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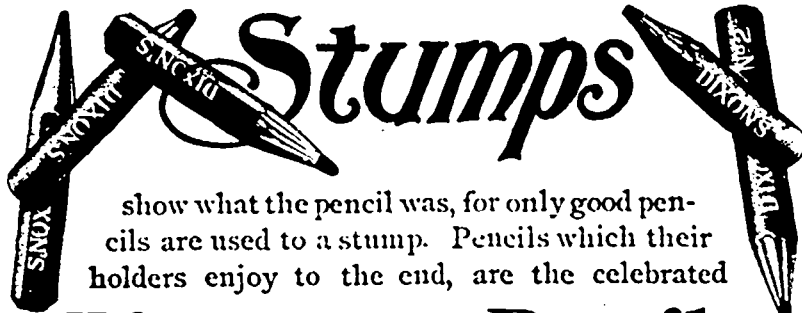
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CANADA
**BOOKSELLER
AND
STATIONER**

SEPTEMBER



show what the pencil was, for only good pencils are used to a stump. Pencils which their holders enjoy to the end, are the celebrated

Dixon American Graphite **Pencils**

Smooth, even, frictionless, tough. Every degree of hardness or softness,—every grade of finish.

Our latest and most complete Catalogue now ready.
It will pay you to send for it.

JOS. DIXON CRUCIBLE CO.

JERSEY CITY, N.J.

THE
MCLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

Invitation

WARWICK BROS. & RUTTER

take pleasure in extending a cordial invitation
to their numerous friends in the

Book and Stationery Trade

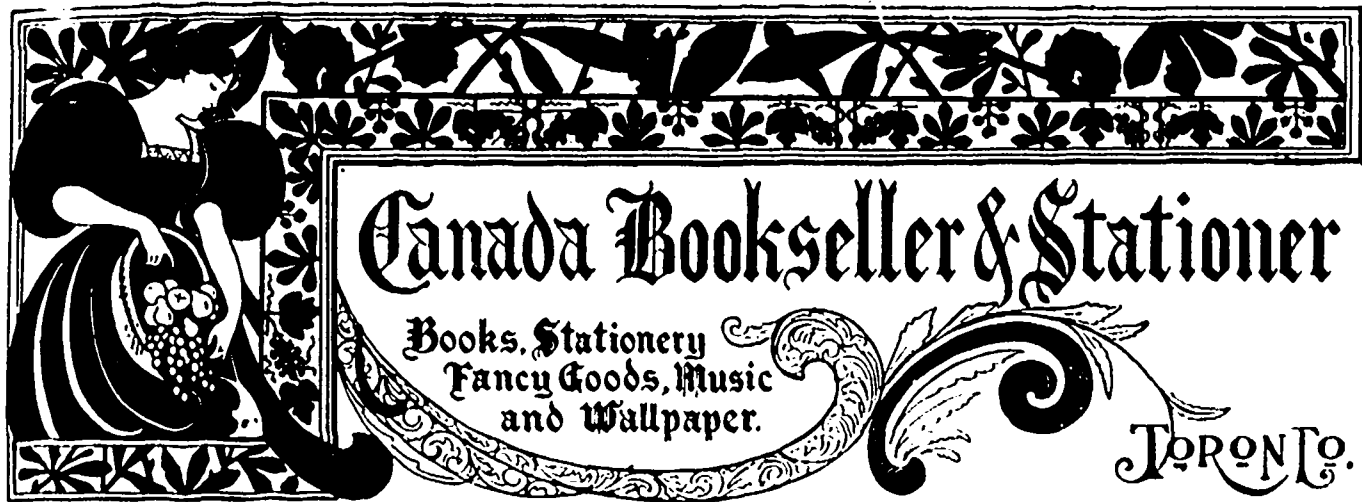
who will visit Toronto during the Fall,
to call and make their warehouse

HEADQUARTERS

while they stay in the city.

WARWICK BROS. & RUTTER

TORONTO, ONT.



Vol. XII.

TORONTO, SEPTEMBER, 1896.

No. 9.

THE MACLEAN PUBLISHING CO.

OFFICE :

26 FRONT ST. WEST, TORONTO

Subscription, \$1.00 a Year in Advance.

Montreal Office - Board of Trade Building.
Telephone 1255.

J. B. MACLEAN, MANAGER.

European Branch:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. HARGREAVES, AGENT.

THE COLLECTION OF SMALL LIBRARIES.

ONE of the most intelligent booksellers in Ontario, who has his store in a good town, was complaining to BOOKSELLER AND STATIONER, when in Toronto the other day, about a falling off in the purchase of better books. In his opinion, people were not buying standard works with the same freedom they used to do. This naturally affects the bookseller, because well-bound volumes by great writers yield a better profit to the trade than cheap stuff.

No doubt the establishment of free libraries has an effect upon the book-buying public. In these libraries there is usually to be found a good selection of modern and classic writers. People get to feel that if they want to read Macaulay's "History" or Addison's "Spectator," or Charles Lamb's "Essays of Elia," they can borrow them from the library. Now, apart altogether from the trade interest which is at stake, we consider a tendency to depend on borrowed books an injurious sign. Libraries are justified because they encourage general reading and have a good effect upon the masses of the people. Free libraries are, however, primarily for those who

cannot afford to buy books. It would be a great misfortune if our young people who can afford to spend a moderate sum in books should give up the collecting of small private libraries, which tend to widen the culture, form the literary style, and strengthen the mind of the average individual.

A bookseller, therefore, in a town provided with a public and high school could, with no mere selfish aim, quietly point out to the masters in the senior classes the wisdom of inculcating in the pupils a taste for owning a few books. Ownership is very different from borrowing. And as this is a schoolmaster's duty and not that of a trade journal, we need not enlarge on the absolute necessity of a boy or girl becoming more and more familiar, as the years go on, with the Bible, Shakespeare, Milton, Wordsworth, Tennyson, Addison, Macaulay, Ruskin and others. These are all a part of a person's necessary equipment. One of the defects of our school system is to leave the pupil with the notion that, on leaving school, his education is complete, only requiring a subsequent course of magazine and newspaper reading.

ANOTHER COPYRIGHT INCIDENT.

EVERY week fresh incidents occur to prove the utter helplessness of the Canadian book trade under our present copyright system. When the English publisher makes his bargain with his United States agents for the publication of the American edition he simply throws in the

Canadian market, just as a man would throw a bag of bricks into a scale to help to weigh it down.

Consideration for the Canadian publisher, dealer, or reader, never enters into the calculation. Our interests are so trifling that the London and New York houses never lose a wink of sleep over what we may think of the matter. Forty years ago a London publisher said to the late Mr. John Lovell, of Montreal: "What, allow our books to be republished by a colonist! I could not think of such a thing." We hope there is no revival of this feeling.

Yet the refusal of English publishers to consider reasonable offers for the issue of Canadian editions by Canadian houses goes on. Take a recent case in point. Anthony Hope's new novel, "The Heart of Princess Osra," is to be issued in the United States in a cloth edition at \$1.50.

Canada with the publishers is just as it was with Voltaire, "a few arpents of snow," so we are thrown into the bargain. We are not even to have the cheap colonial edition, it is said, the English firm having, with great consideration for the feelings of the New York house which is to produce the \$1.50 American edition, undertaken not to push the colonial paper edition in Canada for a while, anyway, but reserve it for the other colonies.

The publishers, we understand, have declined to issue a Canadian edition, though fair offers were made to them.

When Parliament gets down to business on the copyright question we hope to see an end to this legalized petty meanness and disregard of the Canadian market.

THE DEPARTMENT STORES.

SOME RECENT PHASES OF THE SITUATION.

COMPLAINTS of department store cutting are more numerous this month than we ever remember to have heard them. The trade all over the country assert that the injuriously low prices asked for every kind of stationery seriously affect the local merchant, and in towns near the large cities the dealer finds his business steadily shrinking. It is hard for a man who has been in books, stationery and wall papers for many years to find his volume of trade diminishing, and the profit on what is left approaching the vanishing point. When this is being done by competition that is not legitimate the misfortune is doubly hard to bear. That selling below cost by these stores is at the root of the evil, there is plenty of evidence. The most recent illustration relates to dry goods, but the argument is just as correct, for the same policy is being pursued in lines that concern the bookseller. A Toronto wholesale house sold a customer, who happened to be in town, some print goods. The customer went to a department store in the city and found the same goods for less money. He returned to the wholesaler and complained. The latter said there must be a mistake, as the goods had been sold to the department store by himself at the same price he was charging his country customer. In order to convince the merchant, who seemed dubious, the wholesaler finally produced his ledger and proved the truth of what he said. The department store had actually been losing money on every yard sold. Against such a state of things it is hard for any local dealer to continue in business at a profit.

In a large town west of Toronto there is a bookseller who has been in business for a long time. He stated to a friend in Toronto last week, that he was simply selling out his stock, only buying for immediate necessities, and would ultimately be forced, he feared, to give up the store. Fortunately his private investments furnished him with a comfortable living, and it was nothing but the impossibility of maintaining the book and stationery business at a fair profit which would determine his line of action.

How to meet the competition is the great question. No one appears to have a plan thought out, and even the trade as a whole

are not united on any course. It seems likely that the booksellers' section of the Toronto Board of Trade will meet to consider present conditions, and the result of their conference will be looked for with interest. To illustrate the widespread character of the competition, we might instance what a correspondent in the Northwest has to say. He intimates that the catalogues of Toronto department stores are to be found all through the most remote settlements on the prairies, and that the Hudson Bay Co. find some of their trade taken away by people writing direct to Toronto.

