

Technical and Bibliographic Notes / Notes techniques et bibliographiques

The Institute has attempted to obtain the best original copy available for filming. Features of this copy which may be bibliographically unique, which may alter any of the images in the reproduction, or which may significantly change the usual method of filming, are checked below.

L'Institut a microfilmé le meilleur exemplaire qu'il lui a été possible de se procurer. Les détails de cet exemplaire qui sont peut-être uniques du point de vue bibliographique, qui peuvent modifier une image reproduite, ou qui peuvent exiger une modification dans la méthode normale de filmage sont indiqués ci-dessous.

- Coloured covers/
Couverture de couleur
- Covers damaged/
Couverture endommagée
- Covers restored and/or laminated/
Couverture restaurée et/ou pelliculée
- Cover title missing/
Le titre de couverture manque
- Coloured maps/
Cartes géographiques en couleur
- Coloured ink (i.e. other than blue or black)/
Encre de couleur (i.e. autre que bleue ou noire)
- Coloured plates and/or illustrations/
Planches et/ou illustrations en couleur
- Bound with other material/
Relié avec d'autres documents
- Tight binding may cause shadows or distortion along interior margin/
La reliure serrée peut causer de l'ombre ou de la distorsion le long de la marge intérieure
- Blank leaves added during restoration may appear within the text. Whenever possible, these have been omitted from filming/
Il se peut que certaines pages blanches ajoutées lors d'une restauration apparaissent dans le texte, mais, lorsque cela était possible, ces pages n'ont pas été filmées.

- Coloured pages/
Pages de couleur
- Pages damaged/
Pages endommagées
- Pages restored and/or laminated/
Pages restaurées et/ou pelliculées
- Pages discoloured, stained or foxed/
Pages décolorées, tachetées ou piquées
- Pages detached/
Pages détachées
- Showthrough/
Transparence
- Quality of print varies/
Qualité inégale de l'impression
- Continuous pagination/
Pagination continue
- Includes index(es)/
Comprend un (des) index

Title on header taken from: /
Le titre de l'en-tête provient:

- Title page of issue/
Page de titre de la livraison
- Caption of issue/
Titre de départ de la livraison
- Masthead/
Générique (périodiques) de la livraison

Additional comments: /
Commentaires supplémentaires:

This item is filmed at the reduction ratio checked below /
Ce document est filmé au taux de réduction indiqué ci-dessous.

10X	12X	14X	16X	18X	20X	22X	24X	26X	28X	30X	32X
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>


ALEX. PIRIE & SONS, Limited
Papermakers

MILLS: ABERDEEN, SCOTLAND.

In existence over a century and a half. A specialty is BOND PAPERS of the very highest class, unexcelled for strength and durability. Stocked in all sizes, colors and weights.

One Ad. Emphasizes Another

Each does some missionary work until the convert is won. Continuity breeds success.



THE EUREKA CLIP

Bankers, Lawyers, Editors, Students and Business Men have pronounced this clip the best. Box 100, 25c. Stationers or by mail. Sample card free.

CONSOLIDATED SAFETY PIN COMPANY
 Box 151, Bloomfield, N. J.

WEBSTER'S

THE NEW AND ENLARGED EDITION IS
 The Standard Authority of the English-Speaking World
 A Dictionary of ENGLISH, Biography, Geography, Fiction, etc.
 Now Added **25,000 NEW WORDS**, Phrases, Etc.
 New Plates Rich Bindings. 2364 Pages. 5000 Illustrations.
NEVER DEAD STOCK ON BOOKSELLERS' SHELVES.
 Also Webster's Collegiate Dictionary with Scottish Glossary, etc.
 1,100 pages. 1,400 Illustrations. Size 7 x 10 x 2 1/4 inches.
 Imprinted Circulars furnished to Dealers free of all expense.

G. & C. MERRIAM CO., Publishers, Springfield, Mass.

INTERNATIONAL DICTIONARY



PREPARE FOR EASTER

BY ORDERING A STOCK OF

DENNISON'S IMPERIAL CREPE PAPER

Plain—in 30 shades or colors. Decorated—in 22 designs—44 numbers. In 10-foot lengths—20-inch widths.

No material so appropriate for Easter decorations of all kinds, the trimming of show windows, the making of flowers, etc. Always has an immense sale at the Easter season. We also call attention to our Easter Lily Outfits, and especially to our 1903 Line of Crepe Paper Napkins.

Dennison Manufacturing Co.,

111 CORMISTINE BLDG.—MONTREAL

BOSTON NEW YORK PHILADELPHIA CHICAGO CINCINNATI ST. LOUIS

Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it.

Special 1,000 Bond Statements, \$2.00; Extra quality Billheads, 1,000, \$1.50; Envelopes, 1,000, \$1.00 up.

WEESE & CO., 84 Yonge Street, - Toronto

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

E. N. MOYER & CO.
 120 Victoria St., TORONTO, ONT.

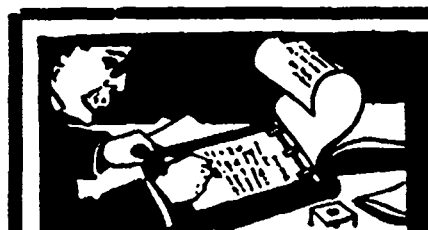
Manufacturers, Importers and Dealers in Maps, Globes, Desks, Bells, Charts, Blackboards, and general School Supplies.

Special Attention given to Trade Orders.

The Canadian-American Music Co., Limited
 No. 15 King Street East, TORONTO, ONT.

General Canadian Agents for White-Smith Music Pub Co., Oliver Ditson Co., M. Witmark & Sons, J. W. Starr & Co., Howley, Haviland & Co., H. K. Gordon, T. B. Harms & Co., E. T. Paull Music Co., G. L. Spaulding F. A. Mills.

Trade only supplied—we do not sell to Colleges, Convents, or Teachers. Send for Trade Price Lists and Catalogues.



LETTERS COPIED WHILE WRITING

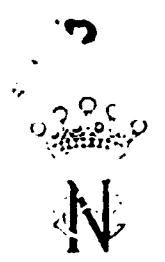
with an ordinary pen. Use any paper, any ink, or a pencil if desired. No press, no brush, no water. Just slip your paper into the clip and write your letter, bill—anything—and our **PEN-CARBON LETTER BOOK** retains a perfect copy

WARNING There are imitations of the Pen-Carbon Letter Book. Do not be deceived. Be sure our name is in the book. **WARNING**

We manufacture "Ditmars" Typewriter Ribbons and Carbon Paper.

PEN-CARBON MANIFOLD COMPANY, Dept. A.B., 145-7-9 Centre St, NEW YORK.

THE C. G. YOUNG CO.,
Rubber Stamps
AND SUPPLIES.
 No. 1 Adelaide Street East, TORONTO.



Crown



Baseball Goods

Baseballs

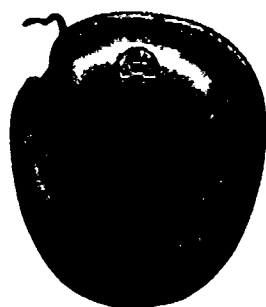


"Professional," \$6.00 dozen.

Official League	\$11.00 dozen.
Professional	6.00 "
Dollar Dead	4.00 "
Boy's Amateur	3.25 "
King of the Diamond	2.75 "
Boy's League	2.25 "
Half Dollar Dead	2.00 "
Boy's Favorite	1.50 "
King of the Field	1.00 "
Boy's Practice	.80 "
Bounder	.80 "
Boys	.40 "
Dandy	.37 "



"Boy's Favorite," \$1.50 dozen.



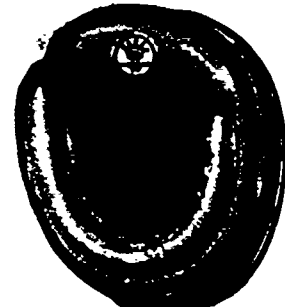
No. 62, \$2.25 dozen.



No. 51, \$3.25 dozen.



No. 78, \$1.00 dozen.



No. 66, \$7.50 dozen.

All "Crown" Mitts have New Style Laced Thumb and Adjustable Strap and Buckle Fastening.



"CROWN." Selected ash. Made in best League models, and a thoroughly reliable bat for club use, \$3.00.

Write for complete Catalogue of Sporting and Summer Goods.

Nerlich & Co.,

146-148 Front St. West,
(Opposite Union Station)

MONTREAL - 301 St. James St., (cor. Victoria Square).

TORONTO.

THE Bookseller and Stationer

Vol. XIX.

MONTREAL AND TORONTO, CANADA, APRIL, 1903.

No. 4.

CURRENT TOPICS

LAST month's feature in the book trade may be said to have been the astonishing popularity of Mrs. Hegan Rice's "Lovey Mary" and the consequent revival of interest in that author's earlier work, "Mrs. Wiggs of the Cabbage Patch." Reports from nearly all the important centres of the book trade in Canada indicate that the former has been the leading book of the month. Naturally, it is a species of literary product that appeals strongly to a very large class of people, and the rage for it may well be likened to that which for months followed the appearance of "David Harum." The earlier success of "Mrs. Wiggs," however, has tended strongly to increase the sales of the later book. The demand for the "Letters of a Self-Made Merchant" is still appreciable, though showing signs of a falling-off. "The Pit" continues to sell well, and "Thoroughbreds," "The Virginian" and "The Blazed Trail" maintain a steady sale. The late appearance of Mrs. Humphrey Ward's "Lady Rose's Daughter" prevented it from being a factor in the March sales, but there is every indication that the book will have a heavy sale in April.

The beginning of "Our Departmental Series" in the March number of THE BOOKSELLER AND STATIONER has been well received by the trade. This month the subject of wall paper is resumed and concluded so far as the series is concerned, though, as customary, some space will be devoted monthly to this important subject. Following wall paper will come a treatment of the picture and picture-framing department, sporting goods department, music department and others too numerous to mention. All of these sections form important portions of any up-to-date bookseller and stationer's business. Necessarily our treatment of each of these departments is somewhat briefer than the needs of the case would seem to merit. Whole books might with profit be written concerning each. We have striven, however, to give all the vital points in as compact and useful a form as possible, and trust that the trade will find them serviceable and valuable.

Canadian stationers will have to make up their minds to push the sale of souvenir post cards. In England and on the continent the demand for these goods is extraordinary, and manufacturers have directed their attention to turning out the most delicate and attractive designs imaginable. Recently an important London house held a competition, in which £1,000 was offered in prizes for the largest col-

lections of their cards. The lady who was so fortunate as to secure the first prize of £100 had in her possession no fewer than 20,364 cards. Canadians, as yet, have not come to appreciate such cards, and sales are consequently small and confined almost exclusively to tourists and travellers. But there are great possibilities before the business. The beauty of some of the card creations, the variety of subjects treated of and the cheapness of the goods render their sale easy, when once they have been introduced to the public.

A correspondent writes to THE BOOKSELLER AND STATIONER as follows: "I wish some of your readers who are running stores of several departments, such as fancy goods, wools, etc.; stationery, school supplies, newspapers, magazines, etc.; wall paper and bicycles, etc., in which the great majority of the sales are from 1c. to 5c., would inform me how they keep track of their cash without cash registers, especially on busy days such as school openings." This is the kind of query that THE BOOKSELLER AND STATIONER welcomes. Space is always cheerfully bestowed on those who are anxious to improve their business by a discussion of such questions. In this instance, we would be pleased could any of our readers enlighten our correspondent on the matter. The difficulty which he experiences is doubtless common to many of the booksellers and stationers of the country, who conduct businesses consisting of many departments. The same correspondent also makes some enquiries about picture-framing, which we hope to be able to answer in "Our Departmental Series" next month.

Indications are everywhere apparent that the old favorite game of croquet will this year come to its own again. United States papers have been remarking on the exceedingly active demand that is being felt all over the country for croquet sets, and here in Canada there is the same increased desire for the game. Manufacturers, it is said, have been caught napping, and some doubt whether the supply now in the hands of the dealers will be sufficient to supply the wants of purchasers. This opinion is, however, erroneous so far as Canadian dealers are concerned. Last year's experience served as a warning and every preparation has been made to cope with the needs of the situation during the coming season. One noticeable feature in connection with the new sets, as contrasted with the sets of the olden days, is their cheapness. Superior and less expensive methods of production have been introduced, which have rendered the production of croquet sets rapid and economical. The public will thus be able to gratify their desires much more cheaply than in by-gone years.

THE AUTHOR OF TO-DAY.

ALICE HEGAN RICE.

NO writer on this side of the Atlantic is so prominently in the public eye to-day as the author of "Mrs. Wiggs of the Cabbage Patch" and "Lovey Mary." Indeed few books have been published of late years that have arrested the attention of so large a section of the reading public.



It has for some time been matter of remark that "Mrs. Wiggs" has maintained its sales for a singularly long period.—in fact, much longer than the ordinary run of novel. However true this may be, there seems little doubt but that "Lovey Mary" will equal if not outstep it in the popular estimation. In Canada the sale of the latter book has opened with an extraordinary rush, which has served to make it preeminently the book of the hour.

Attention is now being naturally directed from the books to the author. Mrs. Alice Hegan Rice, whose claim to fame rests on her creation of the inimitable characters of Mrs.

