is however an unavoidable weakness in co-operation among dealers, particularly in smaller towns, where necessarily they will get their supplies together to save expenses. The jealousies of trade will have a strong incentive to break out where one man cannot help knowing another man's business.

Agencies will be established in every city in the United States where the American has a branch, and in many smaller places.

THE second Annual Convention of NEWSDEALERS AND STATIONERS' NATIONAL ASSOCIATION OF AMERICA will be held in Philadelphia July 14th and 15th.

The Association has grown wonderfully in the last year, and has gained at least one victory namely in the *Herald* war. We regret that the Ontario Booksellers' Association will not likely be represented at the gathering, but when in conclave we trust they will not forget their brethren "beyond the lakes."

May wise counsels guide them, and may all that they do redound to the credit of the noblest of all occupations, our own Book trade.

THE AMERICAN CATALOGUE.—This important work is now completed to 1st July, 1884. The idea of this great Catalogue was conceived in 1872, and though work was begun on it in 1875, it was not until April, 1880, that the first volume was issued. The 2nd volume followed about eighteen months afterwards. This comprised all books in print on July 1st, 1876, imported into, or published in the United States. It was intended to have issued Annual Supplementary Volumes, but through lack of support, this was not carried out, but now, thanks to the untiring energy of the late Mr. Leyboldt, and the interest of his successors, we have the work complete to 1st July, 1884, in two parts. 1st. Author and Title Index, 400 pages. 2nd. Subject, Alphabet, 200 pages. The importance of this work is very great; it is invaluable to the intelligent bookseller. The actual work in an undertaking of this kind is immense; the first volumes contain 1,438 pages, and the last two just issued, 600 pages of Imperial 4to size. The cost of the original work was over \$25,000 we understand, and the deficit prior to the publication of the two recent vols., was about \$2,500. We hope it has been made up in the publication of the present volumes.

This great Catalogue is a monument to Mr. Leyboldt. There is no doubt that the heavy work done on this, and the burden of publication, weighed

heavily on him, and shortened his life. Miss A. J. Appleton has had full charge of the compilation since Mr. Leypoldt's death, and it is to her persistent energy that we are indebted for the recent volumes.

**TOO GREEDY.**—Already the School Book Publishers are trying to make more money even than the arrangement with the Government allows. Some of the paper was under weight, and the Minister of Education, through his Inspector, stepped in and stopped the scheme.

It is noticeable that there is a great difference in the quality of the paper now used. The wood paper is not the proper kind to be used. The rag paper is of good quality.

It was prophesied by many that after a while the books would deteriorate in quality, but within the first six months, Oh, monopolists, this is too much! Could you not have waited a year at least!

**THE CENTURY** for June opens the new volume, and when we say that it is at least quite as interesting as usual, no greater praise can be given.

How it strides along in its gigantic numbers, deservedly the largest of large circulations. It shews that the people appreciate a good thing—pluck and brains achieve wonderful triumphs.

#### OBITUARY.

Robert Smith, electrotyper, died at his residence, Beverley St., Toronto, on the 15th May, in the 35th year of his age.

Mr. Smith was an Englishman by birth, but came to this country when quite young. He was for some time employed in Chicago, and was afterwards connected with the staff of the *Globe* printing Co., of Toronto, and later, with that of Hunter, Rose & Co.

Between 3 and 4 years ago he bought out the electrotype business of John Fleming, which he carried on for 2 years, after which his business was amalgamated with the National Electro & Stereotype Co., Limited, in which company he held the position of superintendent.

Mr. Smith was a general favourite with all who knew him, and an enthusiastic volunteer, holding, until shortly prior to his death, the position of Sergeant-Major in the Governor General's Body Guard.

#### Trade Reviews.

**TORONTO.**—Quiet, except that here and there a dealer feels happy over a smart day's business, and imagines it is going to last all the time. The News and Notions men in the centre of the city, are longing for the warm weather and the transit trade that is going to bring the dollars to their tills. As we go to press the warm weather has come and the tourists are beginning to show themselves. Happy, happy, Notions men.

**ALL OVER.**—Quiet; in most localities, very quiet—money scarce—time of little value—time to read their trade papers, and talk to the persistent commercial traveller.

**THE PLACES WE DON'T HEAR FROM.**—Don't think their town of sufficient importance to even mention it in **BOOKS AND NOTIONS**. This remark is not intended for you, good reader, so skip.

**THE WHOLESALE TRADE.**—Well it is not booming; never is at this time of the year. Looking over the Ledger to see what account is dubious and needs looking after; not overburdened with collections, but not grumbling very much, as they do not look for a great deal of money early in June.

#### UNITED STATES.

**PAPER.**—Nothing cheering or startling in the way of news is to be found in the paper market, and no changes are to be reported. All is quiet and trade moves along in an easy-going way, about as it has done.

