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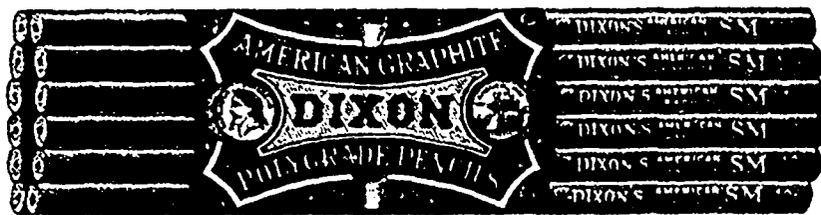
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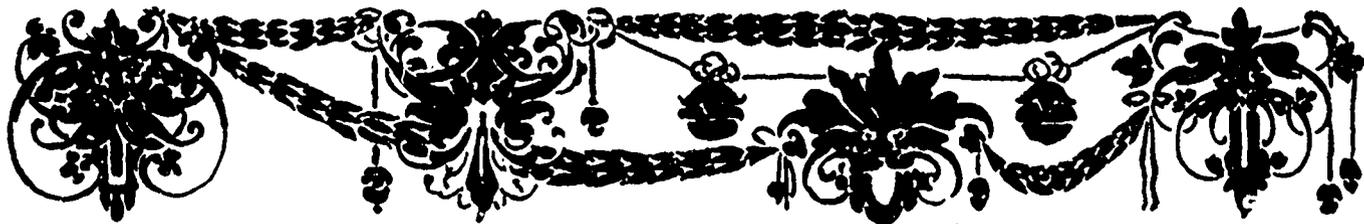
THE COPP, CLARK COMPANY,

PUBLISHERS,

Limited,

TORONTO.

The Bookseller and Stationer



Vol. XVI.

TORONTO AND MONTREAL, CANADA, OCTOBER, 1900.

No. 10.

CURRENT NOTES AND COMMENTS OF TRADE INTEREST.

A highly interesting point in connection with copyright has arisen in the Toronto courts over the case of Henry Graves & Co., London, England, against George Gorrie, of Toronto, and a number of booksellers and stationers who have been selling

Copyrights
of Pictures.

a reproduction of the picture called "What we Have We'll Hold." Messrs. Graves claim to have a copyright of this picture and are asking that the sale of the Canadian reproduction be stopped, and are claiming damages for infringement of copyright. The defence of the dealers who are attacked is that the English Copyright Act applies in Canada to books and literary matter, but not to pictures or works of art. The case is to be decided by Mr. Justice Rose. The claim of the defendants, if allowed, would dispose of a very important principle in the copyright law. But it remains to be seen whether the English Copyright Act, which, it is contended, only applies the clause affecting pictures to Great Britain and Ireland (while in books it applies to

the whole Empire), is not supplemented in Canada by the Berne Convention. It is quite possible that the case may be carried to a higher court, and thus involve all parties concerned in costly litigation. The matter just shows how awkward it would be if all English publishers were to insist upon their copyright in Canada regarding both books and pictures.

* * *

Another phase of copyright, which our readers will note with interest, is the contention which has appeared in several daily papers affecting the new Canadian copyright law. In our last issue we gave a copy of the Act, and a very full discussion of how its provisions affected the New Canadian trade. The Act in Force?

writers in the daily papers referred to assert that the law is not in force until the Imperial authorities pass an Act embodying its provisions in their law. We do not claim to be legal experts, and therefore do not profess to give a legal opinion on this point. All we would say is that the Canadian Copyright Act of last session was passed unanimously by Parliament, was assented to by the Governor-General, and appears in the list of statutes which are now in force. It therefore seems to us that anybody, either in the publishing or bookselling business, who wants to steer clear of litigation would be well advised in avoiding any conflict with the new Act.

It is quite true that under our constitution the British authorities can disallow any Act of our Parliament within two years of its being passed. But this is a course which they rarely, if ever, follow, because it would involve them in continual conflict with the Canadian Government. Sometimes our Parliament passes a law which contains a clause that it shall not go into force until it is proclaimed by the Governor-General-in-Council. This was the case with the

Copyright Act of 1899. As the Imperial authorities never agreed to that Act it consequently never went into force.

But with the new Act we do not see any provision of that sort. Therefore it must be in force now, and the Customs authorities will doubtless proceed to interfere with the importation of books which have no right to come in. This, we admit, is not a legal opinion, but it is the kind of conclusion which any business man would be apt to reach, and for that reason we commend it to our readers.

* * *

There is at present some dissatisfaction felt by the retail book trade in the Province of Ontario regarding the recent changes in school books. Some dealers complain that they get no notice of the changes, and that when the new books appear their copies of the old editions, being discarded, are bad stock. It is also a subject of complaint that publishers of these books

are sometimes caught with large quantities of the older edition and these are consequently unsalable. Now, the policy of the Department of Education in this matter of changing text books is so largely a political question, which can only be settled in the political arena, that we do not see much use in touching upon it. The result of some inquiries made by us seems to warrant an opinion that in this matter the interests of both the wholesale and retail trade are practically identical. If the publishers could know that a new text book was coming out, they would never be caught with a large stock of the old one on hand. So, too, with the retail dealer. While his stocks may not be as large as those of the wholesaler, it is in proportion to the business he does just as serious a loss as it is for the wholesaler. Of course, he might avoid any serious loss by ordering in very small quantities. This,

perhaps, would be the best policy for the retailer to follow.

Then, as to the publisher withholding the knowledge of a new book coming out and not telling the dealer, we doubt if any wise publisher would pursue such a policy. One publishing firm inform us that any information they have regarding forthcoming text books the firm are always willing to let their customers know privately.

Another point arises just here. If the bookseller knew that a new book was coming out shortly, would he care to dispose of his remaining stock to customers without telling them that they would soon have to discard what they have just bought? The real grievance in the whole subject of changes in text books is felt by the general public, that is, the parents who have to buy them. This, as we have said, is a political question, and the columns of a trade journal are not the best place in which to ventilate it.

It is contended that the recent changes in Ontario are not as extensive as they appear on the surface. For instance, it was said by one newspaper that 27 different changes were made during the past year. Five of these were drawing-books, which replace the old series of six, and it is asserted that the old ones are not discarded until they are finished. Then, as regards the Latin book, the new one combines in one volume what pupils would formerly have had to get in two volumes. As to the new arithmetic and geography, it is contended that the old ones were in force for a considerable number of years—in one case, 14 years—and that a new geography is, perhaps, more necessary than most other text books, because it requires to be brought down to date.

However, these are arguments in defence of the Department against the public, rather than as against the trade. Our interest, naturally, is from the trade standpoint, and we would like very much to hear from our readers in Ontario what they think the remedy ought to be. It is a large question. If any of our friends have thought it out, they might let the whole trade have the benefit of their conclusions. One curious incident is that, in a certain town in Ontario, report got out of a new text book, and the schools ceased to buy the old text book, so,

for a whole year, they were without one. This was certainly not satisfactory to the trade, and, if there is any good in a text book, we would suppose that it was not very satisfactory to the pupils.

We notice in one or two daily newspapers complaints of the cost of school books to parents. This evidently points to the crusade in favor of the local boards buying the text books themselves and supplying them free to pupils. We regard this as entirely unjustifiable. It may be done in Toronto and one or two other places, but, at the same time, it is not fair. School boards have no right to go into the book business and deprive the regular trade of their custom.

The Fad of Free Books. in Toronto and one or two other places, but, at the same time, it is not fair. School boards have no right to go into the book business and deprive the regular trade of their custom.

There are other objections. The tendency to spread disease by a common use of books is a serious objection. Another point is that the introduction of the system of free books means that the parent who has already provided his children with books is to go on and bear the expense of providing other people's children for all time to come or as long as the unhappy taxpayer lives. Our advice to booksellers is to interview the editors of local papers and see that they are thoroughly informed on this matter before they allow themselves to advocate the fad of some school trustees who talk about free books.

There is quite an interesting discussion going on in England about the decline in the price of novels. Formerly, the old three-volume novel at 32s. was the standard. Then they came down to one volume at 6s. Not content with that, we are getting the

The Novel Trade. 2s. 6d. book now, and some publishers issue a novel at 1s. in paper. This is hard on the publisher, on the author and on the bookseller alike. These novels go largely to the lending libraries. These libraries, of course, gain by having to pay a few shillings for what formerly cost them 32s. The new author gets a very small price for his first effort, and chances are that after a time only known names will be accepted by the publisher. Then the dealer will sell a great many more books, but, in the main, his profits are not so large and the cheapness of books leads to department stores handling

them. The immense army of cheap books furnishes plenty of material for a department store counter, and the man in charge of it may sell standard literature as he would sell raw tomatoes. In this way, book-selling degenerates, and the tendency is to force out the old, experienced, well-informed men who were once the comfort and the friend of the book-buyer. What the end is to be no one can say. The English publishers in making it necessary to sell books "net" are taking one step towards improving the condition of affairs.

PUBLISHERS HAVE WOES.

John Murray, the famous London publisher, in a letter to The Times, states a grievance of the trade:

Of every book brought out in the United Kingdom the publishers have to give away five copies—one to the British Museum and one to each of the four universities.

Five copies, it is said, are a trifle. "This is true of a good deal of the trash which annually appears under the general heading of 'books,'" says Mr. Murray, "but when it is a matter of atlases, encyclopædias and other books which have cost thousands of pounds to produce the case is very different.

"To give away five copies of, say, a 12-guinea atlas, as I have had to do, or of a 'Dictionary of National Biography,' in some 54 volumes, as Smith & Elder have had to do, is a tax which we feel and resent."

The House of Lords Committee on copyright propose to confirm this and to add a new hardship. Hitherto the books for the universities have been delivered at Stationers' Hall, in London. Now it is proposed that they shall be sent direct to the universities at the expense of the publisher!

FOR HOLIDAY TRADE.

One of the best-kept book and stationery stores in the country is that of The Bain Book and Stationery Co.

A gentleman just returned from a trip, during which he called on many of the leading stores in this line in England and the New England States, declares that he had not seen a prettier laid out store or better-kept stock in all his travels.

The Bain Company are making preparations for a most elaborate display of Christmas calendars and novelties in cards, pictures, etc., for the holiday season. As usual, they intend to devote the entire space of the art gallery at the back of their store to the above display. The room will be handsomely decorated with curtains, electric lighting, lamps, etc.

A large holiday trade is done in this room alone, not interfering at all with the rest of the store.

BOOKS AND PERIODICALS.

BOOK NOTES.

GILBERT PARKER has been elected M.P. for Gravesend in the British Parliament, defeating Mr. Harmsworth, of Harmsworth's Magazine. Wins on Churchhill has been elected M.P. for Oldham (winning the seat). Sir George Newnes, of The Strand Magazine, has captured Swansea, a Welsh seat, for the Liberals. These facts are all of trade importance in connection with the books and publications of these gentlemen.

**

The eleventh number of the Canadian history series has been issued by Mr. G. U. Hay, of The Educational Review, St. John, N.B. It contains six short historical papers by competent writers on various phases and episodes of Canadian history. The whole series (12 numbers) sells for \$1, and teachers, collectors of Canadiana, and students will like to have it.

**

Frank R. Fairweather, of St. John, has just published a work on fire insurance. It is of special interest to the Maritime Provinces, and contains a digest of all legal cases that have arisen in those Provinces. Probably insurance men in other Provinces, as well as lawyers, will wish to have it.

**

The new edition of Krausse's comprehensive volume on China, called "China in Decay," is a remarkably attractive book for \$1 retailing. It is well illustrated, has large type, and has a yellow cloth cover. I noticed the book in stock at The Copp, Clark Co's.

**

Geo. J. McLeod, publisher, Toronto, is getting out a Canadian edition of "The Cardinal's Snuff Box," at present one of the best selling books in the United States.

**

THE COPP, CLARK CO'S LIST.
TOMMY AND GRIZEL.—The Copp, Clark Company present a striking list of new Fall books. The first to appear is Barrie's "Tommy and Grizel," on October 13, and many who grew to love those two quaint children in the author's former book will be greatly interested in following their later lives. It is a modern masterpiece in character study; in fact, for originality and quiet humor, there is nothing just like it in recent fiction. There is every probability of its sales exceeding 100,000—the present record of "Sentimental Tommy."

DR. NORTH AND HIS FRIENDS.—By Dr. S. Weir Mitchell. One must have lived long and been born with keen faculties of observation to have laid by such stores of knowledge as the author of "Hugh Wynne" spreads before his readers in this work.

RICHARD YEA AND NAY.—Is the title of Maurice Hewlett's new novel. This author is, perhaps, best known through his delightful story "The Forest Lovers," but critics who have seen the advance sheets are now saying that this latest book possesses even greater charm. Richard Coeur de Leon is the hero, and his character is in keeping with the peculiar vivacity of Mr. Hewlett's style.