It is said in Toronto that the labor unions are disposed to take action, by insisting that articles sold to their members shall bear a stamp showing that the goods are neither made, purchased or sold below cost. This would work easily enough in the case of clothing and similar articles, and a leading bookseller told the representative of this journal that he thought the system could be extended to books and some lines of stationery. The trouble is, however, he pointed out, that the families of the working people are amongst the most persistent buyers at department stores, and the labor unions would have to begin at home. The remedy, at the outset, rests with the people themselves, and as long as they are weak enough to buy below cost, forgetting that it is to their ultimate injury (and who doubts this?) the evil will continue.

A bookman of experience from England, who visited Canada lately, assured THE BOOKSELLER AND STATIONER that the same competition was making rapid headway in the Old Country also. For his part, he thought it would develop into socialism in the end, the merchant being done away with, and the state doing the distribution itself. Personally he was strongly opposed to such a system, but could see no other outcome to the disastrous competition now going on. We do not believe it is as bad as that in Canada, but present tendencies are not to be neglected, and our advice to the trade is this: meet frequently and compare notes, discuss particular phases and transactions that have come to the knowledge of one dealer or another, drop trade strife, and often you will be able to devise a remedy for some special grievance where a remedy for the whole evil may not suggest itself.

CONSIDER THIS POINT.

WE have previously mentioned the fact that the passage of the Canadian copyright law would give domestic publishers exclusive control over certain books which would be specially selected for their suitability in this market.

This would provide the bookellers with a number of paying books, that is, if the publishers stood true and declined to sell to department stores which cut prices. The publishers ought to do this. Unless they want to see the ruin of their retail customers throughout the country, this is what their best interests would incline them to do. Consequently, the booksellers have a direct concern in promoting copyright, which cannot long be staved off.

It is not likely, from present accounts, that the question will come up this session of Parliament. The movement possesses the great advantage now of having one of its most indefatigable and able promoters in the House—Mr. John Ross Robertson, M.P. for East Toronto. Mr. Robertson has already shown himself a keen debater, and when copyright comes before the House of Commons he will be there to deal with every point raised. The speaker, Hon. Mr. Edgar, will continue to be of use to the cause, since it is in no sense a party question. On the Opposition side Sir C. H. Tupper is thoroughly in sympathy with the Canadian demand, and as the only point really left unsettled is the sale in Canada of the original English edition of a book, we may expect to see a law in force before another twelve-month is reached.

VERY CHEAP MAGAZINES.

WE cannot altogether agree with the views of our esteemed contemporary The London News in the article copied elsewhere in this issue. There are good magazines, and all The News says about them is true. But the cheap magazine (five cents or less) is not wholly a boon. The photograph mania is apt to undermine good artistic work. The articles in the cheapest magazines are necessarily inferior in style, accuracy and permanent value. The money spent on them would be better invested in a good newspaper. The booksellers will tell The News that the sale of magazines interferes with the sale of books. Some people

will read magazines and very little else, and these, unfortunately, are not the people who formerly had no money to buy any reading matter, but persons who were accustomed to buy, read and digest the best literature. The good magazine is a permanent institution and has come to stay. But its offshoots are not a cause for congratulation.

NOTES OF BRITISH BOOKS.

LONDON, Sept. 4, 1896.

SOME interesting books are either ready for the autumn season or are on the way. The first volume of Blackwood's new series, "Periods of European Literature," will be by Prof. Saintsbury, and ready early in October. In November a life of Mary Queen of Scots, by D. H. Fleming, will be issued by Hodder & Stoughton. The same house will publish the eight-volume English edition of Barrie's works now being prepared in New York by Scribner's.

R. D. Blackmore has written a new story, "Daniel," which will begin next month in The Pall Mall Magazine. The November number will contain the first instalment of Anthony Hope's sequel to his "Prisoner of Zenda." Its title is the "Constable of Zenda." The same number will have the opening chapters of Robert Louis Stevenson's last complete story, "St. Ives."

Mrs. Lynn Lynton's latest novel, "Dulcie Everton," will appear on the 17th from the press of Chatto & Windus. The same firm announce a fresh batch of short stories by Bret Harte, called "Barker's Luck." Macmillan is publishing a little book, by Miss Juha Dow, called "A Cathedral Pilgrimage" which will interest visitors from America.

Prof. Laughton's memorial volume on Nelson, with illustrations, will appear on Trafalgar Day, October 21, from the press of George Allen.

Miss Kate Greenaway's Christmas Almanac, which was omitted last year, will be improved this year. Dent is publisher.

The Christmas number of The Illustrated London News will contain a story of the French Revolution, by Mr. Thomas Hardy, entitled "A Committee Man of the Terror," and a ghost story by Mr. F. Marion Crawford.

Mr. Du Maurier's new story, "The Martian," is said to have a core of psychological mystery, and although the title was suggested by a recent talk about possible inhabitants of Mars, the author does not lay his scene in Mars, Antwerp, Paris and London afford his characters their widest range.

E. dna Lyall's latest novel, now out, "The Autobiography of a Truth," is based on the recent trouble in Armenia, and though the

characters depicted are, of course, fictitious, the story is founded on fact, and the sad incidents are far from being imaginary.

Mr. Justin McCarthy has arranged to write another volume, bringing his "History of Our Own Times" down to date.

Lord Leighton's "Discourses to the Art Students at the Royal Academy" is announced by Kegan Paul for this month. It will be a volume of 250 pages, and contain a portrait of Lord Leighton, selected by his family.

Cassell will publish Max Pemberton's new novel, "A Puritan's Wife," during the first week in October, and on the 17th of that month they will have ready Mr. J. M. Barrie's "Sentimental Tommy."

CANADIAN BOOKS AND WRITERS.

The address delivered by Dr. Peterson, principal of McGill University, Montreal, before the Phi Beta Kappa Society in New York a few months ago, on "The Relations of the English-Speaking People," has been published by Macmillan.

Mr. J. Castell Hopkins, of Toronto, has returned from England with a good deal of material for his "Life of the Queen" now under way. The book will deal with the sovereign from a colonial standpoint, and the influence the Queen's personality has had in the British Empire will be fully gone into.

Copyright in Canada has been registered for Rev. Canon Mockridge's book on the "Bishops of the Church of England in Canada and Newfoundland."

A book will soon be issued in Montreal from the pen of Mr. L. O. David, city clerk of Montreal, entitled "The Canadian Clergy." Mr. David is a competent writer, and inclines to Liberal views in politics. The book will deal with clerical participation in party politics.

Robert Barr's new story, "One Day's Courtship," an episode at Shawenegan Falls, St. Maurice River, Que., will appear in New York next week.

A new short serial story, by Gilbert Parker, just completed, is entitled "Cumnor's Son."

FINE WALL PAPER.

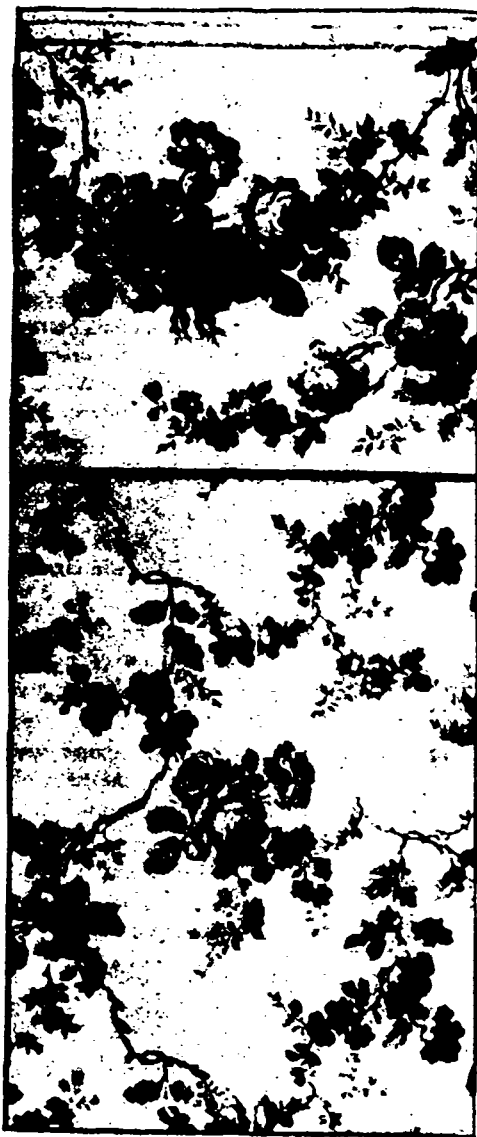
A FRENCH CRETONNE EFFECT.

To such perfection has the art of wall paper designing been brought that each season brings forth some new and beautiful patterns—works of art in both design and coloring and yet entirely differing from any thing heretofore produced.

We herewith produce a new pattern de-

signed and manufactured by the well known Canadian firm of Messrs. Watson, Foster & Co., of Montreal, who, besides making a full line of cheap and medium-priced wall papers, also produce some of the finest of high-grade artistic papers, made on this continent.

This firm are to be congratulated on the enterprise they exhibit in their particular line, sparing no expense to secure the best designers to be had and utilizing only the best materials and workmanship in executing the combinations of design and color-



New Design.—Watson, Foster & Co.

ing turned out by their artists. The design here produced is a French cretonne effect showing a dainty and well-arranged design of roses for a side-wall and frieze, rendered in soft and delicate harmonies, the ground being a subdued yellowish tint, over which are gracefully trained roses and leaves in rich soft reds and greens, grading from the warm yellow olive through to the cooler grey-green tones.

