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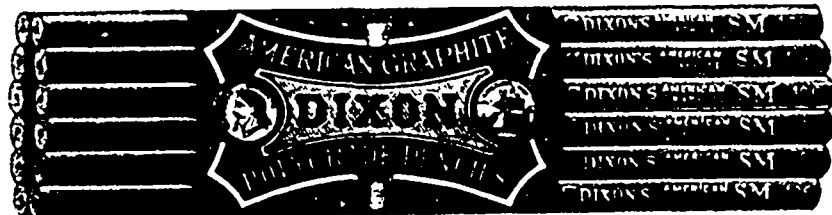
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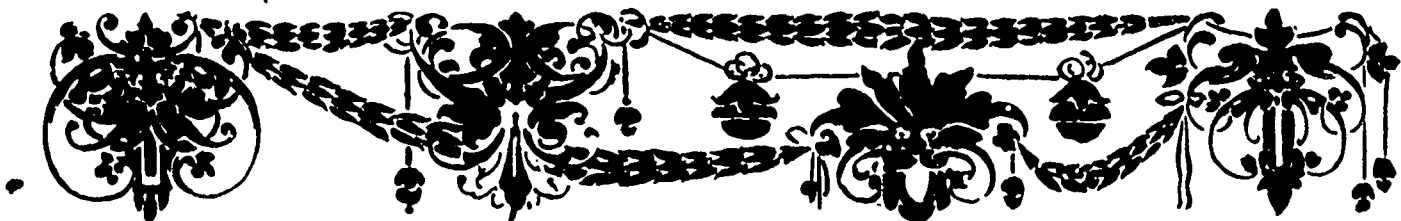
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The Bookseller and Stationer



Vol. XVII.

MONTREAL AND TORONTO, CANADA, MARCH, 1901.

No. 3.

TOPICS OF TRADE INTEREST.

Since our last issue there has been considerable discussion of the school book question, and the interview in these columns with the Ontario Minister of Education.

SCHOOL TEXT BOOK QUESTION. His views were not definite enough to set aside the grievances of the trade, and, from the letters we have received, it looks as if the trade would want a more definite and systematic plan than the mere assurance of the Department that in future changes would be announced a sufficiently long time ahead.

But new interest has been aroused by the statement in the Legislature by the Minister, in replying to a question from Mr. Graham, of Brockville, that it was the intention of the Government to consider how far they could supply text books free to the school children of the Province to a modified degree at least.

Now, this startling departure in policy, if carried out, would be of far-reaching importance to the trade. Already the school boards in certain places have been taking the book business out of the hands of the regular trade, and giving the books to the children free. For a Province to do it on a large scale would be little short of a revolution. We consider the policy outlined to be objectionable and unbusinesslike in the last degree. We do not believe that the Ontario Government will carry it out, when once they fully consider it. The Minister's statement is more like a "feeler" thrown out to test opinion, and our advice to the trade is to protest strongly against any

further socialistic invasion of the book trade by municipal or Provincial authorities.

THE BOOKSELLER AND STATIONER is informed that the Government have not yet seriously considered the question, or what part the wholesale or retail dealers would play in any suggested system of free books. In fact, we do not believe the thing would work at all. In every State of the American Union, except California, the free book idea has proved a failure, and in California they are very tired of it. It would not be in the interest of this Province to adopt it, and certainly it would not be in the interest of the trade. Because, no matter how little profit there may be in this branch of our business, it is a very proper part of a bookseller's dealings and its abolition would still further limit his sphere of profit.

* * *

A few letters received from vigorous and intelligent dealers will serve to show how opinion in the trade is tending. Some of these letters are private, and the writers merely state their views, not **OPINIONS OF BOOKSELLERS.** for publication, but as an evidence of their interest in the present discussion. A Hamilton correspondent writes: "So far as Hamilton is concerned, I do not think that the school book trade is a very large factor in the sum total of the business of our booksellers, as the schools are well supplied by the board of education, and, outside of the firm that happens to get the contract, very little is done by local dealers. Personally I am not in favor of the Government supplying direct."

Says another valued correspondent in Ontario in the course of a letter: "Every dealer can tell you that the holidays in the schools make a very considerable difference in the amount of business done by them. The daily sales of the average dealer in the bookselling business are much smaller than in many other lines of trade, and every dollar's worth of business lost is all the more felt by him, and the expenses are just the same, school books or no school books. In the majority of book and stationery stores after New Years, during the slack season of the Winter months, and again in September and October, were it not for the school trade the amount of business done would be very much less than it is. If the Government carry out the idea of free text books for all public and separate school pupils, they are going to give another hard blow to a very large number of business men and women throughout the Province, who are being for many reasons hard enough pressed. For I do not think that there is another line of business that is being so badly cut into as the book and stationery and fancy goods business. And free school books would be an injury to the dealers without being a corresponding amount of benefit to the people generally. The Government could please the people just about as well if they were to make fewer changes in the school books, both for the public and high schools. Let them authorize the best books that they can get for the schools all through, and then allow them to run as they used to do years ago. I know that when I started in business the same books would do for one child after another of a family as they went through school, but of late years a pupil will have to make two or three changes before he gets through, and I know

that some of our most successful teachers of to day are those who went through in those days when there were fewer changes in school books."

* * *

Mr. G. B. Salmond, of Brantford, writes: "I do not consider the remarks of the Minister of Education in regard to notice of change in text books as sufficiently explicit to be satisfactory to dealers in school books. In regard to the new text book policy, I certainly think it would be a misfortune to do away with the school book trade altogether by supplying free books to the pupils of the public and separate schools. The profits on the school book trade are considerable, and might be made more so by dealers receiving notice in time of any changes that are to take place. Speaking for myself, I may say that my public school trade does not bulk very largely in private sales as the city schools here are supplied by contract. Still, I have a large country trade in school books, and I also sell a great many high school books. It is in the latter that the losses occur, for I have in stock probably twice as many discarded high school books as I have of those in use, and when a change is contemplated at the beginning of a term, say, September, I think the dealer ought to know of it in time to allow him to dispose of his present stock before the end of June. As it is now I frequently discover to my loss and chagrin, that I may have bought quite freely of a certain text book when the students come in for a new one which is to supplant the old one, and which the teacher told them to purchase.

"These are my views very briefly. I am glad you have taken the matter up and will watch THE BOOKSELLER AND STATIONER for further news."

* * *

Says Mr. Charles L. Nelles, of Guelph: "Re the school book question and the promises of the Department giving reasonable notice of changes. I do not see any satisfactory way to do this and it would be a great tax on the memory of the average dealer to retain for six months or a year the knowledge that some book would change on July 1. Speaking fairly, I have not yet seen any solution better than my own as given to you some weeks ago. As for the Government supplying text books free to the pupils, I should like first to have some

idea as to the method proposed before offering an opinion on it, but can say this, that at present, owing to discounts and cut rates, I would not object to giving up the business if the Government would purchase the books on my shelves."

* * *

The opinion of Mr. D. W. Bixby, St. Catharines, is: "I do not think it would make a great deal of difference in my business if the books were supplied to the public school scholars by the Government, as there is not much money in them even when full price is received. But when, as some of the dealers have done, you have to sell them at a discount of 20 per cent. we might as well be without them. It would be all right, however, to supply high school books, as they are changed so often that we lose greatly by having some left over."

* * *

Writes Mr. A. H. Alexander, of Stratford: "The public schools here are already supplied entirely with text books and other material and the separate schools partially so by their respective boards. This being the case, the system proposed by the Government of furnishing free text books to public and separate schools would affect dealers here very little. At the same time, the furnishing books free by Government or boards has materially reduced the booksellers' profits."

* * *

Mr. Walter Scott, Barrie, says: "In almost every case it is possible for the Minister of Education to give definite information re changes in text books. All changes should date from August 1, and at least one year's notice be given to the trade through trade journals or daily papers.

"As to the Government supplying free text books, the booksellers of Ontario should certainly object. Although the profits on text books may not be as important as on some other lines, however, the average bookseller depends more or less on this trade for nine months of the year. It is also possible that the generous (?) Government would add to free list sooner or later scribblers, exercise books, maps, globes, etc., and everything else used in public schools. There are more children kept away from school for want of proper clothing than for want of text books. Why not add shoes and clothing to the free list?"

Mr. Scott is quite right. There is no difference, in principle, between supplying free books and free boots. As the amount of common sense in the average school board which supplies free books is small, one can hardly wonder at their taking up this or any other socialistic fad. But of the Government of Ontario we expect better things.

* * *

The plan adopted by the American Publishers' Association to prevent the cutting of prices on books has been in a measure tried by Messrs. Harper & Bros., New York, and the trade generally have received their method of handling the books with much satisfaction.

The books will all be sold on a net basis, with a discount of 25 per cent. This matter of discounts has, however, been left to the individual publishing houses. Books will be sold only to those who maintain prices on books for one year.

This will not allow the department stores to carry on the wholesale system of cutting heretofore indulged in; but, as it is left to each publisher to decide whether he places fiction on this net basis or not, it is likely that a good deal of it will be sold in the old way; and, as it is on works of fiction that the greatest underselling has been done, the publishers' plan will be to an extent ineffectual. It is likely, however, that books of fiction will be gradually added to the list

(Continued on page 22.)

The Bookseller and Stationer

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BOOKS AND PERIODICALS.

WM. BRIGGS'S NEW BOOKS. William Briggs is this month placing on the market a work entitled "The Private Life of King Edward VII.," by a member of the Royal Household. The book affords a vivid picture of the personality of the King. His life at Sandringham and Marlborough House, his relations with the Church and the arts, his travels, his personal habits, and all the varied phases of his life are brought before the reader. The man himself is presented in a book of singular interest.

A popular life of the late Queen, entitled "Queen Victoria: Scenes from Her Life and Reign," by G. A. Henty, the famous writer of boys' books, has just been issued in a well-printed, freely illustrated and tastefully bound edition, selling at 50c.

A new popular collection of Gospel hymns, entitled "Songs of the Living Way," a book of unusual merit, has just been published. It is compiled by Evangelist E. L. Hyde, assisted by Professor Wm. J. Kirkpatrick and Dr. H. L. Gilmour. All three names give guarantee that the book will contain nothing that is not good.

Mr. J. M. Whyte, the well-known Canadian singing evangelist, is having a new collection of his songs published, with the timely title of "Battle Songs of the Cross." Mr. Whyte's previous books have all had a very large sale. He expects this new one will be one of the best selling of the lot, if not the best.

The Canadian edition of Donald Macdonald's "How We Kept the Flag Flying" will be placed on the market this month. This is one of the best of the many books on the Transvaal War, and is creating much attention. The first American edition sold out very quickly. The author was the war correspondent of *The Melbourne Argus*. Since his return from the front all Australia has flocked to hear his lectures. The cold details of facts so pronounced in the work of most correspondents are by Mr. Macdonald invested with the glamor of realism. By graphic writing and brilliant and humorous anecdote the reader is carried outside himself, and seems in fancy to be an eye-witness of the whole thing. It is doubtful if a more satisfying history of the siege of Ladysmith will ever be written.

Rev. John McDougall, the well-known Northwest missionary, author of an admirable series of volumes on his early experiences in the West, "Forest, Lake and

Prairie," "Pathfinding on Plain and Prairie," etc., is now in Great Britain on a lecturing tour.

MORANG & CO.'S LIST.

The large sale and cordial encouragement accorded to Col. Denison's "Soldiering in Canada" is a remarkable testimony to an interesting book which has appealed not only to military circles but to the public at large. The interesting records of the past which it contains and the inside view it gives of many events, both political and military, give it a great hold on readers. The publishers announce a paper edition at 75c., which, no doubt, will be a successful seller during the coming Summer and a safe thing to order.

Considering the emphatic way Col. Denison calls a spade a spade, especially in a military sense, the favor with which it has been received in England, even by the service organs, is somewhat surprising and significant. It probably shows a certain willingness of attitude in the acceptance of criticism which is the outcome of the recent awakening that military officialdom has had.

The "Englishwoman's Love Letters" has been a good seller, and Mr. Morang has just issued a paper edition. Probably no book of recent years has created a greater amount of discussion and elicited a wider variety of opinions. The utter unreserve with which it depicts the passionate experiences of the early days of a courtship has doubtless been the secret of its "vogue." The undeniable cleverness displayed in its pages adds to its charm. The paper edition will surely have a great run for Summer reading.