THE CRISIS.—Winston Churchill is putting forth another book, "The Crisis." Over 350,000 copies of "Richard Carvel" have already gone abroad through the land to make the author famous, and an equal number of people will eagerly await the author's latest novel. "Richard Carvel" has been recently put to the test as a play, and The New York Times speaks editorially of "the immediate and great popularity of the dramatic version." In "Richard Carvel," Winston Churchill treated of the origin and character of the Cavalier, and having contrasted in this book the London and Colonial societies, the author takes up in "The Crisis" the Cavalier's history nearly 100 years later. About the time of the English Civil War, two great tides of emigration set in. The Puritans made a home for themselves in New England, and the Cavaliers in Maryland, Virginia, and the South. Late in the eighteenth century the tides of emigration swept westward again, still in two separate streams, the Puritans over the plain states of Ohio, Indiana and Illinois; and the Cavaliers across the Blue Ridge mountains into Kentucky and Tennessee. About 200 years after Naseby and Marston Moor, the two branches of the Anglo-Saxon race clashed in the middle west. St. Louis was, perhaps, the most typical place of collision. The scene of "The Crisis" is laid chiefly in St. Louis. Such historical characters as Lincoln, Grant and Sherman are dealt with, and a pretty love story makes the plot doubly interesting. There will be a number of telling illustrations by Maxfield Parrish.

WANTED: A MATCHMAKER.—The mere announcement that the author of "Janice Meredith" has another book in store for us is sufficient to cause an excitement in the book world. Paul Leicester Ford has

written his new story with a view to the direct interests of Christmas, 1900, and the illustrations by H. C. Christy, are excellent. These two facts should make "Wanted: A Matchmaker" a brisk Christmas seller.

MRS. STEEL'S NEW BOOK.—Mrs. Flora Annie Steel, author of "On the Face of the Waters," is soon to publish a new work, "The Hosts of the Lord." This is an unusually brilliant piece of fiction, blending romance and tragedy with the daily life of the natives of India and their English masters. The story is of wide interest, but, it is her forceful truth after all which makes Mrs. Steel the impressive novelist she is. Here we have her masterpiece, not excepting "On the Face of the Waters."

IN THE PALACE OF THE KING.—A court romance is always interesting, but the romance of a Spanish Court, picturesquely so. Here, "In the Palace of the King," Marion Crawford has woven a story of the Spanish Court in the height of its magnificence, in the brilliant, prosperous times of King Philip II. The hero is the famous Don Juan of Austria, son of the Emperor Charles V., who won back Granada a second time from the Moors. It is a story of plot and counterplot, of fighting with not only hand, but brain, a story of the sort that Mr. Crawford tells as no other living writer of prose romance can, full of color, intense vitality, and vivid action. The heroine is Dolores de Mendoza, a high-spirited and beautiful young woman who lived her life amid most romantic surroundings.

NEIL MUNRO'S LATEST.—"Doom Castle" is a new novel by Neil Munro. The mere announcement of another work from the author of "John Splendid" and "Gillian, the Dreamer," gives us everything to hope for. The story is a Scottish one and is said to have the same fascination as Mr. Munro's former books.

PATROON VAN VOLKENBERG.—A tale of old Manhattan in the year 1699, by Henry Thew Stephenson. Beautiful illustrations in color by C. M. Relyea. The action of the story begins with the landing of one Michael Le Bourse at Long Island, his blowing the conch for the New York ferryman, and starting for the little city of less than 5,000 inhabitants. The conflict between the law-abiding citizens of New York, led by the Governor, Earl Bellamont, and the merchants, headed by Patroon Van Volkenberg, is at its height. The Governor has forbidden the port to the free traders on pirate ships, which infested the Atlantic, and sailed boldly under their own flag; while the patroon and his merchant colleagues not only traded openly with the buccaners, but owned and managed such illicit craft. Patroon Van Volkenberg is a character worth portraying. Rough, unscrupulous,

BOOKS AND PERIODICALS—Continued.

enamoured of power, he sails high-handed through the story like one of his own lawless buccaners. He schemes, murders and perjures himself; and, at the same time, he stands fearless and unashamed before his judges, convincing them that, in the truer implications of his being, he is a gentleman. He faces the consequences of his plottings without a shadow of trembling, and he finely dies the death of a hero, desperate, bold, dominating and powerful to the end. The atmosphere of the tale is fresh in fiction, the plot is stirring and well knit, and the author is possessed of the ability to write forceful, fragrant English.

IAN HAMILTON'S MARCH.—By Lieut. Winston Spencer Churchill, M.P. Mr. Churchill's latest work is a series of letters reprinted from *The Morning Post*, with a number previously unpublished, and the diary of an officer formerly prisoner of war at Pretoria. This diary promises some interesting revelations. The book contains a portrait of General Hamilton, also colored maps and plans of battle.

THE HOUSE OF EGREMONT.—This is the most important and largest piece of fiction that Miss Seawell has yet done. It is a romance of the 20th century, dealing with the friends of the exiled Stuarts, and is full of adventure. It is a time to which Miss Seawell has given special study, and which always exerts a great fascination.

HUGH WYNNE.—By Dr. S. Weir Mitchell. This is the book of which Henry Clay Carrel said: "From cover to cover, 'Hugh Wynne' is an artistic production, from the heart and soul of a man who has lived and seen and suffered with those who suffer." A handsome new one-volume edition will soon be issued, with some notable illustrations by Howard Pyle.

THE OLD GENTLEMAN OF THE BLACK STOCK.—By Thomas Nelson Page. This is the author's most highly praised story, and promises to be even more popular than "Santa Claus's Partner," the sales of which have reached 25,000. A particularly fine edition is being prepared, with beautiful illustrations in color by Howard Chandler Christy. The old gentleman and his black stock will figure prominently during the Christmas book sales.

THE CHINESE PROBLEM.—By Chester Holcombe, author of "The Real Chinaman." Mr. Holcombe was connected with the United States Legation at Peking, China, as interpreter and secretary and in other capacities, from 1871 to 1885, and since that time he has been concerned with extensive commercial and financial questions in that country. In his new book, he deals with the peculiar character and con-

ditions of the Chinese which have produced the present uprising. These people are devoted to all sorts of secret societies for social, political, philanthropic and other purposes, and every uprising or disturbance in modern China has been brought about by such an organization. The Chinese are quiet and orderly, as a rule, yet given to perfect cyclones of unexplainable excitement, when they are wild with frenzy and know neither reason nor fear.

CHILDREN OF THE RESURRECTION.—By the Rev. John Watson, author of "Beside the Bonnie Brier Bush," etc. This is a thoughtful book of consolation by Ian MacLaren, the well-known author. It completes a trilogy of books of meditation appro-

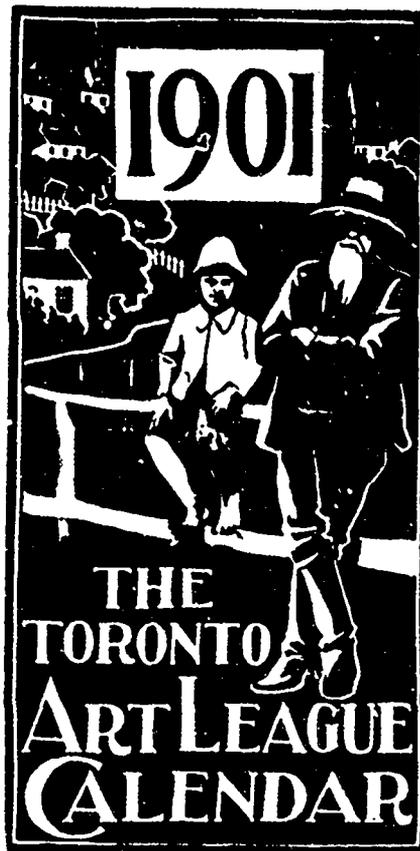
50c., well illustrated and most suitable as a Christmas gift for children.

GEO. N. MORANG & CO.'S OCTOBER LIST.

MR. GILBERT PARKER'S NEW BOOK.—This is to come out with the title of

"The Lane that has No Turning," instead of "Born with a Golden Spoon," the title that has been talked of in connection with it. The question of titles for novels has reached an acute stage, now that every day sees the product of a score or two either on this or the other side of the Atlantic. One cannot wonder at some speculation and consideration being necessary before the proper designation is at last decided on. Our opinion is certainly adverse to the too common practice of giving a book one name in England and another in America. Such a method is apt to lead to confusion, and will, undoubtedly, puzzle the bibliophile of future days, though, to judge from our experience, it may be this gentleman of the coming centuries will find some amusement in collecting as many copies of one book as he can under varying titles. If a book may have one name in England and another in America, why may it not have a fresh title in Cape Colony, in India and in Australia, not to mention a few other places now colored red on the map of the Empire? However, we may be sure that "The Lane that has No Turning" will be well worth reading, and have a large sale in Gilbert Parker's native country. We understand that this is the last work in which Dr. Parker takes as the groundwork of his novel the attractive scenario and range of characters to be found in the romantic period of the history of Quebec. For the future he will seek other fields, and, no doubt, his new political experience and his life in England will afford him plenty of material. As rounding off his series of Quebec novels, "The Lane that has No Turning" must necessarily be added to many collections of his works.

COLONEL DENISON'S BOOK.—Colonel Denison's "Soldiering in Canada" has been selling very successfully since its publication, and will, no doubt, continue to be a leading line with all progressive booksellers. The press of Canada from one end of the country to the other has been most emphatic in its encomiums, and by several of our best journals it has been pronounced without question the leading book of the year. It goes without saying that a book so outspoken—and, may we say, audacious?—will be sure to create a large amount of discussion. All this, however, will only help to sell a book which has already made good its claim as a sterling contribution to Canadian literature. It is understood that the



priate to Holy Week. The first was the "Upper Room," now in its thirtieth thousand, and perhaps the most widely read of Dr. Watson's religious books. The second was "The Companions of the Sorrowful Way," while the present volume forms the third of the series.

Several other books which are sure to sell well are "Heronford," by S. R. Keightley; "The Grand Mademoiselle," by James Eugene Farmer; "Coffee and Repartee and the Idiot," by John Kendrick Bangs, and "Stories of the Maple Land," by Katherine A. Young. The last-named is a collection of tales of the early days in Canada. The Copp, Clark Co., are issuing a fine new edition in fancy white binding at

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7 and 9 King Street East, TORONTO.

OUR OCTOBER BOOK LIST.

Apostolic Teaching and Christ's Teaching. By Rev. Robert J. Drummond, B.D., Lothian Road Church, Edinburgh, being the Kerr Scholarship Lectures for 1900. Uniform size with others of series Cloth, \$3.25.

Buddha and Buddhism. By Arthur Lillie, author of "Buddhism in Christendom," etc. Fourth of the "I. and I." Clark series of "The World's Epoch Makers." Cloth, \$1.00.

The Messages of the Bible. Edited by Prof. Frank K. Sanders, Ph.D., and Prof. Chas. F. Kent, Ph.D. Four volumes issued, including "The Earlier Prophets," "The Later Prophets," "The Apostles," and "Paul." Cloth, \$1.25.

The Wedding Day, in Literature and Art. A collection from famous writers, by G. F. Carter. Richly illustrated in half-tones. Cloth, gilt, \$2.00.

Paris, as seen and described by great writers. By Esther Singleton, author of "Great Pictures," "Turrets, Towers and Temples," etc. With many fine illustrations. Cloth, \$2.00.

Three Little Maids. By Ethel Turner. Will be the most popular child's story of the season. Cloth, \$1.25.

Canadian Wild Life Calendar for 1901.

The finest art calendar ever issued in Canada. Six plates and heavy etched cover, from original drawings by famous Canadian artists. Size, 14 x 21 inches. Printed in colors, in cardboard box, \$1.00.

LIBERAL DISCOUNTS TO THE TRADE.

Send for Book Catalogues, and for Illustrated Circular of Calendar.

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work is attracting almost as much attention in England as here, and its refreshing onslaught on military red-tapeism has called forth many expressions of approval. In several important centres the trade have taken the advantage this book affords of opening up a market, hitherto unexplored, among militiamen, and we understand the result has been highly pleasing to those booksellers alert enough to bestow a little care on the proper working up of this stratum of trade.

MR. CROCKETT'S LATEST.—A book that will be brought out in the immediate future that will excite considerable interest in Canada will be S. R. Crockett's "The Stickit Minister's Wooing." Mr. Crockett first captivated his public with his "Stickit Minister" volume seven years ago. Since then he has shown his power in many different ways, but in the minds of many this vein of quietly pathetic and humorous short stories shows him at his best. The forthcoming volume will contain a rich collection of Crockett's best in this line, and the titles of them are so tempting that we are sure the book cannot fail to be at once popular. It will be brought out at \$1.50 in cloth and 75c. in paper.

POEMS.—"Lullaby Land: Songs of Childhood," by Eugene Field, will be issued

immediately by Morang & Co. It is a most beautifully gotten up collection of some of Eugene Field's delightful child's poems. The illustrations are in the light style of art, and the paper and typography most excellent. It is, altogether, a charming book, and at the very moderate price of \$1 should be a rapid seller.