FANCY GOODS AND STATIONERY DEPARTMENT.

NEW FIRESIDE CARD GAMES.

BEFORE we hardly know it winter will be upon us with its long evenings, mirthful parties and social functions, and it is well to be prepared to cater to the necessities of the season in the way of indoor amusements. People grow tired of the worn-out means used in past seasons and are constantly on the look out for something new, fresh and attractive. With this prospect in view Warwick Bros. & Rutter have evidenced their usual forethought and good judgment by securing from the leading manufacturers in the United States a large line of card games, recently copyrighted, which are in every respect worthy of acceptance. The cards are enamel, ivory finish, extremely artistic and unique, and with each game a set of rules is furnished. Following is a description of a few of this beautiful series:

STRANGE PEOPLE—Depicting the dress, manners and customs of the nations of the world, introducing many of the oriental characters made famous by the World's Columbian Exposition and the Midway.

OAK LEAVES—An instructive students' game, showing many varieties of our oaks in their natural colors; a handsome card.

THE PINES—An interesting study of nature, illustrating a variety of pines in colors; highly finished.

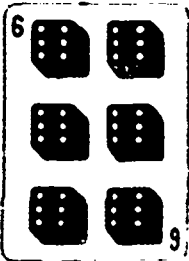
MAPLE GROVE—A new game for young and old, introducing all kinds of maple leaves printed in colors; a very pretty card.

CHESTNUT BERRIES—In this game are grouped various illustrations of the fruits of forest trees—walnut, hickory, chestnut, etc., in colors, highly finished.

These games will furnish a fund of intellectual amusement, and cannot fail to be appreciated in fireside gatherings.

NEW PLAYING CARDS.

Warwick Bros. & Rutter have also added to their very large and well-selected line of domestic and foreign playing cards, some new lines to which we would direct the special attention of the trade. "The Game of Poker Dice," a representation of which is given here in miniature, is a pack of forty-nine cards, with dice faces and dice backs, the cards being of regulation size. They are enamel, ivory finish, and the game, which is designed for poker players, is fully explained in the rules which accompany



The Game of Poker Dice.

each pack. The cards are very striking, and are of a superior quality.

THE NEW ERA—A reduced reproduction of which is herewith given, is one that will attract wide attention, and will have a large use in whist clubs, card parties and society play. The court cards are entirely new creations, being after the Beardsley style, the effects being produced by a working of solid colors. The cards have the large American indexes, have "steel-plate" backs in two colors and in various beautiful and delicate combinations, are highly enamelled and are put up in embossed telescope cases. The "New Era" is a high-grade production, is most artistic and attractive and is sure to find large favor with every card player, either lady or gentleman.

Following in the style of the "New Era" is "Ye Witches' Fortune Cards." On the face of each card is a colored print suggestive of some development of mystic prophecy applicable to various grades of society, which will tend to add much mirth to the interest of the game.

Space forbids mention of many other new features in the splendid line of playing cards held by Warwick Bros. & Rutter, but as they will soon be submitted to their inspection, the trade will, themselves, perceive their superior merits and excellence.

DIXON'S GRAPHITOLEO.



by the mechanical experts of the great railroad companies throughout the country, and declared to be the finest and best natural lubricant known.

An article combining a perfect lubricant and rust preventive, put up in convenient form, is something desired by every bicy-

clist, hunter and yachtsman, as well as by every office and household.

To all such and many others Dixon's Graphitoleo will be not only welcome, but indispensable. It is manufactured only by the Jos. Dixon Crucible Co., Jersey City, N. J.

A NEW PENCIL.

A new pencil, known as the Twentieth Century pencil, is being put on the market by the Toronto News Co. It retails for 5c., and has excellent selling qualities. It works on the screw principle, the lead being forced forward as required, and the point requires no sharpening. The lead can be drawn back by a turn of the screw, so that the pencil may fit conveniently and without injury in the pocket. The feature of this new pencil is that the handle never gets shorter.

MIRROR FOR BICYCLES.

An adjustable mirror has been patented by Frank Ryan, of Springfield, Ill., and it is intended to enable the rider to see what is approaching from behind; for instance, on a crowded street. The device is secured to the head of the bicycle by a clamp consisting of two curved arms hinged together at one end and connected at the free ends by a thumbscrew, and one of these arms has a lug in which a tapering hole is made. A tapering plug drawn into this hole by a thumbscrew secures the lower end of the jointed mirror support in any desired position in front of the rider. The mirror supporting arm is made up of a number of sections united by joints having rubber gaskets in them. These gaskets produce friction to hold the joints after the mirror has been adjusted.

HOLIDAY GOODS.

A glance through Messrs. H. A. Nelson & Sons' Montreal warehouse, is enough to show that they have their full line of Christmas and holiday goods displayed. Their assortment of fancy chinaware, ornaments, cups and saucers, figures, etc., etc., is really very fine. Fancy silver boxes, ink stands, mirrors, frames, etc., seem to be all the rage this season, and their display is worth going to see. The line of celluloid cases, such as toilet cases, work boxes, glove and handkerchief boxes, necktie cases, fan boxes, suspender cases, jewel boxes, etc., surpasses anything ever shown in this line before in Canada.

Dolls' toys and games are shown in great variety.

H. A. Nelson & Sons are doing a strictly wholesale business, and are always glad to have people who are in the trade call and examine their samples.

A LINE OF NEW INK STANDS.

Acting on their past experience and the great success they met with in selling similar goods last season, Buntin, Gillies & Co.,



No. 1250.—Buntin, Gillies & Co., Hamilton.

Hamilton, have laid in a large and varied stock of white metal and brass mounted ink stands. These goods are intended to retail at popular prices, 25 and 50c., and the styles are such that they should prove rapid

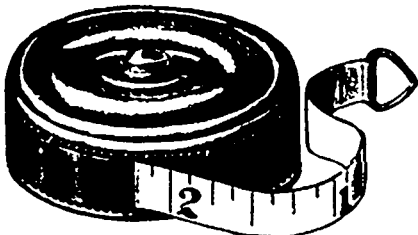


No. 144—Buntin, Gillies & Co., Hamilton.

sellers. By the courtesy of the firm we are able to print cuts of some of the leading lines.

A NEAT ARTICLE.

A spring pocket tape measure to retail at 25c. is offered by Buntin, Gillies & Co.; it is neat and strong, and should sell well.



No. 135—Buntin, Gillies & Co., Hamilton.

ANTIQUÉ BOOK PAPERS.

Buntin, Gillies & Co., Hamilton, are advertising deckle-edge antique book paper. This paper is "all the rage" now, both in Great Britain and in the large American centres. Printers who have not seen it should get samples.



No. 73—Buntin, Gillies & Co., Hamilton.

WEDDING STATIONERY, ETC.

The month of September is the new year for Buntin, Gillies & Co.'s (Hamilton) extensive line of wedding stationery, ball

programmes, announcement folders, etc. The new lines are to hand, and sample books and price lists are in course of preparation, and will be sent to customers in due course. The new goods are said to be unique and handsome, and will make suitable additions to the already fine line.

BACK FROM THE WEST.

Mr. C. W. Graham, of Buntin, Gillies & Co., Hamilton, has returned from an ex-



No. 66—Buntin, Gillies & Co., Hamilton.

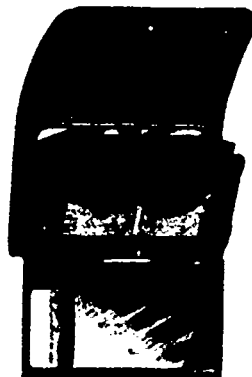
tended trip to the Pacific Coast. He visited the firm's many customers in Manitoba, the Territories and British Columbia, returning by way of California. Mr. Graham reports a good trade, and is loud in his praises of the Far West. Mrs. Graham accompanied him, and both enjoyed the trip exceedingly.



No. 175—Buntin, Gillies & Co., Hamilton.

NEW STATIONERY SUPPLIES.

The Brown Bros., Ltd., call the attention of the trade to the new line of pneumatic ink stands, the company being agents for the same in Canada. They also carry a complete line of economic and pneumatic stoppers, which can be fitted to any bottle. These are to be had mounted on ebony and oak-finished stands, and make a handsome office or library ink stand, and prices are very low.



The Brown Bros., Ltd.

The Brown Bros., Ltd., have just received a full line of the celebrated Globe

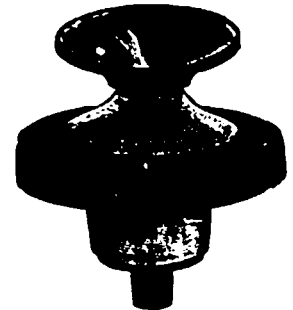
Co. files, document envelopes, etc. Also the new Columbia toilet fixture, which is the neatest and best ever placed on the market.

The blank books made by the Brown Bros., Ltd., are in great demand, and they



The Brown Bros., Ltd.

have placed some new lines on the market, which, on account of their excellence in style and finish, will ensure a ready sale. Also new styles in quarto and octavo university and high school exercise note books,



The Brown Bros., Ltd.

which are bound in skybodge, and are very neat, strong, and sure to command a place in the schools.