The magnificent edition of Lord Rosebery's "Napoleon," which Morang & Co. have issued at \$2, has aroused a pleasing surprise amongst book-buyers, that so fine a piece of bookmaking can be sold at the price. Its large paper, beautiful typography and excellent binding make it a marvel of cheapness. In appearance it resembles the English rather than the American edition.

Among all the books on the Boer War, Conan Doyle's has taken the lead in Canada. Its popularity appears to be on the increase even now when it has been for some months on the market. The sincerity of the writer and the succinct account of the various engagements it narrates, with its

admirable maps, make it a useful work of reference as well as a good piece of historical literature.

THE COPP, CLARK CO.'S LIST.

The Copp, Clark Co. will have a number of important books in the Spring, among the first to appear being "Pro Patria," by Max Pemberton; "The Helmet of Navarre," by Bertha Runkle, and the eagerly awaited "Crisis," by Winston Churchill — we nearly said: by Richard Carvel, so lost has the author been in his own book. Very few novels have reached such a height in point of sales as "Richard Carvel"; 370,000 copies are sufficient to submerge for a time the most extraordinary author. The illustrations for "The Crisis" are being done by Howard Chandler Christy, and they are to be of great excellence, which is one of the reasons publication has been delayed.

"The Helmet of Navarre" is now running in *The Century Magazine*, and will appear in book form about May 1 in Canada, the United States and England simultaneously. Miss Bertha Runkle is the youngest of the American authors whose pens have made them famous within the past few years. When she wrote "The Helmet of Navarre" she was little more than twenty years of age, yet the manuscript of her romance was read with enthusiasm by the editors of *The Century*, and has attracted wider and more favorable attention than any other story that has ever appeared serially in that magazine.

"Pro Patria" may be expected about the end of March, and any one who has read "Feo," by Max Pemberton, will be eager to read his latest novel. This story has a military and scientific trend, and is deeply interesting, apart from the love story which in itself is charming.

The Copp, Clark Co. will have also "Her Mountain Lover," by Hamlin Garland. The theme of this story is the invasion of London by a Colorado cow-puncher for the purpose of selling a gold mine.

More praises for Maurice Hewlett's "Richard Yea and Nay": "At last we have a fine writer of romance," Frederic Harrison in *The Fortnightly Review*. "A book that stirs one like a trumpet," *New York Herald*. "It cannot fail to delight the reader," Philadelphia Press. "Grandly romantic, colossal, enthralling," Boston Journal. "One cannot afford not to read it," *Inter Ocean*, Chicago. "Mr. Hewlett has produced a masterpiece," *New York Sun*. This book is already in its 45th thousand, and the sales are growing daily.

A new Canadian edition of "In the Palace of the King" was recently issued.

BOOKS AND PERIODICALS—Continued.

This is another of the Copp, Clark Co.'s books which have been selling rapidly; and it is now in its 100th thousand. We said in a former issue of *THE BOOKSELLER AND STATIONER* that the novel was intensely dramatic. It has proved a great success dramatized; and with Viola Allen as Dolores de Mendoza crowded houses have been swayed nightly in New York by this magnificent production.

The Copp, Clark Co. are fortunate in being able to announce a Canadian edition of Mr. Holmes' "Life of the Queen," to retail at \$2. The first edition of this book appeared a year or two ago, and Mr. Holmes, who is librarian at Windsor, had the good fortune to verify many of his facts by reference to the Queen herself. The portion relating to her early life is, therefore, attractive in every detail. The new edition narrates the death and funeral ceremonies of the late Sovereign, and the accession of King Edward.

"The Devil's Plough" is another novel just issued from the same presses. It is by Anna Farquhar, and is a lively and engaging historical tale of France in the days of Mazarin. The central figure is Father Gaston L'Artanges, a Jesuit father, and the life of the court is a background for his striking character.

W. J. GAGE & W. J. Gage & Co.
CO.'S SPRING
LIST.

have arranged to issue a number of strong books for the Spring season and commence their new list with Mrs. Dudeney's "The Third Floor," a clever story of London life of the present day. Mrs. Dudeney achieved marked success with her former books, "Folly Corner," etc. Her style is refreshing and interesting, her characters life-like and well developed, and the heroine of "The Third Floor" excels her most popular character sketches in former works.

"On Peter's Island," by A. R. Roper, is a fascinating story of Russia with sufficient adventure and political intrigue to satisfy the most exacting reader. The book is very strong in dramatic situations and another Canadian has developed into a very successful writer.

Mr. Zangwill's books may not have an enormous boom on the day of publication, but the steady sale of his "Mantle of Elijah" is evidence that he has a large following. His works have depth and purpose and his style is equalled by very few of his contemporaries. These rare qualities enhance the value of anything from his

pen and explain the great demand for all his books when many popular books are forgotten.

John Uri Lloyd is evidently to achieve as great a success in fiction as in chemistry. His "Stringtown on the Pike" is in its 50th thousand and is now being dramatized.

"A Kings' Pawn," by Hamilton Drummond, has had a remarkable sale in the United States. The first edition was exhausted by the orders from New York dealers alone. The second edition was sold on publication and a third edition is in preparation. In the United States it is published at \$1.50. Canada is favored with a

prayer meeting talk, which are practical and powerful, and of value for class work as well as individual reading.

A book with a startling title is R. P. Kerr, D.D.'s, "Will the World Outgrow Christianity?" It is a volume of sermons, earnest, vigorous and able, dealing with the very latest questions in the religious and moral arena.

Mention has already been made briefly of Carnegie Simpson's "The Fact of Christ," just issued by the Revell Co. It is a book to put in the hands of people of a sceptical turn of mind. Mrs. Carus-Wilson's biography of "Irene Petrie," the Kashmir missionary, is a scholarly and vivid piece of work in missionary literature."



MR. MAURICE HEWITT,
Author of "The Forest Lovers" and "Michael Year-and-Nay."

handsome paper edition at 50c., and cloth edition at \$1.

REVELL CO.'S
NEW BOOKS.

Dr. Susie G. Rynhart has written, and the Revell press will shortly issue, with many original drawings and illustrations, "Journey Across China into Tibet, with the Tibetans in Tent and Temple." This noted missionary made the journey with her husband and son, and the privations and sufferings they went through make up an absorbing narrative.

Another forthcoming book from Revell's is Dr. Albert Louis Banks's "Unused Rainbows." It contains a remarkable series of

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of recent date has made a hit equal to "Monsieur Beaucaire," the story by Booth Tarkington recently issued by The Publishers' Syndicate, Limited, 7 and 9 King street east, Toronto. So bright is it, so vivacious, so vivid, that everyone who reads it instinctively refers to it, quotes from it, or tells his friends about it. That is why its sale has gone up to 47,000 in the United States since its recent issue in book form. It is in every sense an attractive volume, neatly bound, well printed, beautifully illustrated and containing a fascinating and delightful story. The reviewers have treated "Monsieur Beaucaire" generously, and have had nothing but good to say of him. He has sprung into the first rank of popular favorites and will certainly prove a leader among the literary heroes of the year.

Among the epistolary writings of the English language there is no purer classic than the "Love Letters of Dorothy Osborn to Sir William Temple." These famous letters, so quaint in their style and so remarkable in their excellence have just been issued in a new edition by The Publishers' Syndicate, Limited, from whom they may be secured by the trade. The Osborn letters are so celebrated as to need no introduction to the public. The recent revival of interest in epistolary literature has done a good service in again bringing this correspondence to the front, and the volume will, without doubt, be warmly welcomed by the public.

The "Message of the Bible" series now being issued under the editorship of Prof. Sanders and Kent has made for itself an established place in the field of religious literature. The fifth volume of the series is now about ready for issue, and will be

March Money-Makers

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"This is a very ingenious and interesting tale of adventure and romance. The Cardinal's rose is a ruby of immense size and value which has been stolen. The tale consists of a narrative of how a New York editor crossed the ocean and started to find the gem."—Free Press, Manitoba.

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By A. C. LAUT.
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St. John Gazette:

"A novel of great brilliancy and power."

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"Looks very much like the great Canadian novel we have been expecting . . . No better picture of the voyageur is extant."

Trinity Bells.

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Philadelphia Ledger:

"Trinity Bells is a romance of old New York, when the chimes of Trinity Church steeple could be heard in every part of the young settlement. The story is a charming picture of life in the early days of the State, painted with Mrs. Barr's subtle power and delicacy."

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By MAURICE THOMPSON.
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The Churchman:

"We are a little cautious about superlatives, and yet we are really inclined to think that in 'Alice of Old Vincennes' Mr Maurice Thompson has touched the high-water mark of the present romantic tide in America."

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BOOKS AND PERIODICALS—Continued.

published within a few days by The Publishers' Syndicate, Limited. The title of this book is "The Messages of Jesus according to the Synoptists," and its author is Prof. Thomas C. Hall, of Union Theological Seminary.

Much interest has been evinced in the forthcoming novel by Mr. F. Clifford Smith, which will shortly be issued by The Publishers' Syndicate. "A Daughter of Patricians," as the story is called, is essentially a Canadian novel and yet will enlist support on far wider grounds than that. It is a fine story, vividly told and interesting to a degree, while it has also the merit of possessing an underlying thought. It seeks to trace the influence of music on the human mind, and the instance of how by means of music mental balance may be restored is especially interesting. Not less remarkable is the fact that the plot of the story hinges on a condition of affairs which has, since the book went to press, been accurately reproduced in the circumstances of the well-known Delpit marriage case.

Hamilton Drummond's new story "The Seven Houses" will shortly be issued by The Publishers' Syndicate, Limited. It is the best thing Drummond has yet done, and may be counted among the foremost of contemporary romantic novels.

MORANG'S EDUCATIONAL BOOKS.

The new text-books for schools issued by Morang & Co. are attracting wide attention both in school and trade circles. The "Modern Phonic Primer" (12c.) with 70 colored pictures, and a word arrangement based on modern principles is praised by every teacher to whom it has been shown. Testimonials from the leading inspectors of public schools in various countries are couched in the highest terms.

Among Morang's other text-books are several for the classical course. These include: "Cæsar," Books IV. and V., with maps, illustrations, notes, vocabulary and exercises for retranslation, by Prof. Grant, M.A., of Upper Canada College (35c.); "Cornelius Nepos," select lives, with maps, notes, vocabulary, etc. (35c.); "Nenophon's Anabasis," Book I., with maps, plans, notes, etc. (35c.); and (at once) "Virgil's Æneid," Book II., with illustrations, notes, etc. (35c.). All these are new works, not new issues of old ones. The etymological and other work is, therefore, strictly down to date. The books, too, are well printed and neatly bound.

In English literature and grammar the following books are issued: Scott's "Lay" with Rolfe's notes, cloth, 240 pp. (50c.); the same with introduction and notes for young students, cloth, 244 pp. (30c.); Mil-

ton's "Paradise Lost," book, with notes, etc., by F. Gorse, M.A. (35c.); Shakespeare's "Merchant of Venice" and "Richard II." (two books at 35c. each) with notes in each case by H. L. Withers, B.A., and Dr. C. H. Herford.

It will be noted that the editors of these various editions are authorities in their own departments, a fact which adds much to the value of the books in school use.

Reference has once before been made in this column to the very complete treatise on our language issued by Morang & Co. and called "A Modern English Grammar," by H. G. Buehler. This is a very able work, and is so designated by a number of Canadian educationists. A supplementary chapter on the history of the language is being added by Prof. Edgar, of Victoria College, Toronto.

Specimens of any of these books will be sent free to the trade on application.

MAURICE HEWLETT.

I.

[After Reading His "Richard Yea-and-Nay."]

We leap into the saddle, grip the reins,

And kiss the velvet flank with golden spur,

And then, like great, lost winds, we rush with her.

The fair Jehane, through lawless war's domains'

Here's love, with bloody tears, that groans and strains:

Here's valor, that the soul's foundations stir,

Here's sacrifice, that life's pitted windows blur,

As we ride over Saladin's wide plans!

We hear the swish of twice ten thousand blades,

We feel the hurricane of Norman wrath—

We see the English wolves at Moslem throats'

And then we dream of far-off Norman glades,

And walk with love along the primrose path,

As Richard's song above the tower floats!

II.

Ye novelists of Britain, hide your heads'

Back to the woods, with large but nimble feet'

For here's your master swaying down the street,

With sword in hand, to cut your fame to shreds!

Back to your caves' and into your straw beds!

And nevermore upon this planet bleat!

Content your stomachs now with uncooked meat:

The banquet hall's for him whom genius weds!