Wiggs and Lovey Mary is a native of Louisville, Kentucky. The daughter of a house which has been for many years a centre of social life and hospitality, she early acquired a freedom of utterance and a breadth of vision that well qualified her for literary effort. She became interested in the people of the poorer section of Louisville and there discovered the characters of her books.

Mrs. Rice's first book appeared under her maiden name, Alice Caldwell Hegan. Since then the youthful author has entered the state of matrimony and "Lovey Mary" bears on its title-page the signature, Alice Hegan Rice. Her marriage took place on the 18th of last December.

Both "Mrs. Wiggs" and "Lovey Mary" are unique in many respects, presenting to most people an entirely new species of fiction. The same atmosphere pervades each alike, while "Lovey Mary" only differs from "Mrs. Wiggs" in being a more pretentious and possibly a more successful effort in the same direction. A quaint, dry humor adds the spice of life to all Mrs. Rice's writings and gives her books that human interest which is their most important characteristic.

CANADIAN AUTHORS AND THEIR BOOKS.

SIR GILBERT PARKER, M. P.

WERE a contest to be inaugurated with the object of discovering by popular vote which of our Canadian novelists stood highest in the estimation of the people, there would be little doubt but that the honor of precedence would devolve upon Sir Gilbert Parker. No other author who can lay claim to Canadian birth quite fills the same niche in the hearts of the nation as the man who wrote so delightfully and sympathetically of "Pierre and His People," who thrilled the springs of romance in his "Battle of the Strong," and who made good his claim to sterling literary ability in "The Right of Way." No nation need be ashamed of the record of such a man, and in his success can be read the promise of greater things in store for Canadian literature.

Sir Gilbert Parker is a native of Eastern Ontario. He was born in the village of Camden East, in the county of Addington, on the 23rd of November, 1862, the son of the late Captain J. Parker. He was educated at Trinity University, Toronto, and since his graduation he has seen life in many different parts of the globe. 1886 found him associate-editor of The Sydney Morning Herald in Australia, and about the same period he travelled extensively among the South Sea Islands. His further journeyings made him familiar with Quebec, Northern Canada and Egypt.

With the appearance of "Pierre and His People," in 1892, Gilbert Parker sprang into prominence. He had seized on a vital subject, full of hidden possibilities, and he had worked his new-found "claim" with all the ardor of an enthusiast. Henceforth his name was to be heralded forth as the exponent of the French-Canadian, of his life and his country.

"Pierre and His People" was followed at intervals of a year by several novels of lesser importance, all, it is true, giving promise of better things to come. Mr. Parker was merely

getting into training, testing his powers and watching his opportunity. Then appeared "When Valmond came to Pontiac," his first novel of undoubted power. The French-Canadian was still the central figure in his work and the history of Quebec furnished the theme of the romance. A year later both England and America welcomed the "Seats of the Mighty" with loud acclaim, and on its appearance Mr Parker stepped to the forefront of the romancers of the day.

The following year "The Pomp of the Lavilletes" was published and "The Battle of the Strong" in 1898. A year elapsed and then came out "The Lane That Had No Turning." All three tales quite carried out the promise contained in "The Seats of the Mighty," but they were more or less hack-work. Then the world was greeted with an entirely new creation, "The Right of Way." That this novel is Sir Gilbert Parker's chef d'oeuvre few will deny. In its pages he has passed from the realm of pure romance into a deeper and more analytic region.

Sir Gilbert Parker has resided for several years in England and in 1900 he was elected member of the British House of Commons for Gravesend in the Conservative interest. His knighthood was conferred on him last year and the act has been taken as a direct compliment to Canada. In his parliamentary life, Sir Gilbert has been recognized as more or less a Canadian representative, and he has always been careful to safe-



Sir Gilbert Parker.

guard Canadian interests in the British Parliament whenever questions relating to the colonies came up.

Sir Gilbert's latest contributions to literature include a volume of short stories, entitled "Donovan Pasha," with scenes placed in Egypt, and a valuable two volume historical treatise on Quebec, a city which he has always venerated as the most beautiful and interesting place of habitation in the world.

**BOOK
BREVITIES**

THE Copp, Clark Company published on April 3rd "Conjuror's House" by Stewart Edward White, author of "The Blazed Trail." In his new book Mr. White is not only a poet of the forests, as in his past successes, but also a teller of a love tale. In a little post of the Hudson Bay Company, cut off from civilization by five hundred miles of trackless pine wilderness, Mr. White works out a ringing romance full of splendid emotional climaxes and with adventurous happenings in plenty.

"The Story of a Bird Lover," by W. E. D. Scott, is a nature book that George N. Morang has lately brought out. It is to be followed shortly by "A Prairie Winter," written by an Illinois girl.

Elliott Flower, whose "Policeman Flyn" attested his acquaintance with certain characteristic aspects of the American city, has written a novel of municipal politics, entitled "The Spoilsmen," which should interest many readers especially at a time like this, and in a world of politics like this. As a wide-awake, brilliant political story it has few equals. The love interest centres round a young society girl of high ideals who inspires a wealthy young man to enter the local campaign. "The Spoilsmen" will be published by the Copp, Clark Company, Limited, on April 10th.

"Lovey Mary" bids fair to exceed the sales of its popular predecessor, "Mrs. Wiggs of the Cabbage Patch." Already the Canadian edition is in its sixth thousand and is keeping up the pace that wins.

Sewell Ford, whose brilliant stories of horses will be published shortly by the Copp, Clark Co., under the title of "Horses Nine," has spent sixteen years of his thirty-five years in active newspaper work as reporter and editor, in Boston, Baltimore and New York. For some time he has been a member of the editorial staff of the American Press Association. During the past four or five years he has written much short fiction for the magazines.

Among George N. Morang's recent publications is "The Henchman," by Mark Lee Luther, a political novel of considerable power. This publisher also announces the appearance of a paper edition of "The Hound of the Baskervilles," by Sir A. Conan Doyle.

James Weber Linn, the author of "The Chameleon," to be published on April 17th by the Copp, Clark Company, is an enthusiastic Westerner. "I was born in the West—that is in Illinois," he says. "And I have always remained there. I am not at all bigoted; I believe that there are far better places for a man to grow up in, only they have not as yet been discovered." He admits to two hobbies: the teaching of secondary school English, and general college athletics. "In the ten seasons which I have passed at the University I have never missed a football game of any importance, and the unkindest criticism I ever received on 'The Chameleon' was from a man who declared that I did not know the rules that govern the game."

A new volume of verse by Miss Wetherald will be issued soon by the Boston publisher, Richard G. Badger, who published her last book, "Tangled in Stars." Miss Witherald is

steadily establishing a reputation for work of high quality. Her work undoubtedly is destined to win a growing and permanent popularity.

A new edition in paper covers of Sir Gilbert Parker's entertaining series of stories of Egypt, entitled "Donovan Pasha," has been published this month by the Copp, Clark Co.

A series of personal sketches of leading politicians of Britain, has been written by Justin McCarthy and will be published shortly by Morang.

"Thyra Varrick" is the title of a strong new story by Amelia E. Barr, which will shortly be placed upon the Canadian market by William Briggs.

"Letters of a Self-Made Merchant to his Son" is now in its tenth thousand in Canada. A notable feature in the sales of this book is the number of heads of commercial and financial institutions who have distributed copies of the book among their employes. The leading partner in a big dry goods house in Toronto, to make sure that his clerks would read this book, lent it to them to read and report their impressions of it. Few books of more practical worth could be placed in a young man's hands.



Henry Van Dyke

Whose new book "The Blue Flower" has been more successful even than his last season's great success "The Rolling Passion"

The Copp, Clark Company announce a new edition of William Stearnes Davis' first novel, "A Friend of Caesar." Mr. Davis has become widely and favorably known in Canada through his later books, "God Wills It," and "Belshazzar," and this new edition is likely to have a warm welcome.

Under the alluring title "Summer Songs in Idleness" William Briggs presents the first book of a new Canadian poet, Katherine H. McDonald Jackson. Mrs. Jackson's work has been described as "rich, warm, and strong," and this, we think, is destined to be the given opinion of her readers. The volume closes with some delightful verses for children under the fascinating collective title of "Sleepy Tim Songs."

The Copp, Clark Company will publish on April 24th "The Misdemeanors of Nancy," by Eleanor Hoyt. It would be difficult to find a more charming, frivolous young lady than this creation of Miss Hoyt's. No reader can fail to close the book without a mingled feeling of regret at leaving the heroine and of envy for "the man who came often."

BOOKS OF THE HOUR.

THE SAILING OF THE LONG SHIPS AND OTHER POEMS. By Henry Newbolt. Toronto: George N. Morang & Co.

The poem which gives its name to this book and which naturally occupies the place of honor at the beginning of the volume affords a very fair example of the general contents. A stirring martial note rings through it, reminding one of the spirit of Campbell clothed in the words of Macaulay. The late war in South Africa afforded the inspiration of this as well as of several other of the poems in the book. The prevailing sentiments of all the poetry is one of virility. Directness, simplicity, and an utter lack of all sensuousness tend towards this result. One is constantly reminded of Campbell in reading these poems. In "Northumberland," in "The Bright 'Medusa'" and in "The Grenadier's Good-bye," the rhythm, swing and sentiment are much akin to those in Campbell's martial poems. But Newbolt is by no means an imitator. The resemblance is a mere coincidence. The other poems relating to school-days, and to love and to various other subjects, testify to original and strong poetic ability.

THE LITERARY YEAR-BOOK AND BOOKMAN'S DIRECTORY, 1903. London: George Allen, 156 Charing Cross Road.

As usual, this annual publication contains a well-arranged mass of valuable matter. To the author, to the would-be author, and to the bookman in general, it presents features of interest. A well-written review of the work of 1902 appears by way of introduction followed by obituary notices of the authors who have died during the year. A list of living authors with their chief works occupies a large portion of the book. Information regarding periodical publications, agents, publishers, press-clipping bureaus, artists, booksellers, and numerous other interesting points is likewise supplied, and copyright royalties, agreements and technical information are all discussed. All told, the volume contains upwards of 500 pages, neatly bound and well printed.

THE ENEMIES OF BOOKS. By W. Blades. London: Elliot Stock, 62 Paternoster Row.

This is the first volume of a re-issue of Mr. Stock's Book Lover's Library, edited by Henry B. Wheatley. The book is a convenient pocket size, bound in canvas and boards, neat and simple in appearance. The contents contain an astonishing amount of most readable information concerning books. The author, Mr. Blades, exhibits an intimate acquaintance with his subject and a degree of erudition that renders his work not only valuable as regards facts, but in a high degree interesting. Beginning with the ravages of fire in libraries, Mr. Blades passes on to the injury done by water and by gas, by dust and by insects, by binders and by collectors and by children

and servants. To any person with the slightest respect for books, this little work will be found most bright and congenial.

THE STUMBLING BLOCK. By Edwin Pugh. New York: A. S. Barnes & Company.

"The Stumbling Block" is a novel of considerable power. In conception it is unusual. The author has apparently set himself the task of an acute analysis of a young woman's emotional nature. To accomplish his purpose he has thrown his heroine into a skilfully-prepared situation, from which she is led to extricate herself in a highly dramatic manner. Beginning with the strange circumstances surrounding the birth of Bria, the heroine, the child's formative years are treated at some length. Then, in the briefest manner possible, the hero of the tale is introduced, and Bria's engagement occurs immediately afterwards. A subtle analysis of the girl's nature follows at the juncture where Saxon Basterfield leaves England to make his fortune. On his return she is found living with an aunt and a beautiful cousin in the country. The latter, on seeing Saxon, is determined to win him for herself. The crisis of the story now approaches rapidly and the denouement is placed in a most dramatic setting. The skill with which the author dissects Bria's heart is one of the strong features of the book. Indeed, apart from an occasional strong human touch imparted to several of the incidents, this is the most striking quality of the tale.

THE TENTH COMMANDMENT. By Marguerite Linton Glentworth. Toronto: McLeod & Allen.

The tragic element predominates in this book of many emotions. The tale is powerful enough, both in conception and in treatment, to be decidedly disquieting. At times producing an extreme of abhorrence and at others calling forth the deepest sympathy, the ensemble forms an admixture of strange inconsistencies. A social problem of great moment is the groundwork of the story. Edythe Barattoni, a rising light in the theatrical world, leaves the stage in her hour of triumph to wed the son of one of New York's wealthiest families. For several years she lives with her husband, and four children are born. The life, however, proves galling to the young wife. She longs for her art and the old Bohemian life, and ultimately she deserts her family. Even the death of her youngest son, Maurice, (told in the tenderest manner) fails to reconcile her to them. Meanwhile, a love—deep, true and lasting—springs up between her and Rodgers Courtney, a brilliant young clergyman. The effect on both is depicted and their subsequent actions are detailed, as the influence of each life reacts on the other. The book is not exactly morbid, nor is it particularly elevating. It is rather a powerful presentation of an important social problem.

SOME FEATURES OF THE MAGAZINES.

CORNHILL.—The series devoted to Prospects in the Professions, which has been running for some time in this magazine, now nears its close; "The Schoolmaster" is taken up this month. Among other interesting articles other than fiction contained in this April number may be noted "The Making of a University," "The Menace of the Submarine," "The Flamboyant Period in Cooking," "The Outwitter of Napoleon," and a clever paper on "The Cuckoo."