Now that the season is approaching when wallets, pocket books, letter cases, etc., will be demanded, the trade should make it a point to examine the samples at the Brown

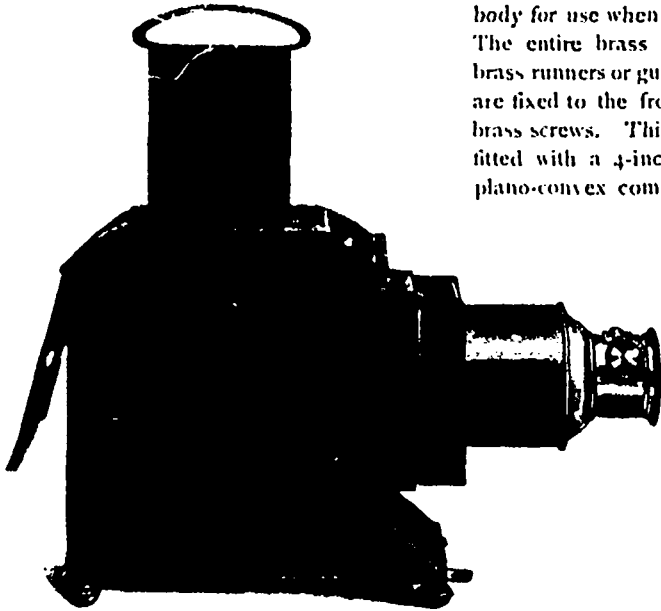


The Brown Bros., Ltd.

Bros., Ltd., which will be found to be very choice and complete, and can be had in the following leather. Alligator, lizard, seal, crushed calf, morocco, etc., in all the new shades.

MAGIC LANTERNS.

Brief mention has been made of the large range of magic lanterns shown by Nerlich & Co. Some of the lanterns merit special mention. In japanned tin lanterns we give illustrations of two different kinds. No. 7 has a japanned tin body with dome shape top and side door, japanned tin stage and



No. 6—Nerlich & Co.

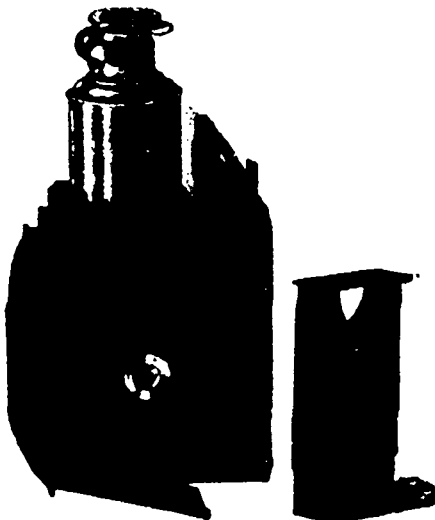
front tube and sliding tube, with brass O.G.; fitted with 4-inch diameter plano-convex compound condenser in brass cell, and double combination achromatic front lenses (with large size lenses to the back combination), in brass mount, with rack and pinion adjustment, a 3-wick Russian iron paraffin lamp (with wicks 2 inches wide), and jointed Russian iron chimney. The net wholesale price of this line is \$9 each.

Another, No. 8, has the body of japanned tin, with dome shape top and handsome moulding on back door and also on the side door, the latter having a brass bound sight hole fitted with blue glass, japanned tin stage, with front tube and sliding O.G. tube made entirely of brass beautifully finished and lacquered, fitted with a 3-wick Russian iron paraffin lamp (with wicks 2 inches wide), jointed Russian iron chimney, and a 4 inch plano-convex compound condenser in brass cell, and double combination achromatic front lenses (2 inches diameter, 6 inches equivalent focus), in brass mount, with double pinions to the rack adjustment, and fitted with sliding shutter or flasher. The net wholesale price is \$16.50 each.

A splendid lantern for public entertainments is No. 15, the net wholesale price of which is \$25. The body of this lantern is made entirely of Russian iron, and is fitted with a brass cell for the condenser. The stage and front tube and sliding O.G. tube

are made of brass, beautifully finished and lacquered, and are mounted on a solid brass foot, making the entire front perfectly rigid. The stage is open all round, and therefore allows the slides to be inserted from the top or the sides. This is very useful for chemical experiments. There is a panelled door fitted with a brass bound blue glass sight hole with brass sliding shutter on each side of the body for use when the lime-light is applied. The entire brass front and stage slides in brass runners or guides, which are fixed to the front foot by brass screws. This lantern is fitted with a 4-inch diameter plano-convex compound con-

denser in brass cell and double combination achromatic front lenses (2 inches diameter, 6-inch equivalent focus), in brass mount, with double pinions to the rack adjustment and fitted with a brass flap shutter having a



No. 7—Nerlich & Co.

groove to carry shapes of colored glass for tinting slides. The lamp has wicks 2 inches wide, with a deep reservoir holding oil enough for a two hours' entertainment.

A JOB IN SLATES.

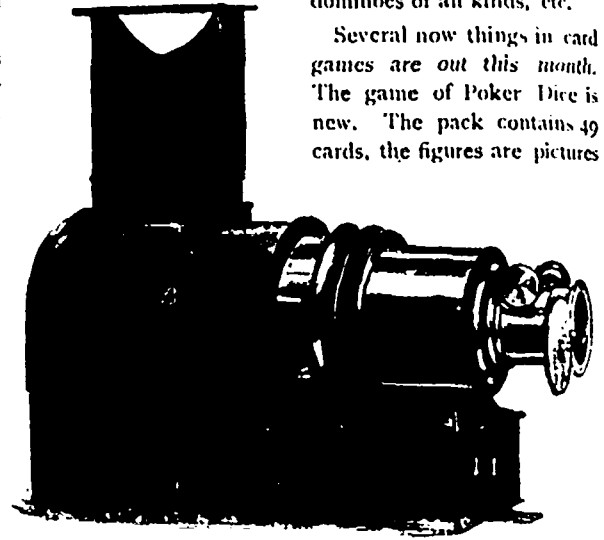
The Copp, Clark Co., Ltd., announce a job line of Peerless slates. They were a

trifle damaged by water, and on this account are being cleared out at a low price.

THE SEASON FOR GAMES.

In connection with the extensive line of games shown by the Copp, Clark Co., Ltd., to which reference was made last month, and consisting of games made by themselves and some copyrighted in Canada, the firm have in addition a large stock of standard games, including checkers, chessmen, dominoes of all kinds, etc.

Several new things in card games are out this month. The game of Poker Dice is new. The pack contains 49 cards, the figures are pictures



No. 15—Nerlich & Co.

of dice, and the four suits are of different colors. The rules are the same as for poker with dice. The price is \$2.40 per doz.

A new playing card is the New Era, prettily designed backs in delicate colors, artistic court cards, rounded corners, altogether a taking line. The price is \$3.60 per doz. The case is attractive.

The Little Duke toy cards are also a new line. They are artistically turned out in all respects, figures well drawn, high colorings, on the best boards, and neatly enclosed. The price is \$1.60 per doz.

"AMERICA'S BEST" SLATE.

The Copp, Clark Co., Ltd., have been appointed agents in Canada for the "America's Best" slates. The trade will find several important selling qualities in these slates. The slate itself is of high quality. The frame is very light, but is made stronger by the patent interlocking joint which ordinary hard usage cannot loosen. There is thus a considerable saving in freights, and the cases are very different in this respect from the ordinary case of slates.

A RANGE OF LOCK BOXES.

An attractive line of lock boxes is shown by the Copp, Clark Co., Ltd., and the firm believe they have the best range in the market. The boxes are fitted either with lock or slide, and attractively decorated with

floral, lettering or other design, and are nicely finished inside with compartments for pens, pencil, etc. One variety has a compass. Another is Japanese black wood with pretty design. They range in price from 40c. to \$1.50 per dozen wholesale, and boxes to retail at 5c., 10c., 15c. and 25c. will all be found in the line.

CARPET SWEEPERS A SUCCESS.

An immense sale of the toy carpet sweeper has taken place during the last month, re-



port Nerlich & Co. It has evidently "caught on," as the Yankees say, owing to its combined qualities of usefulness and attractiveness. Not being too expensive, a large trade in the sweepers is expected.

BUYERS IN TOWN.

The fancy goods houses report a good trade during the Exhibition. The cheap fares brought buyers from all the provinces, and Nerlich & Co.'s customers were surprised at the show of goods made by this firm, some indication of which has already been given in these columns. So large a display, they declared, was seldom seen in this country. Those who have not taken advantage of the low railway rates this time should do so next year, as it will pay them to examine the articles which are suited to the trade in their own localities.

THE ARTISTIC PENCIL.

The Artistic pencil is a new automatic pencil of a nice appearance, and each pencil accompanied by a box of leads. The price is 40c. per doz., and it will easily retail at 5c. each. The Copp, Clark Co. show this line.

NEW ENGLISH MAGAZINE.

Messrs. Hutchinsons' new magazine is to appear in October, under the conduct of Mr. W. H. Wilkins, who is known as the joint-author, with Mr. Herbert Vivian, of one or two novels of a satirical character. It is said, among those who claim to know, that the editorship was first offered to Miss Marie Corelli, and that a very handsome salary was proposed to her. That lady, however, was disinclined to undertake the necessary labor, which she felt would interfere with her fecundity as a novelist. Mr. Wilkins is a young man and has abundant energy.