**STATIONERY.**—While, as a whole, trade does not appear to be any better, there are a few houses which report an increase of orders, and there are also encouraging indications for the future. In fancy stationery, business is apparently improving, and dealers report that new goods are taking hold in good shape. Card men, both in fancy and staple goods, say they have no cause for complaint, and that business is about as full in volume as could be expected. As a general rule, dealers look forward to a good fall trade, and if present indications are not somewhat amiss, the calculations will not fail.—*American Stationer*.

#### ENGLAND.

**WHATEVER** our contemporaries may say to the contrary, there can be no doubt that trade generally is in a bad way, and that printing, stationery, and "fancy" have felt the pinch in a remarkably forcible manner. All over the West of England it is particularly dull, and elsewhere there is nothing like activity. The unsettled political conditions, and the immensity of the competition, have had the effect that ought to have been anticipated, namely, to keep the wealth in holder's hands, make the rich richer, and the poor poorer.—*Exchange*.

#### Correspondence.

To the Editor of **BOOKS AND NOTIONS**.

LONDON. Ont.

Books, stationery, and fancy goods are very quiet up here. The North-West troubles seem to have affected trade the wrong way. Travellers generally report small sales of Xmas cards, &c., for import.

By the way, why should the travellers call so early in the season asking for orders nine months before goods are required? I presume the reason is that they all want to be first. We will soon have them calling before we have put the old goods off the counter.

It is not fair to wholesaler or retailer. The retail merchant cannot tell so early in the year how crops will probably turn out, and does not have a chance to form an estimate of what he will require. He will either order too much (which is bad for himself) or too little (which is bad for the wholesaler). The retail dealer does not like them to call so early, and in many cases refuses to look at samples, which necessitates the traveller calling again or losing the order. Some joint action might be taken by the wholesale trade setting a certain day on which their travellers will start for import orders.

W. Bryce has issued a new "Ready Reckoner," which fills the bill of a large type and small price Reckoner.

The New Readers are now being used in some of the schools. Now is the time we hear complaints in regard to the price, and you bet we catch it, the publishers and Government being too far away. They complain very strongly on account of having to pay double for the first part, as they generally have to use several before the child passes.

THANK YOU.—This letter is old, but some old letters are better than new. It is one of many we have received. It gives us the satisfaction to know that a fearless journal battling for the right is appreciated.

BRUSSELS, April 11, 1885.

J. J. Dyas, Esq., Toronto.

DEAR SIR,—Please find enclosed \$1.00 towards my subscription for BOOKS AND NOTIONS. On your card of Feb. 21, you say 50c. will pay for BOOKS AND NOTIONS since August, so you can apply the balance towards future numbers. You deserve credit for the stand you have taken in connection with the Readers. I conclude that more can be done through your periodical than in any other way. I will stand by BOOKS AND NOTIONS and commend your actions. I think that no bookseller should fail to subscribe after what you have done.

Yours truly,

G. A. DEADMAN.

HIGH ART CRITICISM.—In a letter from Hamilton we have the following: A little girl came into the store to purchase the second part of the first book, and to be sure to get the right one, she described it as follows: "The first picture is a little boy, with black stockings and curly hair shovelling snow."

I think the youngster's idea is truer to nature than that of the artist. The small boy gets more shovelling than cricket.

See the picture and judge for yourselves.

EVERY day that passes convinces me more fully than ever that the observations made in your first number, anent "Bookselling as a Profession," are not only correct but that a more general application of the principles there laid down would be of very great benefit. Bookselling has always been considered, as, at any rate, an intellectual occupation. But the competition and rush of business which have followed as a natural consequence in the wake of modern improvements, as applied to printing, have

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caused to spring up a host of so-called Book men, whose business it is to sell books of whatever description they may happen to deal in. It is not a very consoling thought that he just knows his own line of books and nothing more. We are told that "knowledge is power." We take it that this means general knowledge, and if this is power, and good to have, how much more powerful and useful must be knowledge of our business?

The printing press has not only brought the works of the best writers within reach of the poorest amongst us, it has also given us opportunities of procuring knowledge—information which bears directly upon the business in which we are engaged. It has given us numerous Trade Lists, Journals, Periodicals, etc., which did not exist in the old days when Bookselling was a profession. This knowledge is within the reach of every one, and it is incumbent upon us to obtain it. We would ask, who among us are the successful people? Those who read about their business, or those who do not?

The clergy, doctors and lawyers are striking examples of well-grounded knowledge, and we need not ask where these professions would be, if the participants therein, did not keep up with the times, in thought, practice and administration; and the same principles apply not only to the so-called professions, but to all trades as well, Bookselling and Fancy business not excepted.