BLACKWOOD.—This magazine for April opens with an article entitled "Roman Catholic Alliance," a name which explains itself. An article of interest to Canadians is a bright sketch entitled "In the Kootenays," by Mr. Hanbury Williams. Other articles are "In Nesting Time," "The Pleasures of Anger," and a description of Egypt.

SCRIBNER'S.—Several articles of considerable importance are promised in the May number of Scribner's Magazine. General John B. Gordon, of the Confederate Army, well-known as a lecturer on many American platforms, will contribute the first of a series of articles on the Civil War. Captain A. T. Mahan, whose treatment of naval subjects is always taken as authoritative, will discuss the Navy Department in Scribner's Governmental series. In "The Strangest Feat of Modern Magic," Brander Matthews will tell the story of a remarkable trick performed before Louis Philippe. Edmund R. Spearman will describe "The Sorbonne," and Mr. John Fox will continue his serial, "The Little Shepherd of Kingdom Come." In addition there will be several clever short stories.

TRAVELLERS BANQUET THE TRADE.

A UNIQUE and altogether enjoyable function was the dinner given on Tuesday night, March 21, by a number of travellers representing various publishing houses, stationery firms, etc., to their Montreal customers. It happened that A. O. Hurst, of Chas. Goodall & Sons, London; J. W. Burns, of The Copp, Clark Co., Toronto; W. J. Craft, of The Hazelberg Co., New York and Berlin; F. H. DuMont, of The Whiting Paper Co., New York; C. J. Musson, of The Musson Book Co., Toronto; Geo. Stewart, of The Methodist Book Room, Toronto; A. A. Waterman, of The Waterman Fountain Pen Co., New York; Le Baron Scribner, of E. P. Dutton & Co., New York; Frank Hall, of C. F. Taylor & Co., New York; J. R. Brundige, of The Art Lithographic Co., New York and Munich; and M. Leadbeater, of F. Warne & Co., London, were all in Montreal calling upon the trade at the same time, and evolved the bright idea of entertaining their customers, irrespective of business considerations. Although only a short time was permitted them to make the arrangements, everything went off as well as could be desired. The dinner was held in a club room in the Windsor Hotel. The guests were: F. E. Phelan, Alphonse Granger, F. Granger, A. Chapman, P. L. Clement, C. W. Coates, W. F. Bronk, T. A. Stevenson, W. Morgan, of Henry Morgan & Co.; M. Stillwell, of Henry Birks & Co.; C. C. Pearson, of Warwick Bros. & Rutter, Toronto; M. Copping, of Henry Morgan & Co.; E. Salliot, C. G. Hickey, Wm. Cauldwell, of The Canada Paper Co., and Clinton Foster Brown.

After an excellent dinner the health of the King was honored in the usual way and the chairman, J. W. Burns, called upon Mr. Craft to reply. That gentleman did so in a few words, remarking on the evidence of good feeling that existed between the Empire and the Republic when a gathering like this, including Englishmen, Irishmen, Scotchmen, French and English Canadians, and Americans could honor the toasts to both King and President so enthusiastically.

"Canada" was then proposed, and replied to by C. W. Coates, of The Montreal Book Room. Mr. Coates pointed out the present rapid growth of Canada, particularly in the Northwest; we would some time be as big as the United States, and would then hear no more of annexation. He thought the idea of the dinner was a good thing. The booksellers and stationery travellers were always welcome in his store, even if he could not give them an order. They were always jolly and made other so too. "That man Hurst carries more preserved sunshine about him than any man I ever saw."

Mr. Leadbeater: "Sort of a Mr. Wiggs of the Cabbage Patch." (Laughter).

"The Stationery Trade" was responded to in a few words by Mr. Flavien Granger, of Granger Freres.

A. T. Chapman replied for "The Booksellers." It was pretty near the millennium when the lions lay down with the lambs. "Some of us are badly shorn lambs at that, and yet the lions have had the audacity to ask us to dine with them, even while they are licking their chops with our blood."

At this point in the speechmaking a pleasant change was the singing of a selection from the Toreador by Mr. Clement, who was twice loudly applauded and good naturedly responded.

With the toast to "Our Customers," the chairman coupled the names of F. E. Phelan, A. Granger and C. F. Brown. Mr. Phelan thanked the hosts for the entertain-

ment. He was very glad to see them all, and would be "glad to see you in the morning perhaps."

A. Granger, being unable to speak fluently in English, delivered a short speech in French. He complimented the travellers on the good spirit of fellowship they had shown in thus getting together to entertain their customers regardless of business competition.

Mr. Brown spoke briefly, modestly remarking that as he was by far the youngest member of the trade present, he would only say that his sentiments were those of the preceding speakers.

Wm. Cauldwell, of The Canada Paper Co., in a few words proposed the toast of "Our Hosts," to which he asked Messrs. Waterman and Musson, Hurst, DuMont and Scribner to reply. Mr. Waterman found it a great pleasure to spend the evening like this; if he were not here he would be sitting up figuring away on trade discounts or something of the kind.

Mr. Musson thought that the affair should be made an annual one. At this time of the year there were always a number of travellers in Montreal and there was no place, he felt sure, where they would prefer meeting with the trade.

Mr. DuMont said that although this was only his second trip to Montreal, and the first one happened 14 years ago, yet he found it an easy thing to get acquainted again. He got a good welcome. He spoke highly of the Canadian trade; it was a genuine pleasure to meet them both in a business and social capacity, and it was for this reason that they had given the dinner to night.

Mr. Hurst said the pleasure of meeting like this was all on the travellers' side; it was for them to thank their customers for spending the evening in good fellowship with them. "We like to call on you; we like to get your orders; but we also enjoy very greatly meeting you in a purely sociable way as at present." He had been on the road over 20 years, in which time he had sold everything in the stationery and fancy goods line, from the Bibles and prayer books to playing cards, and did not remember a more enjoyable occasion between travellers and their customers than this. There was no city in Canada where these two branches of the trade seemed to respect one another as in Montreal.

Mr. Scribner followed. The singing of the National Anthem took him back a number of years ago, for although he came as the representative of a New York house, he was a born Canadian and could not forget it. In New York the booksellers, travellers and all in the trade held an annual dinner each year.

Mr. Leadbeater followed in a brief speech in which he said that what struck him as one of the most pleasing phases of the evening was the real good feeling that existed between the sellers and buyers.

Other toasts were "The Press," replied to by Mr. Hickey, of "Bookseller and Stationer," and T. A. Stevenson, of Printer and Publisher; "The Ladies," by Frank Hall, who said that although having been on the road nearly all his life he yet did not know the ladies well enough to fittingly reply.

J. W. Burns answered to a toast to himself as chairman. He thanked the trade on behalf of the travellers for the pleasure of their company, and would put forth an effort to have the affair an annual one.

Other speakers were, George Stewart, J. R. Brundige, W. Morgan, E. Salliot, M. Copping, C. C. Pearson, W. F. Bronk and M. Stillwell.

THE MONTREAL BOOK TRADE

THE Easter season is being taken full advantage of by Montreal booksellers and stationers in the matter of store decoration and window dressing, and many of them show some very fine displays. Easter goods, too, come in for their proper share of attention. In Phelan's an attractive window display of Bibles, hymn books and prayer books, drew deserved attention from the passers-by. All sizes and sorts of these books were shown, tastefully arranged on glass stands. Besides the assortment of Easter gifts shown in Wm. Foster Brown's window, a number of large photographs of Canadian Winter and Summer scenes were much admired. Mr. Brown has an ingenious way of making two distinct features in his window, by partitioning off one end, which he uses to show such goods as writing sets, small-leather goods or school supplies.

The book trade of the month of March was fairly good, a feature of it being the comparatively large sales of theological books. Among the latter is one by Professor W. G. Jordan, D.D., of Queen's College, Kingston. It is entitled "Prophetic Ideas and Ideals," being a study of "Old Testament prophets and prophecy from the viewpoint of the preacher of to-day." Those who have examined the book agree that it is well written, scholarly and modern; and should not only be helpful to those who desire to study the prophets, but should also inspire in others the desire. Fleming H. Revell Co. are the publishers. The third volume of the Expositors' Greek Testament, by Robertson Nichol, is now ready, the price is \$7.50, and the publishers are Dodd, Meade & Co.

Other books of a religious character are "The Creed of the Presbyterians," by Smith, price net 60c., postage 10c., and the Story of the Churches Series. Of this series only two volumes have yet been published, "The Baptists," by Henry C. Voddler, and "The Presbyterians," by Charles L. Thompson. The price of each is \$1.00. "The Better Way," by Charles Wagner, author of "The Simple Life," is on the market, and meeting with a fair sale.

Wm. Drysdale & Co. have had very good sales for two new "Nature" books, "My Woodland Intimates," by Edie Bignall, and "With the Trees," by Maud Going, the price of each being \$1.00 net, postage, 10c. Maud Going is a Montreal lady whose former book, "With the Wild Flowers," met with a ready reception.

New books of fiction are, as usual, numerous, and those which are selling well are, as usual, not numerous. "The Pit" continues to be one of the best in Montreal. It has lately been dramatized, which should further help sales. "Lovey Mary" also keeps a front place; indeed, with some booksellers it is in greater demand than its popular predecessor "Mrs. Wiggle of the Cabbage Patch." "Calvert of Sturthore," by Carter Goodloe, is in fair demand. "The French Revolution," from an American point of view with Jefferson and Morrison as prominent characters, is original enough to arouse the curiosity of book buyers. "Love Thrives in War," by the author of "A Daughter of New France," Mary Catherine Crowley, is attracting favorable attention, although too recently on the market to be selling well.

Christian Science is represented by "The Life Within," by an anonymous author. This is a novel favoring the

Christian Scientists' point of view; and the interest aroused in that doctrine during the past few years should be a splendid advertisement for the book. It is to be hoped, however, that "The Life Within" is not overlooked in the rush for Mark Twain's book on Christian Science, which is coming out immediately, and which, like all that writer's books, is bound to go well.

Two interesting books written by girls are on the market, and both give promise of being successful. One is sure to be, so well known is its author, Helen Keller. In "The Story of My Life," the blind, deaf and dumb author tells of her education, how she learned to read, write and understand. It is one of the most remarkable biographies which has ever appeared. The price is \$1.50. Doubleday, Page & Co. are the publishers. "A Girl of Ideas" is by Annie Flint, and is called the "business career of a girl whose only capital was her imagination."

A new book by Ian MacLaren is announced, and Messrs Dodd, Meade & Co. have arranged to publish it. The title is "Our Neighbors." Prof. R. J. Durley, B. Sc., Thomas Workman, professor of mechanical engineering at McGill University, has written "Kinematics of Machines." Wiley & Sons, New York, are the publishers.

A new art magazine comes out this week, being a collection of pictures from Burr Macintosh's studio. "American Country Homes" is a beautifully illustrated periodical which is gaining a foothold on the market. Some attention is being paid to the Canadian side of the subject. The magazine has recently almost doubled in size. "World Wide," published by The Montreal Witness, is an interesting weekly, well spoken of in Montreal. Its circulation is growing satisfactorily, and it is being patronized as an advertising medium by retail booksellers both in Toronto and Montreal. Its readers are the best book buyers.

Apropos of modern methods of advertising books we quote an interesting paragraph from the London correspondent of the New York Times. He says: "Not long ago a London publisher sent out post-cards calling the attention of those to whom they were sent to a new book. This has often been done before; but the peculiarity of these particular post-cards was that they hinted that the recipient would find himself under a thin disguise in the book to which they referred. Also the writer of the post-cards represented himself to be an old friend of each of the persons to whom the card was sent. The "Times" ventured the suggestion that this was an illegitimate form of advertising and that it reflected no credit on the advertiser. The publisher thereon pleaded that the post-cards were virtually from the author of the book. The author insisted that he had had nothing to do with the affair. Now the publisher is printing extracts from the author's letters in support of his contention that the latter is the true culprit, and a very pretty quarrel is in progress."

This reminds us that a German publishing house a short time ago inserted in the daily papers a notice saying that a well known nobleman of wealth had fallen in love with a heroine in a certain novel and was looking for a wife resembling her as nearly as possible. The result was a great sale for the book; for every marriageable woman bought a copy to see what the heroine was like. It will not do, either, to overlook the English author, who had the name of his new novel stamped in gold letters on a large number of Egyptian cigarettes and scattered them among his friends with the request to place them where they would do most good; or the small publisher who collected several wagon loads of sea shells, had the name of a certain novel written on them and then scattered the shells over the sands of a fashionable watering place.

THE SPOILSMEN

A Story of Ward Politics.

Author of "Policeman Flynn."

By Elliott Flower. Cloth, \$1.25; Paper, 75c.

A fine story by "Stewart Edward White." Author of "The Blazed Trail."—N. Y. Sun.

Conjuror's House

A ROMANCE OF THE FREE FOREST.

Cloth only, \$1.25.

"A Helpful Story"

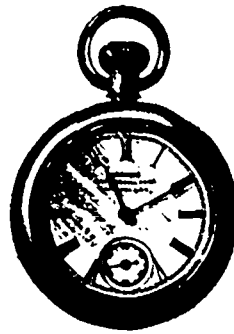
"A new character in Fiction."

THE CHAMELEON

By James Weber Linn. Cloth, \$1.25; paper, 75c.

The Copp, Clark Co., Limited
Publishers, TORONTO.

STATIONER'S NOVELTY.



THE *Ingersoll*

American Watches.

RETAIL PRICES, \$1.25 to \$2.50

ARGUMENT.