Ye write with pens, this New Man with a sword,

Ye write with ink; and he with blood and tears;

Ye from the head; and he from the head and heart!

He fronts his work like Richard, his great lord,

Or like a god who rules starred hemispheres,

And not like greedy traders in a mart!

—JOHN ERNEST McCANN, in The Times Saturday Review,

February 16, 1901.

The pioneer firm in the wholesale and retail book and stationery business in the city of Quebec is that of J. P. Dery & Fils. The business was established in 1872 and has grown to large proportions, its representatives covering the Provinces of Quebec and New Brunswick and Gaspe district.

THE MONTREAL TRADE.

Books That Sell—London Periodicals—Displays in the Window.

FROM BOOKSELLER AND STATIONERS' Special Correspondent.

MONTREAL, March 4.

FEBRUARY was stock-taking month, and the book publishers seem to have decided that they will not interrupt the bookseller in his annual task. New books continue to be scarce. A few publications of minor importance have been issued through the month, but not one of these has created a stir. The best selling book continues to be Zangwill's "Mantle of Elijah," which is still in fairly good demand. "An English Woman's Love Letters" was originally intended to be the book of the season, but its star of popularity has sadly waned. Although there are still those who are curious enough to explore its passions, it finds few admirers, but a book wanting admirers must also want a large sale. "Eleanor," by Mrs. Humphrey Ward, is another one of those books whose sale has dropped off. Conan Doyle's "Boer War," and Rosebery's "Napoleon" are still being called for, and are two of the best sellers on the market to day. "The Duke," by Clouston, and "Rule with a Difference," by Rose Carey, are selling steadily.

As for new books, the most important is, perhaps, "Peccavi," by E. W. Hornung. Then there are "A Missing Hero," by Mrs. Alexander; "As a Watch in the Night," by Mrs. Campbell-Praed, and "The Cardinal's Rose" (Harper's, cloth), by Van Tassel Sutphen. "My New Curate," by Sheehan, published in cloth, is another late production that seems to be taking fairly well.

The chief interest of the month seems to have hung around the special numbers of the leading English periodicals. The demand has not yet been supplied, but it is likely that further supplies will be forthcoming. Dealers are now taking orders for the Record number of The Illustrated London News, which will be out about April 15. There seems to be some uncertainty about the price; most dealers quote \$1.50, while others fail to see how it can be sold under \$2. The demand will most certainly be heavy. During the first few days after its arrival the Funeral number sold at \$1, but the price dropped, one dull morning, to 75c.

F. E. Grafton & Sons are making extensive changes in their store on St. James street. A partition is being run down the centre of the store, and the book business will be confined to the western half. This will make the store more compact, and it

TWO FAST-SELLING BOOKS.

Love-Letters of Dorothy Osborne to Sir William Temple

A. D. 1652-54.

Edited by Edward Abbott Parry,
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The revival of interest in epistolary literature has led to the publishing of a new edition of these letters, so famous as among the most perfect classics of English literature. The volume has been issued in excellent form, and the book, with its quaint and delightful references, its delicacy and unflinching charm, is sure of a ready welcome.

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The very flower of romance. —St. Paul Despatch.

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ought to be a pleasant haunting-place for book-lovers.

The bookstore windows have been very attractive throughout the past month, and the dealers might learn a profitable lesson from the success they have had. The memorial numbers of the different papers have been opened up and the large drawings displayed to an appreciative public. Crowds stood around the windows, and the merchants report a good resultant trade. Could not more of this window dressing be done? There is nothing that will arrest the gaze of a passer-by more successfully than a picture—a good picture. The drawings in the London periodicals are always interesting, and a display of two or three of these drawings every week cannot but produce a big subscription list. But the end is not yet. In the same window are books whose titles will come before the readers' eyes, and it would be folly to suppose that trade in books would not result. A window of books is the best advertisement a bookseller can have, and the more it is read the more valuable it will be to him. Pictures out of periodicals or others that are that are creations of a higher art will suffice to draw attention to this advertisement. F. E. Grafton & Sons have grasped the situation. Last Fall, they had a beautiful

picture of Ruth in the window. During the last two weeks, they have shown some original sketches of their collection of Life's drawings. E.H.C.

STATIONERS IN SOCIAL MEETING.

A VERY pleasing event took place on Saturday evening, March 2, in Webb's restaurant, Toronto, when the staff of Warwick Bros. & Rutter met together at a banquet tendered to the accountant of the firm, Mr. Geo. R. Austin, who this year completes a term of 30 years' service in that house.

About 30 were present, most of them being members of Warwick Bros. & Rutter's staff. A few outsiders were also invited.

The occasion was all the more enjoyed since Mr. Austin was not aware that he was the guest of the evening, until Mr. Bryant presented him, on behalf of the staff with a gold watch, and, in a few words, explained to him the reason of the presentation, the good feeling and esteem which all members of the staff held for him.

Mr. Austin, in a happy reply, spoke of his 30 years' service in the company, and referred to many who had been associated with him in the past, who were now well

known in the trade. Among those he mentioned were: D. W. Bixbee, St. Catharines; E. L. Christie, Brandon, Man.; James Linton, Calgary; Jas. Thomson, Vancouver; W. P. Ryrie, of The Ryrie Paper Co., and Sam Lowery, Petrolea.

Speeches were also made by Messrs. A. O. Hurst, who was chairman of the evening, N. A. Sinclair, W. Mowat, E. T. Wingate, C. C. Pearson, the Montreal representative of the firm, and E. J. Hathaway, the last mentioned of whom gave a brief but interesting review of the history of the house, which had now reached its 50th anniversary.

The evening was made still more enjoyable by several vocal selections by Mr. T. S. Cockburn, of Chas. Goodall & Sons. Others who entertained the company by music or humorous stories were: Mr. Harry Lloyd, of the Imperial Bank; Mr. W. Woods, the firm's Western Ontario traveller; Mr. Blackburn, and Mr. Scott, of of The National Cash Register Co.

R. D. Richardson & Co., wholesale and retail stationers, Winnipeg, have moved to larger premises, and the name of W. A. Bishop, who has been with the firm, is now incorporated in its name, the style being Richardson & Bishop.

AN EXPANDING PORT ARTHUR BUSINESS.

There is just being added to Mr. J. L. Meikle's extensive retail book, stationery and fancy goods business in Port Arthur, Ont., a wholesale department, and an illustration of the building is given in this issue of BOOKSELLER AND STATIONER.

The history of Mr. Meikle's business is interesting and instructive. In 1882 he started a book, stationery and fancy goods

portions that it became necessary to double the store accommodation by taking in another flat. Mr. Meikle, watching the gradual growth of the Algoma District, as well as its contiguity to Manitoba, the Northwest and British Columbia, the number of steamships and railways centering considerable of their business in Port Arthur, decided that the time had come to start a wholesale branch. Having secured satisfactory freight rates, he at once started to build a large four storey, solid brick and stone warehouse, which he intends to stock

a hardworking, respected and honorable man. He has filled prominent positions in the Port Arthur town council, high school board, park commission, etc., has a beautiful home overlooking Thunder Bay, and is noted for his benevolence to the poor and liberality of view toward all Christian denominations.

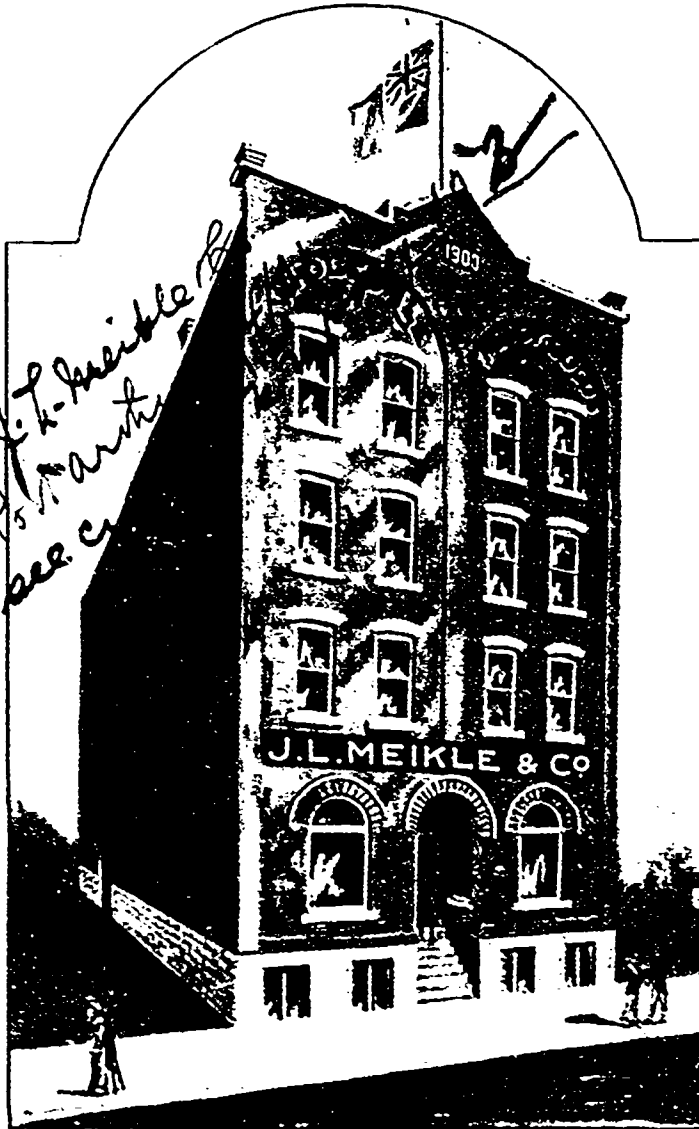
POINTERS FOR PROGRESSIVE DEALERS.

It is a very necessary part of building up a good business that the store windows should be neat and attractive, but dealers should not rest here. The interior of the store also demands great care, and if it is true, as some stationers say, that "whatever is placed in the window sells," it follows that goods displayed well inside the store will also effect sales by themselves, for a customer is always more in the buying mood inside the store than outside.

No stock is more suitable for the decoration of a store than that carried by the dealer in stationery, who is also, in nine cases out of ten, a dealer in fancy goods in a large or small way. He may not be able to drape his windows like the dry goods merchant, or fill them as easily as the grocer, for the stationer's class of goods does not lend itself toward this kind of display so well, but his fancy goods will make his counters and showcases more attractive, and his books, pictures, etc., will decorate his shelves and walls better than any other kind of stock.

Such fancy goods as statuettes, vases, etc., are best displayed on small fancy stands, separately, instead of together on one table. The most attractive of them should be picked out and displayed in this way, a method that has the advantage of frequently selling the stands as well as what is shown on them. In this way, too, the sides of the store may be filled up without the necessity of strewing goods along the floor, where they are often in danger of being broken. Care must be taken, however, in using these separate stands that they are not placed in the way of customers, or the double disadvantage of inconveniencing the buyer and placing the stands where they are liable to be knocked over will occur.

Again, if it is intended to exhibit both stand and contents, a proper regard should be shown in suiting the stands to the goods and the reverse. Bronze statuettes look out of place on white fluted stands, and white casts on wooden stands lose much of the



J. L. Meikle & Co.'s New Wholesale Warehouse, Port Arthur, Ont.

and musical instrument business in a small way on South Water street. It was the first store of its kind in the district.

After conducting this store for some time he removed to Cumberland street, and not long after he built the store now known as the Bazaar, which is the largest book, stationery, fancy goods and musical instrument house in Western Canada. Three years ago his trade had grown to such pro

with full lines of fine china, smallwares, high-class fancy goods and musical instruments. This business will be opened and travellers on the road about May 15 next. In the middle of February Mr. Meikle left Port Arthur for Europe to visit the different foreign markets and purchase stock for the new warehouse.

Mr. Meikle's career has been remarkably successful, and he is regarded as the type of

attractiveness that they would possess if mounted upon plaster of paris stands or something similar, though many dealers lose sight of these points, and frequently show certain handsome goods in a connection that prevents them from making the display they otherwise would.

The display of goods in the store should be changed frequently, perhaps not so often as the window displays, but often enough so that the regular customer will not see the same goods on show for a couple of weeks and become used to them. Frequently merely changing the place of the goods gives a much different appearance to the store, when nothing new is added to the display whatever.

An American stationer, who is famous for his window displays, writes to an exchange concerning his methods in trimming. He makes all his foundations of old boxes, and covers them with cheesecloth. He buys this in different colors, and when they have become soiled from continual use in the windows they are boiled. Some of the colors come out, but a few cents worth of "Diamond" dyes make them any color desired. Old cheesecloth is never thrown away, and small purchases at different times are not felt, and furnish him with a supply that can be put to great use in window dressing.