Sidney Lanier is not enough known here as an artist in poetry, and, though the initiated know how valuable is his volume, "The Science of English Verse," there are thousands of tolerably well informed people who have never read a line of his work. Morang & Co. have just issued under the title, "Select Poems of Sidney Lanier," a beautiful little book which will be welcomed by all scholars and intelligent people. It is edited by Morgan Callaway, jr., Ph. D., and the price is 75c.

CANADIAN CALENDAR FOR 1901.—This house has also issued a striking poster (a cut of which we give) of "1901," the calendar of the Toronto Art League, indicating in a most artistic way the scope of this very choice annual. As an artistic production this is by long odds the best that the Art League has produced, the various scenes of Canadian village life which form the basis of the publication being exceedingly well rendered. As a

Canadian souvenir to send to distant friends the calendar is, considering the low price of 35c., without a parallel, and, as it is put up in a convenient form for mailing, there is no need to wonder at its increasing popularity. The cover, which is a beautiful design in three colors, is by R. Weir Crouch, formerly of Toronto, and now one of the most eminent designers in the city of New York.

OTHER BOOKS.—"The Farringdons" is making good its promise of being a steady seller, and a third Canadian edition is now being prepared. This is one of the books that advertises itself.

Another book of this kind is "The Life of Parkman," which we introduced to the notice of our readers last month. As a book of biography this is decidedly the most important that has of late been published. Singular in many respects, a man standing apart from the crowd, with a strength of will and a virile self-command that carried him through much that was adverse, Parkman is a unique figure. Mr. Farnham's "Life" of him is a fine piece of work, and it should be added to the libraries of all acquainted with the writings of the great historian. The price in cloth, with two fine portraits, is \$2.50.

BOOKS AND PERIODICALS—Continued.

THE W. J. GAGE & CO.'S LIST. This firm are issuing a strong list of books in their announcement for the Fall trade, which will be found timely, and attractive. A few are here selected for brief notice.

LORD JIM—Is a stirring story of the sea by Joseph Conrad, who is now generally placed by the critics at the head of those whose narratives "go down to the sea in ships." It will be published this month, and is a story of a high-spirited young fellow who took to seafaring with a dream of the coming day when a great emergency should arise. In due time he met it face to face; the crucial moment arrived, and the effect on the young seaman is portrayed in a most unusual and striking fashion. Conrad is a past-master in the art of presenting the mystery and fascination of the sea, and he is no less skilful in depicting the subtle variations of human nature and human emotion.

THE MANTLE OF ELIJAH—To be issued in November, is a remarkable new novel by Israel Zangwill, written on lines rather different from any of his former works. He is always replete with vigor, as might be expected from his career as teacher, journalist, novelist, lecturer and poet. This story contains some well-managed climaxes, and will, no doubt, be dramatized later on. The heroine is well-born and charming, the daughter of an English statesman, and marries a politician. There are numerous situations in the course of the story full of life and charm.

STRINGTOWN ON THE PIKE.—Who is John Uri Lloyd? has often been asked since his "Stringtown on the Pike" appeared as a serial in the early months of this year. He is a professor in a Cincinnati college, and author of a scientific romance called "The End of Earth," which ran through twelve editions of 10,000 to 12,000 each, and created great discussion in speculative circles. "Stringtown on the Pike" reveals a Kentucky village in an obscure corner of the land. The old villagers are evidently drawn to the life, and the Judge, the Professor, the Colonel, etc., have perfect individuality and distinctness. The red-haired boy will not easily be forgotten; Old Cupe, the last scion of an African king, is himself every inch a king, proud, kindly, dignified. He is a unique creation, and marks this author as a master hand in the creation of his characters.

FOOTSTEPS OF A THRONE—By Max Pemberton, author of "Kronstadt," and many other well-known novels, is another capital addition to the Fall list. His experience in writing miscellaneous stories for *The Standard*, *Chambers' Journal*, *The Illustrated London News* and other popular

papers and magazines has given Mr. Pemberton a world-wide reputation, and here we have the mature work of a writer whose first novel was issued in 1891.

A KING'S PAWN—By Hamilton Drummond, will be published at once. It is a story of the times of the famous Henri of Navarre, the Huguenot leader of France. The narrative is full of the breathless excitement and thrilling fascination that only a powerful historical novel can excite.

EDEN PHILLPOTTS' SONS OF THE MORNING, was published in September, and is already a pronounced success. Honor Endicott is "as pure as water and as good as bread," and her painful dilemma brings out the sweetness and romance in her character. Mark, her blind uncle, has a clear head, a strong will, and, moreover, possesses a rare wisdom. He is a sort of subordinate Providence, to whom everybody comes for advice and really gets the very best. The Summer weather, the sea air, the delightful stretches of scenery, the villagers' love-making, and the rare humor of the book, show that Phillpotts is the undisputed successor of Blackmore and Stevenson.

A DAUGHTER OF WITCHES, noticed last month, is now ready. The scene lies in New England, and throughout the pages we find New England character and dialect. The clever gossip and animated dialogue are very entertaining, but the greatest interest lies in the life-like sketches of people and places, and they are real, live people who have "a way of saying things" that one can hardly forget. The queenly Vashti, with her jealousy; sweet, honest Mabella, and the incisive Temperance make a group of well contrasted characters of great artistic interest. This book brings to the front another very clever Canadian who is winning laurels in the Old Land.

MU-MON-KWAN is the Japanese for The Gateless Barrier, the title of a novel that touches on the supernatural. It is a very charming ghost, indeed, and one that can be explained away. Questions are suggested on the dim borderland of life, but there is no attempt at weary explanation. Laurence's young American wife in the historic English mansion is very well taken, and that remorseless materialist, old Mr. Rivers, talks so well that we can understand easily enough that Mary Harrison (Lucas Malet) has inherited the literary instinct from her father, the famous Charles Kingsley. The fine art collections; the rich, elegant interiors; the glimpses of lovely scenery are restful, and the rose clad phantom is truly a very companionable ghost that one likes to talk to. The book is bound to be a favorite.

WINEFRED, by S. Baring Gould is semi-

historical. The heroine is a charming Devon lassie, the daughter of a fine gentleman of the time of the Regency in England. It is full of incident and character—Jane Marley, Mrs. Tomkyn-Jones, the old smuggler and his son. Every page is alive with sprightly conversation. Mr. Baring-Gould has never written in a better vein, and he always writes well.

THE GIRL AT THE HALFWAY HOUSE is the title of a refreshing book that everybody is reading and all live booksellers are selling nowadays, when the life on the Western plains is so utterly different from that of the times when the buffalo and the prairie schooner moved across the horizon. All the light and shadow of those pioneer days have, however, been caught and preserved in Mr. Hough's "Girl at the Halfway House." The early Western life is finely depicted and the aroma of the prairies surrounds a charming love interest.

THE TWIN NOVEL is one of the special products of the century closing and the latest contribution is "Robert Orange," the sequel of "A School for Saints." Both books take us into the heart of society and exhibit admirably the microcosm of fashion. It is partly comedy, partly tragedy, alive with keen observation and good-natured cynicism.

The Publishers' Syndicate, 7 and 9 King street east, Toronto, have instituted a departure in the Canadian book business by carrying a range of exceptionally high-class editions, such as are not usually to be found outside of London, Edinburgh, Boston or New York. These include a number of famous works, finely made and of exquisite finish. For presentation or gift purposes they are specially appropriate, and it is well to know that booksellers all over Canada have now a ready source of supply for all such sets of books.

THEOLOGICAL WORKS.—The past month has been notable for the issuing of several volumes of great interest to theologians and theological students. The Publishers' Syndicate, Limited, who are agents for T. & T. Clark, of Edinburgh, have just received the volume of "Kerr Scholarship Lectures for 1900," by Rev. Robert J. Drummond, D.B., Lothian Road church, Edinburgh. This series is always looked for with interest, and the present volume, which is uniform in size with the former books of the same series, will be widely received. The volume, in cloth, is listed at \$3.25.

Another interesting work which is just to hand is "Buddha and Buddhism," by Arthur Lillie, author of "Buddhism in Christendom," etc. This is the fourth of

TO BE
Published
This Fall.

Lord Jim

By Joseph Conrad.

Cloth, \$1.25. Paper, 75c.

A fine presentation of the mystery and fascination of the sea. A story of the vast Pacific wherein a splendid young seaman meets a great emergency and triumphs at the critical moment. The mantle of Stevenson has fallen on Joseph Conrad.

The Mantle of Elijah

By Israel Zangwill.

Cloth, \$1.50. Paper, 75c.

The heroine is the daughter of an English statesman. The charming girl develops into a remarkable woman. Her politician husband and her poetic friend. The situations are full of life and motion, and the story is vigorous and the book is quite up to the author's old-time force and energy.

Stringtown on the Pike

By John Uri Lloyd.

Cloth, \$1.25. Paper, 75c.

The author's "Etedorpha" ran through ten or twelve editions of as many thousands each. This story ran as a serial in *The Bookman* during 1900. The scene is in Kentucky. The characters are well drawn. "The Red Haired Boy" and "Old Cupe" are particularly good.

A King's Paxon

By Hamilton Drummond.

Cloth, \$1.25. Paper, 75c.

This volume tells a rattling story of the times of King Henry of Navarre. That memorable period with its rush of history supplies stirring incidents, sudden surprises and unexpected turns. The dialogue is well done and chains the attention.

Popular Books Now Leading

The Sons of the Morning

By Eden Phillpotts.

Cloth, \$1.50. Paper, 75c.

R. D. Blackmore bestowed unsimulated praise on the author's work, and critics name him as the natural successor of R. D. Blackmore. *The Gentlewoman* says: "He is really a story writer who may rank with Hardy or even with George Eliott." *The Saturday Review* declares this "a novel that stands head and shoulders above the rank of novels."

A Daughter of Witches

By Joanna E. Wood.

Cloth, \$1.00. Paper, 60c.

A Clever Book by a Clever Canadian.

The Academy for September says of this book: "The story develops very definite types of character and grows more tragic as it proceeds. There is a highly-wrought situation in the chapel. Plenty of lively gossip and clever dialogue throughout."

The Gateless Barrier

By Lucas Malet.

(Charles Kingsley's second daughter.)

Cloth, \$1.25. Paper, 75c.

"This book is one of the best products of modern fiction."—*Toronto Star*. *The Athenaeum* says: "The phantom of the rose-clad lady rises like a dream and holds our interest and attention."

Footsteps of a Throne

By Max Pemberton.

Cloth, \$1.25. Paper, 75c.

Mr. Pemberton is editor of *Cassell's Magazine*, and well-known as a popular writer of stories in *Chambers's Journal*, etc. His first work "The Diary of a Scoundrel" was well received, and there is no doubt the present tale will attract many readers.

Robert Orange

By John Oliver Hobbes. (Mrs. Craigie.)

Cloth, \$1.25. Paper, 75c.

This book has excited great discussion in many quarters. *The Standard* says: "It is a remarkable book," and *The Pall Mall Gazette* says: "Its comedy is alive with brilliant observation of character." Critics have become partisans in attacking and defending Mrs. Craigie's clever book.

In Constant
Demand.

The Girl at the Half-way House

By E. Hough.

Cloth, \$1.25. Paper, 75c.

This has been called an American epic, and the fight between the gigantic Mexican and the Indian Chief is almost Homeric. "It is a book of exceptional vitality," says *The Commercial Advertiser*. "Fresh, breezy and inspiring," says *The Toronto Globe*.

Deacon Bradbury

By E. A. Dix.

Cloth, \$1.25.

The title gives a hint of the character of the book. A man of iron will and inflexible integrity. The photographic picture of New England life is relieved by humorous interludes that throw its salient features into high relief—particularly the spiritual conflict.

Winefred (Illustrated)

By S. Baring-Gould.

Cloth, \$1.25. Paper, 75c.

"Winnie is one of the charming Devonshire lasses who are so winsome in fiction and fact."—*Athenaeum*. *The Glasgow Herald* remarks: "There is always this certainty about anything from the pen of Mr. Baring-Gould—that it will be worth reading."

The Mandarin

(Illustrated)

By Carleton Dawe.

Cloth, \$1.00. Paper, 60c.

"One hears a good deal of Chinese notes on foreign missions, but it remained for this author to work them into an exceedingly clever story."—*Vancouver World*. "It is a spicy tale of adventures in China."—*Hamilton Times*.

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W. J. GAGE & CO., Limited, Publishers, TORONTO

BOOKS AND PERIODICALS Continued.

T. & T. Clark's series of "World's Epoch-Makers," and is even more fascinating in its interest than those which have gone before it. The series, as a whole, is up to the high standard set by the Messrs. Clark, and is taking rank as among the foremost works of their kind published in recent years. The volumes are listed at \$1 each, and may be had singly or otherwise from The Publishers' Syndicate.

"The Messages of the Bible," edited by Sanders and Kent, is another religious series that is attracting notice from the press. These books also are handled in Canada by The Publishers' Syndicate, Toronto. They are commentaries of much value to Bible students, and are most complete and clear in form. Three of the volumes are already issued, including the messages of the Prophets and those of Paul. The books are listed at \$1.25, and are now in hand.