We now offer a practical time piece for the Stationery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Stationery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Stationery Merchant who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

81-83 Maiden Lane,

NEW YORK, U.S.A.

A Phenomenal Success

The Wandering Yankee.

First large edition exhausted. Second in Press. Sells on sight. One store sold over 500 copies. Orders have come from all parts of the world.

Retail price, paper, 50c.; cloth, \$1.00.

LIBERAL DISCOUNT TO THE TRADE.

Wholesale Agents: _____

The Montreal News Company, LIMITED.
Montreal, Canada.

THE **WANDERING YANKEE**

OR THE FUN OF SEEING CANADA

QUEBEC. MONTREAL. OTTAWA. KINGSTON. TORONTO. HAMILTON. LONDON. WINNIPEG. VANCOUVER. HALIFAX.

MONTREAL

By Anson A. Gard, AUTHOR OF THE YANKEE IN QUEBEC.

OUR DEPARTMENTAL SERIES.

WALL PAPER SECTION.—Part 2.

How to Advertise Wall Paper—Hanging Wall Paper—A Hint to the Salesman—A Canadian Factory.

HOW TO ADVERTISE WALL PAPER.

As compared with a good many other lines, it is easy to write advertisements of wall paper. Few goods lend themselves so readily to attractive descriptions and suggestions. Wall paper possesses distinctive features, that render it easy for the ad writer to pick out their striking merits. For instance, there is the artistic merit of the design, the contrasts of the coloring, the effect of the pattern and the workmanship in general. This is on one side. On the other, there is variety of assortment, opportunity for choice, and range of prices.

The first step in advertising is to make arrangements with one or more of the local papers for space and then see to it that the space is properly used. The average bookseller may be able to mention something about wall paper in every advertisement, or he may devote the whole of his space to his wall paper department at certain intervals. A good plan is to divide the space up into a number of sections, each one of which is filled with news of a department. In such an event wall paper receives its due notice.

The advertiser should strive to keep the public acquainted with what he is doing in his wall paper section. A new shipment arrives. It should be promptly noted and described in the advertisement. Old stock is being cleared out at reduced prices. This fact must be impressed on the public. A change is being made in the arrangement of the section. This, too, should be entered into the advertisement.

HANGING WALL PAPER.

Few dealers in wall paper who are not engaged in it exclusively, pay attention to the practical side of the business, viz., paperhanging. Such as do not conduct a paperhanging department would do well to take the matter into their consideration. Various economies could be practised by which money might be saved simply by combining the paper selling and the paperhanging departments. If possible, some arrangement should be entered into between the dealer and a paperhanger. This would result in a saving to both.

Meanwhile, some information about paperhanging may well be given. First, the paper must be cut to match. Then the strips are placed face down on the pasting table within an inch or two of the front edge. Shove the top piece back to level the edge of the pile, and then draw the top piece to the front where it will be in position to paste. Apply the paste evenly to all parts of the paper, brushing down the middle of the piece first and taking care to sweep diagonally from edges, not parallel with them, as that would be likely to cause a spur of paste. When the strip is pasted fold both ends towards the centre making them meet and take care that the edges of the paper are even. If the strip is too long for your table paste half or more and fold the end towards the centre, then carefully draw your strip over and paste the other end and fold so as to meet the end already folded. If the paper has not been trimmed do it now.

To put on the paper commence at a projecting corner or at a door or window where a mismatch will show the least. Unfold the upper half of the strip, place it where you want it and brush or roll down until you come to the other

fold. Take that down and work down to base board. Then take hold of the lower end, raise it a little and draw the point of your shears in the angle of the wall and base board to make a mark to cut by. Then carefully cut off the waste at the mark and brush down the end. Pound down the edges with the ends of the bristles when using common papers, but for better papers a roller is preferable. Never draw brush or roller to the left if you are working toward the right, as that will force paste out on the previous strip. Use roller on ingrains when wall is smooth enough to admit it, otherwise, use clean, dry brush, rub lightly and carefully and pound down the edges with the ends of the bristles.

When you put the last piece on, if there is a prominent mismatch you can remedy it somewhat by notching or scalloping the edge which laps over, cutting out the prominent mismatched figures. Another way is to paste on a flower or figure cut from the paper.

In turning corners it is best to cut the paper instead of trying to turn a wide strip, because most of the angles are not straight. Cut paper so as to turn not more than half an inch and beat well into angles with corner of brush. If your paper is inclined to blister, keep a piece or two pasted ahead, so as to let the paste soak in, when it will not blister. In hanging fine papers a smoothing brush should be used with a corner roller, which presses the paper square into the corners without the liability of smearing the colors that comes from the use of cloths and brushes.

A HINT TO THE SALESMAN.

THERE is as much art in selling wall paper as there is in selling dress material. In both cases the purchasers are generally ladies, and the discreet salesman only offers a limited number of designs, so as to limit the invariable yearning after fresh ones. Drapers know well that after they have shown a dozen or so different patterns their work, instead of becoming easier, becomes more difficult. The lady gets confused among the innumerable designs shown her, and at the end of an hour's attempt at making a selection, is generally worse off than when she started. The same is true of wall papers, and the only way to obtain a satisfactory result is to first get an exact description as possible of the room in which the paper is to be used, as to its size, light, etc., and then an idea of the customer's tastes.

A CANADIAN FACTORY.

In Canada no bookseller should be at a loss to secure excellent "Made in Canada" goods. There are several large factories turning out a high grade of wall paper. These concerns are managed by up-to-date business men, and both domestic and foreign trade is expanding before their energetic efforts.

Special mention might be made of Stauntons, Limited, who kindly furnish illustrations of two of their newest lines of ingrain friezes. This firm has a large factory in Toronto, and the quality of their output is of a high degree of excellence.

At present Stauntons, Limited, are busy putting the finishing touches to the season's business. They have now almost completed their shipments. The business done by them has been heavy during the past few months and they look hopefully into the future for continued prosperity.

TURKISH STEEL PEN CO.,



DAMASCUS,
SYRIA

Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO

PAYSON'S INDELIBLE INK



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

THIRTY thousand rolls wall paper. Retail up to ten cents. Thousand roll lot; twenty kinds; thirty dollars; matched borders. Dickenson & Co., Toronto. (3)

MUSIC ORDERS

attended to promptly and satisfactorily. Headquarters for all the Standard and Popular English and American Musical Works.
Anglo Canadian Music Publishers' Ass'n, Limited
(ASHDOWN'S) 88 Yonge St., Toronto.

WE KEEP ALL CODES.

A. B. C. Code, 4th Edition	25.00
A. B. C. Code, 5th Edition	7.00
A. I. Code	7.50
Robinson's Code	1.50
Arnold's Code, 1891 Edition	2.50
Economy Code	2.50
Scattergood's Fruit Code	3.00
United States Code	2.50
Arnold's Tobacco Code	2.50
Baker's Potato Code	1.00
Broker's Code	2.00
Citrus Code	2.00
Index Code	1.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price.
Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE
AXTELL'S

is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, \$1.00 Postpaid.

Messrs E. H. & W. J. Peck, New York City, say of it: We have been using your code for sometime and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE
AXTELL'S

is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, \$1.00 per copy Postpaid.

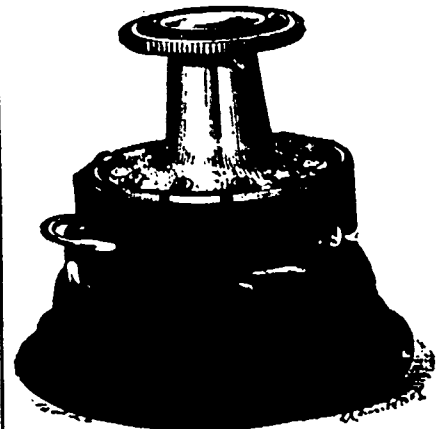
Messrs. Vulney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 20 years that we have been in the sugar business.

AMERICAN CODE COMPANY
88 Nassau Street, - NEW YORK CITY
Discount to dealers only.

IMPROVED ROYAL

Indelible

CHECK PERFORATOR



Perforates top, bottom, or center.
Can be inked without taking apart.
Cheapest and Best Machine of its kind on the market.
Guaranteed for 5 years.

Write for circulars and trade discounts.
ROUSS MFG. CO., 621 Broadway, N.Y.
AGENTS WANTED.

The selling season has commenced; how is your stock? Is it short on any particular lines that are proving more popular than you anticipated.

You will lose sales if your stock is short of these. Losing sales is losing money, so it will be worth your while to let us send you samples now, before repeat orders deplete our selection.

The sooner you write for our samples the bigger the choice. Tell us what styles you are in need of.

Stauntons Limited,
Toronto, - Ont.

RECORDED

APR 10 1903

To Mr. Staunton
please send me
page 78

Stauntons

Wall Papers.



STATIONERY

A PRIVATE VIEW.

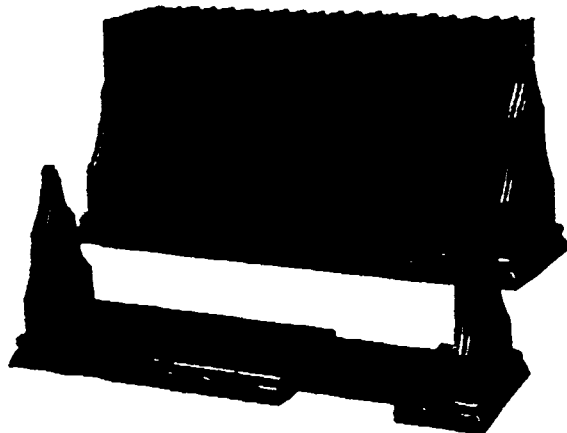
TO be privileged to enjoy a private view of Raphael Tuck & Sons' 1908 line of calendars, cards, booklets, etc., is a pleasure that few will deny themselves. In fact it would be difficult to imagine any one so callous to the charms of loveliness as to refuse to look upon the array of exquisite goods that this firm have produced.

THE BOOKSELLER AND STATIONER, to tell the truth, fairly jumped at the chance of having a little private view of Mr. F. O. Evans' complete assortment some days ago, when that gentleman visited Toronto. With the assistance of Mr. Sinclair, of the firm of Warwick Bros. & Rutter, which handles the Tuck goods for the Dominion, THE BOOKSELLER'S representative was able to examine the display to excellent advantage.

To attempt to enumerate and describe the various pieces of work is impossible in the limited space at our disposal. Among the calendars one that appeals to Canadian sentiment is in the form of a wreath of maple leaves encircling a view of Niagara Falls. The Asti calendar, "A Dream of Beauty," is strikingly beautiful, as is also "Sweet and Twenty," on which no fewer than eighteen impressions in color were made. Fancy designs include innumerable floral ornaments, automobiles and animals. There are souvenir postcards by the hundreds, and Xmas, Easter and birthday cards in amazing profusion. Birthday books, baby's books and wedding book are included in the list, and of children's picture books there are endless rows. In fact the sight of all the loveliness in design and coloring well repaid the time spent in examining the display.

AN ADJUSTABLE BOOK CASE.

THE Brown Bros., Limited, have recently added to their large range of "wood goods" "made in Canada" several new lines of genuine merit, their "Waverley" adjustable book rack being a very handy article for displaying or keeping small library sets. It is also very useful as a



catalogue rack. It is very handy for use on roll-top desks. These are made in two finishes—golden oak and mahogany. They are also made in two sizes in each finish, the small one being 10 in. closed and 15 in. extended, the larger 13 in. closed and 21 in. extended.

NEW PAPETERIES.

THE new line of high-class papeteries recently put on the market by Buntin, Gillies & Co., Hamilton and Montreal, are meeting with a successful sale, so much so that the first edition, although large, is already sold out. The firm hopes,

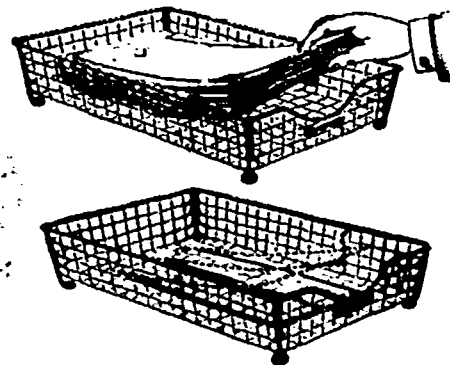
however, to have a full stock by the middle of April, and can then fill all orders complete.

Their Dutch Fabrik notepaper and envelopes, a cheap line of cloth-finished paper in two colors, is also in great demand. The large importations of flat paper will scarcely arrive in time to permit the stock to be kept up.

SOME OFFICE ACCESSORIES.

THE Brown Bros., Limited, have just added another number to their already very complete range of wood base inkstands. This style is known as their special "Roll Top Desk Ink." It has accommodation for writing, copying and red ink, and is also mounted with one of the new style pen blocks, all fittings in this stand being genuine rich cut glass. It has all the accommodation that can be desired and is specially adapted for desk use, for the reason that the extreme size is only 9 $\frac{1}{2}$ x 6. These are made in two finishes—golden and black quarter cut oak.

The Brown Bros., Limited, are also showing quite an improvement in letter trays, known as the "Auto Lift." This line is also illustrated here with. The lift can be sprung down and held in place entirely out of the way, and a slight pressure will release the spring and raise the papers so that one can refer to them without removing from the basket.