The English illustrated papers are being bought in large quantities. Those who prepared for this are being repaid for their business foresight. They are shown in windows, opened at different places so as to show the nature of the contents. Probably it is not wise to show too many copies of the same paper, all opened at different places. A prominent dealer who does this admits that there is a good deal of "free reading" in it, and that some people would be satisfied with what they could see in this way, but there were not many like that. Most people would be influenced to get a copy for themselves for preserving.

C. G. H.

The "Days of Delight" calendar for 1901 is the name of one of the prettiest and most artistic calendars of the season, which has been designed by Frances Brundage and issued with the compliments of The Barber & Ellis Co., Limited, Toronto. It consists of six pages with the calendars for the different months printed in gold and colors. The designs are excellent, and the color work and embossing with which each page is adorned represent some very fine work. The Barber & Ellis Co. have shown their usual spirit of progressiveness in issuing this calendar.

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—Westminster

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—Christian Intelligencer.

"It reads like a story, and yet each chapter is full of truth and each page an inspiration."
—C. C. Wylie, in Presbyterian Review.

Pandita Ramabai.

The story of Her Life by Helen S. Dyer. 12mo, cloth, fully illustrated. \$1.00.

This book contains the marvelous story of the great work accomplished by an Indian widow, an emancipated member of a class of women held in the bondage of idolatry and superstition for ages. Ramabai, having found light, liberty and salvation for herself, seeks the same for her fellow-widows, her race and her country.

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11950. Officers Strathcona Horse. Photo No. 30. Henry Dunsford, Montreal.
11951. Neptune's Visit. Photo No. 31. Henry Dunsford, Montreal.
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11953. Colonel Oter Waltzes. By B. A. Morley. Bessie A. Morley, Cooksville, Ont.
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11956. It Cannot Be. Words and music by Arthur Trevelyan. Whaley, Royce & Co., Toronto.
11957. Baby at the Telephone. Words and music by Wm. H. Windom and Raymond Hubbel. Whaley, Royce & Co., Toronto.
11958. The Manufacturers' List Buyers' Guide of Canada. The Manufacturers' List Co., Toronto.
11959. Stuart's Map of Boundary, British Columbia. Randolph Stuart, Greenwood, B.C.
11960. Canada Under British Rule, 1760-1900. By Sir John G. Bourinot, K.C.M.G., LL.D., Litt. D. Copp, Clark Co., Toronto.
11961. Index Topical and Personal to Canada: An Encyclopedia of the Country. Bradley-Garretson Co., Toronto.
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11969. In Memory of Her Late Majesty. Poem. By William Glead Workman, Osgoode Station, Ont.
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11985. De L'Habeas Corpus. Par Ludovic Brunet, L.L.L. C. Theoret, Montreal.
11986. Statement Draft. Form. Robert J. Laird, London.
11987. The Anglo Saxon Race. Song by William G. Kennedy, New York.
11988. Morang's Educational Series: Latin Classics.—Caesar: Gallic War. Books IV, V. By St. J. Basil Wynne Wilson, B.A. Morang & Co., Toronto.
11989. Morang's Educational Series Readings for Second Book Classes. Morang & Co., Toronto.
11992. A Meteor King. Book. By John A. Copland. Harrison, Ont.
11993. A Treatise on Canadian Company Law. By W. J. White, Q.C. W. J. White and C. Theoret, Montreal.
11994. Year Book and Clergy List of the Church of England in the Dominion of Canada, 1901. Joseph P. Clougher, Toronto.
11995. Exercises in Latin Sight Translation. By H. Henderson, M.A., and J. Fletcher, M.A., LL.D. Copp, Clark Co., Toronto.
- 12000 and 12001. Neptune's Cave. Cantata and libretto. Words and music by Rev. G. F. Davidson, Toronto.
12003. Side Lights on the British Parliament. By J. F. Fraser. Published in The Brantford Expositor. Temporary Copyright. National Press Agency, Limited, London.
12004. The Golden Idol. By Fergus Hume. Published in The Montreal Star. Temporary Copyright. National Press Agency, Limited, London.
12005. Manuel de Droit Constitutionnel et Administratif. Par Mathieu A. Bernard. C. Theoret, Montreal.
12006. Lovell's Loose Leaf Invoice Form. Robert James Lovell, Toronto.
12007. China and the Boxers. By Rev. Z. Chas. Beals. F. C. Stephenson, Toronto.
12008. Precis de l'Histoire de la Littérature Française. La Congregation des Sœurs de Ste. Anne, Lachine.
12009. The Purple Lady. Waltzes. By Essa Noble. Harry H. Sparks, Toronto.
12010. The Public Works and Utilities of Ontario Towns. Published in St. Thomas Municipal World. Temporary Copyright. K. W. McKay, St. Thomas.
- 12012 to 12018. The Resurrection. Song. By Adolph M. Foerster, Song of the Lilies, Words and music by Stanton Howard; Evermore. Sacred Song. Words by Prudentius. Music by J. Lewis Browne; Caprice—Burlesque. By Ossip Gabrilowitsch, Op. 3, No. 1; Mazurka Melancolique. By Ossip Gabrilowitsch, Op. 3, No. 2; A Song. Words by Richard Watson Gilder. Music by Ethelbert Nevin; The Four Seasons, Words by Austin Dobson. Music by Ethelbert Nevin. Church Co., Cincinnati, Ohio.
12019. Lord's Prayer. Music by A. S. Vogt. Whaley, Royce & Co., Toronto.
12020. Morang's Educational Series: Latin Classics—Cornelius Nepos' Lives of Themistocles, Aristides and Hannibal. By Arthur W. Roberts, Ph.D. Morang & Co., Toronto.
12021. Dairymen's Day Book. James Weldon Carlyle, Lachine.
11022. An English Woman's Love Letters. Pages 1 to 64 inclusive. Morang & Co., Toronto.
12023. Canada Law Journal Almanac 1901. Arthur Henry O'Brien, Ottawa.
12024. English Cases. Published in The Canada Law Journal. Arthur Henry O'Brien, Ottawa.

INTERIM COPYRIGHTS.

671. The Way of the Transgressor. By Charles Keith McIntyre, St. John.

672. The Metric System. Chart. Jeffrey H. Burland, Montreal.

673. Morang's Annual Register of Canadian Events and Affairs for the year 1901. Edited by J. Castell Hopkins. Morang & Co., Toronto.

674. The Makers of Canada : Volume I. Samuel de Champlain. By N. E.

The basement is used for packing purposes, and in it are stored such goods as slates, inks, etc.

The first floor contains one of the most artistically furnished and arranged show-rooms that can be seen anywhere. To describe the various handsome fixtures, the admirable way in which the goods are disposed, so as to give as much room as possible, and the general effect of the room, would be poorly done by words. A better idea of it, however, can be obtained from accompanying cuts.

The stock of books, from very many Canadian and American publishing houses, is a well selected one, containing the most popular books from them all. This department occupies a space of about 60 feet deep. In the centre of the store

orders that might come in, whether wholesale or retail.

On the fourth floor is the bookbindery, while the fifth is used as a general store-room.

Messrs. Sutherland's business is now over 60 years old, and is increasing continually. They advertise a good deal, both in newspapers and by circulars. C.G.H.

SPECIAL OFFER IN WALL PAPER.

Stauntons Limited are still giving the wall paper dealers a chance to buy from their 1901 line for the coming Spring, and, although their travellers have pretty thoroughly covered the ground, the company are offering to send to any dealer who would like to make a selection a set of their samples, having made up some specially convenient books for this purpose. The Stauntons shipping-rooms have been like "bee-hives" for weeks past, and they report that from all quarters where shipments have been received word comes back to them of the satisfactory way in which the line "opens up." Stauntons papers are bound to be as popular with the customer as they are proving with the trade.

A USEFUL LIST.

In answer to several queries as what books are copyrighted in Canada, G. N. Morang & Co. have issued a friendly circular to the retail book trade giving the list of the books issued and copyrighted in Canada by themselves, so that infringements can be avoided. If any dealer has not received a copy of this list, he can write to Morang & Co. for it, and it is a useful and practical thing to keep on hand.



Interior of J. & J. Sutherland's Handsome Store, Brantford.

Dionne, F.R.S.C. Morang & Co., Toronto.

675. The Battlefield Series of Memoirs of the Siege of Quebec. Journals. The Nuns of the Franciscan Convent, Quebec.

676. Craig's A, B, C Key to River St. Lawrence Channels. Thomas John Craig, Toronto.

677. The Snake's Paradise. By W. A. Fraser. Ontario Publishing Co., Toronto.

a large space is given over to corresponding stationery.

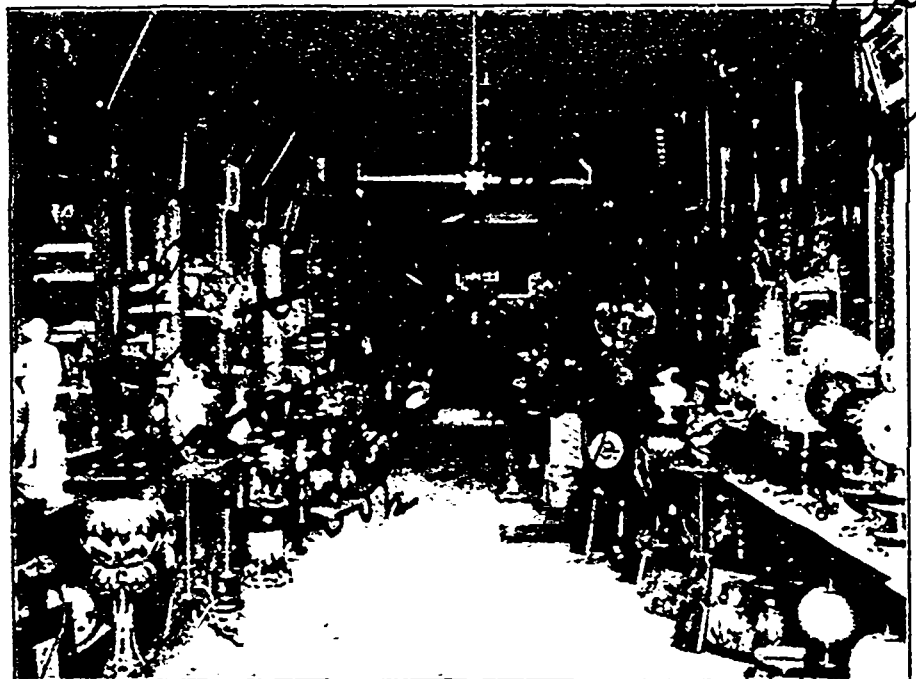
On the second floor a good display is made of wall paper, window shades, etc. Besides the large retail trade done in this line a good jobbing business is carried on.

The third floor is used as a storeroom for various goods. It is divided into compartments, each devoted to a certain line. Enough of any line is kept here to fill any

J. & J. SUTHERLAND, BRANTFORD
Points in a Fine Establishment to Interest
Other Dealers

A STATIONERY store that might stand as a model for stationers who are not satisfied with the arrangement of their own places or for those who are thinking of building a new place is that of J. & J. Sutherland, in Brantford, Ont. This place has attracted attention in many parts of both Canada and the United States, and is well worth a description as to the plan, arrangement of goods, etc., which may be of value to other stationers. In this issue will be found the cuts of the store interior given in a previous number, to meet the wants of other dealers who would like to incorporate Mr. Sutherland's ideas into their own business.

The store is 150 feet deep, and occupies five floors and a basement. Both wholesale and retail business is carried on, and the rapid increase in each says much for the management of the business.



Interior of J. & J. Sutherland's Handsome Store, Brantford.

FANCY GOODS AND STATIONERY.

THE PAPER MARKET.

There is little change to be noted in the paper market, either for news print or finer papers. There is some talk of raising the price on scribbles so as to cover the cost of folding, but nothing has as yet been done. Window-blind paper is going well, in spite of the prediction that it would be altogether displaced by the linen blinds. It sells freely in olive and green, though the old drab color appears to have dropped out. In the various fancy writing stationery there has been no change worth mentioning. Rubber bands have weakened slightly, but whether there will be a further reduction or not is not easy to see at present.