We manufacture the following
Parlor Games

PRICE LIST OF GAMES

\$1.50 GAMES.			
Ouja.....	Per doz.	Perrywink'e No. 2.....	2 00
Tennis Jr., No. 2.....	\$12 00	Reversi No. 1.....	2 00
	12 00	Snap No. 3.....	2 00
		Ste-ple chase No. 2.....	2 00
\$1.25 GAMES.		Z-nobi.....	2 00
Crokirole.....	\$10 80		
Fort No. 2.....	10 80	15c. GAMES.	
\$1 GAMES.		B'b'e P'cture Puzzles.....	\$1 30
Fort No. 1.....	\$6 60	Every Day Picture Puzzles.....	1 20
Tenni Jr., No. 1.....	8 40	Natural History Picture Puzz'es..	1 20
75c. GAMES.			
Foo ball.....	\$6 00	10c. GAMES.	
Go-Bang.....	6 00	Loto No. 1.....	\$0 80
Ha'ma No. 4.....	6 00	Nations No. 1.....	0 80
Lou's.....	6 00	Our Pets Picture Puzz'es.....	0 80
Lacro-se.....	6 00	Perrywinkle No. 1.....	0 80
Lot o.....	6 00	Steep'e chase No. 1.....	0 80
Obstacle Race.....	6 00	Wild Animals Picture Puzzles....	0 80
Par'heesi No. 4.....	6 00	Authors No. 2.....	0 75
Reversi No. 2.....	6 00	Dr. Bushy.....	0 75
Sir. L'ncelo.....	6 00	Lost Heir No. 1.....	0 75
Ste-plechase No. 3.....	6 00	Old Maid No. 2.....	0 75
Upper Ten.....	6 00	Snap No. 2.....	0 75
Up from the Ranks.....	6 00		
50c. GAMES.		5c. GAMES.	
Checkers, Backgammon, and Trou-		Authors No. 1.....	\$0 35
sel, Combined.....	\$4 50	Jumpkins.....	0 35
Cuckoo No. 2.....	4 00	Murkins Puzzle.....	0 35
Farmer Grimes.....	4 00	Old Maid No. 1.....	0 35
Fish Pond No. 2.....	4 00	Peter Coddles No. 1.....	0 35
Fore-ight No. 2.....	4 00	Railroad Puzz'es.....	0 35
Ha'ma No. 2.....	4 00	Snap No. 1.....	0 35
Nap'o'on.....	4 00		
Old Home-tea'.....	4 00	Chess and Checker Boards.	
Parchee i No. 2.....	4 00	No. 1—11½x11½. Printed in Red	
		and White.....	\$0 40
25c. GAMES.		No. 2—13½x13½. Printed in Red	
Authors No. 3.....	\$2 00	and Black.....	1 80
Box to Banker.....	2 00	No. 3—14½x14½. Printed in Red	
B'bbies.....	2 00	and Black, Varnish'd.....	1 20
Canadian Events.....	2 00	No. 4—14½x14½. Printed in Red	
Cuckoo No. 1.....	2 00	and Black, Varnished, cloth	
Fish Pond No. 1.....	2 00	bound, gilt.....	2 00
Fore-ight No. 1.....	2 00	No. 5—14½x14½. Printed in Red	
Ha'ma No. 1.....	2 00	and Black, Varnished, full	
Logom'chy.....	2 00	leather, gilt.....	4 00
Loto No. 2.....	2 00		
Lost Heir No. 2.....	2 00	Flags.	
Nations No. 2.....	2 00	(Lithographed on Tissue for Decorative	
Old Maid No. 3.....	2 00	Purposes.)	
Our Darling A B C Blocks.....	2 00		Per 1000
Par'heesi No. 1.....	2 00	Union Jack, size 12 x 17.....	\$5 00
Peter Coddles No. 2.....	2 00	" " small, size 6 x 8.....	3 00
		Dominion Ensign, " 12 x 17.....	5 00
		Red, White and Blue, size 12 x 17.	5 00

It will pay you to see samples now in the hands of our representatives.

The Copp, Clark, Co., Limited
TORONTO.

WALL PAPER AND DECORATIONS.

DIRECTIONS FOR APPLYING
BURLAPS TO WALLS.

ANY practical paper-hanger, who knows how to handle an edge-knife, is able to hang these goods. He can butt the edges like veneering. A true joint will stay so and never open, as these goods are warranted not to shrink in the least.

Glue size the walls well; use a fresh, strong paste, which can be improved by stirring one tablespoonful of Venetian turpentine in each pail of warm paste.

Have your edges well pasted; roll down the joints with care and immediately sponge off with clean water, so as to leave no paste on the surface.

As these goods are shrunk in the manufacture, you must not stretch them, but only press them up to a tight joint; and as they cut with a true edge, they can be butted like veneering and not show the joints when finished. The paper-hanger will find them easier to hang than cartridge paper.

Where these materials are used it is only necessary to fill up the larger cracks.

See that the uneven edges, or projections, are sandpapered or scraped off.

As we remarked before, there is no preparation necessary after the goods are pasted on the wall. They are ready for coloring as soon as the paste is dry.

Two coats of thin paint, well brushed, will make a beautiful finish, superior to studded walls. One coat of distemper color will produce the same result. Do not use your distemper color chilled or too glue strong. Have your color flow freely. Aniline colors can be used.

For blending in distemper colors, wet the surface with weak glue-water solution, and immediately, while the ceiling is wet, brush and blend your colors.

For a flat painted wall, mix the exact shade you want in turpentine, take enough out for the first coat, and add oil and driers to it. For second coat use clear turpentine color. Use the paint on both coats thin and well brushed out.

DIRECTIONS FOR USE ON BOARD CEILINGS,
ETC.

Plane off all projecting parts, such as joints, etc. Glue-size the boards, and if they have been painted or varnished, put enough washing soda in it to cut the paint.

Trim the burlaps in such widths as to get the joints in the centre of a board. The burlaps can be lapped and cut on the ceiling, if desirable.

Paste the ceiling (one width at a time) with a good, strong paste, and put the bur-

laps on dry. Use a roller so as not to press the burlaps in hollow places.

Start on one end and tack with galvanized, small-size double-pointed tacks as you go along. Use plenty of tacks on joints and edges.

These tacks will not show nor rust after distemper, color or paint is put on.

Run the burlaps the same way as the boards. Roll the edges down well after each length is put up, and sponge the paste off immediately with clean water.

It takes two men to put burlaps on a wooden ceiling properly. One to put it up and tack and the other to carry the weight of the burlaps.

The best way is, after the burlaps is cut and trimmed, roll it up so that the side which is to go to the ceiling is on the outside of the roll.

A good paste can be made by dissolving 1 lb. glue in 2 galls. water, and put paste powder enough in it to make a stiff paste, then add to the warm paste two tablespoonfuls of Venetian turpentine and stir well.

Put plenty of paste on the ceiling. Have no lumps in your paste.

If, after paste is dry (next day), a joint should need a little filling in, use a little white shellac and plaster of paris mixed together.

DIRECTIONS FOR USE ON A DAMP WALL.

Give the walls a strong solution of hot alum water—1 lb. alum to 1 qt. water. Dust the crystalized alum off the surface.

Size with regular glue size—1 lb. glue to 6 qts. water.

Use a fresh, medium stiff paste; to each pail add two spoonfuls of Venice turpentine.

In using the cloth pattern rope fibre, paste it twice and let it soften well before folding and cutting.

DIRECTIONS FOR USING VENICE TURPENTINE IN PASTE.

If paste is warm, mix it directly in your pail of paste. If cold, take a little out and warm it, and in this mix your Venice turpentine.

DIRECTIONS FOR MAKING A COVE.

Our prepared burlaps or prepared canvas are first-class materials to use in making a cove. Simply paste a layer of strong, thick paper on the back of the goods and they can be bent in any shape, and will remain stiff.

It can be either pasted or nailed to the walls and ceiling; but to insure the best results, use both paste and nails.

Any work can go on it, such as solid relief, papering, Lincrusta-Walton, stenciling,

etc., and it can be decorated in any other mode in use on plastered coves.

Such a cove will never crack and can be re-decorated from time to time, without injuring it in any way.

DIRECTIONS FOR MAKING STAINS FOR
TAPESTRY BURLAPS.

Water Stain—As our goods are prepared, the following receipt will produce excellent results in water stains. Make a glue size—1 lb. glue to 6 qts. water—and stir in the desired color. Apply cold.

Washable Stain—Take equal parts of hard oil and turpentine, and with this mix the requisite color ground in oil. It will be found advantageous to use a little Japan drier.

NOTE—Neither the water nor the washable stain will affect the holding of the paste.

Paste will adhere to the waterproof coating of any of our lining materials, should you desire to use them as linings for fine paper-hangings.—From Points on the Preparation of Walls and Ceilings for Decoration, by H. B. Wiggins' Sons.

The stock of E. Merritt, wall paper manufacturer, Toronto, who recently assigned to Sherman E. Townsend, is to be sold by tender. Mr. Merritt offered his creditors 25 cents on the dollar, but was unable to find satisfactory security, so the estate will be wound up.

Colin McArthur & Co. are naturally gratified at the good reception accorded to their representatives. They attribute it to the appreciation of the superior line of samples carried by representatives of the firm.

Those who attended the Toronto Exposition and examined the wall-paper department would be pleased with the variety and superior style of hangings exhibited by Colin McArthur & Co., of Montreal. The merchants of the east should make it a point to examine their display at the Montreal Exposition this week. It will pay them to do so, as they will see all the latest designs.

LONG DELAYED.

In Morton, Phillips & Co.'s window, Montreal, might have been seen a few days ago the medal and diploma awarded by the World's Fair Commissioners, Chicago, to the Rolland Paper Co., of St. Jerome. As we stated in our last issue, the medal and diploma were not received till August of this year.

WALL PAPER EXHIBITION

Visitors to the **Montreal Exhibition** :
Attention is directed to the display of

Fine Gold Hangings
Blend Friezes
Cloud Friezes
Blended Hangings
Washable Leather Hangings

MANUFACTURED BY

COLIN McARTHUR & CO.