THE DENNISON MANUFACTURING CO.'S 25TH ANNUAL DINNER.

AN interesting event in the history of The Dennison Manufacturing Co. was the stockholders' 25th annual dinner at the Parker House, Boston, Mass., March 10. Mr. Preston Pond, of Boston, presided, and in his felicitous way announced the toasts and speakers. Reference was made to the early days and to the time many years ago when the two brothers—A. L. Dennison and E. W. Dennison—came to Boston, and, as a result of their ingenuity and enthusiasm, established businesses capitalized to-day at millions of dollars and giving employment to thousands, besides furnishing products with a world-wide reputation.

Those responding to the toasts of the evening were Albert Metcalf, of Boston, ex-treasurer of the company; President Henry K. Dyer, of New York; Vice-President J. F. Talbot, of Chicago; C. S. Dennison, treasurer of the company, Boston; F. B. Gilbert, of Philadelphia; Arthur Adams, Boston; Dr. W. H. Lyon, E. S. Thomas, Chicago; F. E. Pope, South Farmington, Mass.

COPP, CLARK CO., LIMITED.

THE custom of sending Christmas cards and calendars has of late years increased greatly in popularity, and last season's trade is reported to have been the best in years. It is not to be wondered at, as the publishers have gone to such length to cater for this particular custom that it has found favor and appreciation with the public.

BOOKSELLER AND STATIONER has recently had the opportunity of looking through the extensive line of cards and calendars of The Copp, Clark Co., which will shortly be shown to the trade by their travellers. This firm has made a special feature of this business. They have been fortunate in securing the exclusive Canadian agency for a number of pub



The Right
Goods



The Standard
for Quality



SPORTING AND ATHLETIC GOODS ANNUAL

AND

CATALOGUE OF SUMMER AND STAPLE GOODS

Trade Price List



SPRING,
1903



THE FANCY GOODS COMPANY OF CANADA, LIMITED

50 Yonge Street and 6 Wellington Street West

TORONTO, ONTARIO, CANADA

Our Extensive Import Line

NEW GOODS FOR 1903

Now in hands of our Travellers:

DOLLS

ALBUMS

PRESENTATION CASES

LEATHER CASES

EBONY GOODS

CHINAWARE

MIRRORS

WRIST BAGS

NETSUKE BAGS

PURSES

NOVELTIES IN

SILVER PLATE and

STERLING SILVER

FINE CHINA and

GOLD CLOCKS

MECHANICAL TOYS

RUBBER TOYS

TEA SETS

TOY BOOKS

It will pay you to see our excellent values before purchasing.

The Fancy Goods Company of Canada

Limited

50 Yonge Street and 6 Wellington Street West

TORONTO

=

=

CANADA

Now is the Time to Sell Nature Books.

OUR LIST.

- The Canadian Garden,**
By Mrs. Annie L. Jack. Cloth limp, net. .50
- In Nature's Workshop,**
By Grant Allen. \$1.25
- Flashlights on Nature,**
By Grant Allen. 1.25
- Sylvan Ontario,**
By W. H. Muldrew, D. Ped,
Full rough calf, \$1.00; Cloth boards, 75c.,
Cloth limp, .50
- The Birds of Ontario,**
By Thomas McIlwraith. 2.00
- Bird Life,**
By Frank Chapman, with drawings by
Thompson-Seton. Net. 2.00
- A Guide to the Wild Flowers,**
By Alice Lounsbury. Net. 1.75
- Our Ferns and Their Haunts,**
By Willard N. Clute. Net. 2.00
- A Guide to the Trees,**
By Alice Lounsbury. Net. 2.50
- Bird Portraits,**
By Seton-Thompson. Quarto boards, Net. 1.00
- Cot and Cradle Stories (Nature Stories),**
By Mrs. C. P. Traill. .75
- Canadian Wild Flowers,**
By Mrs. Chamberlin.
With uncolored plates. Net. 2.50
With hand-colored plates. Net. 6.00
- The New Nature Library.**
- American Food and Game Fishes,**
By Jordan and Evermann. Net. \$4.00
- The Animal Book,**
By Stone and Cram. Net. 3.00
- The Insect Book,**
By Leland O. Howard, Ph.D. Net. 3.00
- The Mushroom Book,**
By Nina L. Marshall. Net. 3.00
- Nature's Garden,**
By Nelye Blanchan. Net. 3.00
- The Butterfly Book,**
By W. J. Holland, Ph. D. Net. 3.00

EACH ILLUSTRATED.

William Briggs,

PUBLISHER.

29-33 Richmond St. West,
TORONTO.

When You Stop To Think

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

Metallic Circuit Service—efficient, rapid, constant.

THE BELL TELEPHONE CO. OF CANADA.

Standard Commercial Works.

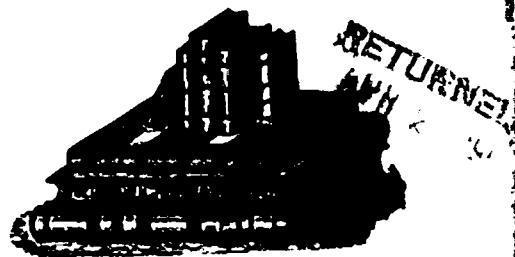
- Matte's Interest Tables,**
At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum, by SAULKON MATTE. 5th Edition. Price, \$1.00.
- Matte's Three Per Cent. Interest Tables,**
By the same author. On fine toned paper and strongly bound. Price, \$1.00.
- Hughes' Interest Tables and Book of Days combined,**
At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum by CHARLES M. C. HUGHES. Price, \$5.00.
- Hughes' Supplementary Interest Tables,**
Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables) interest for one thousand days can be obtained at any rate from ¼ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ¼ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ¼ per cent. rates. By CHARLES M. C. HUGHES. Price, \$2.00.
- Hughes' Interest Tables,**
At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14¼ x 9½) strongly bound. Price, \$1.00.
- Hughes' Savings Bank Interest Tables,**
At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1/12 part of a year; by CHARLES M. C. HUGHES. Price, \$1.00.
- Buchan's Sterling Exchange Tables,**
Converting sterling into Canadian currency, and vice versa, advancing by 8ths and 16ths, with other useful tables; by EWING BUCHAN. Second edition. Price, \$1.00.
- Buchan's Sterling Equivalents and Exchange Tables,**
Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc. by EWING BUCHAN. Price, \$1.00.
- Buchan's Par of Exchange (Canadian),**
Giving sterling into dollars and cents and vice versa, from £1 upwards, also sterling equivalents, Canada into New York and vice versa; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.
- The Importers' Guide,**
A hand-book of advances of sterling costs in decimal currency from one penny to 1,000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, \$1.00.
- The Canadian Customs Tariff,**
Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, France, German Bismark, at Canadian Customs values, also a table of the value of francs in English money, Harbor dues, etc., etc. Cap 8 vo, cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,

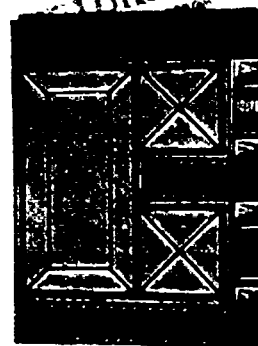
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

ACCOUNT ... BOOKS



We manufacture and keep in stock every description, all sizes and styles



LEDGERS,
JOURNALS,
CASH,
DAY,
MINUTE,
SCRAP
BOOKS.

(Special patterns made to order.)



MEMOS
AND
VEST-
POCKET
BOOKS.

Letter Copying Books--A Specialty.
Trial Balance Books,
Notes, Drafts, Receipts, Orders.

BEST MATERIAL,
BEST WORK,
BEST VALUE.

THE BROWN BROS., Limited

MANUFACTURING STATIONERS,

51-53 Wellington St. West, TORONTO.

lishers, namely: Hills & Co., Castell Bros. and Davidson Bros., besides the extensive line of The Art Lithograph Co., Ketterlinus Co., Grey Litho Co., Geo. W. Parker, Marcus Ward and others. Cards and calendars are shown to suit the pockets and wants of the humblest and the means and tastes of the most fastidious. A particularly large assortment of cards, retailing from 1 to 10c. each, is shown and calendars from 5 to 25c. These are the popular prices and the retailer can sell at a good profit.

The Copp, Clark Co. are manufacturers of flags, and have already booked large orders for the Summer trade. Their stock is now complete in all sizes of Union Jacks, Dominion Ensigns and French Tricolors. These flags are made of heavy cotton lithographed in fast colors which will not run when wet; they are well mounted on good, smooth, well rounded split sticks. A new line just added is that of assortments of flags of foreign nations, 12 kinds in the assortment, in two sizes, 4 x 6 in., \$2.40 per gross; size 6 x 8 in., \$3.60 per gross. This variety of flags make very effective decorations.

WARWICK BROS. & RUTTER.

WARWICK BROS. & RUTTER have issued the official Examination Book as required by the Education Department of Ontario for departmental examinations for 1903. The price of the book this year is \$12.00 per thousand, less 10 per cent. Terms, net 30 days. The trade are advised to place their orders early to insure supply.

New articles in stationery sundries particularly attractive to the school boy and girl are already being shown by Warwick Bros. & Rutter. A special pencil-box is one of the noticeable lines. This box is of solid hardwood, with solid top, and retails at 5c.

A complete series of fancy paper napkins is carried in stock by Warwick Bros. & Rutter, ranging in price from 90c. per

thousand to \$3.75 per thousand. All the new and choice designs made by the Dennison Co. are included in the series. The sale of the British flag design is the largest of any one design yet produced. Samples will be mailed to any dealer by this house on request.

Warwick Bros. & Rutter are showing a new package of toilet paper which promises to be a very popular number. This package is put up in a heavy board container, the top end of which folds back and hangs on the nail. The paper being loose may be withdrawn as required and the container answers the double purpose of wrapper and folder, as it may be retained until the paper is entirely used.

The retail price of this package is only five cents and it is called "The Home."

A small size memorandum pencil with rubber tips to sell at one cent, is another new line to be noticed among the samples shown by the travellers of Warwick Bros. & Rutter. This pencil is put up in gross boxes of assorted colors of wood and the quality of lead is equal to many lines at higher prices. The trade who try to anticipate their requirements on a staple article of this nature come out ahead in the end, as it is almost impossible for the wholesale houses to be able to supply such lines at all times owing to the uncertainty of the factories being able to fill orders on demand.

ROYAL INDELIBLE CHEQUE PERFORATOR.

IN another column is the advertisement of the above cheque perforator, which is acknowledged one of the best protectors against cheque-raising on the market. It automatically fills the perforation with an acid-proof ink, thus making it practically impossible to efface or to tamper with the amount of the cheque. They sell at a reasonable price and are guaranteed for five years by the makers. There is no doubt but that they will be popular among the trade.

Typewriter Supplies



which includes
 best grades of
 Ribbon and
 Carbon Paper.
 Also Neostyle,
 Mimeograph
 and Ellam's
 Duplicator
 Supplies.

SPECIAL DISCOUNT TO THE TRADE.

Canadian Typewriter Co.,
 45 East Adelaide, TORONTO.

The Imperial Club

RETURNED Best 25c. CARD on the market.

RETURNED
 APR 30 1904

APR 30 1904
 art. 10th B



THE BEST CLUB CARD
GOODALL'S
IMPERIAL
CLUB
PLAYING CARDS
 THIN, ROUND CORNERS, DUPLEX.
 This quality is highly recommended for Club use, being manufactured from carefully selected material and rendered absolutely waterproof by a special process.
CHAS. GOODALL & SON, LTD., LONDON, N.W.

CHAS. GOODALL & SON, Limited

LONDON, ENG.

Manufactory Camden Works, Camden Town, N.W.
 City Warehouse 17 St. Bride Street, Ludgate Circus, E.C.
 West End Warehouse 60 Charing Cross Road, W.C.

Toronto Sample Room:

84 Wellington St. W., A. O. HURST

Immense Variety

of

Christmas Cards and Calendars

and

Blanks for Private Greeting Cards

The Christmas Card and Calendar Trade is a Leading Feature of our business. We can show the largest variety and the cheapest Cards and Calendars offered in Canada. The Publishers for which we have exclusive Canadian Agency are leaders who have a world-wide reputation for novelty and value.

Ask to see our Local View and Souvenir Christmas Cards.

The House of Canada for Christmas Cards and Calendars.

CHRISTMAS CARDS

Hills—"For the Empire Series."

Castell Bros.

Davidson Bros.

The Art Lithographic Publishing Co.

Ketterlinus.

Marcus Ward.

Geo. W. Parker.

In Conjunction with above our Travellers will show a splendid Line of Pictures of

The Campbell Art Co. National Art Co.
Lyman H. Nelson Co.

ASK TO SEE THEM.

CALENDARS

The Copp, Clark Company, Limited
64-66 FRONT ST. WEST, TORONTO.

FANCY GOODS

"FRENCH STAG" is the name given to a new creation in fancy goods that has just been placed on the market. The range of articles shown so far comprises fancy hand mirrors, hair brushes, military brushes, cloth and hat brushes, manicure articles, in case sets and separately. Other articles are also shown, such as cigar and match holders, ink wells, nut sets, cork screws, whisk holders, table bells, letter openers, and many smaller novelties.

"French Stag" is so entirely different to anything else on the market, that its popularity is assured, and dealers should be careful in ordering celluloid and metal goods, as the popular price of the new line is sure to make it a substitute for these older favorites.