The new stationery, what little is now on the market, does not show any change in colors from the present styles. The representative of Chas. Goodall & Sons was in the city a while ago, and his samples were about the same. A few American novelties have been brought out, but have not interested Canadian jobbers.

NEW TYPEWRITER.

A Washington, U.S. firm have brought out an electric typewriter. It is not only more rapid than the ordinary typewriter, but can be operated much easier. One of its advantages is that it is not necessary to release one key before pressing down the next, as in this the type bar and other parts return to their positions as soon as used. In making the space between the words one movement is necessary, the operator pressing the last letter of the word and the space bar at the same time.

PENCIL HOLDER.

Two new pocket pencil holders have the good point of being capable of adjustment to fit any sized pencil. The first fastens to the pocket by a clamp, and the other by a lever. The "Au Fait" has two sockets for pencils, one larger than the other.

COPY HOLDER.

Two or three new copy holders are out, but that which seems to be the most useful is the Universally Adjustable holder. It is attached to the base of the typewriter at

the back, and, being in two joints, with a swivel at each, can be swung round to either side of the typewriter or behind it, immediately in front of the operator. The top, which is attached to the copy, can be raised or lowered to the desired level.

CREPE TISSUE.

Crepe paper is now being sold in rolls, colored in imitation of the shades of different flowers. A number of flowers can be made from each roll; the colors are good, and when the flower is made up a very good imitation is formed. Apples and apple blossoms, lillies, morning glories and other kinds of flowers and fruit can be made from the crepe paper.

A NOVELTY.

For doing odd jobs of soldering about the house, a new solder set has been placed on the market. It can be retailed for 10c. A number of sticks of solder, a bottle of chemical, and the tools necessary to apply the solder are included in the set. They are packed in a wooden case, highly polished, and with a screw top.

TO CLEAN PIPES.

A pipe cleaner that will really clean a pipe is a rarity, and when one is found there is always a good demand for it. The latest one on the market has given satisfaction, and, taking into account the low price, 10c. retail, it should find a ready sale. It consists of four metal blades, placed at right angles to each other, with the ends rounded so as to fit into the bottom of the bowl. When cleaning the pipe it is inserted and turned around.

GOODALL'S REPRESENTATIVE IN CANADA.

Mr. T. S. Cockburn, the representative of Charles Goodall & Sons, London, Eng., is now in Canada on his annual trip through the British Empire. He goes from Vancouver to Brisbane, Queensland, and calls at New Zealand, Tasmania, the various points in Australia and South Africa, Colombo, Calcutta, Bombay, and then home to England.

A representative of THE BOOKSELLER

AND STATIONER called upon him in Toronto, and found him surrounded by samples of the stationery, playing cards, etc., which have made his firm famous.

The stationery shown was almost wholly a very high-class line, and Mr. Cockburn declares that, although there is always a call in Canada for the cheaper grade, these goods are in great demand.

The greatest demand for the very best stationery is in South Africa. The stationery stores there are ahead of any others in the British colonies, in carrying the latest novelties and finest goods, and also in the matter of trimming their windows. Mr. Cockburn is reminded of the West End of London when going through these places, they are so thoroughly up-to-date in every particular.

Australia, too, is well to the front in the stationery business, and many new factories are being erected for making stationery. The fancy lines, however, cannot be made there, and that's where we come in," said Mr. Cockburn.

In India, there is a big demand for the best stationery, not only from the English stores there, but in the "go-downs," as the shops of the Parsee merchants are called. These native stationers do not, as one would suppose, deal in the cheaper grades of goods, but go in for the fanciest of stationery and handle a great deal of it.

But, in spite of the fact that South Africa is his best business field, Mr. Cockburn would rather come to Canada than to any other of the colonies. The business men here are thoroughly acquainted with their business, honest and straightforward, and it is a pleasure to deal with them. There are firms here too that buy as largely as any he does business with. Toronto he finds a much better city for his business than Montreal. In the past week in Toronto he has received orders for about 2,000,000 of visiting cards.

The fancy stationery he shows includes some beautiful shades in blue granite, Chippendale agate shade and Ringdove, a greyish brown color. The blue or green with white border and edgings is most popular. It is shown with or without this white border, but that with it is bought more than the other. Embossed initials in white on one corner of the envelope flap

**POPULAR LINES
IN OFFICE
STATIONERY.**

We carry full stock of the following :

- **Koh-i-noor Pencils,**
- Koh-i-noor Tracing Cloth,**
- Seccotine—Large and Small.**
- Melanyl Marking Ink,**
- Transparent Adhesive Tape,**
- Rubber Bands—Grosses and 1/2 lbs.**
- Paper Binders—New lines.**
- Shelf Paper—White and Colored.**
- Arnold's Ink,**
- David's Ink,**
- Higgins' Drawing Ink,**
- Fancy Waste Baskets,**
- Cash and Document Boxes,**
- Wirt Fountain Pens,**
- Sterling Fountain Pens,**
- Writing Tablets and Pads,**

PEN CARBON LETTER BOOK,

No Water, no Press, any Ink, any Paper.

While we keep all the best makes of paper, we make a specialty of the following :

- Maple Leaf Bond,**
- Astoria and Alberta Bond,**
- BB Bank Linen,**
- Wellington Ledger,**
- Maldstone Kent Ledger. .**
- New Century White Wove,**

This is a new first-class Paper at low price.

Folios, Caps—all weights. Our Flat Ledger, Bond, and Linen Papers—very complete and call for special notice.

Esterbrook Pens—Stock always full.

THE BROWN BROS. LIMITED

Manufacturing and Importing Stationers.
51-53 Wellington St., W.,
TORONTO.



Commercial Stationery

- Business and Society Note Papers
- Business and Society Letter Papers
- Business and Society Envelopes
- Flat Papers, all Sizes
- Bill and Account Papers
- Letter Pads, Paper Boxes
- Card and Bristol Boards
- Blotting Papers, Writing Tablets
- Wedding Stationery
- Typewriter Papers, Visiting Cards
- Fancy Papeteries, etc.

*Lowest Quotations.
Correspondence Solicited.*

The Barber & Ellis Co., Limited
TORONTO.

TO THE TRADE.

KINDLY HOLD YOUR ORDER FOR

SCHOOL CRAYONS

UNTIL YOU SEE OUR LINE.

Our Mr. Thorn will soon call with our new and improved line of _____

Falcon School and Standard Marking Crayons.

Also new line of Water Colored Paints, etc.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.

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

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R. BARBER.

FANCY GOODS AND STATIONERY—Continued
 add much to its appearance. The flaps are of the wallet-shaped variety, an improvement as far as looks go, on the old pointed flap. All shapes and styles of stationery are shown. There is really nothing in the way of a new introduction, however. The goods are put up in handsome boxes, some of them with the envelopes and paper done up separately.

Ball programmes, menu cards, etc., are shown in a great many designs. A line of beautiful memorial cards are selling in Canada "by the hundred thousand," to quote Mr. Cockburn. They are shown in many handsome designs in black with light colors or silver.

Goodall's playing cards are known the world over. The firm make a specialty of them, and, notwithstanding the many new United States manufacturers of cards, their business last year was larger than ever before. Of the total duty paid in Great Britain last year on these goods, this firm alone paid two-thirds. Their own artists design the cards and other goods, and they are made, printed and all in the immense factory in London, in which over 1,000 people are employed. The designs of these cards are of every variety. They are issuing a new century card, with a special design, which will be out very soon. Since the Queen's death there has sprung up a demand for the cards with Her Majesty's photograph on it, so the firm are reissuing the well known Victorian card, which will be in Canada shortly.

Handkerchief boxes are shown with embossed designs of flowers on the top. These boxes are heavy, square ones with flanges, and make useful articles for keeping many things in besides handkerchiefs.

Card markers of all sorts are shown, and the whist markers are a big improvement over the old kind. Some of them are very high-class goods. A solid ivory marker and one of silver were shown, which sell to the trade for \$20 a pair.

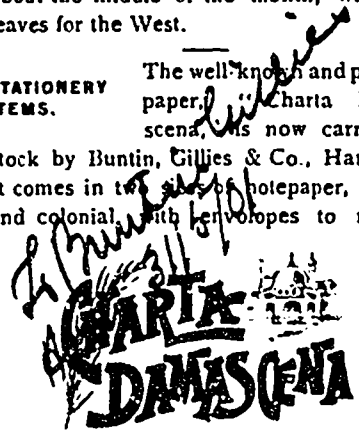
In addition to the stationery goods, Mr. Cockburn shows samples of writing desks, filing desks, letter trays with patent spring, drawer boxes, desk tops, etc. An article that would be especially useful to stationers is the folding stand frames and shelves for displaying goods in the window. This

can be packed in a small box, but, when the stand is arranged, and the leather covering, like steps, is fitted into it, a great many goods can be displayed. The difficulty of showing small goods properly is overcome very nicely by the use of this stand.

Mr. Cockburn will be in Montreal till about the middle of the month, when he leaves for the West.

STATIONERY ITEMS.

The well-known and popular paper, Charta Damascena, is now carried in stock by Buntin, Gillies & Co., Hamilton. It comes in two sizes, hotepaper, octavo and colonial, with envelopes to match.

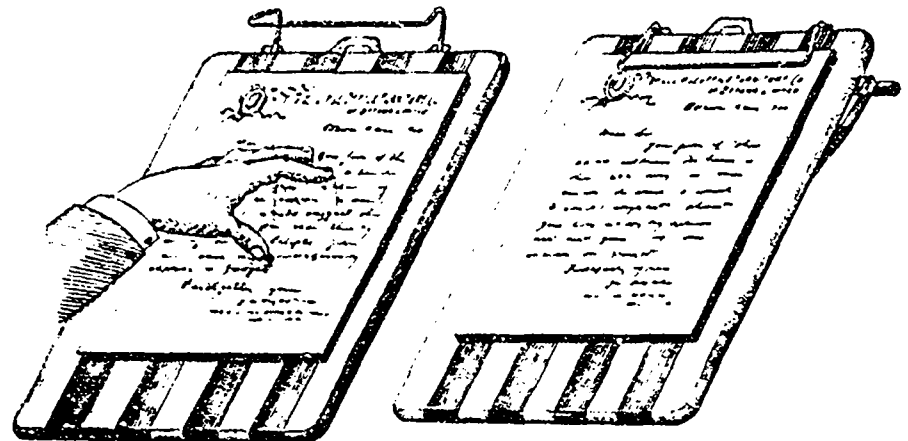


Stationers in need of a standard quality for counter trade can rely on this line. The price is 80c. per ream for the octavo and \$1 per ream for the colonial. The envelopes cost \$1.60 and \$2 per 1,000 respectively.

The "Eseclip" automatic board file illustrated below is claimed to be the cheapest and best loose paper file made. To file papers it is necessary to lay them on the board over the wire, press firmly, and the spring does the rest; to sell the file, show it, reach for the customer's 50c. with one

prefer to do this so as to include the very latest things than to be on time, but with not so extensive a stock. A visit to the import lines in their warerooms is interesting. They are making a specialty of albums. The covers on these, especially the celluloid ones, are beautiful, either in the floral designs or colored photographs. Brass frames of all kinds are shown, as well as glass, celluloid and leather frames. A bas-relief of the Pope in a black frame is very striking. One of the newest things out is the fan-lette, a handy article, composed of a silk ribbon with gold or silver clasps, which is attached to the waistband, and which also holds the fan when not in use. Fans of French and German make are shown in large variety. The latest designs in French and Austrian vases are shown, and the line is one that dealers should find a good sale for.

The range of smokers' goods deserves mention. The novelties include a tobacco jar in the shape of a life sized skull, a very good imitation, and a monk's head pipe-rack, which retails at 70c. Seal and oose tobacco pouches with sterling silver mounts for engraving are a very handsome line. The smokers' list is completed by a very novel cigar-cutter in a good imitation of a revolver. The end of the cigar is cut off by pulling the trigger. In the way of toys, blocks, games, etc., the stock cannot be beaten. A new mechanical toy is the dancing bear, the firm's trade mark, which should be looked after by all dealers. Collar



Filing Papers Papers Filed
 The New Eseclip Automatic File. Price 50c. Each.