THE POET LAUREATE'S POEMS.—The Publishers' Syndicate have also just received the latest volume of poems by Alfred Austin, poet laureate. It is entitled "Songs of England," and includes all of Mr. Austin's recent and patriotic poems. The neat little book is sold at 35 cents, and forms a very attractive volume.

A WEDDING SOUVENIR.—One of the most charming books recently issued is just now out, from the office of The Publishers' Syndicate, Limited. It is entitled "The Wedding day in Literature and Art," and is a collection of the best descriptions of weddings from the works of the world's leading novelists and poets, compiled by C. F. Carter. The book is handsomely bound, and is richly illustrated with reproductions in half-tone of famous paintings appropriate to the text. It forms a charming volume of reading, and is especially appropriate for gift purposes. Its price is \$2.

A LONGFELLOW BOOK.—The nature poems of Longfellow have been gathered together in one volume, which is now being handled in Canada by The Publishers' Syndicate, Limited. It is one of the most delightful books of its kind ever placed on this market, almost every page being broken up by half-tone pictures illustrative of the text. No effort seems to have been spared to make an elaborate and pleasing production, and the result is fully up to what was aimed at. The price of the volume in gilt cloth is \$2.25.

Booksellers would do well to send for an illustrated circular and prices of the "Canadian Wild Life Calendar," now being issued by The Publishers' Syndicate, Limited, 7 and 9 King street east, Toronto. It is a production of remarkable merit, and will rival the finest art calendars of the

coming year, besides being original in conception and Canadian sentiment. It will sell at \$1.

Ethel Turner, the most popular children's writer in England, has just written a new book entitled "Three Little Maids," which is being published in Canada by The Publishers' Syndicate, Limited. It is up to her usual high standard, and very amusing in its narrative.

WILLIAM BRIGGS' LIST. Of late an extraordinary number of strong historical novels have been written, having their scenes laid in the period of the American Revolution. The latest explorer in this interesting field is Mr. Maurice Thompson, of The New York Independent, who has already made successful essays in the field of fiction. Mr. Thompson's present story, which not only is his best, but in all likelihood will be regarded as the best of all the American historical tales of recent years, is entitled "Alice of Vincennes." The plot centres in the post at Vincennes in the valley of the Wabash. The story is picturesque, tragic, romantic, and full of dramatic action. The characters are splendidly drawn; Uncle Jason, the grizzled veteran scout, and Long Hair, the Indian chief, are figures which might have slipped out of Fennimore Cooper's pages. The heroine, Alice Rousillon, will be considered one of the best creations of American fiction. The trade will make no mistake in stocking large in "Alice of Vincennes."

CANADIAN POETRY.—Mrs. T. Sterry Hunt, of Montreal, known in literary circles by her pseudonym of "Canadienne," and a writer of graceful verse, has a volume of poems in course of publication, entitled "In Bohemia and Other Studies for Poems."

Mr. J. Stuart Thomson, one of the gifted band of Canadian poets who have gone to reside in the United States, has prepared material for another volume of verse, entitled "A Day's Song." This will be published early in November. Mr. Thomson's previous venture, "Estabelle," came in for high praise from the critics. The Chap-Book remarked of it: "A verse of pleasant flavor, old-fashioned and classical now and again. * * * It has been noted recently that the physical features of the Dominion of Canada have given strength to the voices of her children who sing; here it is to be noted that the lovely evanescence of the northern Spring has given delicacy as well." The Edinburgh Scotsman declares his poems as "all characterized by a rich sensuousness of fancy akin to that of Keats."

POPULAR NOVELS.—Marie Corelli's new story, "The Master Christian," is having

an extraordinary sale in Canada. The first edition of 5,000 copies was followed, 10 days later, by another of the same number. The book will far exceed in popular sale any of the author's previous novels.

The Canadian edition of Amelia E. Barr's latest story, "The Maid of Maiden Lane," a sequel to "A Bow of Orange Ribbon," is a handsomely-illustrated volume, selling at \$1.50.

MR. FRASER'S ANIMAL STORIES.—W. A. Fraser has done a masterly thing in his first venture at a continued story. "Mooswa of the Boundaries," now running as a serial in The Canadian Magazine, is creating wide interest. Author and illustrator (Mr. Arthur Heming) have cooperated in making this story of the woods and their denizens a book of imaginative interest and romantic realism. Each knows the Canadian wilderness with the thoroughness of long familiarity, and together they have vividly portrayed the world of the trackless northern forest. Carcajou, the wolverine; Mooswa, the moose; Muskwa, the bear; Black Fox, the king, and the various other fur-bearing animals are the dramatis personæ of a fascinating story which depicts animal life from the inside. It is a story that will fascinate young and old alike, a distinct achievement in Canadian literature.

IN PRESS

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THE POOLE PUBLISHING CO.,
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The prize of the American market has fallen to Chas. Scribner's Sons. The Canadian edition will be sold at \$1.50.

THE AUTHOR OF "ROBERT ELSMERE."
—Mrs. Humphrey Ward's new and greatest novel, "Eleanor," will be ready about October 20. Since the beginning of its appearance as a serial in Harper's Magazine, it has received the most enthusiastic praise from the critics of both this country and England. No serial, with the possible exception of "Trilby," has ever aroused so great an interest among the readers of the magazine. It is a love story of an entirely new sort, and is unquestionably Mrs. Ward's greatest work. "Eleanor" will be published in two editions—in one volume at 75c. in paper and \$1.25 in cloth, and in two volumes, enclosed in a box, at \$3 net.

MRS. CURRIE'S REMINISCENCES.—A very considerable body of literature is forming, having for its subject matter the records and reminiscences of the Niagara district. Several excellent volumes have been written, but there yet remains a wealth of un-

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By W. A. Fraser. With 12 illustrations by Arthur Haming.

CLOTH, NET, \$1.50.

Author and illustrator have co-operated in making this story of the woods and their chief denizens a book of imaginative interest and romantic realism. Each knows the Canadian wilderness with the thoroughness of long familiarity, and together they have vividly portrayed the world of the trackless Northern forest.

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Mrs. Humphrey Ward's Greatest Novel.

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Two volume edition, with many full-page drawings by A. E. Steiner. Bound in dark blue and gold.

IN A BOX, \$3.00 NET.

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No serial, with the exception of "Trilby," has ever aroused so great an interest among the readers of Harper's Magazine.

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BOOKS AND PERIODICALS—Continued.

published matter awaiting the industrious historian. We are glad to learn that Mrs. J. G. Currie, of St. Catharines, who has for many years taken a deep interest in the history of that interesting part of this Province, has in the press a volume entitled, "The Story of Laura Secord, and Canadian Reminiscences." Much valuable data is given in the volume. It is Mrs. Currie's intention to devote the proceeds of sale to the fund gathering to erect a monument to the Canadian heroine whose name gives the title to her book.

MISS LAUT'S FIRST NOVEL.—The publishers are giving a suitable setting to Miss Laut's story, "The Lords of the North." The cover design is a very striking one, showing a canoe impelled by two savages, and carrying a fur-trader and his wares. It is a happy coincidence that Dr. Bryce's masterly history of the Hudson's Bay Company and its kindred trading companies should be followed by this splendidly picturesque story, which finds its action in the feuds between the rival corporations who fought for the possession of the rich fur trade of our great Northwest. Miss Laut spent years of careful study of the records of history, and by extensive travel made herself familiar with the ground dealt with, before writing this story. "The Lords of the North" will take high rank in current fiction.

F. W. Hayes has written a sequel to his popular story, "The Kent Squire." The Canadian edition will be ready shortly.

"Quisante" is the name of Anthony Hope's newest story. Contrary to the custom with Mr. Hope's previous stories, "Quisante" has not been published as a serial. It is published in cloth at \$1.25, and in paper at 75c.

Mr. Henry Seton Merriman's new story, "The Isle of Unrest," has just been published in a Canadian edition. It is an attractively illustrated volume. The scene of the story is laid in Corsica and Southern France in the days of the third Napoleon.

A work entitled "The Making of a Christian," by Rev. John Maclean, Ph.D., is in course of issue. Dr. Maclean is a versatile writer, best known for his works on the Indians of Canada. He is a Methodist minister stationed at Neepawa, Manitoba.

FLANNING H.
REVELL CO.'S
PANY'S LIST.

The Revell Company announce for early publication "Onesimus, Christ's Freedman," by Charles F. Corwin. Illustrated, 12 mo., cloth, \$1.25. An advance notice by Dr. Scofield says of it: "In vigor of narrative, skilful plot, sincerity, convinc-

ing realism, dramatic intensity and human interest, 'Onesimus' is easily the great story of the year. It brings Paul and his companions out of legend into life, and makes the Apostolic Age live again before the modern readers."

TRAVELS IN THE EAST—"Forbidden Paths in the Land of Og," by the Otherwise Man, is a record of travel of three wise and otherwise men to the east of the Jordan river. Illustrated, 12 mo., cloth, \$1.25. Not only are scores of prominent scenes in Bible history illustrated and explained, but there are many dashes of brilliant color thrown into the picture from the Greek and Roman occupation of many places visited and also from the later campaign of the Crusaders. The pleasing style and the clearness of statement are simply delightful, and the interest steadily increases to the end.

INDIA'S WOMEN—"Wrongs of Indian Womanhood," by Mrs. Marcus B. Fuller. Illustrated, 12 mo., \$1.25. The author labored in India for nearly a quarter of a century and is well equipped to deal with her subject. Nothing has ever been written on the subject that can at all compare with it either for clearness of presentation, fearlessness of statement or delicacy of touch. The tender pathos that pervades its many passages cannot fail to touch the heart.

NEW SHILDON BOOK—The Revell Company have been fortunate in securing for Canada the new book by Charles M. Sheldon. The title is "Edward Blake; College Student," and is a bright interesting book. It will be published in paper and cloth at 25 and 50c.

"John the Baptist," by F. B. Meyer, is the new volume in "New Testament Heroes Series." 12 mo., cloth, \$1.00. There is no religious writer whose works are better known or which command a larger sale than F. B. Meyer's. Of the "Old Testament Heroes and Expository Series," thousands of volumes have been sold, and the sale keeps steady all the time.

The Revell Company report that close on 250,000 copies of their authorized "Life of Moody," by his son, have been sold in less than six months.

"I do not think," says our traveling correspondent, "there is anyone in the Maritime Provinces who carries a better selected stock of books, stationery and toys than Miss Hattie Tweedie, of Moncton, N.B. This, together with the fact that Miss Tweedie always has a pleasant word for her customers, increased trade to such an extent that she is enlarging her store by taking the partition out of the rear end of the building and letting in another room."

NOTES OF THE TRADE.

MR. H. S. WALLACE, a prominent stationer, of Rossland, B.C., has disposed of his stock and intends to winter at the Coast. Mr. Wallace was one of Rossland's first merchants as well as one of the most successful ones. He was the second mayor of the city, and is held in high esteem by all. He is leaving chiefly on account of Mrs. Wallace, whose health is such that she cannot pass the Winters in Rossland.

A. Russell, fancy goods dealer, etc., Essex, Ont., has sold out to G. A. Sherrin.

Gillies & Patterson have registered partnership as wholesale paper dealers in Montreal.

Lumsden & Wilson, booksellers, etc., Seaforth, Ont., have dissolved; Alex. Wilson continues.

J. McLeod Holiday, dealer in fancy goods, Winnipeg, Man., has been burned out; fully insured.

Cadioux & Derome have registered a new partnership in the wholesale stationery business at Montreal.

J. G. Kilt & Co., Ottawa, have sold their Little Sussex street business to F. Shore & Co., but retain the Bank street store.

Mr. J. S. Heales is now on the road in the interests of the new Halifax stationery and fancy goods firm, The Macdougall, MacKeen Co.

Mr. M. B. Jones, of Moncton, N.B., book and stationery dealer, has enlarged his premises to twice their former size, by taking in the whole block.

Chas. J. Mitchell, bookseller and stationer, Charlottetown, has issued a souvenir of the Anglo-Boer War, which is a really handsome work. It includes pictures of the famous generals in a convenient size. The souvenirs will be mailed to any address on receipt of 75c.

Mr. Edward S. Caswell, of the Methodist Book Room, was the recipient of a very handsome dinner set from his fellow-employees, on the occasion of his marriage to Miss Clara Stagg, daughter of Mr. William Stagg, which took place at Wesley Methodist Church, Toronto, the ceremony being performed by the Rev. Dr. Tovell.

LEATHER GOODS

We manufacture the finest line made.

- Purses, Wallets
- Letter and Card Cases
- Portfolios, Music Rolls
- Photograph Cases
- Memo Books
- Diaries, etc.

STATIONERY STOCK complete.

New lines in

**Papeteries
Note Paper
Envelopes.**

OFFICE SUPPLIES

Full Stock New Fresh Goods in
**INKSTANDS
HARDTMUTH'S, FABER'S PENCILS
STATIONERY SUNDRIES AND
NOVELTIES.**

CREPE TISSUE

ALL THE POPULAR SHADES.

WOODBURY HUNT'S
FINE ART PUBLICATIONS.