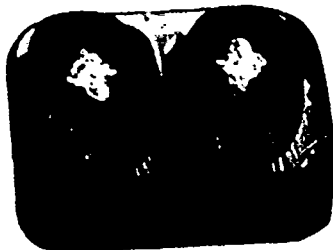
There is nothing radically new in the fancy leather goods market just now. Wrist bags and netsukis are at present occupying the most prominent place in public estimation. The tendency at present is to improve on existing ideas



"French Stag" Brush and Comb Case, Nerlich & Co.

Wrist bags are now being shown in 7 and 8-in. frames of a very neat design. The finishes embrace all the old favorites, such as rose gold, golden copper, oxidized copper, nickel, oxidized silver, gun metal, etc. A new feature in 6-in. frames is that the snap is now made much larger than formerly, and, in addition to the ball and snake head designs, such novelties as dogs, lions, clover leaves, are utilized. Some of the ball snaps are nearly as large as a marble and are made of an openwork design, which is very pretty and effective.

The newest leathers for wrist bags and netsukis are real whale, sea lion, sea bear and ivory alligator. Fancy colored alligators are shown in great profusion. In the more staple leathers, real seal and real walrus seem to be the popular



"French Stag" Military Brush Set, Nerlich & Co.

favorites. Japanese seal must not be overlooked. It is a favorite for netsukis, as the netsuki is a Japanese idea.

The netsukis are going very well indeed. The demand for them is steadily growing. There is now a full assortment of them being shown, retailing from 50c. upwards. All the latest leathers are used. The greatest change is in the button or knob, which is made in almost an endless variety. Celluloid is now being used largely and meets with great favor. Wrist bags, however, have got the "popular eye."

FANCY GOODS FOR IMPORT.

THE beautiful showroom which was arranged by Warwick Bros. & Rutter on the top floor of their warehouse for the display of their imported fancy goods samples during the past few weeks presents a striking contrast in appearance to the charming effect of a short time ago. The immense range of articles for holiday trade referred to in last month's issue of THE BOOKSELLER AND STATIONER no longer meets the eye, the travelling staff having packed their trunks and started on their different routes.

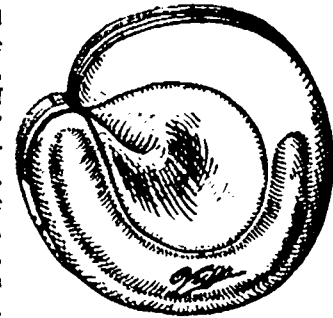
The prospects for trade this season are exceptionally bright according to the reports from this house. The orders from merchants adjacent to Toronto, who came to the city to make their selections from this exceptional range of artistic novelties, were by far the largest in volume ever booked, and this year is the twenty-fifth consecutive season that Warwick Bros. & Rutter have taken orders for fancy goods for import.

NERLICH & CO.

NOW that the sporting season of the year is on, how is your stock of sporting goods? Baseball will be in with a rush in a few days, and if you are not well supplied with the necessaries for this line, it means your competitor will get the business. Nerlich's can fill rush orders in any line of sporting goods. Balls, bats, gloves, mitts, masks, body protectors, umpire indicators, bases, shoe plates, score books and tablets are in stock, kept at all prices, and ready to ship at a moment's notice. Tennis sundries, too, will be needed—nets, ball and racquets—and they have them in every grade. Croquet, lacrosse and football are also catered to by them. No bookseller's stock is complete without a good variety in sporting goods, and he should not forget when ordering that Nerlich & Co. can satisfy him in every particular.

THE SPORTING AND ATHLETIC GOODS ANNUAL.

On another page will be found as an insert a facsimile of the front and back of the cover of The Victor Sporting and Athletic Goods Annual and catalogue of Summer and staple goods. The catalogue contains full description, illustrations and prices of such goods as "Victor" hammocks, "Victor" air rifles, balls, flags, tents, paper lanterns, patriotic jewellery, picnic sundries, croquet fans, garden tools, and such staple selling lines as playing cards, canes, wagons, household sundries, leather goods, musical goods, clocks, gents' furnishings, pipes and smokers' sundries, cutlery and school supplies. The Fancy Goods Co. of Canada, Limited, Toronto, are the publishers.




Front view of the New Victor Catcher's Mitt, fitted with new patented protector

THE BROWN BROTHERS, LIMITED.

THE Brown Brothers, Limited, Toronto, carry a complete stock of wrist bags and netsukis in all the popular finishes of metal and new leathers. Their line of 25c. and 50c. goods are ready sellers. Their "war cry" is "made in Canada" and while they do not hope to drive out foreign competition altogether, they state that they are making special efforts this season to meet outside prices and are meeting with decided success. Judging from the tremendous range of netsukis and wrist bags carried by the Brown Brothers, Limited, they will get a good share of business this year.

IMPORT SEASON 1903.


It will pay you to place
IMPORT ORDERS
for these Goods. 



**Fitted
Leather Case
Goods.**

Nearly 100 lines, including :

- Toilet Sets, Manicure Sets,
- Brush Sets, Baby Sets,
- Shaving Sets, Smoker Sets,
- Safety Razor Kits, Glove
and Handkerchief Boxes.

 **O**UR "Import"
samples of
lines mentioned in this
list are now with our
travellers, and complete
ranges are also dis-
played in our Toronto,
Montreal and Quebec
sample rooms.

Import orders are booked
during March, April and
May for Fall delivery.

If one of our travellers
does not call on you,
write us that we may
arrange to have you
see samples.

PHOTO ALBUMS
PHOTO FRAMES
ART PLAQUES

FANCY CLOCKS
INK STANDS
METAL NOVELTIES

ATOMIZERS

OPERA BAGS
FINE PURSES
WALLETS, etc.

TOILET BRUSHES
MIRRORS
RUBBER COMBS

BOHEMIAN
GLASSWARE

FRENCH, GERMAN
and JAPANESE
CHINA.

DOLLS

Our Import range in-
cludes over 300 lines.

Some special values
in Kid Body and Dressed
Dolls.

NERLICH & CO.,

(IMPORT DEPARTMENT)

146-148 Front St. West
(Opposite Union Station)
TORONTO.

MONTREAL SAMPLE ROOM: 301 St. James St. (cor. Victoria Square)

QUEBEC SAMPLE ROOM: Hotel Victoria; Maurice Frigon, Representative.

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

OFFICE MANAGEMENT.

By W. N. H.

ONE of the most surprising facts that one meets in the management of the average retail hardware store, and indeed, the same applies to a great many other retail stores is the *and* need of a proper office arrangement and systematic management. The drummer can tell you into how many stores he goes where perhaps a small desk in the corner of the shop constitutes the whole "office" of the establishment. On it, besides a limited supply of poor writing material, will be found the books, which, in all probability, will tell what each credit customer owes, and nothing more. Even then, it is likely to waste the patience of a customer who wishes to pay his bill, to find his name and the amount he owes with an itemized account of the articles bought.

A file, in the shape of a single bent wire, will often be found to contain the entire correspondence for many months back. Letters, statements, quotations, copies of orders, and even invoices, will all be stored away on the same wire, regardless of date or alphabetical arrangement. And still this same man will often wonder why it is that he cannot put his hands on a letter or quotation of weeks ago, which, if he could find instantly, might be of vital importance in making a sale, if not in saving much of his valuable time and temper. Besides, it is unbusinesslike, and to be businesslike always pays in the end, even though one may not see returns for his trouble in the little things just at the time.

And still you will find men who will laugh at such ideas and say that a set of books, properly kept in balance, whereby a man can, at the close of his business year, tell to a cent his yearly profit, the expenses of every department, and his net gain since he last took stock, is all quite unnecessary. True, the merchant who knows the total value of his stock and his collectable accounts, and deducts the amount of his liabilities, knows what he is worth, and in this way, from year to year, how much he has made or lost. But if he were able to carefully review a statement of the year's business, showing in what proportion his expenses were divided, and the profits yielded by each department of his store, he could very often regulate the management of the next year's business to far *greater advantage*.

Many will tell you that it is a waste of time and money to spend the price of a few "Sunbeam" or "Eclipse" files, and every few days take time enough to sort out the accumulation of papers into their respective places, so they can be found on a moment's notice, even to dates of years ago, long since put away in the landing cases. They say that such system is not necessary in the case of a retail business of average size. Certainly it would be hard to imagine anything approaching a wholesale business run on such lines. But, if a large business needs care and system in the financial end of its management, why will it not also pay in proportion in the case of a smaller one?

Count up the expense of fitting up an office in which you can keep your business matters well and neatly ar-

ranged and your books kept on correct principles. It need not be expensive, for all the requisites can be purchased at comparatively small cost. You will find it to be a profit earning expense, and your constant satisfaction at knowing exactly where you are at any time will fully repay you for your trouble.

The merchant who runs his business on the principles of a larger one throughout, keeping, of course, his expenses in reasonable proportion, will succeed far quicker than he who aims low and then grumbles because his business does not increase. Whatever be the means employed, the schemes which will in the end produce profit, must come from the brain of the man who oversees, unless, perhaps, he uses the ideas of those who work for him, and the man who is too narrow minded to see that he can make more by properly superintending the activities of others but thinks he must do everything himself, without using his brain, is not likely to become a captain of industry or increase his own business to very large proportions.

VALUE OF COMMERCIAL EDUCATION.

THE principal of a Westmount, Montreal, school, has been making inquiries by circular as to the advantages to a student of a knowledge of typewriting and shorthand when entering upon a business career. Replies have been received from various leading business men, managers of banks, railway companies and other large concerns, all of which are to the effect that a knowledge of shorthand and typewriting would be of much value to a young man with a business career in view, and that, other things being equal, the beginner so equipped would probably command a larger salary than others. It is also stated that the school which pays most attention to the commercial subjects confers much more benefit on students of this kind than any other.

All the writers indicated also that as far as the Province of Quebec was concerned, one of the most important subjects should be the study of the French language. They state that the average French boy is better equipped for a commercial career than the average English boy, as, in most cases, the former understands both languages, which can seldom be said of the latter.

A CANADIAN INSTITUTION.

Incorporated under Canadian laws, with a purely Canadian directorate, the Canadian College of Correspondence is well entitled to the support of the young men of the Dominion. The faculty list includes the best of British and Canadian teachers, and the agricultural department is looked after by professors of the Ontario Agricultural College, Guelph. It is the only institution thoroughly preparing students for chartered accountant, civil service and insurance examinations, and the greatest care and attention are given to all branches of commercial education.

The list of correspondence students is already large, and it is worthy of note that the institution gives every promise of success.



TAYLOR'S SAFES
147 FRONT STREET TORONTO.

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world-famous Cary Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a Cary safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest Improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.

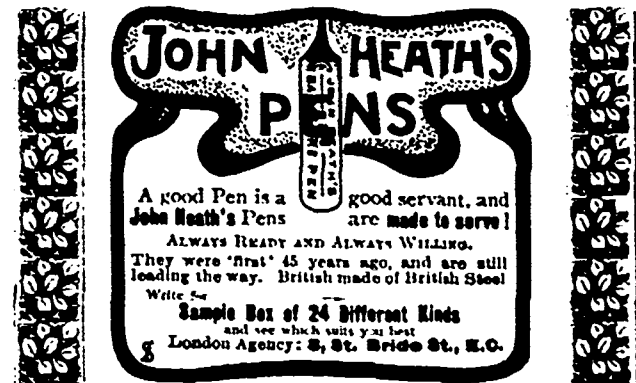
SPARE TIME STUDY will open the door to opportunity and success.

EDUCATE FOR BUSINESS.

Chartered Accountants' (Inter. Exam.)	\$35.00
Regular Commercial Course (including books)	38.00
Bookkeeping (including books)	20.00
Arithmetic	12.00
Commercial Law	8.00
Penmanship	6.00
Business Correspondence	6.00

Courses may be paid for by the instalment plan. Write to-day for full particulars.

Address, **COMMERCIAL DEPARTMENT**
CANADIAN CORRESPONDENCE COLLEGE, Limited
Canada Life Bldg., TORONTO, ONT.



JOHN HEATH'S PENS

A good Pen is a good servant, and John Heath's Pens are made to serve! Always Ready and Always Willing. They were first 45 years ago, and are still leading the way. British made of British Steel.

Write for Sample Box of 24 Different Kinds and see which suits you best.
London Agency: 8, St. Bride St., E.C.



A Course in Advertising by Mail for One Dollar

The most practical instruction possible to receive may be had by reading each issue of Impressions regularly. Live articles by the very best authorities. One dollar a year.

The Print Shop
St. Catharines, Ontario

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

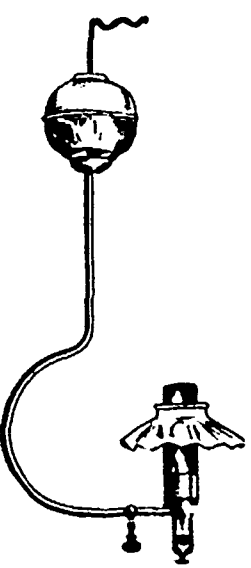
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 26
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

FINANCE AND INSURANCE

B RITISH exchanges to hand certain reports of the judgment of the Justice in the proceedings taken to prosecute Mr. Whitaker Wright, the late managing director of The Globe Finance Corporation, Limited. It came out in the judgment delivered that the desire of the creditors to prosecute Wright was not by any means unanimous. It appears that creditors representing £650,000 desired to prosecute, while those representing £100,000 expressed themselves as neutral, while the Nichol Corporation, creditors for about £175,000, were actively opposed to proceedings being taken. The judge estimated that the expense of prosecuting Mr. Wright would be £5,000, while those who were ready to prosecute him, were not prepared to pay less than £1,250 into court. The amount of the admitted liabilities are about £1,665,000. It might be pointed out that the costs of the prosecution are to come out of the assets of the defunct Globe Finance Corporation.