Then again, how much pleasanter it is every way for the man who is well read-up in his business to be sought after by customers,—one whose opinions are not only asked upon this or that subject, but whose views are of great weight and go further towards influencing the purchases of customers, than for the dull, ignorant, know-nothing, read-nothing, good-for-nothing individual.

So much for the advantages that accrue by having a knowledge of your business, and, if advantages have weight, to induce you to become business men. How much more ought a sense of duty to influence you? Tennyson strikes a true chord when he says:

"It was my duty to have loved the highest;  
It surely was my profit had I known;  
It would have been my pleasure had I seen."

It is our duty to our employers not less than to ourselves to know our business thoroughly, and knowing this profit and pleasure will surely ensue.

To conclude, shew an interest in your work, and you will find your work will shew an interest in you, by your increased value to your employer and consequent promotion. Be punctual. Be courteous. Be studious.

N. C.

## Book Notices.

NATHANIEL PARKER WILLIS. By Henry A. Beers. American Men of Letters. Houghton, Mifflin & Co., Boston. A difficult subject is here treated with sound judgment and excellent taste. Willis is the representative of a school of literature which has had its day and fallen into contempt. It is the fashion of the current criticism to have a sling at it; and nobody can deny that it tempts ridicule. The personal peculiarities and foibles of the once fashionable author,

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who to the fault of literary frivolity added the crime of social success, have also been for fifty years a favourite theme for hasty satire and flippant censure. It would have been easy to make this critical study sharp, contemptuous, and amusing. Mr. Beers has accomplished the much harder task of making it just. Willis was always a trifler, but he was an elegant and amiable trifier, beneath whose weaknesses and affectations ran a vein of poetry, thin enough to be sure, but not quite without value. It must be confessed that none of his work, with the possible exception of two or three little fragments, is likely to be read by the next generation, and not much of it is known even by name to the younger men of our own day. It was hopelessly antiquated long before his death; like the coats and cravats of an old beau, who cherishes the visible memorials of youthful triumphs never to be renewed. And one cannot help feeling that a Willis in this era is hardly conceivable. Between the popular mind which he amused, astonished, stimulated, and impressed, and the vastly more serious, strenuous, critical, and exacting public of the era since the war, there lies a deep gulf. He belongs to the period of gay, light-headed and inexperienced youth which we have passed. The society in which he flourished was aspiring and lively, but somewhat unsophisticated; it was indulgent and trivial, with an ingenuous capacity for admiration, and an immature weakness for very light refinements. It had no positive standards either of life or literature. When Willis wrote from Europe in the character of a successful "high-flier at fashion," a large section of American society, like Mr. Boffin in the presence of literary merit, "listened with admiration amounting to awe." It knew little of the fine world which he undertook to display. It had no fixed taste. American literature had already been ennobled by several illustrious names, but its general tone was weak and uncertain; and this dashing young fellow, who lightened the rather monotonous journals and magazines with his vivacious and picturesque descriptions, his daring personal sketches, his bright and good-humoured comments upon genteel topics, his moonlight and wax-candle sentiment, always light, dainty and cheerful, passed very well for a Broadway Apollo. There is a literature for the day, which is the gauge of the popular intelligence and culture, and of that Willis was an accomplished and original master. In those products of the mind which have substance enough to last, he certainly had no share. But when we look over the best of his stories and letters, and perhaps a few of his poems, and mark how brilliant, how animated, and upon the whole, how innocent, was his contribution to the amusement of his generation, we may join heartily in the declaration of Thackeray, "It is comfortable that there should have been a Willis."—*N. Y. Tribune.*

PROFESSOR BORDEN P. BOWNE, of Boston University, says of Dr. Warren's "Paradise Found," noticed in the April number. The conclusions are strange and even startling at first; indeed, some of them might well be termed epoch-making for our study of origins; but they are throughout supported by honest secular facts and arguments. . . . The new light cast upon the whole field of mythology is surprising and gratifying to the last degree. . . . If there is not somewhere an unsuspected mass of

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AND

## New Years'

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rebutting fact, the argument must be regarded as decisive. The conclusion, if allowed, will compel a complete revision of our conceptions of prehistoric man, and his origin and capacities.

HOUGHTON, MIFFLIN & Co., Boston, announce "The Russian Revolt," by Edmund Noble, who having for two years travelled in the Czar's domains, is able to expatiate on that outbreak of conspiracy, propaganda and terrorism, known to the world as Nihilism.

MISS JEWETT'S new story "A Marsh Island," is reprinted from *The Atlantic*. An even-going charming story—a worthy successor of the same lady's late venture—"A Country Doctor."

BIRDS IN THE BUSH, also reprinted from *The Atlantic*, with some additional chapters, will be Bradford Torrey's contribution to that most delightful series of out-door books made so familiar by John Burroughs.