NOTRE DAME and
VOLTIGEUR STREETS

 **MONTREAL**

BOOKS AND PERIODICALS.

A GREAT MISSIONARY BOOK.

FROM the press of Fleming H. Revell, Toronto, comes "A Cycle of Cathay," by W. A. P. Martin, D.D., LL.D. (cloth, \$2), dealing with many years' missionary experience in China. Says its author: "My object is not so much to write a history of events as to exhibit the Chinese as I have seen them in their social and political life." The result is a highly instructive and most entertaining narrative, one of the very best books of the kind issued in recent years. Nor does the attraction stop with the literary contents. It is beautifully bound in scarlet cloth and gilt lettering and a circular symbol in yellow, black and white, representing the Chinese cycle, upon the outside front cover. The illustrations are numerous and striking. The book should sell well at two dollars, and for the approaching holiday season will be good property on any counter.

A SERIES FOR YOUNG PEOPLE.

Brief mention was made in our last issue of the new series of books for the young issued by the Fleming H. Revell Co., Toronto, entitled "Stories of Childhood." This is one of the most delightful series which these publishers have lately sent out. So far, five volumes have been issued: "How the Children Raised the Wind," by Edna Lyall, is an amusing story of how two children paid the debt off their father's church by unusual methods. "Adolph, and How He Found the Beautiful Lady" is a touching story of the devotion of a poor German immigrant and her son Adolph to a little girl, who, coming to this country on a cholera-laden ship, was taken from her mother by the health officers, and, together with Adolph and many others, placed in the hospital. Owing to a mistake in identity she was reported to have died, and Adolph's mother, though nearly penniless, adopted her. The story turns on the boy's efforts to find the child's mother, the "Beautiful Lady."

Another volume in the series is "The Making of a Hero, and Other Stories for Boys," by Mrs. George A. Paull. These are six stirring stories of real, live, every-day boys, who do the things that boys do in real life, as distinguished from what they do in books—and nowhere else. The titles are "The Making of a Hero," "A Matter of Honor," "How the Twins went to the Fair," "Apron Strings," "An Amateur Detective," and "The Old Fort." Two others by a skilful writer are "Probable Sons" and "Teddy's Button," the first relating a child's success in religious work, and the second the influence a button

from his father's coat had upon a boy's life.

The handsomely decorated cloth covers of these attractive small quarto books, each volume at 50c. and well illustrated, is not the least interesting feature of them.

A SUCCESSFUL BOOK.

The sale within three months of the first thousand copies of Mr. Clifford Smith's "A Lover in Homespun," very happily shows that the short story is winning its way in Canada, and that the native author is better succeeding in catching the ear—or eye—of his countrymen. The author is to be congratulated on the success of his first venture. The book was given most kindly treatment by the reviewers, and won many warm encomiums. Among the most striking of these comes from a source not always kindly in its expressions toward Young Canada, to wit, The London Literary World, which observed as follows:

"'A Lover in Homespun and other Stories,' by Mr. F. Clifford Smith (Toronto: W. Briggs), comprises a selection of brief sketches of life in Canadian villages and forests. The stories are of good merit, and comprise some excellent descriptions of forest and clearing, and a clever delineation of the passions which actuate humanity in the rough, although their brevity limits the author to brief outlining in the place of the close and careful analysis that Mr. Smith might have brought into them had space permitted. The stories, eleven in all, deal with love and life and re-

ligion in many aspects, and as character studies of the simple Canadian peasantry, French and English, can compare favorably with similar selections in which Scotch, Welsh and Irish rural life have been exploited. The book reaches us from across the water, and in the absence of any indication of an English agency it is unnecessary to go into details about the contents, or to dwell on its readability." A second edition of the book is in press.

A POET IN THE WEST.

Not Eastern Canada only is feeding the swelling poem of Canadian poesy, but even from far Western British Columbia, the Eldorado of the gold-seeker, comes a strain of song to which many are likely to give a listening and interested ear. Mr. Eric Duncan, of Comox, farmer and poet, has in the press a little volume of poems, soon to appear, with the title of "Rural Rhymes," and bearing the imprint of William Briggs. Mr. Duncan does not affect lofty themes, "An Ox Song," "A Mosquito Song," "A Hog Song" and "The Sheep Thief," are some of his subjects; but he handles these homely topics with a felicity of description and with a quaint humor that to the average reader—especially him of the farm—it will be more attractive by far than the delicate verbal photography of the better-known poets of Canada.

AMELIA BARR'S LATEST.

Mrs. Amelia E. Barr's new story, "A Knight of the Nets," shortly to be issued in a Canadian copyright edition by William Briggs, is said to be one of the strongest and most charming of her stories, and those

H. A. NELSON & SONS

CHRISTMAS TRADE

OUR COLLECTION of **Fancy Goods, Dolls, Toys, Games, China and Glassware, etc.**, is particularly attractive, and dealers would do well to **delay ordering** until they have an opportunity of inspecting our samples.

Travellers are now on their **regular journeys**, and will visit all points throughout the Dominion, as usual.

Our prices are **right**, our terms **liberal**, and our goods **bright, fresh and salable**.

We extend a **cordial invitation** to all in the trade who intend visiting Montreal or Toronto to call and see us.

H. A. NELSON & SONS

Toronto Sample Room
36 and 38 Front St. West

59 to 63 St. Peter St., Montreal

WATSON, FOSTER & CO.'S

NEW line of

Wall Papers

Is now complete.

. . . COMPRISING . . .

the largest collection of **new** and
stylish designs ever offered
in Canada.

ART COLORINGS

by three of the best colorists
known to the trade

OUR PATTERNS have the reputation among the trade of
being the quickest sellers. The **new samples** surpass
all previous efforts in **design, coloring** and **finish**.

SEE THEM BEFORE YOU BUY

OFFICE AND WORKS:

86 to 94 Grey Nun St. - - Montreal

TRAVELLERS NOW ON THE ROAD

who have read "Jan Vedder's Wife" know how this really delightful author can catch, retain and intensify the interest of the reader as her stories sweep on to their usually happy close.

A BOYS' BOOK FOR CHRISTMAS.

Wm. Briggs has arranged to issue a Canadian edition of Egerton R. Young's new book, "What Three Boys Saw in the Wild North Land," which is expected to be ready for the Christmas trade. Messrs. Ward & Downey, of London, have the English market, and Houghton, Mifflin & Co., the American. The author promises this to be the best boys' book he has yet written. Mr. J. E. Laughlin, of this city, has been engaged to illustrate the volume.

BOOK NOTES.

The new book on "School Management," by John Millar, B.A., the Deputy Minister of Education for Ontario, is being rapidly adopted in the model schools of the province. It has everywhere received high encomiums from educationists. A second edition has already been placed on the market.

Mr. Charles A. Winter, of Preston, has prepared and published a record book for choirs that is very complete in its way, and likely to find general favor.

ORDERS FOR CHRISTMAS PAPERS.

A great business in Christmas papers should be done this year, and the Toronto News Co. are already taking orders from the trade. The Christmas papers are a good thing to order early, and the trade generally find this to be the case.

A HANDSOME CARNIVAL NUMBER.

The Province, British Columbia's clever weekly, the best of its kind ever issued, got out a special Vancouver carnival num-

ber Sept. 1. It contains a map of the Fraser Delta and some colored half-tones—altogether a creditable production.

NEW MUSICAL PUBLICATIONS.

The Toronto News Company announces a new list of popular music books at prices which afford the dealer a good profit. The full list appears on another page, and comprises a great variety of musical publications suited to every class of trade. The retail and trade prices are printed beside each book, and the dealer can without trouble make his selection.

A MEMOIR OF QUEEN VICTORIA.

Just as THE BOOKSELLER AND STATIONER goes to press the Toronto News Co. has word of a very timely and attractive publication to be out in England on the 21st, and likely to secure a large circulation in Canada. It is a special issue of The Gentlewoman, and will be called The Gentlewoman's Record of Her Majesty's Sixty Years' Reign. The Queen has been pleased to accept two copies of the work herself. There will be 60 illustrations, one of them a portrait of Her Majesty by her daughter, the Princess Louise. The publication is being prepared in the highest style of art. Accompanying it is a portrait of the Queen in her coronation robes printed in colors on white satin, and itself a fine souvenir. The work retails at \$1, and as the Toronto News Co., who are the Canadian agents, are cabling for a supply, orders should be sent in at once.

NEW BOOKS.

CANADIAN.

ZOLA, EMILE — Rome. Cloth, \$1.25. Copp, Clark Co., Ltd.

TWAIN, MARK — Joan of Arc. Cloth, \$1.25. Copp, Clark Co., Ltd.

MASTERS, CAROLINE — The Shuttle of Fate. Cloth, \$1.25. Copp, Clark Co., Ltd.

REGAN, WILLIAM F. — Boer and Uitlander. Cloth, \$1.25. Copp, Clark Co., Ltd.

CORELLI, MARIE — Cameos. Paper, 75c.; cloth, \$1.25. Copp, Clark Co., Ltd.

BLACKMORL, R. D. — Tales from The Telling House. Paper, 75c.; cloth, \$1.25. Copp, Clark Co., Ltd.

BESANT, SIR WALTER — The Master Craftsman. Paper, 75c.; cloth, \$1.25. Copp, Clark Co., Ltd.

HAWTHORNE, JULIAN — A Fool of Nature. Paper, 75c.; cloth, \$1.25. Copp, Clark Co., Ltd.