THE **BROWN BROS.** LIMITED

MANUFACTURING STATIONERS
51-53 Wellington St., W.,
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If you are a business man and get or want to get business by any kind of advertising, and want to know how to advertise and make money for it you are an employer and expect to go into business for yourself or if you want to get into a new and profitable profession—we furnish the foundation—the accumulated knowledge on the subject. Investigation costs you nothing. Invaluable information will be sent Free. Address Advertising World Publishing Club, Columbus, O.

NEW MUSIC
A FRANCESCA.—March, by P. Mario Costa. The latest European success, played, whistled and sung all over Europe.
COONTOWN REVELS.—By Chas. E. Mueseler. A splendid Two-Step.
Anglo-Canadian Music Publishers' Association
"ASHDOWN'S" Limited
88 Yonge St., Toronto.

JAMES. R. CROMPTON & BROS., Limited BURY, LANCASHIRE, ENGLAND.



Colored Tissue Label.

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White, Blue, Buff and Yellow.

PATENT STOUT AND THIN BUFF

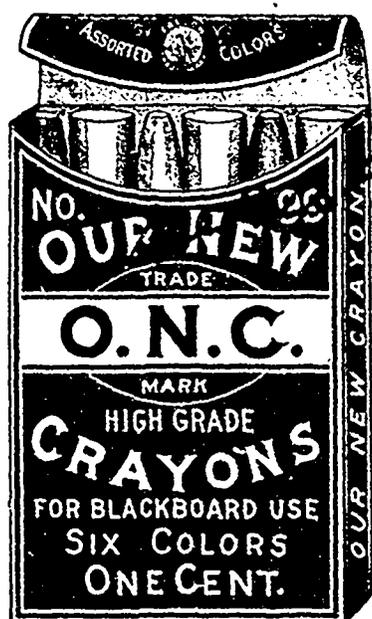
Copying Papers (Royal Arms Watermark)

All papers bearing Mill 39 Label are guaranteed to be as near perfection as over forty years' experience can produce.

Samples and quotations to the wholesale trade upon application to

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FOR SCHOOL CRAYONS



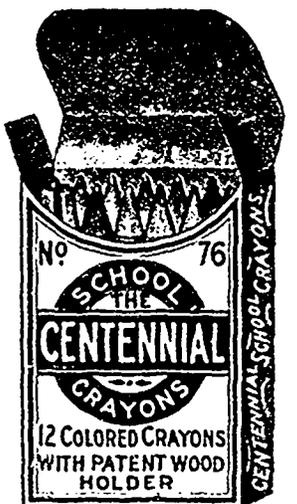
Write the Best and Finest
Manufacturers in the United States

The inserted cup
represents two
of our . . .

Best Sellers

The **NO. 78** represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices.

NO. 99 is a box containing 6 assorted colors chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.



Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.
509-517 Eastern Avenue, Lynn, Mass., U.S.A.

FANCY GOODS AND STATIONERY.

THE TOY TRADE.

The toy trade for the coming holiday season will be more in military goods than ever before. All other toys will have to take second place to these. The number of novelties in this way this season is surprising, and dealers should look to their stock of military toys, games, etc., before anything else. Dolls are shown in all soldiers' uniforms, the khaki uniform being particularly in evidence, though there is no lack of Highlanders and other representations of the British and foreign armies. Models of well-known battleships are among the more expensive kind. Forts, cannons, horses, toy guns, swords and uniforms are all being shown in an abundant variety. "War" games, such as "Bobs," etc., will also be preferred to the ordinary children's games, and all other warlike materials and appliances will find a ready call. As an exchange says, there is little left outside the influence of war except the old standby, Noah's ark, and one gentleman expects to see even that archaic old boat mount a battery before Christmas.

THE PAPER MARKET.

Since our last, buyers do not report any change in the price for papers. It is supposed that no change will take place in the United States till January at least. The mills are reporting low water, with consequent interruption to regular work. In the case of British papers, the manufacturers have stopped paying freights, which does something as a set-off to the favorable tariff conditions for British makes.

CANADIAN ENVELOPES.

It appears from official statistics issued from Ottawa that the number of envelopes used in Canada last year was 305,100,000. Of these 272,500,000 were made in the country and 32,600,000 were imported. A comparison of these figures with the postal returns show that only about one-half of the envelopes go through the post office, the rest being for private and commercial use. Canadian envelopes are well made, and are entitled to

the official patronage on their merits. One Department at least of the Canadian Government imports an envelope from the United States known as "The Bunker Hill." No one can accuse our Government of race narrowness after that!

For the Christmas trade in fancy stationery, nothing is likely to become more popular than the goods now showing, the envelopes of which are edged in a different color to the rest of the paper. The colors are all made to harmonize perfectly. Among the numerous shades shown, khaki with dark red edgings deserves special mention, as not only is it one of the latest and most popular colors, but the dark red gives a very pleasing effect. A lighter shade of khaki, almost a grey, is also made with the same colored edgings, and is very pretty. The latest blue shades are shown with either a darker shade of blue or a white edge. White paper with blue edgings, grey with white, and other combinations make a line of fancy stationery that is sure to sell well. The paper itself is the same color as the envelopes, but without the colored edges. The colors are placed on all edges of the envelope and on the sides of the two flaps where it is sealed.

CALENDARS FOR THE HOLIDAYS.

The number of calendars sold last year was much in advance of any previous season, and there are no indications that the coming season's trade in these will not be just as great. Original calendars are becoming, or, rather, have become something of a fad, and almost every amateur painter in water colors or oils gets out one or two calendars for either himself or a friend. City dealers showed a great many of these last year, and whether the trade was a profitable one or not depended a good deal on the judgment of the dealer himself in selecting suitable designs. We may look for every description of military calendars this year. These will, in all probability, take precedence over all other calendars.

Stationers who are living in small towns, where there is someone who can get up an original calendar, either in black and white or colors, could do a good business in this line. If it is possible to insert anything of a local nature into the design, all the better. For instance, a popular fellow-townsmen who has just returned from South Africa after taking part in the war there, dressed in his khaki uniform, should make a good subject for one calendar; or anything else that partakes of the locality in which it is sold should be preferred over other designs.

In addition to ordinary stamp rubber type outfit, pads, date stamps, etc., Buntin, Gillies & Co., Hamilton, are offering the trade a neatly packed rubber stamp outfit, which can be retailed at 75c. It contains a good-sized font of



rubber type, a two-line holder, a pair of nippers and a stamp pad. This is not a toy but an office or factory necessity, which should command a good sale. The wholesale price is \$5.40 per doz.

Several novelties in fancy goods this month are well adapted to approaching holiday trade. For instance, in album covers The Copp, Clark Co. show plush velvet in the pastel shades with figured floral design. There are also new issues in celluloid and solid leather. These albums are sold at from \$9 per dozen up.

In thermometers, we noticed in the same warehouse a very dainty line of jeweled goods from \$1.20 a dozen up. They are attractive by themselves and can be utilized in fancy work with effect. A line of frames, in the same jeweled ornamentation, for chic photographs, includes a great number of designs. The prices range from \$1.50 a dozen up to \$6. In larger-sized photo frames, some of the new goods are quite handsome for retailing at moderate prices. Some are of hardwood decorated with gold and some of celluloid. Some are for the Imperial size in photographs.

Among other novelties might be mentioned the fancy inks of which a brief mention was made before. The designs are decidedly striking for such cheap goods: Music roll,

SOME SEASONABLE SNAPS.

Winter Games For Cosey Homes

The Maple Leaf
Comrades Pretoria
Century Canadian Authors

FLAGS

Union Jack
Dominion Ensign
New complete stock.

Fountain Pens

Lapham's Rival. Serrated feed piece
The Eagle. No section point to break.
The Post. Self-filling, self-cleaning

Dominion Office Diaries

Legal Edition.

The Copp, Clark Company, Limited, Toronto

box of matches, cigar, etc. In fancy paper weights, animal figures are frequent, such as frogs, grasshoppers, etc., while one design, Nansen going toward the Pole on snowshoes, is quite novel.

In scrap and autograph albums, the prices range from 10c. to \$1, and a new line of photo-mounting books will retail at 50c., 60c., 75c. These are well made, the leaves are of good grade of grey paper and the pad in the centre of each page holds the photo. Amateurs will want these.

In the line of military toys mention should be made of the mule battery, a new thing, adapted from the Boer War. In children's blocks, 10c.-lines are prominent. In pen wipers, animal designs are seen, such as the bear, the rabbit, etc.

IN THEIR NEW HOME. The latest addition to Toronto's list of fine stationery and book warehouses is that of the Copp, Clark Co. Since the last issue of this journal the company moved over to their new warehouse at 64 and 66 Front street west, a new five-storey building of pressed brick.

The interior is fitted up in the most modern and excellent style. Care has been taken to arrange systematically the various branches of the business. The basement is used for the handling of the heavier goods

and packing. About one-third of the ground floor is devoted to the private offices of the President and Manager, Mr. H. L. Thompson, and to the counting room where Mr. Thomas is to be found, the remaining two-thirds being devoted entirely to the shipping department, to which special attention is paid. The entire second floor is taken up with stationery goods, with a private office for Mr. Harcourt. Books occupy the third floor, and Mr. Copp has his private office here. The stock of books looks splendid arranged on long tables and in the shelves. The fourth floor is taken up with fancy goods and games. The fifth floor is used for direct importations.

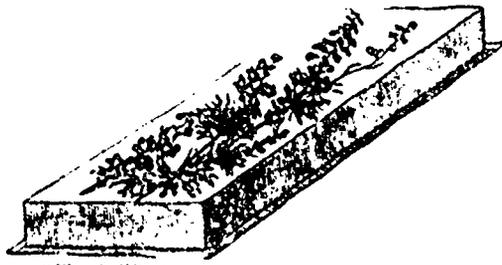
A passenger elevator, run by hydraulic power, provides easy access to every floor, and at the back of the building is an hydraulic freight elevator. All the flats are light and airy, special attention being paid to the light, Luxfer prisms being on all the windows.

NEW HOLIDAY GOODS. Some handsome metal photo frames are shown which should be popular for the Christmas trade. They are of every variety of design, in black, gold, silver, white and combinations of these colors. The stationery is very fine, especially a line of Moorish greys, the packages inside the box being

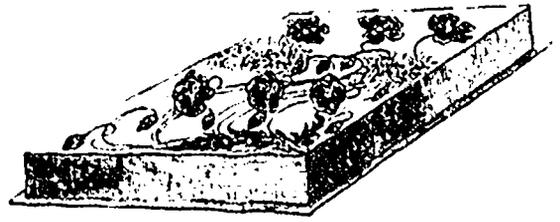
wrapped with wide silk ribbons the same shade as the paper. A great variety of fancy waste-paper baskets and ladies' work baskets are being shown. Brown Bros. have some of these worked in colors with wooden bottoms. A handy little novelty is the pocket pencil-holder, made of rubber and metal, to be attached to the top of the vest pocket. The white library paste tube is a rapid seller. A handsome variety of self-closing writing desks, in oak, mahogany, etc., made for a typewriter, is now being shown, as well as different Rockwell-Wabash filing cabinets for cards or letters, etc., a line that is being bought rapidly. French inkstands in cut glass, gilt mounted; fancy pocket inkstands, in rubber, Russian leather or alligator; Koh-i-noor tracing cloths and pencils; rubber penholders just arrived from England, and many other small articles are shown for the holiday trade which are sure to be popular.

THE FLAG TRADE.

The trade in flags will take a sudden start about October 25, when the troops return from Africa. There should also be a steady sale for them in connection with holiday closings, Christmas trees, children's parties, etc. The Copp, Clark Co. report orders large, but they have a stock now of the principal sizes and kinds of flags required.



"Blue Bell" - 917



"Poppy" - 912



"Clematis" - 925



"Mayfair" - 913

FANCY GOODS AND STATIONERY—Continued

NEW FANCY STATIONERY.

Warwick Bros. & Rutter have just received a fourth shipment of the fancy papereries they have been showing this Fall, and which were specially made for them in England. This line contains four distinct series, as well as a number of specialties. The square floral series includes the "Clematis," "Poppy" and "Mayfair." These boxes are 10 inches long and 8 inches wide, with two rows of octavo size notepaper with envelopes. The boxes are of handsome floral design, beautifully embossed in from three to eight colors. The stock in this series is of a fine vellum wove, both cream and white, and may be had either ruled or plain.

The oblong series is made up of such lines as the "Geranium," "Blue Bell," etc., and is a most striking line. These boxes are made to contain four rows of the oblong envelopes and two rows of the medium size square notepaper, which is now so popular for social correspondence. The stock in this series is similar in quality to that of the square series, and may also be had in cream or white, ruled or plain.

Other new designs which have just come to hand are the "Primula," "Sweet Pea," and "Honeysuckle." These lines are made in the same style as the series sold last year, which included the "Viola," "Azalia," etc., and for which many orders could not be filled, owing to the inability of the factory to turn them out fast enough.

Perhaps the most opportune numbers of the entire line are those of the "Soldiers of the Queen" series. There are three designs in this series—"The Gordon Highlanders," "The Royal Scots Greys" and "The Royal Artillery," three of the crack British regiments who have lately achieved such renown in South Africa. These boxes are the large square shape, holding two rows of notepaper and four of envelopes. The paper is embossed with the British flag, and the envelopes tied with a patriotic ribbon, making a most appropriate box for holiday or general trade.