PORTER & COATES, Philadelphia, will have ready this month a New Elementary Physiology, by Richard J. Dughson, M.D. 12 mo.—Cloth, 50 cents. Especially prepared to show the effects of alcohol and tobacco on the human system. This work will contain sufficient Physiology for all elementary classes.

They will publish about July 1st:

CAMP FIRE AND WIGWAM, by Edward S. Ellis; being the second volume of the "Log Cabin Series." These charming stories—like the works of Cooper—are marked by a delicate fancy and pure morality, abounding with stirring incidents and adventure, sure to captivate the reader.

HECTOR'S INHERITANCE, OR THE BOYS OF SMITH'S INSTITUTE, by Horatio Alger, Jr.; being the third volume of the "Atlantic Series."

TEN NIGHTS IN A BAR ROOM, by T. S. Arthur. It will be printed from entire new stereotype plates in large clear type, and illustrated, making a very handsome 12mo. volume.

THE CHILDREN'S BOOK OF POETRY, compiled by Henry T. Coates, has been out of print for some time, and Mr. Coates is now preparing a revised edition to be issued in a short time.

THE YOUNG WILD-FOWLERS, by Harry Castlemon; being the third and concluding volume of the "Rod and Gun Series." Illustrated 16mo.

We are just in receipt from Dean & Son, London, the first monthly number of their new periodical, "The Little One's Own Coloured Picture Paper," noticed in last number. It is printed in the best style of Chromo-Lithography, the Pictures are artistic, and the Editress, Mrs. E. Day, it is evident, understands what the dear little ones want. We can cordially recommend it to the trade. A sample copy on your counter will be all that is needed to ensure a good subscription list.

ROWSELL & HUTCHISON, of Toronto, have just published the second and final volume of "General rules of the Courts of Law and Equity of Ontario," with notes by George S. Holmstead. This volume treats of Common Law, Orders, &c.

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The Great Popular Cheap File.

Letter Size, Inside Dimensions, 10x12x2 $\frac{1}{2}$  inches, labelled "Letters." Price, \$1.00 each.

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The Leader is the best and most popular cheap file in the market. It is constructed of light, thoroughly seasoned wood, very handsomely ornamented, the back being covered with im. leather. The index is permanently fastened in the File, and easily adjusts itself to the papers as they are placed in it. It is absolutely dust proof; can not get out of shape, and is very durable.

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FOR 1885.

THE ABOVE CARDS RECEIVED THE

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Our Travellers will call on every Dealer in Canada with Samples, in due course, and we respectfully ask that they defer ordering until they see this Line.

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Having secured for the season 1885, the exclusive control for Canada for the above magnificent assortment, we have pleasure in placing them before the trade through our travellers, who are now on their regular importation trips, and from the success they have met with, convinces us that the line is superior to any in the market for this season. In design, the cards are original and beautifully executed, their artistic value will be at once apparent on examination, and the price will be found far below what has hitherto been asked for choice cards. No old lines or reduced sizes to deal with but goods that will sell, and though Messrs. Wirths Bros. & Owen are comparatively a new firm and little known in Canada, they have had large experience in artistic work and the result is the very best collection we have had the pleasure of dealing in. Besides the **PLAIN CARDS** which are nearly all **FROSTED** and put up in separate envelopes ready for mailing, the collection is made more valuable by the greatest display of

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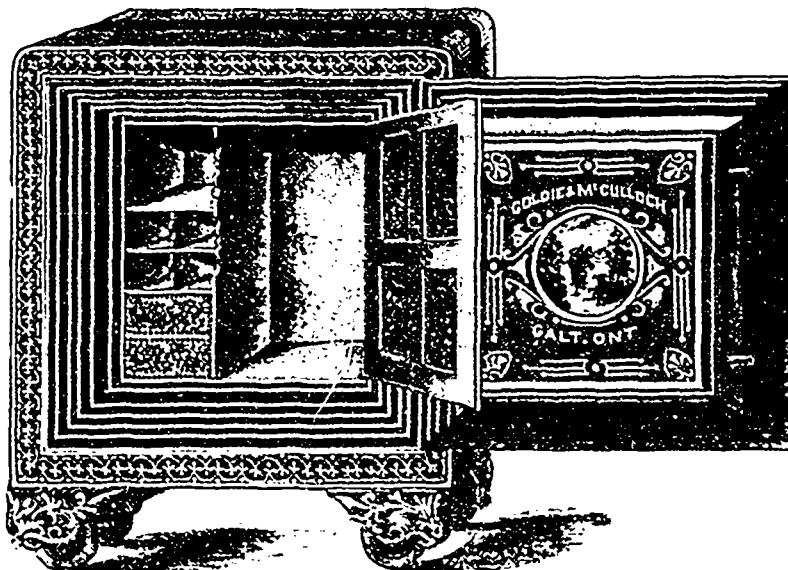
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