DOUGLAS, THEO. — A Bride Elect. Paper, 35c. Copp, Clark Co., Ltd.

PINSSENT, ELLEN F. — No Plan for Repentance. Paper, 20c. Copp, Clark Co., Ltd.

MACK, LOUISE — The World is Round. Paper, 20c. Copp, Clark Co., Ltd.

HAGGARD, RYDER — Heart of the World. Paper, 75c.; cloth, \$1.25. Copp, Clark Co., Ltd.

BRAY, CLAUDE — King's Revenge. Paper, 50c.; cloth, \$1. Copp, Clark Co., Ltd.

BRITISH.

F. A. WHITE, B. A. — The Civil Service History of England. Revised by H. A. Dobson, of the Board of Trade. 8th edition, 1896. Fcap., 8vo., cloth, 2s. 6d. Crosby, Lockwood & Son, London.

PROF. FREDRICH RATZEL. — The History of Mankind; Translated by A. J. Butler, M. A. Vol. 1, super royal, 8vo, 12s. net, colored plates, illustrated. Macmillan, London.

JULIUS M. PRICE. — The Land of Gold. A visit to the West Australian gold fields in 1895. By the special artist correspondent of The Illustrated London News. Crown 8vo., cloth extra, 7s. 6d. net, maps, illustrations. Sampson, Low & Co., London.

MAJOR E. S. MAV, R. A. — Guns and Cavalry: Their performances in the past and their prospects in the future. Crown 8vo., cloth, 3s. 6d. Sampson, Low & Co.

RT. HON. GEORGE N. CURZON, M. P. — Problems of the Far East. Extra crown 8vo., 7s. 6d., maps, illustrations. Constable, London.

MAJOR ARTHUR G. LEONARD. — How We Made Rhodesia. Post 8vo., 6s. Kegan Paul, London.

Famous Scots Series

SEPT. 1896

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- THOMAS CARLYLE** {Ready.
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To be followed by other volumes at intervals

Oliphant, Anderson & Ferrier

EDINBURGH and LONDON

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Send Policy and Rates are away down.

MANUFACTURERS' LIFE INSURANCE COMPANY

HEAD OFFICE
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HOW DO YOU SELL ?



Crepe Tissue Paper

10 cents per roll

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HOW TO HANG ANAGLYPTA.

THE applied art materials now on the market require to be cut against a steel straight edge with a leather-cutter's knife. For this purpose it is necessary to have the pasteboard edged with zinc. The knife should be held a little askant to allow the edges of the material to butt closely. Several of these wall coverings are trimmed on one side only, and where the joints come the wall itself should be colored to match, so that if the material should shrink slightly it will not show. Care should be taken to prick and rub down all blisters and not to soak the material to the damage of the relief. The paste generally used for this work is stronger than that made for ordinary paperhanging, two-thirds ordinary paste mixed with one-third glue and used hot will answer very well. Anaglypta should be first pasted with ordinary paste and then with a very stiff paste composed of one-sixth glue. After being filled up with this, the anaglypta is hung with a coat of ordinary paste. —From *Building World* for September.

A PRETTY FIRE SCREEN.

A fire screen made with pressed flowers and leaves would be a very pretty object in a drawing room. Flowers, grasses and leaves, with the addition if desired of one or two brightly-tinted butterflies, are arranged in an artistic group on a sheet of glass, which has previously been thoroughly cleaned. A second sheet of glass of the same size, coated round the edges with glue or Diamond cement, is then dropped exactly in position on the other. The greatest care must of course be taken not to disarrange any of the flowers or leaves. The two panes of glass are then pressed together round the edges, and left under a heavy weight for the cement to become thoroughly set. Of course, no cement or gum is applied to the leaves; to do so would produce an ugly blotch. Once the two panes of glass are firmly stuck together, there will be no danger of the flowers and leaves becoming disarranged. —From *Work* for September.

A NEW CANADIAN GAME.

J. Herbert Cranston, of Galt, son of Mr. J. K. Cranston, has invented and patented a new game for winter evenings. It is called *Parlor Curling*, and is an adaptation of the famous Scotch ice game, so popular in Canada, to drawing room use. The game may be played by from two to eight players, and the board reproduces all the general features of curling. A bonspiel, and progressive curling are also possible, so as to keep a whole company amused. The board is fitted to a table and may be

swung round on a pivot to face each play. The game promises to be highly popular, and is a creditable invention worthy of a young Canadian. Some dealers, it is said, find that it pays to rent the board before making a sale, in which case, the board should be carefully oiled so as to be in perfect order. Mr. Cranston has issued a little leaflet describing the game and giving the rules. A copy of it can be obtained from him by those who desire to introduce the new game in their locality.

NOTES.

Miss Beatrice Harraden's new novel, says *The Bookman*, is somewhat longer and in a more cheerful vein than "Ships that Pass in the Night." The scene of her new novel is almost entirely English. It is to be published early in the autumn.

"A Historical Sketch of Armenia and Armenians, in Ancient and Modern Times," by an old Indian, is announced by Mr. Elliot Stock. The work will contain a supplemental chapter on recent events in Armenia and a map of the country.

A gold watch and chain have just been presented to Mr. Robert Crockett, an uncle of Mr. S. R. Crockett, the author, on his retirement after twenty-seven years' service as porter at the railway station at Castle Douglas. The old gentleman, who is a great devourer of books, has paid for his nephew's college course at Edinburgh out of his modest wages. There were many subscribers to the presentation.

Chapman & Hall have entrusted the editorship of their Centenary Carlyle to Mr. H. D. Traill. The first volume is to appear in October, the forerunner of a set of thirty, published at 3s. 6d. each. Messrs. Constable, of Edinburgh, are to be the printers. There will be many corrections in this edition, for Carlyle went through the works shortly before his death, revising them with a view to a collected reprint. These emendations and additions will be copyright; and this, therefore, promises to rank as the standard.

MOUNTING PHOTOGRAPHIC PRINTS ON GLASS.

The method of preparing a suitable mountant is as follows: Place some fairly hard gelatine in water—say ½ ounce of the former to 10 oz. of the latter—and let it remain till the gelatine has swelled. The water should then be heated until the gelatine has dissolved, and the hot solution strained through well-washed calico into a dish—preferably of porcelain—rather larger than the glass to which the print is to be fixed. So that the gelatine solution may be kept warm, this dish is placed in

any larger dish containing hot water. The prints, after being fixed, etc., are trimmed and cut down till they are rather smaller than the glass plates, and are then left in water for some time. The plates are cleaned and warmed and placed in the gelatine solution; a print is then taken with the water drained out, and placed in the dish face downwards, and saturated with gelatine solution. A plate is then lifted out with the print upon it and in the required position, any excess of gelatine being squeezed off by a squeegee, and the plate left to set. The solution can be removed from the face of the glass by means of hot water and a sponge, care being, of course, taken that no water touches the print itself. —From *Work* for September.

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CHARIOT RACE, OR BEN HUR MARCH. For piano. By E. T. Paull. Whaley, Royce & Co., Toronto. 50 cents.

This is a very dashing and spirited march in 2-4 time. It is quickly gaining popularity, and should be a very salable number.

DANSE AUX HABOTS. For piano. By F. Boscovitz. Whaley, Royce & Co., Toronto. 50 cents.

Rather an effective number, which can be made to do duty for several of the dances now in vogue.

SWEETHEART, I DREAM OF THEE. Song. By J. F. Davis. A. & S. Northheimer, Toronto. 40 cents.

A love song in E flat, with waltz refrain. Rather ordinary, but nevertheless pleasing.

HAPPY LOVE. Waltz. By Fabian Rose. A. & S. Northheimer, Toronto. 75 cents.

A delightful waltz, full of animation and quite up to the standard already established

by this well-known composer of dance music.

The following new publications of Morley & Co. have been sent us by A. & S. Northheimer, who are their Canadian agents:

DONT TELL. Song. By Camille Daubert.

A very bright and clever little ballad, which makes a good encore number. Published in two keys for contralto or mezzo-soprano—E flat (B flat to E flat) and F (C to F).

VOICES. Song. By Thos. Hutchinson.

Quite a graceful number for contralto or mezzo. Published in two keys—E flat (C to E flat) and F (D to F).

THE DREAM ANGEL. Song. By Edw. St. Quentin.

A most pleasing song, suitable for male or female voices, containing some excellent effects. Published in same keys as "Voices," with same range.

THE ANGEL OF THE DAWN. Song. By Lindsay Lennox.

A most melodious and pleasing semi-sacred song, containing material for good effects. In F (C to D) and G (D to E).

SNOWFLAKES FAIR. Song. By C. Francis Lloyd.

Published in same keys as foregoing song, with the same range. This number does

not strike one as being as strong a composition as others by same composer.

THE GATE OF HAPPINESS. Song. By C. Francis Lloyd.

This is a semi-sacred song of beautiful sentiment and with good effects, well worth the attention of vocalists. Published in G (B flat to D) and A (C to E).

THE CHILDREN OF THE KING. Song. By C. Francis Lloyd.

A most successful semi-sacred song, with piano and organ accompaniments. It is specially suitable for the Christmas season. In three keys, E flat (B flat to D) F (C to E) and G (D to F sharp).

THE SWEETEST SONG. Song. By C. Francis Lloyd.

A very bright little love song of two stanzas and refrain. In two keys, A flat (E flat to E flat) and C (G to G).

"The Mind of the Master," by Ian MacLaren, has done very well in Canada. The Fleming H. Revell Co. report nearly the whole of the first edition exhausted. "Kate Carnegie," the author's new story, which has been appearing in The Canadian Magazine in serial form, will be out in England October 1, and here a few weeks later.