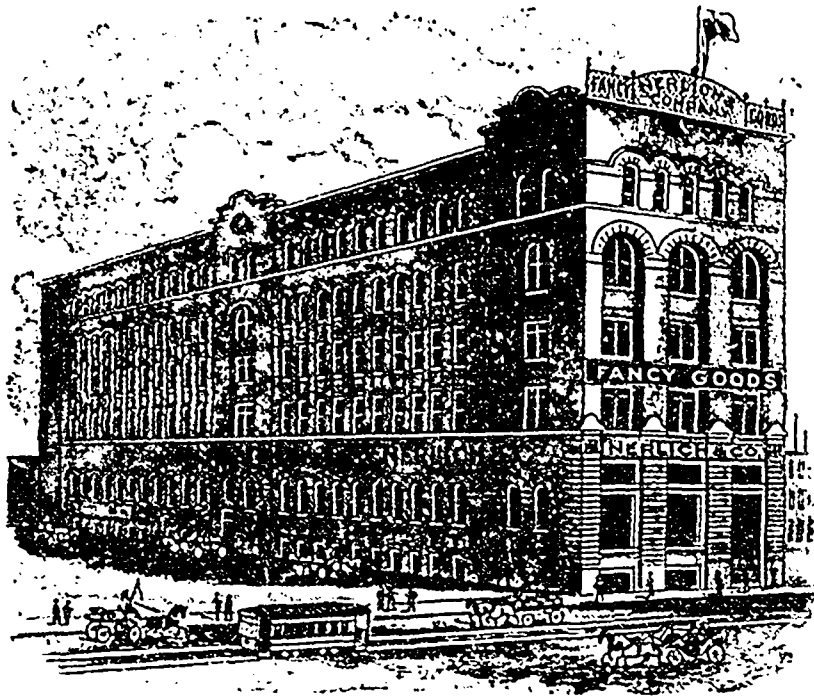
hand and the cash register with the other. The profit is large too. The trade can get them from Buntin, Gillies & Co., Hamilton.

FINE RANGE OF IMPORT SAMPLES.

Warwick Bros. & Rutter announce that their travelers will be a couple of weeks late in getting out on the road with import samples as a result of waiting for two manufacturers of novelties. They

and cuff boxes and glove and handkerchief sets are shown in celluloid. Chatelaine bags in leather and steel are going well. The leather goods also include workboxes, music rolls, jewel cases and writing desks. The Bohemian bon-bon, or jewel cases, made of colored glass and inlaid with gold or silver in very elaborate designs, are particularly striking and should be successful on the market. Book marks, paper-

NERLICH & CO.'S NEW PREMISES



OPPOSITE UNION STATION, TORONTO.

Located at

**146-148 FRONT
STREET WEST**

Directly opposite Union Station.

The Building has a floor area of 60,000 square feet, and is fitted with all the latest warehouse improvements, thus placing us in a better position than ever for the handling of our ever-increasing trade.

OUR IMPORT SAMPLES

are now out with our travellers, and represent the choicest values to be found at the leading factory centres.

Our Import Specials are

PHOTO ALBUMS in large variety, including Celluloid, Plush, Leatherette and fine Leather Covers.

PHOTO FRAMES—Bronze Gilt, Brass, Celluloid, Embossed Paper, Bevel Glass, and some entirely new ideas.

CELLULOID BOXES (Fine American), fitted Comb, Brush and Mirror Sets, Manicures, Shaving Cases, Smoker Sets, Necktie Boxes, Glove and Handkerchief Boxes.

WORK BOXES in Celluloid, Plush, Wood and Paper Covered.

WRITING DESKS, Writing Sets, Portfolios, etc., in large variety.

HAND MIRRORS and Brushes, special values in Imitation Ebony, Real Ebony and handsome Paduck Backs.

FANCY MIRRORS, Clocks, Atomizers, Table Ornaments, Art Novelties, Xmas Cards, Calendars, and a host of entirely new designs in Bric-a-Brac and Fancy Articles of every description.

Full line of Import Samples will be displayed in our new Toronto Sample Rooms during the months of March and April. It will pay you to see them.

NERLICH & CO. 146-148 Front Street West
(Opposite Union Station)

Toronto

FANCY GOODS AND STATIONERY—Cont'd. knives, glove buttoners, etc., are shown in many new designs. A new penknife with automatic opener, candelabras in bisque and burmisse, clocks in different fancy designs, inkwells in glass, rosewood, white onyx with brass mountings and hammered brass, are among the many novelties shown. A great many things may be found suitable for prizes at card parties, etc.

The list of druggists sundries cannot be excelled. Hand mirrors, folding mirrors and many other kinds make up one of the finest ranges to be seen. Ebonoid goods are much in evidence for wall sets. About 20 different styles are shown, with mirrors, and hat, clothes and hair brushes. A line of ladies' dressing cases is also shown. A mirror with a horseshoe-shaped ebony frame is an attractive novelty. Nickel studs, representing the nails in the shoe, make it very tasty. Atomizers, toothbrush holders, soap boxes, manicure sets, etc., in many different materials, are also included. The firm should have a very good season, as their delaying in order to get the latest things will add still further to a stock already very complete.

LEATHER GOODS.

Brown Bros. have just finished stock-taking, and are showing a number of things in leather goods that will be of interest to the trade, particularly at this season. Among the novelties for which there is a heavy demand is the bill and coin purse for men. This, besides the ordinary bill holder, has a pocket in the back for coin, car tickets, etc. The popularity which it has won is fully deserved, as no handier device of the kind has ever appeared. It is made in real seal or morocco, and imitation seal or morocco, in all colors. Holders for bills only are also shown in the different leathers. Perhaps the best selling article of all in the leather goods line is the ladies' finger purse. For the present muddy weather they are especially useful, for the purse can be held in the same hand as the skirts are held without the danger of losing it. They are made in imitation or real seal, real morocco and alligator, and can be supplied with sterling silver initials if required.

With the end of Lent dealers should prepare for the Easter season by looking over their stock of playing cards, etc. A playing card case shown in Brown Bros. leather goods department is an article that can be profitably handled. It is made in all kinds of leather and in all colors. It makes a cover for a pack of cards that will allow them to be carried around and not be spoilt. When the case is filled the pack has the appearance of a small book. They can be sold with the cards, and better dis-

played in the store than in the ordinary paper boxes. They retail for 60c. to \$2.00 per case. Desk blotting pads for office or private use are in constant demand. They are made to take a full or half sized sheet of blotting paper.

EASTER POINTERS.

The pen carbon letter book which Brown Bros. have brought out is doing well. The fact that no press, or water are used, and any pen, ink or paper can be employed recommends it to the busy man. Dennison's embossed crepe tissue should be found useful for Easter decorations. The colors in these goods are beautiful and the designs are new. For all kinds of trimming lamp shades, etc. these cannot be surpassed. They are making a specialty of their fountain pens and other kinds. Stirling's and Wirt's are still in good favor. New designs in papeteries are shown. Azure, opaline and pink lead in colors. They are done up in Moorish, Turkish, Egyptian and other styles. A line of fancy picture and photograph frames in gold, silver, jet black and jet black chased have just arrived. The designs are all new and varied. Pocket inkstands and letter scales are going well. A handsome line of sealing wax, done up in fancy boxes, is worth taking note of. They are in all colors. Stamps in Mosaic, Egyptian, etc. are also shown. These have fancy colored porcelain handles with brass bases and are generally sold with the wax. Cut-glass stamps are also shown, but do not sell as well. A big business is being done in the Standard Filing Cabinets. These are made in sections so that any size needed can be had.

NEW PENS AND PENCILS.

The Copp, Clark Co. are showing a line of pens, pencils and holders that will interest the trade. The penholders are colored red, white and blue, with nickel tips. They are neatly mounted on cards, 12 on each, and can be well shown in the store this way. They sell for \$3 60 per gross. The "Tricolor" and "Empire" pencils are colored the same. A combination line of pen and pencil holders sells for \$4 80 per gross. The holder is in red, white and blue, made of tin, and the pen and pencil can be reversed when not in use, with the point inside the holder. Rubber tips are attached to the end of the pen.

IMPORT SAMPLES.

The Copp, Clark Co.'s import line is the largest they have ever carried, and includes some handsome goods. A line of private account books, journal and ledger, are in great favor. They are bound in leather covers, stamped in gold, with extra

quality of paper, and paged. The ledger comes indexed, with 200 pages. The price is \$4.20 per doz. Frames of all descriptions are shown, in brass, celluloid and enamel. These goods are all in fancy designs. One in particular, with small fancy doors that close over the photograph or whatever picture is in the frame, is an attractive novelty that can be easily sold. Celluloid goods are in evidence in many other lines. Albums with celluloid covers are shown with many beautiful designs. Fancy bookmarks to retail from 25c. up, memo notebooks, card puff and soap boxes, in mottled amber, ivory and other tints, crumb trays, and many other articles are shown in celluloid and are in good demand. Autograph, photograph, stamp and scrap albums are shown in plush, leather and celluloid. A line of photograph albums with handsome celluloid covers sells as low as \$1.50 per doz. Another has a music box in the bottom which plays two or three different tunes.

Ebonoid goods are very much in demand. Many fancy articles are shown in this material. At Copp, Clark Co.'s a great many small goods in ebonoid, most of them mounted in silver, are attracting a good deal of attention. Among them are paper knives, curling tongs, all kinds of toilet articles, card boxes, etc. Other fancy articles that are going well are fancy match or ash holders, paper weights with deer, dogs, etc., in metal. A nice line of inkstands, in cut glass, brass and enamel, are to be seen.

A CAPITAL SUGGESTION.

Editor BOOKSELLER AND STATIONER,—Kindly allow me to suggest that all the booksellers, stationers, and wall paper dealers of Ontario have a meeting at the Pan American in Buffalo, say, about Wednesday, July 17, and talk over trade matters and other topics of interest to themselves. Cheap rates and a chance of seeing the exhibition would make this a great opportunity for a gathering of the trade. Get some suggestions and hints for next month's paper, and, if satisfactory, go ahead with it.

Yours,

A JUVENILE BOOKSELLER.

February, 28, 1901.

Mr. Walter Meal, representative of Alex. Pirie & Sons, Limited, the famous paper-makers, of Aberdeen, Scotland, started out on his Spring round of visits to the firm's numerous clients in Canada on March 4. Mr. Meal carries with him a full line of the justly celebrated writing, printing and blotting papers, and other specialties for which his firm has for over a century held such a favorable and world-wide reputation.

MOORE'S Improved Non-Leakable FOUNTAIN PEN

THE BEST Fountain Pen Made at ANY PRICE.

Patent
July 18, 1893.



Patent
September 8, 1896

Both the W. J. Gage Pens
both the W. J. Gage Pens

These Pens, being constructed upon entirely different principles from other fountain pens, are without doubt the nearest PERFECTION of any pens ever manufactured. All the undesirable features of other fountain pens have been eliminated. Send for our Illustrated Catalogue, just out. It will interest you if you are looking for a Perfect Fountain Pen, Strictly High Grade. They can be carried in any position in any pocket and will not leak.

RETAIL PRICE, \$2.50 TO \$12.00.

AMERICAN FOUNTAIN PEN CO.

Manufacturers, 168 Devonshire St., Boston, Mass., U.S.A.

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both page 109

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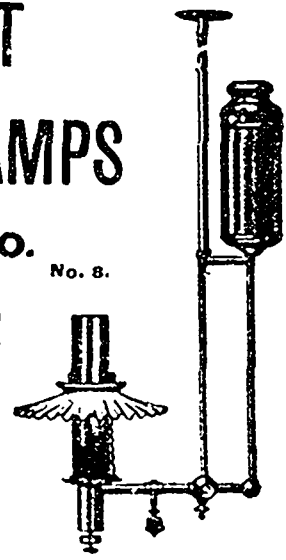
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**NEW BOOKS AND NEW
ISSUES.**

THE Saalfield Publishing Co., Akron, United States, have brought out "Richard Marlowe," a new novel, by James Ball Naylor. It is an entertaining story, a great deal of it being founded upon fact. Dr. Naylor has been in the journalistic world for some years, and this, his first novel, shows him to be an adept in the difficult art of character drawing. The book is well printed and bound. A cover design in gold and white adds materially to its appearance.

"Stage Lyrics" is the title of a very handsome book, published by R. H. Russell, New York, whose reputation for high-class work will be enhanced by this one. The scenes are taken from operas and musical comedies. The books are adorned on almost every page with either illustrations by Archie Gunn, Ray Brown, E. W. Kemble, or by half-tones of well known actors and actresses, many of them being those who have made the songs popular. The finest glazed paper has been used in the book, and the cover is designed in gold and colors. There is a wide field for the sale of this book among theatre-going people, who will appreciate it very highly.