Referring to the money market, Amelius Jarvis & Co., bankers and brokers, Toronto, in their weekly letter, say: "The money market, which has such a vital effect upon the Stock Exchange, is at present somewhat of a conundrum. Since our last letter money has been scarce in New York until yesterday, when the rate was lowered towards the close of the market to 3½. In our own markets, however, it is decidedly more stringent than last week. In Montreal we are advised that many of the brokers are now charging their clients 7 per cent., based upon a general advance by the banks, the Montreal broker as a rule making a flat rate to his clients of one per cent. in excess of the amount he has to pay, whereas in our market here the increase is only 4 per cent. The rate as a general thing has been increased in Toronto by the banks to 6 per cent., making the rate of buyers 6½, and at this price it is distinctly hard to negotiate new loans. Of necessity, therefore, the market is dull and professional in tone."

In the April Atlantic Charles A. Conant deals with the stock markets and asks what would be the result were the stock markets closed. He points out that if such were possible there would be no guide except the isolated facts gathered here and there at great trouble and expense in regard to the value of railway and other stocks. Of course speculations of this kind are idle, for the stock market has come to stay and is a legitimate institution, aside altogether from the fact that it affords an opportunity for speculation which might sometimes be discountenanced. It is after all, a great safeguard of the public wealth, for were there no stock markets there would, no doubt, be a great increase in the number of fraudulent enterprises.

BENEFIT OF TRUST CORPORATIONS.

A SHORT time ago a prosperous and well-to-do merchant doing business in Ontario, and favorably known to many of the readers of this journal, died suddenly, leaving his affairs in the hands of an executor, who, with no business qualifications or experience, was entirely incompetent for the position. Naturally, the assets of the business, which was a large and profitable one, were carelessly and improperly handled with the result that very little, if anything, was left for his family. This

instance, one of many, should be a lesson to business men to at once put their affairs into a shape that would insure satisfactory realization should they suddenly be called away. The duty of administering the trusts of a will is too important to be entrusted to a friend who lacks the experience which is essential to the proper discharge of the duties of such an important nature. With efficient management, systematic methods and directorates composed of business men of the highest character and standing in the community, the several Canadian trust corporations of the present day are in a much better position to perform the duties of trustees, than a private individual.

An erroneous idea appears to prevail as to the charges made by these companies; as a matter of fact, they never exceed what any court would allow to a private executor.

In the transactions of a reliable trust company's business every species of speculation is carefully avoided, frequent and regular inspection of the books and securities of the company is made by skilled and reliable auditors, and restricting their investments to those of the highest order their clients have the amplest guarantee that in every respect their interests will be faithfully guarded. The management of an estate by a trust institution avoids the possibility of many serious complications. The death of a private executor, in one case, or the removal or absconding of another, would necessitate in either event, an immense amount of trouble and possible loss, and the employment of a public trust company would obviate any danger arising from any possible and probable contingencies of this nature.

CONVENIENT FOR MONEY DEPOSITORS.

THE deposit business of The Canada Permanent and Western Canada Mortgage Corporation, which has hitherto been confined to its Ontario branch office in Toronto, has now been extended to the Manitoba branch office in Winnipeg, and to the Maritime Provinces branch office in St. John, N.B. At both these branches the same liberal terms and facilities will be afforded depositors as are given at the Toronto office. The company pays interest at 3½ per cent. per annum, compounded half-yearly. As an interest bearing account may be opened with any sum from \$1 upwards, the inestimable advantage of having a savings account have been placed within the reach of everyone.

Combined with this is the relief from anxiety afforded by the strength and stability of this strong financial institution with a paid up capital and reserve amounting to \$7,600,000. Its invested funds amount to the very large sum of \$23,600,000. Notwithstanding this, every depositor, no matter how small his account may be, receives the same prompt and courteous attention. Experience has taught the management that, in many cases, accounts which had very small beginnings have grown to be among the best on its books. Many which now show very handsome balances had a most modest inception. The company has devised a system by which deposits may be made and withdrawn by mail as easily as if the bank were in the depositor's own post office. Thus, no matter where you may live, the facilities of this progressive institution are open to you. A booklet will be sent free to anyone asking for it and mentioning this journal.

FOR THE PROTECTION
of
DEPOSITORS and
DEBENTURE HOLDERS.

Interest paid or compounded twice a year
Every Facility.

Deposits may be made and withdrawn by mail. Write for full particulars.

The Canada Permanent and Western Canada Mortgage Corporation.
Toronto Street, TORONTO.

PAID-UP CAPITAL \$6,000,000
RESERVE FUND \$1,000,000
ASSETS \$23,000,000

YOUR SAVINGS SAFE

The Bank of Toronto.

(Incorporated 1855.)
Head Office: - TORONTO, ONTARIO.

Paid-up Capital, \$ 2,500,000.
Reserve Fund, \$ 2,600,000.
Total Assets, \$24,000,000.

Business Accounts opened on favorable terms.
Savings Accounts } for your spare money. Interest paid
} on these compounded twice a year.
Drafts Sold for use any where in North America or Europe.
Letters of Credit issued } Cash Credits for convenience of Travel-
} lers in Europe. Time Credits for Importer

SEND FOR OUR BLUE BOOK ON "BANKING."

At any of our Offices you will receive courteous treatment and our best services.
The accounts of Merchants and Manufacturers are cordially invited.

BONDS

PROTECTION We protect you and also save the employee from being under obligation to anyone.
PROGRESS Because we always lead and never follow
PROSPERITY On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

Bonds issued on persons holding positions of trust. For rates and full particulars, apply.

J. E. ROBERTS, General Manager.
Cor. King and Yonge Sts. - TORONTO.

INVESTMENT SECURITIES, GOVERNMENT, MUNICIPAL AND CORPORATION BONDS

Yielding from 3½ to 6½ per cent.
Four per cent interest allowed on funds awaiting investment.

A. E. AMES & COMPANY
MEMBERS OF THE TORONTO STOCK EXCHANGE.
BANKERS
18 KING STREET EAST, TORONTO.

THE TIME TO INSURE IS NOW

While you are **WELL, STRONG and INSURABLE.**

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. N. Beatty, Esq.,
PRESIDENT.

W. D. Matthews, Esq., **Frederick Wyld, Esq.,**
VICE-PRESIDENTS.

W. O. MACDONALD, **J. K. MACDONALD,**
ACTUARY. MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office
Toronto, Ont.
Capital - - - \$2,000,000.00
Assets, over - - - 3,335,000.00
Annual Income - - - 3,536,000.00

HON. GEO. A. COX, President.
J. J. KERRY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET, TORONTO.

An American Judge recently said:

"A Trust Company is the proper functionary for the transaction of Trust Business."

The Corporation is prepared to undertake trusts of every description.
Correspondence and interviews invited.

J. W. LANGMUIR,
Managing Director.

Special Advertising Rates have been arranged for Space in "Finance and Insurance," and will be gladly quoted on request.

BEST SELLING BOOKS OF THE PAST MONTH

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE.		4. "The Blazed Trail," by S. E. White. Morang.	
1. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.		5. "The Pit," by Frank Norris. Morang.	
2. "Lovey Mary," by A. C. Hegon. Briggs.		6. "The Tenth Commandment," by McLeod & Allen.	
3. "The Pit," by Frank Norris. Morang.		MONTREAL.	
4. "Dorothy Vernon," by C. Major. Morang.		1. "Lovey Mary," by A. C. Hegon. Briggs.	
5. "Thoroughbreds," by W. A. Fraser. Morang.		2. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.	
6. "The Tenth Commandment," by McLeod & Allen.		3. "The Circle," by K. C. Thurston. Copp. Clark.	
BRANTFORD.		4. "Four Feathers," by A. E. W. Mason.	
1. "Lovey Mary," by A. C. Hegon. Briggs.		5. "Reflections of Ambrosine," by Elinor Glyn. Harpers.	
2. "Letters from a Self-made Merchant," by G. H. Lorimer. Briggs.		6. "The Two Vannevels," by Booth Tarkington. Briggs.	
3. "Lady Rose's Daughter," by Mrs. Ward. Poole, Stewart.		OTTAWA.	
4. "The Pit," by Frank Norris. Morang.		1. "The Blazed Trail," by S. E. White. Morang.	
5. "Journey's End," by		2. "The Pit," by Frank Norris. Morang.	
6. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.		3. "Lovey Mary," by A. C. Hegon. Briggs.	
COLLINGWOOD.		4. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.	
1. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.		5. "The Circle," by K. C. Thurston. Copp. Clark.	
2. "Lovey Mary," by A. C. Hegon. Briggs.		6. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.	
3. "Master of Craft," by		QUEBEC.	
4. "The Pit," by Frank Norris. Morang.		1. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.	
5. "Man From Glengarry," by Ralph Connor. Westminster Co.		2. "Glengarry School Days," by Ralph Connor. Westminster Co.	
6. "Glengarry School Days," by Ralph Connor. Westminster Co.		3. "Lovey Mary," by A. C. Hegon. Briggs.	
GODFRICH.		4. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.	
1. "Lovey Mary," by A. C. Hegon. Briggs.		5. "Highway of Fate," by	
2. "The Pit," by Frank Norris. Morang.		6. "Thoroughbreds," by W. A. Fraser. Morang.	
3. "Thoroughbreds," by W. A. Fraser. Morang.		SARNIA.	
4. "Mrs. Wiggs," by A. C. Hegon. Briggs.		1. "Lovey Mary," by H. C. Hegon. Briggs.	
5. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.		2. "Thoroughbreds," by W. A. Fraser. Morang.	
6. "The Virginian," by Owen Wister. Morang.		3. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.	
GUELPH.		4. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.	
1. "Lovey Mary," by A. C. Hegon. Briggs.		5. "Captain Macklin," by R. H. Davis.	
2. "Audrey," by Mary Johnston. Morang.		6. "Man from Glengarry," by Ralph Connor. Briggs.	
3. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.		ST. CATHARINES.	
4. "The Circle," by K. C. Thurston. Copp. Clark.		1. "Lovey Mary," by A. C. Hegon. Briggs.	
5. "The Blazed Trail," by S. E. White. Morang.		2. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.	
6. "Graustark," by		3. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.	
HALIFAX.		4. "Thoroughbreds," by W. A. Fraser. Morang.	
1. "Lovey Mary," by A. C. Hegon. Briggs.		5. "The Virginian," by Owen Wister. Morang.	
2. "Temporal Power," by Marie Corelli. Briggs.		6. "The Blazed Trail," by S. E. White. Morang.	
3. "Son of Gad," by J. A. Stewart. Appleton		TORONTO.	
4. "Eben Holden," by Irving Bacheller.		1. "The Pit," by Frank Norris. Morang.	
5. "The Virginian," by O. A. Wister. Morang.		2. "Lovey Mary," by Rice. Briggs.	
6. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.		3. "Garden of Lies," by Forman. McLeod & Allen.	
HAMILTON.		4. "The Circle," by K. C. Thurston. Copp. Clark.	
1. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.		5. "Moth and Rust," by Mary Cholmondeley. Morang.	
2. "The Pit," by Frank Norris. Morang.		6. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.	
3. "Lovey Mary," by A. C. Hegon. Briggs.		WINNIPEG.	
4. "Thoroughbreds," by W. A. Fraser. Morang.		1. "Lovey Mary," by A. C. Hegon. Briggs.	
5. "The Blazed Trail," by S. E. White. Morang.		2. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon. Briggs.	
KINGSTON.		3. "The Blazed Trail," by S. E. White. Morang.	
1. "Lovey Mary," by A. C. Hegon. Briggs.		4. "The Virginian," by Owen Wister. Morang.	
2. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.		5. "Glengarry School Days," by Ralph Connor. Westminster Co.	
3. "The Virginian," by Owen Wister. Morang.		6. "The Pit," by Frank Norris. Morang.	
4. "The Pit," by Frank Norris. Morang.		CANADIAN SUMMARY. Points.	
5. "The Blazed Trail," by S. E. White. Morang.		1. "Lovey Mary" by A. C. Hegon.....	138
6. "The Circle," by K. C. Thurston. Copp. Clark.		2. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegon.....	83
MONCTON, N.B.		3. "Letters from a Self-Made Merchant," by G. H. Lorimer.....	78
1. "Lovey Mary," by A. C. Hegon. Briggs.		4. "The Pit," by Frank Norris.....	66
2. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.		5. "The Blazed Trail," by S. E. White.....	42
3. "The Blue Flower," by H. Van Dyke. Copp. Clark.		6. "Thoroughbreds," by W. A. Fraser.....	36

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during March, 1903

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

BOOKS.