Among the novelties were noticed a fancy box containing tinted juvenile stationery called the "Pierrot," also a large size, the "Badminton." A dainty box contains this stock, bordered with a narrow white border, the notepaper and envelopes also being embossed in white, with a fancy initial letter. All the leading letters are carried in stock and may be ordered as desired. These boxes are upright in shape, with lift off tops, and contain delicately tinted paper of different sizes. The most fashionable line shown this year is the "Chippendale." This stock is of the peculiar shade of green which is now so popular in London and Paris. The "Chippendale" note is also stocked in bulk in the two popular square sizes. The note is put up five quires in a box, and the envelopes 100 in a box. Dealers would do well to have a sample lot of these popular shades in society stationery.

NEW THINGS IN LEATHER.

A remarkable sale has sprung up during the past two or three weeks for toilet cases. Brown Bros. are showing them in real morocco, Texas steer, calfskin and seal grain, those in the seal grain retailing at \$2. They can be fitted up by the makers with brushes, combs, mirrors, etc. Writing portfolios are also in good demand. They are made in all leathers, in black, red, green, grey and other colors, the cheapest retailing at \$1. They have pockets for envelopes, papers, etc., and are fitted with a blotting pad.

The Canadian pocket diary is two well known to need comment, but it might be mentioned that orders for them should be placed from the 1st to the 15th of the month.

VALUE OF GOOD QUALITY.

Do you realize the scope of the word "satisfaction?" It means honesty inside as well as outside. Stationery satisfaction means not only that the quality must be kept up to the standard as well as the weight and sealing qualities, but also that the goods must be correct in color and style and up-to date in every respect. Satisfaction means a whole lot in the stationery business, more especially, perhaps, in the wedding goods and society lines of notepapers. There's no fault finding with the Barber & Ellis goods, this old established company seem to have reached the perfect satisfaction point, both in these and their commercial lines, which are probably known, and always in wide demand, throughout the Dominion.



"Gordon Highlanders" - 918



"Badminton" - 926



"Chippendale" - 910



"Royal Scots Greys" - 911

BOOKS THAT WILL SELL.

THE first original American work on automobiles, "Lee's American Automobile Annual for 1900," has just been published, and will, no doubt, be highly appreciated by every believer in the horseless carriage. It describes all the leading types of automobiles, and the virtues of gasoline, steam and electricity are thoroughly discussed. The text is made easier of comprehension by over 100 cuts of different vehicles, as well as the several parts of each. It is pocket size, bound in flexible leather, price, \$1.50 (Laird & Lee, Chicago).

Two of the Cambridge series for schools and training colleges, "The Making of Character" and "The Education of the Young," by John MacCunn, M.A., LL.D., and Bernard Bosanquet, M.A., LL.D., respectively, will be found by teachers and others interested in the work of education to be invaluable. Professor MacCunn treats his subject from a philosophical and religious standpoint, and makes both an instructive and readable book. "The Education of the Young" is intended, as the preface states, "to bring before English readers the description and theory of education for the young which is found in the earlier books of Plato's 'Republic.'" Both works are of a handy size and well printed, containing 200 and 250 pages. (Copp, Clark Co., Toronto.)

An edition of Scott's novels in pocket-size volumes, with notes, glossary, etc., and in large type, is, after all, the ideal Scott for ordinary readers. In the "Pitt Press Series," got out by the Cambridge University Press, is an admirable edition of Scott's chief poems and "Old Mortality." This is the only novel so far in this series, but a whole set would go well. (Copp, Clark Co., 2s. 6d.)

"These Three" is the title of a small book of some 64 pages by Mrs. A. R. Simpson. It is of a religious character and eloquently written. Each chapter is prefaced by quotations from the Bible or some well-known writer, who deals with the topics under discussion. There are four chapters, "Faith," "Hope," "Love" and the conclusion, "These Three." (Oliphant, Anderson & Ferrier, Edinburgh.)

Another religious book is "Light Unto My Path," being, as it says, "Divine Directions for Daily Walk," by John Hall, D.D., LL.D. It gives a text and poetical

quotation for each day of the year, with notes by the author. (Same publishers.)

Henrietta Payne-Westbrook, M.D., has written a novel, "The Actor's Child," which she calls a "study of inherited tendencies and ante-natal influences." The book is beautifully bound and illustrated, the letterpress is large and plain, and the price, \$1, is indeed low for a work of this kind, containing 236 pages. (Peter Eckler, New York.)

"The Heart of Hetta," written for Laird & Lee, of Chicago, by Effie Adelaide Rowlands, is a story of modern English life which everyone will welcome as a relief to the deluge of historical novels and romances which have lately been on the market. It is bound and illustrated in the most approved style. Cloth, \$1.25.

Laird & Lee, of Chicago, are publishing an edition de luxe of Annie G. Brown's latest novel, "Fireside Battles." Apart from the story, which is one of this clever author's best, the book is a very beautiful one. The cover design is a work of art which has not often been equalled in late books. The illustrations are some of the well-known Leyendecker's best. The book, in a box, is \$1.25.

A teacher's edition of one of Longman's illustrated French readers, "Histoires D'Animaux," has just been published which will be found a great aid to teachers in their work. The stories are taken from Dumas and are selected to be both useful and entertaining. This edition has a translation of the different exercises, as well as additional notes to the Pupils' Edition, and

contains a full vocabulary. There are 224 pages. Price 2s. 6d. (Copp, Clark Co.)

"The Victorian Era, or Sixty Years of Progress," is a popular and valuable handbook contrasting 1837 with 1897. It possesses maps, drawings, portraits, etc. Every phase of the century's development is dealt with. As a prize for boys and girls it is excellent. It forms one of the educational series of Sir I. Pitman & Sons. (Copp, Clark Co.)

R. H. Russell, New York, is noted for his gift and holiday books. A recent issue is "A Handbook of Golf for Bears." The verses are by Hayden Carruth, and the page illustrations (in colors) are by Frank Verbeck. It is decidedly funny and taking—a capital present for a golf fiend.

The case of Beauchemin et al, vs. Cadieux has been heard by the Court of Queen's Bench (in appeal) Montreal, and judgment reserved. The Gazette's report of this case says: "This is an appeal from a judgment of the Superior Court, which dismissed an action for damages brought by the appellants against the respondents, alleging that the latter had infringed the copyright of a dictionary, published by appellants, by copying verbatim certain articles, and appropriating others with slight alterations. The court below dismissed the action on the ground that both works were compilation of facts, which belonged to the public; and that in the preparation of such work recourse had been had to common sources of information, accessible to everybody; that respondents' dictionary was more extensive than appellants'; and that although certain passages had apparently been copied, yet these formed but a small part of the whole."

Patrician Paper at Plebeian Prices

may be said of our handsome "Militant" and "Imperial" Papeteries which are delighting the hard-to-please customers. Our corrected and beautiful lines of Social Note and Wedding Cards also appeal to all who desire that indefinable and indispensable thing called style in stationery. A sample of these unrivalled sellers will convince you that they should be on the shelves of every up-to-date stationer. Write us for thrifty trade-chances.

The BARBER & ELLIS CO., Limited,

Manufacturing and
Wholesale Stationers.

TORONTO.



THE BRITISH BOOK MARKET.

New Publications in Fiction and General Literature for Autumn and Christmas.

London, September 27, 1900.

MR. MURRAY'S new review, *The Monthly Review* (2s. 6d.), the first number of which is out, has, for contributors, Spencer Wilkinson, Henry Newbolt (the editor), Mr. Quiller-Couch, Miss Coleridge and Dr. Howby. A novel by Anthony Hope, "Tristram of Blent," is begun.

Two books which concern themselves at great length with the life and work of Lord Rosebery are to appear this Autumn.

Mr. Heinemann has secured the English rights of the next book by "Mr. Dooley"—that is to say, Mr. Peter Dunne. It will appear towards the end of October, under the title "Mr. Dooley's Philosophy." It consists of Mr. Dooley's most recent reflections on the varied and world-wide topics of the time.

Mr. Arnold-Foster, M.P., is publishing with his own firm, Messrs. Cassell, a popular volume, which is a review of the military situation in 1900. It has the title "The War Office, the Army, and the Empire."

Mr. Austin Dobson is to edit a new illustrated edition of Leigh Hunt's "Old Court Suburb" for publication by Mr. Freemantle. He also announces an edition of the "Midsummer Night's Dream," with pictures by Anning Bell.

A SOUTH-AFRICAN SOUVENIR.

Lord Rosslyn is getting out a publication which is so genuinely "khaki" that it will, no doubt, attract attention. It is a fac-simile reproduction—except, indeed, that the get-up is far grander—of the whole issue of that wonderful Pretoria periodical, *The Gram*. This journal was prepared by the British officers in captivity at Pretoria, Lord Rosslyn being editor. He has had many requests for copies, and, in the desire to gratify these, has arranged for the present "collected edition." It will be limited to 500 copies, each of which will be numbered and signed. Already, as it appears, 400 copies have been taken up, though the price is a guinea. Messrs. Eyre & Spottiswoode are the publishers.

HOLIDAY NOTES.

The Princess of Wales has accepted the dedication of the finely-illustrated edition—a new translation from the Danish—of Hans Andersen's fairy tales, which Mr. Heinemann is publishing.

A small edition of Mr. McNell Whistler's

pleasing book, "The Gentle Art of Making Enemies," will appear this Autumn.

Lady Lindsay has a volume of lyrics coming out with Messrs. Kegan Paul. It is entitled "The Prayer of St. Scholastica," after the first poem.

The general election has suggested to Mr. Harry Whates a book giving a history of "The Third Salisbury Administration." Messrs. Vacher will publish it.

NEW FICTION.

Mr. G. R. Sims is publishing through Messrs. Chatto a volume of short stories with the title "The Small-Past Lady, and Other Stories." The title-tale is, of course, about theatrical life.

Mr. Pett Ridge's new novel, "A Breaker of Laws," is a novel, not short stories, as has been stated. It is a novel written with some idea of showing the difficulties that attend any attempt to reform the adult "bad subject."

After Maurus Jokai, the most popular Hungarian novelist is Kalman Mikszath. A translation of a story by him, "St. Peter's Umbrella," is notified by Messrs. Jarrold.

"Conscience of Coral" is a volume by Mr. Frankfort Moore, and a story by Mr. John K. Leys, entitled "A Suburban Vendetta," and Miss Agnes Giberne's novel "Roy," are published by Pearson.

Mr. Albert Lee, who wrote "The Gentleman Pensioner," is engaged on a historical story to be called "The Emperor's Trumpeter." It refers to Napoleon Bonaparte's career.

Mrs. Mary E. Mann's next novel will deal with the affairs of a country parsonage. It is called "Among the Syringas," and will be published soon by Mr. Unwin.

Among other new novels may be mentioned:

"A Sea of Austerity," by George High (Ward Lock).

"The Cross Triumphant," by Mrs. F. Kingsley (Ward Lock).

"The Golden Tooth," by McLaren Cobban (Digby Long).

"The Vereker Family," by Mary Crommelin (Digby Long).

"As Luck Would Have It," by Wm. Westall (Chatto).

"The Chase of the Ruby," by Richard Marsh (Skeffington).

"To Pay the Price," by S. K. Hocking (Warne).

"The Order of Isis," by J. B. Stubbs (Skeffington).

"The Mantle of Elijah," by I. Zangwill (Heinemann).

"Farthest South," by Harold Gorst (Greening).

"The Silver Dove," by Mrs. Inchbold (Hutchison).

"The World's Blackmail," by Lucas Cleeve (White).

"The Doctor Speaks," by Rev. W. J. Dasonw (Richards).

"Maya, a tale of Yucatan," by W. D. Foulke (Putnam).

New novels are also coming out by Richard Henry Savage, Bertram Milford, and George Griffith.

THE MONTREAL BOOK AND STATIONERY TRADE.

Past and Present.

I.

THE changes that have taken place in the Montreal book and stationery trade within the memory of some who are still connected with it have revolutionized the business. These changes have been brought about by the development of the country. Within that time Montreal has grown from a population of 40,000 souls, the canal and railway system of the Dominion has been built up, the centre of gravity of the country has changed, and Canada has grown into a nation. A finishing touch has just been put on this change by the passing of a Copyright Act.

Books printed in Canada before 1840 are extremely rare. The first book printed in Montreal was a small volume bearing the title "Reglement de la Confrerie de L'Adoration Pepetuelle du S. Sacrement et de la Bonne Mort," published by F. Mespellet and C. Berber, who came to Montreal in 1778 from Philadelphia to publish *The Gazette Literaire*. Yet there were not many books published in Montreal before 1840, and such publications as "Hochelaga Depicta," that came from the press of Wm. Greig in 1834, are articles of high value. The country was raw and young, furnishing few readers and few writers. Since that time the Canadian market has become so valuable that we can no longer allow any but Canadians to exploit it.