The Abbey Press, New York, have forwarded us three of their latest books, printed and bound in the tasteful manner that marks the publications of the firm. One of them, "A Quaker Scout," is a well-told story of the American Civil War. The author, Mr. N. P. Runyan, has already made a name for himself as a journalist and writer of short stories, and this, his first extended work, will add in no small way to his reputation as an entertaining writer. "Sweet Brier," L. M. Elshemus, is a very handsome book. Throughout it are a number of illustrations by the author, who is also an artist of considerable merit, and a frontispiece in colors from a water color painting of the author's. The hero has the soul of a poet, and a number of his verses are scattered throughout the book. The story is of sentimental and artistic interest, and is sure to find many readers. The author of the third work, "Through Stress and Storm," writes under the nom de plume of "Gregory Brooke," but is in reality a prominent jurist is one of the Central States. The story illustrates its title, and, although without any avowed moral purpose, it teaches a most wholesome moral, and shows how character is composed and compacted through "Stress

and Storm." The price of "A Quaker Scout" is \$1.25 per copy, and the others \$1 per copy.

The Abbey Press have also just published a novel, by Landis Ayr, called "A Priest and a Woman," the motive of which is the celibacy of the clergy. The story is an absorbing one, and the book has been gotten up with the usual taste displayed by this publishing house. The price of the book is \$1.00.

"The Life and Literature of the Ancient Hebrews," by Lyman Abbott, is a valuable book both from an historical and literary point of view. A chronological table of the books of the Old Testament and an index of Scripture references is contained in the volume, in addition to the clearly-printed text. Houghton, Mifflin & Co. publish it. The price is \$2.00.

Macmillan & Co. are the publishers and the Copp, Clark Co. the Canadian issuers of "Une Annee de College a Paris," an elementary text book for students of French. Besides the text, which is interesting and well suited for its purpose, the book contains a good vocabulary, explanatory notes on the text and other aids to the reader, as well as some exercises in English for translation. Price 50c.

The Commonwealth, a new fortnightly, published at Ottawa, has recently appeared in its first issue, and contains much that will be interesting, especially to Canadians. Among the contributors in this number are George Johnson, W. T. Whitley, Charles Morse, John Lewis, W. D. Le Sueur, Miss A. C. Laut, J. H. Brown and A. C. Campbell; and a number of others, with poetry and prose, combine to produce a very readable magazine.

In connection with the discussion aroused in the pulpits of the United States over Mr. James Lane Allen's latest book, "The Reign of Law," the Macmillan Company have issued a booklet containing the criticism of an American college president and Mr. Allen's answer to it that will be very interesting to those who have read the book. A number of other opinions of the book, favorable and otherwise, are given, taken from sermons of well-known American ministers.

Travellers are already showing Christmas and holiday cards and booklets in Canada. British publishers and stationers are taking more interest in this market, and one firm has sent a representative to Canada this year for the first time.

**NEWS NOTES OF CANADIAN
TRADE.**

FRANK BARNARD, stationer and druggist, Armstrong, B.C., has been succeeded by Ronald and Edgar Burns.

D. McMaster, bookseller and stationer, Sarnia, Ont., has sold out.

J. J. Tull, stationer, Strathroy, Ont., is removing to Owen Sound, Ont.

Ira J. Ribble, dealer in fancy goods, etc., Toronto, has sold out to C. G. Scott.

Miss S. H. Paterson, fancy goods dealer, St. John, N.B., is closing up business.

The assets of J. H. Moreau, fancy goods dealer, Three Rivers, Que., have been sold.

The Moosejaw Drug and Stationery Co., Limited, Moosejaw, N.W.T., has been incorporated.

Rockwell & Co., booksellers and stationers, Wolfville, N.S., are offering the business for sale.

The stock of T. J. Moore & Co., booksellers and stationers, Quebec city, has been damaged by water; insured.

McLeod & Allen, book publishers, Toronto, have removed their offices and sample rooms to Melinda street, next to The Toronto Telegram office.

J. W. Redfern, dealer in paints and other decorating goods, Owen Sound, Ont., has added a stock of wall papers, and opened a department especially for these goods.

A copartnership has been registered between James E. M. Taylor, of James E. M. Taylor & Co., wall papers dealer and painters, Halifax, and Hugh M. Hilchie.

J. C. B. Scantlebury, dealer in wall paper, books, stationery, etc., Belleville, Ont., has compromised at 50c. on the dollar, cash, and 10c. time. The estate shows a surplus of \$5,000 on liabilities of \$18,000.

CHANGES AT MESSRS GAGE & CO.'S

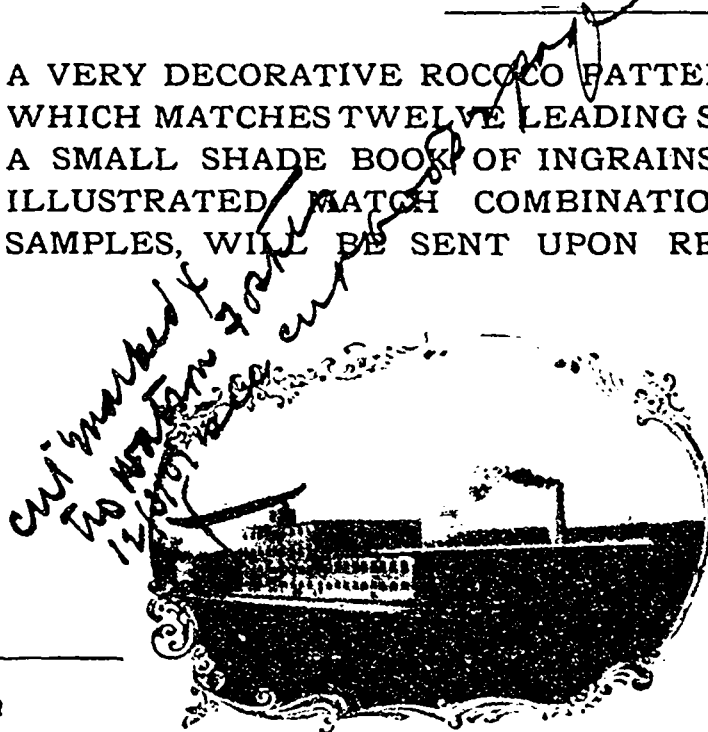
The expansion of business has necessitated some changes in the management of W. J. Gage & Co., which those acquainted with the firm will be interested in. Mr. W. J. Gage still retains the presidency and Mr. Geo. Spence the position of vice president. Mr. W. P. Gundy, having resigned the office of secretary-treasurer, has been appointed general manager and treasurer, while the secretary is now Mr. Francis Wright, formerly the office manager. Mr. F. Herbert Gage has hitherto been in charge of the printers' supply department, but is now elected to the directorate.

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SAMPLE BOOKS OF ANY DESIRED GRADE OF WALL PAPERS SENT PREPAID TO THE TRADE.

TOPICS OF TRADE INTEREST—Continued

in time, a radical change not being thought advisable now.

In the opinion of Mr. Harvey, president of Harper & Bros., the department stores will not object to the net price system. He said they would be as glad to keep up prices as anyone else, that all they wanted was the assurance that their competitors would not cut the prices.

Readers will not fail to note in another column a short letter from a gentleman who signs himself "Juvenile Bookseller." Juvenile or ancient (and we doubt his being either), the gentleman in question has a sound head on his shoulders, and he makes an excellent suggestion. His idea is, that as a good many of us who live in Ontario will probably visit the Pan American at Buffalo this Summer, it would be well for the booksellers and stationers to fix on some date—he says July 17—for being there together, and combine a little business with pleasure by discussing one or two outstanding questions on which common action would be of practical value. It looks like a suggestion that would carry. What think you, reader?

It would be well for the Canadian publishers to enlist the sympathy of the booksellers in their laudable efforts to obtain reforms in the copyright law. Copyright in books, like private ownership in land, is a necessary part of modern civilization.

Our booksellers are just as honest and as disposed to observe the law as any class in the community. But when there is no certainty as to how the law stands or what books are protected by copyright, how is a dealer to know? One publisher has issued a list of his own books so protected. That is a good step, let others do likewise. But there should also be drawn up some short, accurate statement of the existing law both for those who sell books and those who buy them. The Canadian people have the vaguest idea of copyright. They do not realize the way authors' and publishers' rights are guarded in England, the United States and other civilized countries. For many years, owing to our defective laws and the peculiar situation of Canada, our book dealers and bookmakers have practically had no restraining laws. Now that the laws are being brought more into accord with those of England and the United States, and now that English publishers especially are beginning to recognize the value of Canada as a book market, it is necessary to change our ways to some extent. We feel quite sure that the retail book trade will do their part and will loyally cooperate to obey any reasonable law, provided it is equally enforced on all.

NOTES OF THE BRITISH BOOK TRADE

Lord Carnarvon's Canadian Speeches,
Lives of The Queen,
New Novels, Etc.

LONDON, February 27, 1901.

MR. MURRAY announces for publication the speeches and letters of Lord Carnarvon relating to Canada. Lord Carnarvon was Colonial Secretary in 1867, when the Confederation Act was passed by Parliament. The price of the volume is not mentioned. The editor is Sir Robert Herbert.

It would not be at all surprising if the great success of "An Englishwoman's Love Letters" were to bring fiction in the form of letters into fashion again. Another volume of this sort is at least about to appear. It is called "The Aristocrats," and it is supposed to be by a lady "of position" whose name is not disclosed.

Miss Adeline Sergeant's new novel, "The Treasure of Captain Scallet," which is to be published shortly by Messrs. Hutchinson & Co., is a story of love and adventure, built around the mystery of a treasure. The long-promised volume of "Thackeray's Stray Papers," consisting of stories, reviews, verses, and sketches, illustrated, will be published immediately by Messrs. Hutchinson & Co.

AMERICAN NOVELS IN LONDON.

The extraordinary success of a number of American novels in the United States, which have run to circulation greater even than those of our most popular novelists, tempts Mr. Heinemann to start an English series of American fiction under the title of "The Dollar Library." The price at which the series will be published is indicated by the title, and it is proposed to issue a volume a month, a rebate being offered to annual subscribers. The first volume to appear will include: "The Girl at the Half-way House," by E. Hough; "Parlous Times," by D. D. Wells; and "Her Mountain Lover," by Hamlin Garland.

The Duke of Argyll's "Life of Queen Victoria" will first appear in parts, commencement being made shortly. Later on, it will, of course, be published in volume form.

Mr. E. C. Williams, author of "Made in Germany," has written "The Case for Protection." This is the only work published in England in modern times avowedly advocating protection and discussing it from all points of view. Grant Richards issues it at 5s.

MR. EVANS' BOOK.

J. Fisher Unwin is publishing Mr. Sanford Evans' "The Canadian Contingent," in cloth, with many illustrations and maps, at 6s.

Among the later Irish writers, Miss Julia M. Crotty took a prominent place by the

publication last year of "Neighbors: Being Annals of a Dull Town," which met with almost unqualified praise from Mr. Justin McCarthy and other well known critics. Her latest book, "The Lost Land: A Tale of a Cromwellian Irish Town," has been published by Mr. Fisher Unwin. Miss Crotty sketches the ruin of an Irish family, beginning with the entrance of the stepfather into the home, and ending with the outlawry and death of Thad, the head of the patriotic, generous and unpractical house of Lombard.

A book which should attract attention is "Naomi's Exodus," by Miss Lily H. Montagu, the daughter of Sir Samuel Montagu, which Mr. Fisher Unwin will publish next week. It tells the story of a young girl trained in the narrow ghetto life of a Jewish quarter of West London, and her religious awakenings. Incidentally, the author describes from her personal knowledge several interesting phases in the lives of working girls in various parts of London.

LIVES OF THE QUEEN.

New books relating to the Queen, and new editions of old ones, are being rapidly prepared for the public. The manager of a leading wholesale house reports that some 20 volumes have been submitted to him, in advance, within the past few days. The new edition of Mr. Richard Holmes' life of the Queen is sure to be in large demand. No doubt it is less gossipy, less personal, than most of the lives, but, on the other hand, it has the Queen's authority. Mr. Holmes, who is librarian at Windsor, has added a chapter bringing the narrative down to the end of her reign. It is said that the authoritative biography of the Queen need not be expected for at least 10 years. This was the period which elapsed between the death of Prince Albert and the appearance of his biography. The life of the Queen will be a far greater undertaking, involving the examination of an immense mass of documents.

Mrs. Belloc Lowndes has revised and enlarged her "Life of the Prince of Wales" for a new edition, with the new title "His Most Gracious Majesty King Edward VII."