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NOTICES OF NEW BOOKS.

SIXTY YEARS OF CANADIAN CRICKET By John E. Hall and H. O. McCulloch. Bryant Printing and Publishing Co., Ltd., Toronto. Cloth, illus., 472 pp.

THIS handsome volume is a most complete record. Mr. McCulloch is a well-known member of the Toronto Cricket Club, and Mr. Hall is the secretary of the Canadian Cricket Association, and they have thus had access to all the information required to get together a comprehensive record of the game. The matches of an international, interprovincial and public school character are all given, and a full account of early cricket from 1834 onward. The book contains many photographs of well-known Canadian cricketers, past and present. The reminiscences of several veteran players are given, and the forty-four chapters deal with every notable feature in the history of Canadian cricket during half a century. The editors, from a multiplicity of materials, have selected well, and their book will remain the standard work on this subject.

MCKINLEY AND HOBART Paper, pocket edition, 16c. Laird & Lee, Chicago.

Besides biographical notices of the Republican candidates, this little campaign book contains a history of the financial legislation of Congress from the foundation of the republic. This volume is practical and valuable.

PIERRETTE AND THE ABBE BROTHEAU: THE RISE AND FALL OF CESAR BROTHEAU By H. de Balzac. Macmillan Colonial Library Paper. Copps Clark Co., Ltd., Toronto.

These are some of M. de Balzac's best known novels. In the present edition Prof. Saintsbury furnishes critical prefaces, and the translations are acceptable. The novels themselves are highly interesting. Pierrette is a pathetic tale of a poor girl's fate.

RECOLLECTIONS OF A LITERARY MAN. By Alphonse Daudet. Macmillan Colonial Library. Copps Clark Co., Ltd., Toronto.

Daudet is one of the most delightful of modern French writers. These recollections comprise stories of his acquaintance with famous men like Ollivier and Gambetta, and personal testimony regarding his own books and how they were written. There are pretty illustrations throughout.

THE KING'S REVENGE By Claude Luce. Paper, 20c. Copps Clark Co., Ltd., Toronto.

Historical tales are the fashion now, and the "King's Revenge" is a pleasant, readable story of some power. It carries us back to the days of Edward II. of England, and the style is modernized though the author has been at some pains to draw contemporary life and manners with a degree of accuracy. The hero and heroine are finally made happy, and Edward II.'s "revenge" is

characteristic of that weak and contemptible monarch—he seizes the lady's property as the price of her happiness.

TYNE FOLK By Joseph Parker. Cloth, art, 75c. Fleming H. Revell Co., Toronto.

This is a very readable series of character sketches. Its title exactly describes it. "Masks, Faces, and Shadows" is the subsidiary name of it, and humor, bright pictures of life and people are the leading features. The book is charmingly gotten up, and for such an excellent piece of work the price is very moderate.

SOAP BUBBLES By Max Nordau. Art cloth binding. F. Tennyson Neely, New York. Toronto News Co., Toronto.

Ten very good short stories and sketches, nearly all, as might be expected from Nordau, studies of human character or social customs. It is a pretty gift book, and the contents are not of the ephemeral kind so much in vogue now.

GOLD OR SILVER By M. A. Miller. F. Tennyson Neely, New York. Paper, 25c.

This publisher is issuing some very valuable political works, for the Presidential campaign, primarily, but of great interest to Canadian readers who have to keep abreast of the vital issues of the great republic. The book under review is a good resume of the arguments for the gold standard, and should find many readers in Canada.

HEART OF THE WORLD. By H. Rider Haggard. Longman's Colonial Library. Paper. Copps Clark Co., Ltd., Toronto.

One of the writer's most exciting romances. The scene is laid in Mexico, and relates the destruction of a mysterious city in the mountains, and an ancient tribe of which it is the stronghold. The fortunes of an Englishman are strongly linked with the queen of the race, and there are many adventures and dangers in his path. All the inventive genius which Haggard threw into his African stories appears in this one.

THE MASTER CRAFTSMAN. By Sir Walter Besant. Paper, 317 pp., 75c. Copps Clark Co., Ltd., Toronto.

This is a charming story, told in Besant's picturesque style. An old sailor dies possessed of a treasure in jewels. His two nephews cannot find the fortune and quarrel, each accusing the other of secreting it. They part, and the lot of the two branches of the family is widely different. After several generations have passed away, the representative of one branch is a penniless baronet, the other a master craftsman in boat building. The two distant cousins become friends. The craftsman has political ambition, his cousin a taste for boat-build-

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SADDLE, SLED AND SNOWSHOE. Pioneering on the Saskatchewan in the Sixties. By John McDougall Illustrated. Cloth. Wm Briggs, Toronto.

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EVOLUTION OR CREATION. By Prof. Townsend, D. D. Cloth, \$1.25. Fleming H. Revell Co., Toronto.

This is a critical review of the scientific and scriptural theories of creation and certain related subjects. It is written in a popular style and intended for people who are perplexed by the confident philosophy of modern scientists and yet feel themselves hardly qualified to express their dissent in set terms. It deals with fundamental questions in a clear, comprehensible, terse method, and the introduction is an admirable resume of modern philosophic writings. As an "informing" book without pedantry or technical mysteries of any kind, it should be highly popular.

TRADE NEWS.

W MILLER JONES, manager of the export department of the house of E. Faber, New York, will soon be on his regular trip through Canada. Mr. Jones is well and favorably known to the trade throughout Canada and will be welcomed generally.

S. M. Roper, stationery, Vancouver, B.C., has sold out.

W. J. Graydon has opened a stationery store in his new block at Streetsville, where he will keep constantly all kinds of the best stationery, school supplies, etc. This is a new enterprise in Streetsville.

The statement in the estate of James Henderson & Co., of Kingston, booksellers, who are asking new arrangements, has been filed. It shows a surplus of \$5,000, the assets being \$25,000, liabilities \$20,000.

Mr. Curry, of the Munich Art Publishing Co., of Liverpool, Eng., has been visiting the Canadian publishers. He has a number of English copyrights to dispose of.

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8712. The Students' History Note Book. By Rev. J. O. Miller, M.A. The Copp, Clark Co. Ltd., Toronto.
8713. The Up to Date March. Two step. Arranged by G. Hermann. Whaley, Royce & Co., Toronto.
8714. Grande Marche Militaire. Pour piano. Par Adele Le Maitre, Toronto.
8716. The Coming of Chloe. By Mrs. Hungerford. Book published in The Globe, Toronto, Ont. Temporary copyright. National Press Agency, London, E.C., England.

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502. Cuthbert's Arithmetic Exercise Book for Desk Work in the Simple Rules. William Nelson Cuthbert, Toronto, Ont.
503. X Rays on Shakespeare. By Simon Fitch, M. D., Halifax, N.S.

Mr. C. J. Phillips, of Morton, Phillips & Co., stationers, left Friday last for a week's relaxation from business.

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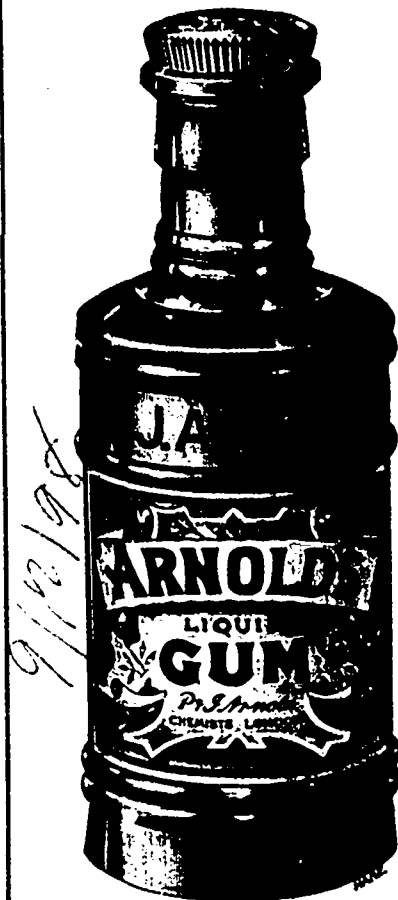
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Vivian Burnett, the son of Mrs. Frances Hodgson Burnett, has just finished his sophomore year at Harvard. His fame as the original of Little Lord Fauntleroy has cost him dear at college, where he is universally known as "Curly Locks." One of the tasks imposed on him during his initiation into the Pi Eta Society was to wear the costume of Little Fauntleroy in public for three days. He performed it courageously, however; he visited a high priced tailor, and ordered an elaborate suit of Fauntleroy's—short breeches, velvet collar, and all. His haberdasher got some fine, long, black silk hose for him, and from a wig-maker he secured a wig that looked like molten gold.

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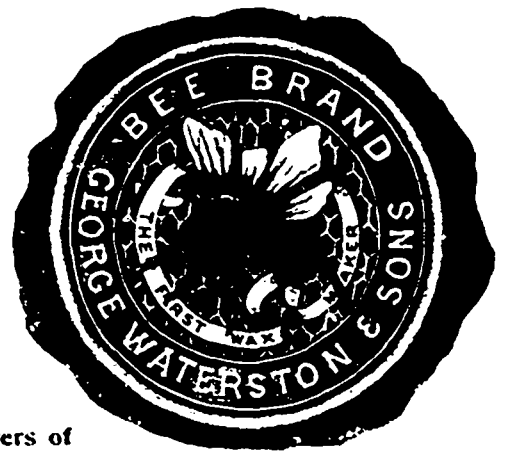
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