Simultaneously with this change, resulting from development and increased population, has come a change in the centre of publication and distribution of books. Forty years ago Montreal imported nearly all the books sold in Canada; some from the United States, but more from Britain and France. The building of railways later made trade with American centres flourish, but the American war spoiled the Canadian book trade for American concerns, and it

has never been recovered. Colonial editions of books sprang into existence in the Motherland, and to these we have steadfastly remained till this year, when we have decided to print our own books. But it does not appear as if these will be printed in Montreal, for the centre of gravity has shifted. This city has never been a city famed, in the book line, so much for its literary as for its mechanical productions. Our publishers seem always to have preferred to turn out a blank book to a novel. Yet at the present time there are some good books printed in Montreal, principally by the French houses, and they should be proud of their work.

The advance we have made in the stationery lines is no less phenomenal. Sixty years ago we were importing all our papers from England, Scotland, and France. Now we manufacture and export. This, too, has changed the Montreal stationery trade.

Among other proofs that Montreal was once the Canadian centre of publication and distribution of books and stationery, we have the fact that The Canadian Magazine was published in Montreal in the early twenties, and such periodicals as The Dew-drop, The Maple Leaf, Punch in Canada, The Literary Garland, The Life Boat, and others, were published in this city up to 1850. From Montreal, it may be said, that all literature was disseminated throughout the Provinces. On the cover of The Canadian Magazine for 1823 we see a list of Canadian periodical agencies. They were:

LOWER CANADA.

Isle Aux Noirs, J. McVay.
Laprairie, L. Kidd.
St. Johns, Louis Marchand.
Chambly, John Sexton.
St. Andrews, Guy Richards.
Terrebonne, John McKenzie
Berthier, Hercule Olivier.
William Henry [Sorel], James Dorge.
Drummondville, James Millar.
Riviere du Loup, A. A. Dame.
Three Rivers, Ovide de Blanc.
Quebec, Joseph Tardiff.

UPPER CANADA.

Cornwall, George Jarvis.
Perth, Josias Taylor.
Bath, James Rankin.
Brockville, Henry Jones.
Kingston, J. Corbet.
York, J. H. Howard.
Niagara, John Crooks.
Queenston, Alexander Hamilton.
Amherstburg, John Wilson.

How intimately the book and stationery businesses of Montreal were associated in 1840 is shown by a glance at the directory of 1840. Nearly all the books made at that time were stationery—that is, blank books. There were then 16 booksellers and stationers. They were: Armour & Ramsay, John Bain, Campbell Bryson, Thomas Carey, Andrew Connell, H. H. Cunningham, E. R. Fabre, R. Graham, Wm. Greig, C. P. Leprohon, Lyons & Brothers, R. & A. Millar, J. H. Scott, J. H. Tebbetts, E.

C. Tuttle and R. D. Wadsworth. This list does not mention Mr. C. O. Beauchemin, John Lovell, or J. B. Rolland, who were in business at that time and all of whose names figure in the titles of firms at the present day. The only other name that survives in a business title is that of E. R. Fabre, of Fabre & Gravel. In marked contrast to the number at that time stands the fact that there are now about 20 wholesale and 100 retail booksellers.

Armour & Ramsay did the largest business in their line in the city, and both partners were wealthy enough to come to business in a carriage. They did a wholesale and retail trade on St. Paul street, and a few years later at 21 St. Francois Xavier street. This firm printed The Gazette, but their business also comprised the publication of the National system of schoolbooks and various colonial editions of standard English works "at greatly reduced prices," as well as the manufacture, "in the most approved and latest style," of bankers' and merchants' blank books. Before 1852, Mr. Armour had died. The business was continued under the style of Hew Ramsay, who later sold out to Mr. Charles Dagg, who did not keep up with the times and ultimately failed.

Campbell Bryson was a prominent man in the trade in his day. He, too, did business on St. Francois Xavier street, opposite St. Sacrement street, in school and account books, wholesale and retail. For some time Mr. George Horne was his head salesman, but in 1850 we find him in business for himself. It soon came to be a common saying that if an article could not be got at George Horne's it could not be got in town. He was long one of the best known men in Montreal. In 1882 the style of the firm was changed to George Horne & Son, but, in 1887, Mr. Robert M. Horne died, and the original trading title was resumed. Mr. Horne was an energetic man and was much interested in military and sporting matters. He died not long since, after disposing of his stock and trade to H. A. Dawson & Co., who still carry on the business at 71 St. Francois Xavier street.

Thomas Carey made blank books and did bookbinding at 58 St. Paul street, and Andrew Connell was engaged in a similar business at the corner of Vitre and St. Charles Borromeo.

Two other important stationers were Messrs. E. C. Tuttle and Robert Graham. Mr. Tuttle had his store on St. Paul street, where Frothingham & Workman are now. He had a small bindery, and did a custom trade in first-class books, for a long time supplying La Banque du Peuple. He was an American and a very fine man, and had the reputation of turning out the best books

in the city. Nearly all the work was done by hand. The only machine Mr. Tuttle had in his bindery was a ruling machine, made from oak taken out of the beams of a broken down French house in the city. Mr. Tuttle died some time in the sixties, and his stock was put up at auction. Someone bid \$150 on this old ruling machine, and then refused to take it away.

Mr. Robert Graham also had a first-class bindery on St. Francois Xavier street, in which Mr. Morton, sometime of Morton, Phillips & Co., was foreman. Mr. Graham had established his business in 1828. He had been successively journeyman and partner with Mr. Neckless in a bindery east of St. Lambert street, but they separated in 1828. Mr. Graham was very successful, and for a long time did the trade of the Bank of Montreal. In 1842 he had a second shop at the upper end of the site of the British Empire Assurance building on Notre Dame street. In 1869, Mr. Graham was, from sickness and other causes, unable to carry on the business, and the stock and good-will of the business were purchased, first, by Miller & Bury, and, some weeks later, by Morton, Phillips & Co. Mr. Morton had been foreman in Mr. Graham's bindery, Mr. Phillips had been clerk in the store, and the third partner, Mr. Bulmer, was a workman in the bindery. The firm name was changed on July 1, 1872, to Morton, Phillips & Bulmer. Thomas C. Bulmer withdrew in 1890, and the name then became again Morton, Phillips & Co. This firm have always done a large trade in account books. In 1869, eight persons, including the partners, did all the work in both the manufacturing and ruling departments, which were confined to one building; now there are over 80 employes, and the premises extend to the adjoining building in the upper storeys. Hugh Cameron entered the firm as partner in 1879 to take charge of the printing department, which had just been added. Robert James Gibson entered the bindery as an apprentice, and was admitted a partner in 1890. This firm has patrons in every part of Canada, and their output of blank-books, stationery and office supplies to Governments, city, town, county and local corporations; to banks, insurance companies, registrars, lawyers and merchants is enormous. The head of the firm now is Mr. Phillips.

The oldest business in the city is that of Fabre & Gravel, now doing business in their beautiful "Lebrarie" on Notre Dame street. The business was established by Hector Bossange in 1815. In 1823, Mr. E. R. Fabre became sole proprietor and continued so until 1844 when the title was changed to E. R. Fabre & Cie. At this time the firm were doing a very extensive business in publishing and importing books at 3 St. Vincent street. Stationery too was handled, both in a wholesale and retail way. In 1853, the style of the firm became Fabre & Gravel, and the establishment was moved to 30 St. Vincent. In course of time it was transferred to their present commodious premises on Notre Dame street, where a large retail business is carried on.

E. H. COOPER.

(To be continued.)

WALL PAPER AND DECORATIONS.

WALL PAPER AND ITS INCREASING USE.

A REPRESENTATIVE of a leading wall paper company dropped into our office the other day regarding his advertising, and we asked whether the limit of demand had been reached in his line. He appropriated our easiest chair, lit a cigar, and said: "I'll tell you how it is, Mr. Editor, I contracted for a 7-foot board fence between a lane and the end of my lot. It was to be painted on one side. When I went out to see it I found it painted on the lane side, leaving a rough wood landscape decoration viewed from my dining-room. Now, about half the people in the country are still decorating the outside, which they don't see, and neglecting the interiors, which they not only see, but are greatly influenced by. A man need not own a pretentious dwelling to secure all that is good in decorative wall treatment within. If he uses ordinary taste he can give character to each room, and everything in it will borrow from the result. It is, in fact, the chief furnishing of an apartment, besides covering what was possibly an unsightly wall.

"In art, nothing is too high for its influence or too low for its attention. Yes, it's an artistic age. Why, I know a small house which quickly rented at \$100 advance after it had been papered in an artistic, yet in an inexpensive way. I'll give you an idea of the scheme:

"The drawing-room was hung with a fine rococo combination in embossed cream, greens, gilt and silver, the dining-room with a rich red English velvet design, the library or smoking-room with upper thirds of a fine 12-color French floral on a buff ground, softened by tapestry treatment, the hall, an exquisite Empire filigree design in blues, browns and aluminum which appears suspended before a steel blue ground, producing a most original and beautiful effect, of which the eye never tires. Then the bedrooms. In each a different influence was obtained: in the largest, the "white room," a life-sized yellow rose and vine lost itself in a fine frieze above, in another, a colonial stripe in blue silk and minute pink florals; another, a dainty chintz in a pansy design, while an exquisite 22 inch French cretonne, in pale pink and yellow wildflowers, completed what proved to be 'unity in variety, which is the standard of beauty,' and that decorative art which nearest approaches this rule represents all that is best and worthy of aspiration, its

highest idea being to make useful things beautiful. Nor need such a result as I have outlined be beyond the reach of anyone of very moderate means, nor imported material used which many years ago there was some excuse for.

"In the case I have referred to, every pattern was produced by The Watson, Foster Co., Montreal, whose papers, owing to their progressive style and color effect find increasing sale in the United States and other countries. For, while existing Canadian factories can more than supply home demand, they really require an export trade to fully employ their machines, yet the interest in better qualities and artistic effects is rapidly increasing. The younger generation is developing an artistic taste which is very noticeable—in bedroom papers to begin with. This is only natural, for there is something so cool and refreshing about a bright, pretty, wall-papered chamber that one's sleeping reflections and waking thoughts are positively influenced by it."

PAPERHANGERS HAVE A UNION.

The National Paperhangers' Protective and Beneficial Association of America has just been in session at Chicago. The following officers were elected: President, James P. Archibald, New York; first vice-president, C. A. KISSAM, Minneapolis; second vice-president, R. E. Milligan, Chicago; third vice-president, L. C. Black, Chicago, and general secretary and treasurer, John M. Vai, Chicago.

WILL THE TRUST REVIVE?

New York advices say that the leading factories in the wall paper combine will form themselves into a new body. Says one report: "The directors of the National Wall Paper Company are preparing to give effect to the vote of the stockholders that the company be dissolved, and at a prolonged session now being held from day to day they are shaping matters to end the company's life. Combination is in the air, and it is predicted that the strongest and most progressive houses in the business will before long get together in a 'harmonious whole,' care being taken this time to include within the fold such plants as are up-to-date in every respect.

"The intimation is given that arrangements will soon be made for the leasing of a number of the less important factories to their original owners. The ones that are

not so leased back will, so it is reported, be put up at public auction. By this means the National Wall Paper Company will go out of business in the near future. Later in the year, perhaps about January 1 next, the knowing ones in the trade predict the organization of a new wall paper trust, which will include at least five of the biggest and most up-to-date factories.

"The five companies that have been mentioned as a nucleus for the future combine are the Janeway & Carpender Company, of New Brunswick, N.J.; Janeway & Co., of New Brunswick; Fred. Beck & Co., New York; the Robert Graves Company, Brooklyn, and the S. A. Maxwell Company, of Chicago. To this list will probably be added the Potter Wall Paper Mills, of Chicago, Ill., and of Hoboken, N.J.; the Allen-Higgins Company, of Worcester, Mass.; the Pittsburg Wall Paper Company, of Pittsburg, Pa., and the Campbell Company, of New York and Hackensack, N.J.

"The real reason for the dissolution of the National Wall Paper Company is now given as a desire to get rid of all the back-number factories in it, as the company could not compete successfully against the new outside companies."

FOREIGN COMPETITION IN WALL PAPERS.

Now that the wall paper selling is in full swing, it may be well to disabuse any hesitating dealers' minds of the idea that because the American wall paper trust has dissolved there is going to be a great cutting of prices in imported papers. In point of fact there never was a time when such a course was more improbable, if not impossible.

In the first place, everything which enters into the production of wall paper costs from 25 to 50 per cent. more than a year or two ago; pulp, color, wages, and last, but by no means least, block, or pattern cutting, which has almost doubled. Besides all this, the American factories have had last year all they could do to supply their own market, and certainly have no surplus to sacrifice. Competition, however, is keen to gain a footing in Canada, and a bait will, no doubt, be offered in the lowest quality, but what dealer is so dense that he fails to see that one cent taken off the cheap end means several cents put on the other, which he is expected to buy also. It's merely a question of average—it's got to be made up somewhere. No foreign agent is here for his health alone. But, supposing an imported line could be offered, at say, two cents, it would still cost more than domestic, because duty would be estimated on its home market value.