REIGN OF QUEEN ANNE.

Mr. Justin McCarthy is to write, in two volumes, a history of the reign of Queen Anne. We shall therefore have by him a history of England from the accession of Queen Anne to the end of the Victorian period. Everybody knows his "History of Our Own Times," and most people have waited with interest for the two volumes completing his record of the four Georges and William IV. These two volumes Messrs. Chatto will issue almost at once, and later the Queen Anne volumes will take us back to where Macaulay's history stops.

POLITICAL.

A manual of historic methods of striking merit, translated from the French by Professor York Powell, a little time ago, brought M. Charles Seignobos, one of the lecturers

in the Paris University, into favorable notice among English students, but that little handbook in itself would scarcely prepare them for so admirable a work from the same sources as "A Political History of Contemporary Europe Since 1814," and quite the best thing of its kind that has been done. It will be remembered that Mr. Fyffe's large History of Modern Europe, brilliant but by no means altogether satisfactory, opened with the outbreak of the French Revolutionary Wars. M. Seignobos starts with the great Congress of Vienna, which met in 1814-15, to restore the balance of power in Europe. Mr. Fyffe took each general movement in succession, M. Seignobos divides his narrative into local spheres, covering the whole area of the continent. He first takes the domestic policy of each country separately, and, after going through the whole series in this way, he next recounts the general movements, the changes in the conditions of political life, the history of the relations between Church and State, and of such revolutionary forces as socialism and anarchy. Lastly, he devotes a section to the international relations of the different countries, arranged in four periods. The book is not what would be called literary, there is no descriptive writing, no characterization of individuals, and, of course, no military events have a place in the scheme. But it is a history of painstaking exactitude and extreme usefulness (2 vols., 20s. net).

LITERATURE.

Dr. Herbert A. Giles, professor of Chinese in the University of Cambridge, has done a more considerable service than at first sight

appears, by his "History of Chinese Literature." Incredible as it seems, when we reflect that Chinese literature was extensive six centuries before the commencement of the Christian era, this is the first time that its history has been tackled in any language. Yet it is not an undertaking that many men, no matter how great their qualifications, would enter upon with a light heart. In the opinion of Dr. Giles, the native scholar is not so well placed for securing a general historical review of the literature of China as is the outsider, for he is too close to it, and in truth may be said to be buried under that of which he would be expected to command a comprehensive view. This is, at least, true as regards such a history for the use of Western readers. A European can see the enormous array of Chinese letters in their relative importance, both as compared among themselves and with those of the Western world. In addition to that he brings a more highly systematized method to bear upon the work. We can scarcely appreciate the amount of study and labor which have preceded the accomplishment of this volume, but they must have been out of all proportion to its modest size. No better historian and exponent can be wished, and, although the ground to which he introduces his readers will be new to the majority of them, to him it is familiar from frequent traverse. Where possible, Dr. Giles judiciously lets the subject tell its own tale, and the book contains a large number of examples in prose and verse, most of which are his own translations. A literary period is described, and then specimens are

given. Dr. Giles is always there with his aid when we need it, but he never thrusts himself upon the scene. Special importance should be attached to the appearance of the book at the present time when we require all possible light upon the inner workings of the Chinese mind (6s.). Mr. Rowland E. Prothero's and Mr. E. Hartley Coleridge's edition of Byron's works, in 12 volumes (6s. per vol.), is making good headway. Volume 5 of the Letters and Journals, lately published, cover the period (April 1820-October 1821) of the remainder of his residence in the Palazzo Guiccioli at Ravenna, and the commencement of his stay in the Palazzo Lanfranchi at Pisa. It was an exciting time in Italy and for Byron, as between these dates the Italian Revolution was enacted and also the separation, by Papal decree, of Count and Countess Guiccioli. As showing the fullness of this edition, of the 183 letters included in the present volume, all belonging to the period named, 68 were unknown to Halleck, whose collection has hitherto been the most complete.

Mr. Bernard Shaw is again in evidence, this time with a triad of plays. "Three Plays for Puritans" contains The Devil's Disciple, Cæsar and Cleopatra, and Captain Brassbound's Conversion. Described in a few words, they are an odd mixture of originality, paradox, shrewdness, egotism, and impudence. The last of these is never so pronounced as when he confronts Shakespeare with Mr. Bernard Shaw (6s.).

FICTION.

Hales, A. G., "Driscoll, King of



St. James Auction Public
12/3/07 see cur
Staunton *2 page 11*

Wall Papers

How is your stock?

Within a fortnight or so at most Spring trade will open up with a rush.

Are you prepared to serve your customers to the newest, most artistic, most up-to date and popular-priced papers?

If you're not, there's no excuse for you. We have the right goods, and will send you sample books of the Staunton 1901 line on request. Drop a card.

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Scouts," a romance of the South-African War (6s.).

Alexander, Mrs., "A Missing Hero" (6s.).

Cairnes, Captain, "The Coming Waterloo" (6s.).

Dickens, Mary Angela, "The Wastrel" (6s.).

Farjeon, B. L., "Pride of Race" (6s.).

Marchmont, A. W., "In the Name of a Woman" (6s.).

Mathers, Helen, "Murder or Manslaughter?" (3s. 6d.).

CHANGES IN THE PRAYER BOOK.

THE alterations made necessary in the Book of Common Prayer by the accession of King Edward are considerable. There is special mention of the Queen before the Collects, in both Morning and Evening Prayer, in the Prayer for the Queen's Majesty in each service and in the Litany. The same mention occurs in the prayer for the High Court of Parliament, in the two Collects in the Communion service, in the prayer "for the whole state of Christ's Church militant here on earth," and also in the prayer to be read in the navy. Then there is the form of prayer, with thanksgiving, to be used on June 20, "being the day on which Her Majesty began her happy reign," and finally the Royal command, dated January 27, 1559, whereby certain prayers are discontinued.

Altogether, some 18 pages of the Prayer Book are affected by the changes, and, moreover, the final form of these is not yet known. In other words, is the Duke of York to be created Prince of Wales at once, or will there be an interregnum? Meanwhile, for the general guidance, one of the few firms privileged to publish the Scriptures has issued the following table of corrigenda in reference to the Prayer Book.

In all cases where the word "Queen" appears the word "King" to be substituted. For "Victoria" read "Edward."

Instead of "our Sovereign Lady" read "our Sovereign Lord."

In the Prayer for the Royal Family, etc., instead of "Albert Edward Prince of Wales, the Princess of Wales, and all, etc.," read "our gracious Queen Alexandra, George Duke of Cornwall and York, the Duchess of Cornwall and York, and all, etc."

In all cases where "she" or "her" appears, read "he," "his," or "him."

LOSS ON PRAYER BOOKS.

Those who carry English Church Prayer Books are greatly concerned at the prospect of dead stock. It is understood that the only practical policy is to clear them out at a loss. Mr. Wilkinson, who visits Canada for the Oxford Press, is expected here soon, and it will be known what the publishers

can do to keep the sale of the old books with Queen Victoria's name in them. There is a great sale for prayer books at Christmas, and some city dealers had, therefore, laid in quite a stock of them.

THE LIBRARY COLUMN.

... In future this will be a regular feature of BOOKSELLER AND STATIONER, and will contain the latest information of value to libraries.

THE Ontario Library Association, organized last Autumn, will hold its first regular meeting in Toronto, April 8 and 9. Papers will be read and literary topics discussed. The officers are: James Bain Jr., president; Dr. A. B. MacCallum, treasurer; E. A. Hardy, Lindsay Public Library, secretary.

Five annual volumes, which even the most moderate-sized library ought to have, are: "Hazell's Annual," "Whitaker's Almanac," "Whitaker's Titled Persons," "Canadian Almanac," "American Annual of Photography." If the appropriation is large enough, the "Statesman's Year Book" should be added.

The report of the McGill Medical Library for 1900 (which is quite distinct from the University Library) shows that it contains about 23,000 volumes. Dr. F. G. Finley is librarian.

Bulletin No. 5 of the St. John, N. B., Free Library, just issued, give a list of books added in 1900-1901. They include fiction, biographies, history, etc. Several volumes of the Jesuit Relations have been added.

A motion was made in the Montreal City Council to establish a free public library there. The Chateau de Ramezay offer to equip their own building for such a library for \$10,000 and an annual allowance. They agreed for this also to establish branch libraries in the city. The Mechanics' Institute thought that the best way to get a good library was to amalgamate the Fraser Institute, the Historical Society, the Chateau de Ramezay, the Fine Arts Association and the Natural History Society. To do this, however, it was agreed that a public benefactor would be required. A report is to be made to the council which, while admitting the necessity of having a free public library, will say that the city is not now in a position to do anything toward getting one, as it is not thought that it can afford to give a grant.

Mr. James Bain, jr., librarian of the Toronto Public Library, in a recent interview on the subject of popular taste in literature, said that the present was the period of biographies, and all worthy books of this sort were meeting with a good demand. The Winter was the time for serious reading, Spring and Summer for novels, etc., and in Fall educational and scientific works come to the front. All sorts of gift books made their appearance in the holiday season. The South-African War brought a lot of books on

South Africa out. The book, though, that had the greatest call was a work on palmistry called "Chiero," the extraordinary demand for which had now lasted for two years.

Librarian A. T. Lancefield reports 27,440 volumes in the Hamilton Public Library. During 1900, 1,138 volumes were added, of which 41 volumes were gifts. The new books are classified as follows: Fiction, 326, miscellaneous, 254; history, biography and travel, 232; science and art, 171; general literature, 110; philosophy and religion, 35.

NEW NOVEL BY A CANADIAN.

A new field in historical fiction is presented in "The Curious Career of Roderick Campbell," by Miss Jean N. McIlwraith, of Hamilton, whose "History of Canada" has been the preparatory work for her forthcoming volume, which will be issued by Messrs. Houghton, Mifflin & Co., Boston, early in March. It is a story of the uprising for the Pretender in Scotland and of the struggle between the French and English in New York and Canada for the possession of the Ohio Valley. A love story of chivalric quality is inwoven in an interesting narrative, and serves as a background for some attractive historical portraiture—Montcalm, Bougainville, St. Pierre.

MESSRS. HIBBEN'S VANCOUVER BRANCH.

Messrs. T. N. Hibben & Co., Victoria, B. C.'s pioneer firm of booksellers and stationers, have, since the establishment of the firm, in 1858, witnessed many changes in the trade, and in the course of events have absorbed numerous other business houses. With the commencement of the new century, however, they have now extended their operations to the city of Vancouver, having recently purchased from the British Columbia Stationery Co., of that city, their large and varied stationery stock. Mr. W. H. Bone is in Vancouver making all the necessary arrangements.

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Owing to the large variety of colors and styles, very artistic effects can be obtained by its use in decorating halls for social entertainments, and also for **Bazaar Booths**, etc. See Butterick's "Uses of Crepe and Tissue Paper."

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Their beautiful, up-to-date and fine playing qualities commend them to all successful hostesses.

They are widely advertised and are favorites everywhere.

The U. S. Playing Card Co.

CINCINNATI, U. S. A.

Grand Prix, International Exposition, Paris, 1900.

"Palme's," "Kalamazoo" and "U.S." Whist Trays—durable, compact, convenient. Every principle covered by patents. Infringements will be prosecuted.

MacLean's Trade Newspapers

FOR A PAYING LINE ON YOUR NEWS COUNTER

THE CANADIAN GROCER

The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

HARDWARE AND METAL

The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

THE DRY GOODS REVIEW

Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades.

THE MILITARY GAZETTE

The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

THE PRINTER AND PUBLISHER

Official organ of the Canadian Press Association and The Employing Printers' Association.

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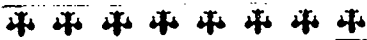
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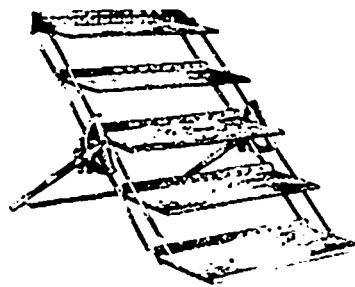
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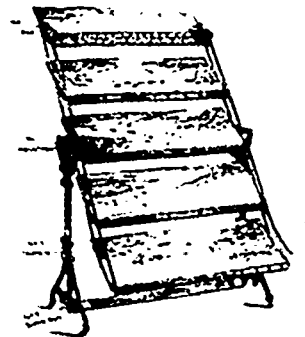
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