13777. The Annual Financial Review. Canadian. January, 1903. Compiled by W. R. Houston. William Robert Houston. Montreal.
13785. Temperance Progress in The Century. By John G. Woolley, M.A., and William E. Johnson. Volume XXIV. The Nineteenth Century Series. The Bradley Garretson Co., Limited, Toronto.
13792. Presidents of the United States from Pierce to McKinley. By G. T. Marquis. Volume XXI. The Nine

- teenth Century Series. The Bradley Garretson Co., Limited, Toronto.
13807. Lovey Mary. By Alice Hegon Rice. Book. William Briggs. Toronto.
13813. Oxydonor. Grateful Reports. Book. Dr. H. Sauche & Co., Montreal.
13818. Livre de Lecture. Serie Bilingue Francaise-Anglaise. George N. Morang & Co., Limited, Toronto.
13824. The Eternal Law. By J. Philip DuMoulin, D.D. The Musson Book Co., Limited, Toronto.

13830. Sir Wilfrid Laurier and the Liberal Party. By J. S. Willison. In two Volumes. George N. Morang & Co., Limited, Toronto.

13831. Graustark: The Story of a Love Behind a Throne. By George Barr McCutcheon. McLeod & Allen, Toronto.

CATALOGUES AND GUIDE BOOKS.

13798. Official Telephone Directory, Manitoba. February, 1903. The Bell Telephone Company of Canada, Limited, Montreal.

13799. Spring and Summer Catalogue. No. 53, 1903. The T. Eaton Company, Limited, Toronto.

13812. Special Catalogue of Rare Old Violins. 'Cellos, etc. Whaley, Royce & Co., Limited, Toronto.

13823. Canadian Order of Oddfellows Members' Receipt Book. Charles J. Musson, Toronto.

13832. Architects' Estimate and Record Book. 1903. Henry Schwartz, Montreal.

13834. Official Telephone Directory, Eastern Ontario, March, 1903. The Bell Telephone Company of Canada, Limited, Montreal.

13838. Spring and Summer Price List No. 31. The S. Carsley Company, Limited, Montreal.

MUSIC.

13778. Hiawatha. His Song to Minnehaha. Words by Jas. O'Dea. Music by Neil Moret. Whaley, Royce & Co., Limited, Toronto.

13780. Hockey. March and Two-Step. By W. R. Draper. Arranged by A. W. Hughes. The Canadian American Music Co., Limited, Toronto.

13789. A Lullaby. By Dr. L. C. De Cow. Lemuel C. De Cow, Chatham.

13790. Allazoppa. March and Two-Step. By Dr. L. C. De Cow. Lemuel C. De Cow, Chatham.

13791. The Two Angels. Song. Words by Cyril Fox. Music by Anto Strolezki. Miss Muriel Church, Ottawa.

13793. Maizy Dear. Song. Words and Music by Howard M. Githens. Whaley, Royce & Co., Limited, Toronto.

13794. The Georgia Rille. Buck Dance. Characteristic Two-Step. Whaley, Royce & Co., Limited, Toronto.

13795. Dixie Girl. Characteristic March Two-Step. By J. Bodewalt Lampe. Whaley, Royce & Co., Limited, Toronto.

13800. The New Jerusalem. Sacred Song. By William G. Hammond. The John Church Co., Cincinnati, Ohio.

13801. The Message of the Rose. Song. Words and Music by Harry Alex. Matthews. The John Church Co., Cincinnati, Ohio.

13802. If I Were King. Song. Words by Justin Huntley McCarthy. Music by H. L. Brainard. The John Church Co., Cincinnati, Ohio.

13803. She Wears a Rose in Her Hair. Song. Words by Richard Henry Stoddard. Music by C. B. Hawley. The John Church Co., Cincinnati, Ohio.

13811. Messe Bordelaise: A Trois Voix, avec Accompagnement d'Orgue, Chant des Oraisons, Preface et Priere pour le Roi. Harmonisee par le Frere Sixtus-Joseph. Louis Laberge, Toronto.

13815. Far and Sure. Song. Words and Music by Edward Atherton. E. A. Smith, St. John, N.B.

13816. I Think of Thee. Song. Words and Music by T. C. Weston, Sr. Thomas Chesmer Weston, Quebec.

13820. After Dark on Broadway. March and Two-Step. By Arthur Teshner. Whaley, Royce & Co., Limited, Toronto.

13821. An Arabian Scout. Oriental March and Two-Step. By Francois de Moulieux. Whaley, Royce & Co., Limited, Toronto.

13837. The "Man" From Mani-tool e-o-o-l-e-o-o. Parody in Song. Apologies to Mr. Dooley. Elswood Campaigne, Toronto.

PAMPHLETS AND CHARTS.

13781. Canada A Nation. Poem and Photoengraving of Sir Wilfrid Laurier. John W. Campbell, Toronto.

13782. George Washington. Sermon by Rev. Frank De Witt Talmage, Chicago, 22nd February, 1903. William Baily, Toronto.

13783. L'Almanach de L'An 1903 des Pilules Rouges de la Compagnie Chimique Franco-Americaine. La Compagnie Chimique Franco-Americaine, Montreal.

13784. Mole's Up-to-date Vamping Method. Chart. William Mole, Montreal.

13787. Journey to the Sun. Rules for Game. The Copp, Clark Co., Limited, Toronto.

13796. Same Old Excuses. Sermon by Rev. Frank De Witt Talmage, Chicago, 1st March, 1903. William Baily, Toronto.

13797. La Ruche Canadienne: Culture des Abeilles. Par Ale Santerre. Joseph Beauchamp, Quebec.

13806. United States' National Debt. Sermon by Rev. Frank De Witt Talmage, Chicago, 8th March, 1903. William Baily, Toronto.

13808. General Specifications for Warren's Bituminous Macadam Waterproof Pavement. Circular. Warren Brothers Co., Toronto and London, Ont., and Montreal, Que.

13809. General Specifications: The Bitulithic Pavement the Best Form of Warren's Patent Bituminous Macadam Waterproof Pavement. Circular. Warren Brothers Co., Toronto and London, Ont., and Montreal, Que.

13810. Map of the City and Part of the County of Quebec. Carte. Arsene Edmond Brisset-Cauchesne.

13811. The Game of Politics and Problematical Puzzle. William Edward Couldridge, Ingersoll.

13817. Heroes. Day by Day. Sermon by Rev. Frank De Witt Talmage, Chicago, 15th March, 1903. William Baily, Toronto.

13819. The Conquest of Mexico and Death of Montezuma. Pyro-spectacular drama. Thomas William Hand, Hamilton.

13825. Ontario Public Health Manual. By James Morrison Glenn, K.C., LL.B. The Municipal World, St. Thomas.

13826. Le Petit Livre d'Or du Cultivateur et du Colon: Traite de Medecine Veterinaire. Par le Dr. W. Grignon, Ste. Adele, Que.

13828. The Canadian Garden: A Pocket Help for the Amateur. By Mrs. Annie L. Jack, Chateauguay Basin Que.

13829. Such Women Needed. Sermon by Rev. Frank De Witt Talmage, Chicago, 22nd March, 1903. William Baily, Toronto.

13835. The Twentieth Century Protection Bond. Card. Lewis A. Stewart, Toronto.

13836. What Ails the Church. By Rev. John May, M.A., Frankton.

13839. Generous Silence. Sermon by Rev. Frank De Witt Talmage, Chicago, 29th March, 1903. William Baily, Toronto.

13840. Brady's Alphabeti Interchangeable Chart and Secret Cypher System. James Cooney Brady, Montreal.

PERIODICALS.

13788. The National Monthly of Canada. February, 1903. Joseph Phillips, Toronto.

13804. The Canadian Magazine. March, 1903. The Ontario Publishing Co., Limited, Toronto.

13805. The Moon. Vol. II. No. 10. 28th February, 1903. The Moon Publishing Co., Toronto.

13827. The National Monthly of Canada. March, 1903. Joseph Phillips, Toronto.

PHOTOGRAPHS AND PAINTINGS.

13779. Mendelssohn Choir and Pittsburg Orchestra. Photo. Farmer Bros., Toronto.

13786. Mendelssohn Choir and Pittsburg Orchestra. adian Press Syndicate, Montreal.

13822. The Canadian Woodsman. Le Defricheur Canadien. Oil Painting. Robert J. Wickenden, Montreal.

13833. Joshua Sanford: A Christian Hero. Photo. Joshua Sanford, Toronto.

13841. Passionist Fathers, 1903. Photos. Patrick John Gordon, Montreal.

INTERIM COPYRIGHTS.

785. England's Story: A History for Public Schools. By Eva March Tappan, Ph.D., and John C. Saul, M.A. George N. Morang & Co., Limited, Toronto.

786. Canada's Story: A History for Public Schools. By John C. Saul, M.A., and Eva March Tappan, Ph.D. George N. Morang & Co., Limited, Toronto.

787. Lady Rose's Daughter. By Mrs. Humphrey Ward. Illustrated by Howard Chandler Christy. Poole Stewart, Limited, Toronto.

788. The Burlesquer. March and Two Step. Composed by William A. Summerville. Arranged by H. J. Flumerfelt, W. A. Summerville & H. J. Flumerfelt, Toronto.

789. Conjuror's House. By Stewart Edward White. Book. The Copp, Clark Co., Limited, Toronto.

Disk Talking Machine Co.,
277 Yonge St., TORONTO.

— Are the only —

Exclusive Talking Machine House in Canada.

Everything in Cylinder, Disk and Commercial Machines made, also supplies for every kind of Talking Machines made always on hand. Sole Canadian Agents for Columbia Phonograph Co. of New York City. A good responsible Music Dealer or Stationer wanted in every live town in Canada, to act as sole agent for his town and district. Full particulars, catalogues and wholesale prices furnished on application to

Disk Talking Machine Co.,
277 Yonge St. TORONTO, CANADA.

SEE OUR LINES OF

**Clocks, Novelties, Mirrors,
Photo Frames, Smokers' Sets, etc.**

It will pay you.

E. W. GILMORE & BRO.

Importers of SILVER-PLATED WARE, Etc.

84 BAY STREET TORONTO, ONT.

OUR TRADE MARK


A


OUR LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK

A

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this  if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded **A** are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade. 

—We are the sole manufacturers of **A** mantles.
—Write us if you are interested.

**Lowest prices on Mantles, Shades,
Chimneys, Globes and Sundries.**

AUER LIGHT CO., MONTREAL.

SITUATION WANTED.

AS SALESMAN OR TRAVELER—Stationery, fancy goods; by experienced young man, capable, reliable. Box H, BOOKSELLER AND STATIONER.

SITUATION VACANT.

CLERK WANTED—A first-class energetic salesman for a city bookstore. Must have nice appearance good, morals, and have a good knowledge of books and office stationery. Apply, stating experience, references, and if possible inclose a photo, to Russell, Lang & Co., Box 673, Winnipeg. (4)

The Bookseller and Stationer

Published promptly on the second Wednesday of every month.

The MacLean Publishing Co., Limited

President: JOHN BAYNE MacLEAN, Montreal.

Publishers of Trade Newspapers which circulate in the Province of British Columbia, North West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL 225 McGill Street Telephone 225
 TORONTO 10 Front Street East Telephone 2701
 LONDON, ENG. 209 Fleet Street, E.C. W. H. Min
 MANCHESTER, ENG. 11 St. Ann Street H. S. Ashburner
 LONDON, ONT. Biscox Building Walter H. Lindsey
 ST. JOHN, N.B. No. 3 Market Wharf J. Hunter White
 NEW YORK Room 202 New York Life Building W. T. Robson

Subscriptions, Canada and United States \$1.00.
 Great Britain and elsewhere 2s. 3d.

Cable Address: Adscript, London; Adscript, Canada.

INDEX TO ADVERTISEMENTS.

	Page.
American Code Co.....	81
Anglo Canadian Music Pub. Assn.....	81
Ames, A. E.....	93
Auer Light Co.....	91, 96
Bank of Toronto.....	93
Barber & Bros., Wm.....	71
Bell Telephone Co.....	85
Briggs, William.....	85
Brown Bros., Limited.....	85
Huntin, Gillies & Co.....	Outside back cover
Canada Permanent Corporation.....	93
Canadian-American Music Co.....	71
Canadian Correspondence School.....	91
Canadian Typewriter Co.....	86
Confederation Life Association.....	93
Consolidated Safety Pin Co.....	71
Cooper, Dennison & Walkden.....	Inside back cover
Copp, Clark Co., Limited, The.....	79, 87
Dennison Mfg. Co.....	71
Disk Talking Machine Co.....	96
Dominion of Canada Guarantee & Insurance Co.....	93
Emerson Press.....	79
Fancy Goods Co. of Canada.....	83, 84
Ford & Featherstone.....	91
Gilmore, E. W.....	96
Goodall & Sons, Chas.....	86
Heath, John.....	91
Ingersoll, Robt.....	79
Merrim & Co., G. & C.....	71
Mittag & Volger.....	Outside back cover
Morton, Phillips & Co.....	85
Moyer & Co. E. N.....	71
Nerlich & Co.....	72, 89
Payson's Indelible Ink.....	81
Pen-Carbon Manifold Co.....	71
Prie & Sons, Limited, Alex.....	71
Print Shop, The.....	91
Rouss Mfg. Co.....	81
Staintons Limited.....	81
Taylor, J. & J.....	91
Toronto General Trust.....	93
Turkish Steel Pen Co.....	71
U. S. Playing Card Co.....	Outs de front cover
Warwick Bros & Rutter.....	Inside front cover
Weese & Co.....	71
Western Assurance Co.....	93
Young Co., The C. G.....	71