Now, take the three Canadian factories and the long line of attractive patterns they offer, one of which at least shows, probably,

WALL PAPER

DO YOU SELL IT AND WANT TO
INCREASE SALE AND PROFIT

?

TRUST **WATSON, FOSTER** GOODS
TO EFFECT BOTH.

ALL DEALERS HAVE PROVED
THIS—WHO KNOW US—IF YOU
DON'T, ADVISE US AND WE WILL
SEND A MAN TO YOU—WITH
SAMPLES.

OUR THREE STRONG POINTS ARE
EQUIPMENT
SUCCESSFUL PATTERNS
COLORS MIXED WITH BRAINS.

THE **WATSON, FOSTER CO.**
LIMITED
MONTREAL.

FANCY GOODS AND STATIONERY—Continued. double the number of any one American factory, and, for this market, more suitable designs, and the dealer will see it is to his interest to confine his trade to Canadian goods, not necessarily because they are Canadian, but because they suit and pay him better. And this applies not only to cheap grades, but to medium and high-class effects, which are not only as artistic, but are very much cheaper than similar imported goods.

M. STAUNTON & CO. BUSY 'BUSY'

Inquiries made at the Staunton wall paper factory brought the information that they are extremely busy printing for orders. Many dealers throughout the country are calling for early shipments, and this fact speaks well for trade at this time of the year.

In wall papers ingrains are staying popular indeed, and the Staunton ingrain combinations are coming in for a lot of commendation, for, although the firm have always been most successful in this particular line, the general opinion everywhere is that season's samples are far ahead of any of the firm's previous efforts. Buyers should make a point of seeing the Staunton line for 1901 before ordering. If one of the travelers has missed you it has not been

intentional, and a post card will bring you samples and a representative with them if you prefer it.

POINTERS FOR PROGRESSIVE DEALERS.

STATIONERS who deal in photographic apparatus might make an attractive and timely window display by following the plan of an American stationer, who made a "war" window out of these goods. Cameras were arranged in a semicircle so as to look like the wall of a fort, and the lenses, brass mounted, projecting beyond these, gave an appearance of cannon. Small paintings were inserted here and there in the breaches, and one or two potted plants were placed on top.

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A manufacturer of fountain pens made something of the same display, mounting the pens on a small fortress so as to resemble cannon. A painting of some well-known battleships was placed in the window also. With flags, etc., these designs make a "catchy" window. A suitable motto or advertising phrase of some kind might also be added, directing the attention to the cameras, pens, etc.

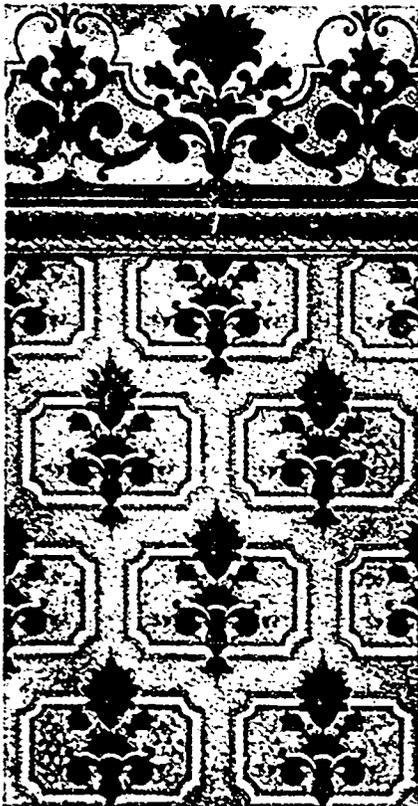
To booksellers who make a specialty of the tourist trade, the experiences of a news-agent in a railway station should be of particular value, as he comes into contact with all classes of tourists from different countries, and has to satisfy their wants in a hurry, before their trains leave. The manager of a book and magazine stand at the depot in a large Canadian city does a paying business in flags—the Canadian flag and the Union Jack—with American tourists. A Grand Army excursion passed through recently, and he sold hundreds of these flags.

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Another paying line with a dealer of that kind is souvenirs of different parts of Canada—Toronto, Montreal, Quebec, the Muskoka lakes, Thousand Islands, etc. These are bought in large quantities, principally by English tourists. Indian curios and toys, such as birch-bark or wood canoes, moccasins, etc., are also bought in good numbers by English tourists. Besides this, they can be used for decorative purposes with good effect, and, as they do not spoil quickly, a part of a window or case can be filled with them and left for a longer time than many other things.

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In magazines, the best sellers are The Review of Reviews and The North Ameri-



Staunton

WALL PAPERS

We are satisfied that our 1901 line is the most beautiful, most salable and most attractive priced line that we've ever put out. In every detail of the making of our goods we make this our motto—"Nothing but the best." Costs nothing to see our line. If you haven't seen it, it will pay you to wait for our traveller to get to you. Some few dealers have not been reached yet, we know, but inside a month or six weeks the whole ground will be covered.

M. STAUNTON & CO. - Toronto.
MANUFACTURERS.

can Review, though The Canadian Magazine is bought, by American tourists especially, almost as much as either of these. The English people buy The Strand Magazine principally, and, as to books, Marie Correlli's novels sell better than anything else. He makes it a rule to read every new book he puts in, or, at least, to glance over them sufficiently to be able to answer questions or give recommendations. American newspapers are worth keeping, particularly if it is possible to get them up to date.

* *

He would rather do business with the English people than the American. "An Englishman," he says, "knows what he wants, and will walk up, ask for it, and go away; but the American will turn the whole counter upside down before he decides what to buy."

* *

Stationers should consider it part of their business to have at hand a postal guide, for the information of their customers, and also for their own use in handling newspapers and magazines. If there is not access to one in their own locality, the official Canadian guide could be obtained, or, for small places in Ontario, the "Toronto Postal Guide" would give all necessary information as to rates, foreign mails, weights, etc.

* *

Mr. John Hart, a Perth, Ont., stationer, carries, as part of his regular stock, a line of paints and oils. He was a painter by trade, before entering the stationery business, so he is qualified to deal in these goods—better, perhaps, than many merchants with whom paints and oils are staples. If there is a particular line in which any stationer is competent to deal, whether it is usually associated with the trade or not, there is no good reason why he should not handle it. Besides, many stationers carry a stock of artists' paints, in water colors and oils, and it is not a very radical departure into other paints.

C.G.H.

McLeod & Stanfield have commenced a stationery business in Sydney, N.S.

The firm of Russell & Co., booksellers and stationers, Winnipeg, have changed to J. of Russell, Lang & Co., Mr. Lisgar Lang, who has been connected so long with the firm, entering into it as a partner, and, during Mr. W. D. Russell's temporary absence, will take full charge of the business. Mr. Lang is very favorably known, both to the public and to the trade, and will devote his entire energies to the firm's rapidly-growing business.

IS THE BOOK STORE DECLINING?

THE disappearance of many of the old bookstores in Toronto is a matter of some comment among those who deal in books to-day. With a greater number of books published and a large increase in the number of readers, it would be natural to suppose that bookstores would become more numerous. There is much room for speculation as to the cause of a decline when there should be an increase. I asked several who represent the book selling fraternity of the present time, to hear their opinions on the subject, and found them nearly unanimous in believing that there was no room for the old-time bookstore in the trade of to-day.

The successors of the former booksellers are the dealers in magazines, papers, stationery, etc., who always keeps a side-line of books. One of these, Mr. Winnifith, on Toronto street, believes that there is room in this city for two, and possibly three, good bookstores. "What killed the old bookseller" he said, "was the cheap edition of standard works. A number of years ago the only books put up in cheap form were novels of the penny-dreadful description. All good books by reputable authors were issued in comparatively costly editions, and these are what kept up the bookstores. With the necessary capital I could start a bookstore on King street to-morrow and make it pay. The department stores do not do much trade in really well-bound books by standard authors, but their big cuts are on current literature; and, although their books look well and are often well printed, they are not what a good buyer of books would care to invest in if he is looking for a standard work or some popular book of to-day to place in his library. I think if a man went into the book business and kept only standard works and good current literature, that is not put up in cheap form, he could defy the department stores. It would take considerable capital, of course, and it might be best to keep a small line of stationery, as the two always are expected to be sold together. But I have no doubt that it would succeed."

Mr. Robertson, the manager of the Upper Canada Tract Society, who do a large business in theological and other books, was also of the opinion that the department stores were the cause of the decline of the old bookstores. "They sell books cheaper than any bookseller can afford to do. I do not believe that people go into them very much for the sole purpose of getting a book; but they get the crowd in

there for other things, and their low prices on books induce people to buy them. If we could get the people into our store we could sell a large number of books too. But we have nothing but books, and I think the present generation buy books on the moment. At least, that applies to all but some popular novel that is being widely talked about.

"There was a time when theological works would sell well for years, but now they have their day—a pretty short one too—and then are forgotten. I think the public read as many books as ever, though I have noticed, sorry as I am to say so, that the falling off in books is chiefly in the line of Bibles. The book trade has got into so many hands now that there is only a limited amount of business to be done. The stationers are the largest booksellers. Formerly the bookseller generally kept a side line of stationery; now it is the stationer who keeps the side line of books. There are a number of authors who were very popular for a long time when I was a young man, but the reading people of to-day know next to nothing about them. It is harder every year to know what books to buy."

Another manager of a large bookstore, is Mr. Anderson, of the Fleming H. Revell business, on Yonge street. He takes a different view of things to the others. "No, I do not believe that the department stores have done much toward putting the old bookseller out of business. They have a good deal of the trade he did, but they got it only after he had lost it. The trouble, I think, is that the class of reading done now is totally different to what it used to be. There is a large demand for popular novels in cheap form, and the cheap magazines are read by a great many people in preference to a book. They want short stories nowadays. People, especially the younger class, will not be bothered reading a long book; if they do, they pass over all the introductory or descriptive portions and read the story alone. I think this is one reason why many of the old writers are not read so much—their books are too long.

"The public libraries have a good deal to do with the question. The majority of people, when they wish to read a standard work will make use of the public library instead of buying the book. There was a time when it was most reading men's pride to possess a private library, but it is not so now, and the making of private libraries gave to the old bookseller a large part of his trade.

"On the whole, though, there is really no particular place to put the blame. It's simply the change that is always taking

place, in the public reading as well as in anything else."

Others in the business gave substantially the same opinions. That the old bookstore was gone, and would never be a success again, was the general opinion. But, although there are different opinions as to the cause of the bookstore's disappearance, those who gave them invariably prefaced their remarks by saying that they would not like to be positive that their ideas were correct, showing that even those who should know most about the subject felt rather at a loss to know just why the bookstore is not flourishing. C. G. H.

BEST SELLING BOOKS.

Reported by Leading Members of the Trade for
THE BOOKSELLER AND STATIONER.

*** These lists are of value in showing what books are selling in various large centres of Canada. The following lists are for the month of September

MONTREAL.

1. "The Master Christian" (Corelli)
2. The Cardinal's Snuff Box (Harland)
3. Winefred (Baring-Gould)
4. "To Have and To Hold" (Johnston)
5. "The Heart's Highway" (Wilkins)
6. "Robert Orange" (Hobbes)

PETERBORO.

1. "The Master Christian" (Corelli)
2. "To Have and To Hold" (Johnston)
3. "Boy" (Corelli)
4. "Redemption of David Corson" (Goss)
5. The Reign of Law (Allen)
6. "Black Rock" (Connor)

QUEBEC.

1. "The Master Christian" (Corelli)
2. Princess of Copper (Gunter)
3. "The Farringdons" (Fowler)
4. "The Reign of Law" (Allen)
5. "Boy" (Corelli)

TORONTO.

1. "The Master Christian" (Corelli)
2. "Quisante" (Hope)
3. "Elizabeth and Her German Garden"
4. "Unleavened Bread" (Grant)
5. "Boy" (Corelli)
6. "Billy Baxter's Letters" and "Fables in Slang"

ENGLAND.

1. "The Increasing Purpose" ("The Reign of Law") (Allen)
2. "Robert Orange" (Hobbes)
3. "The Boer War" (Thomas)
4. "Village Notes" (Fennell)
5. "The Farringdons" (Fowler)
6. "China in Decay" (Krauss)

SCOTLAND.

1. "Robert Orange" (Hobbes)
2. "Voices in the Night" (Steel)
3. "Boy" (Corelli)
4. "Vanishing of Tera" (Hume)
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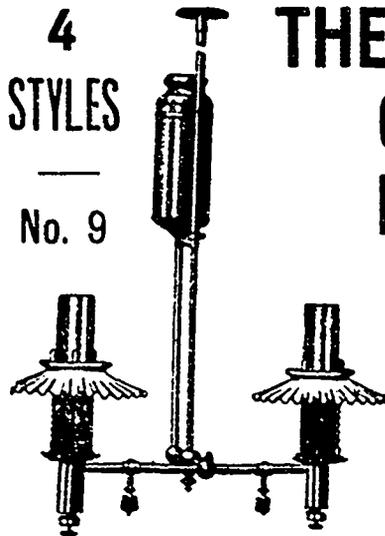
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