

Technical and Bibliographic Notes / Notes techniques et bibliographiques

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

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

Coloured covers/  
Couverture de couleur

Covers damaged/  
Couverture endommagée

Covers restored and/or laminated/  
Couverture restaurée et/ou pelliculée

Cover title missing/  
Le titre de couverture manque

Coloured maps/  
Cartes géographiques en couleur

Coloured ink (i.e. other than blue or black)/  
Encre de couleur (i.e. autre que bleue ou noire)

Coloured plates and/or illustrations/  
Planches et/ou illustrations en couleur

Bound with other material/  
Relié avec d'autres documents

Tight binding may cause shadows or distortion along interior margin/  
La reliure serrée peut causer de l'ombre ou de la distorsion le long de la marge intérieure

Blank leaves added during restoration may appear within the text. Whenever possible, these have been omitted from filming/  
Il se peut que certaines pages blanches ajoutées lors d'une restauration apparaissent dans le texte, mais, lorsque cela était possible, ces pages n'ont pas été filmées.

Additional comments: /  
Commentaires supplémentaires:

Coloured pages/  
Pages de couleur

Pages damaged/  
Pages endommagées

Pages restored and/or laminated/  
Pages restaurées et/ou pelliculées

Pages discoloured, stained or foxed/  
Pages décolorées, tachetées ou piquées

Pages detached/  
Pages détachées

Showthrough/  
Transparence

Quality of print varies/  
Qualité inégale de l'impression

Continuous pagination/  
Pagination continue

Includes index(es)/  
Comprend un (des) index

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

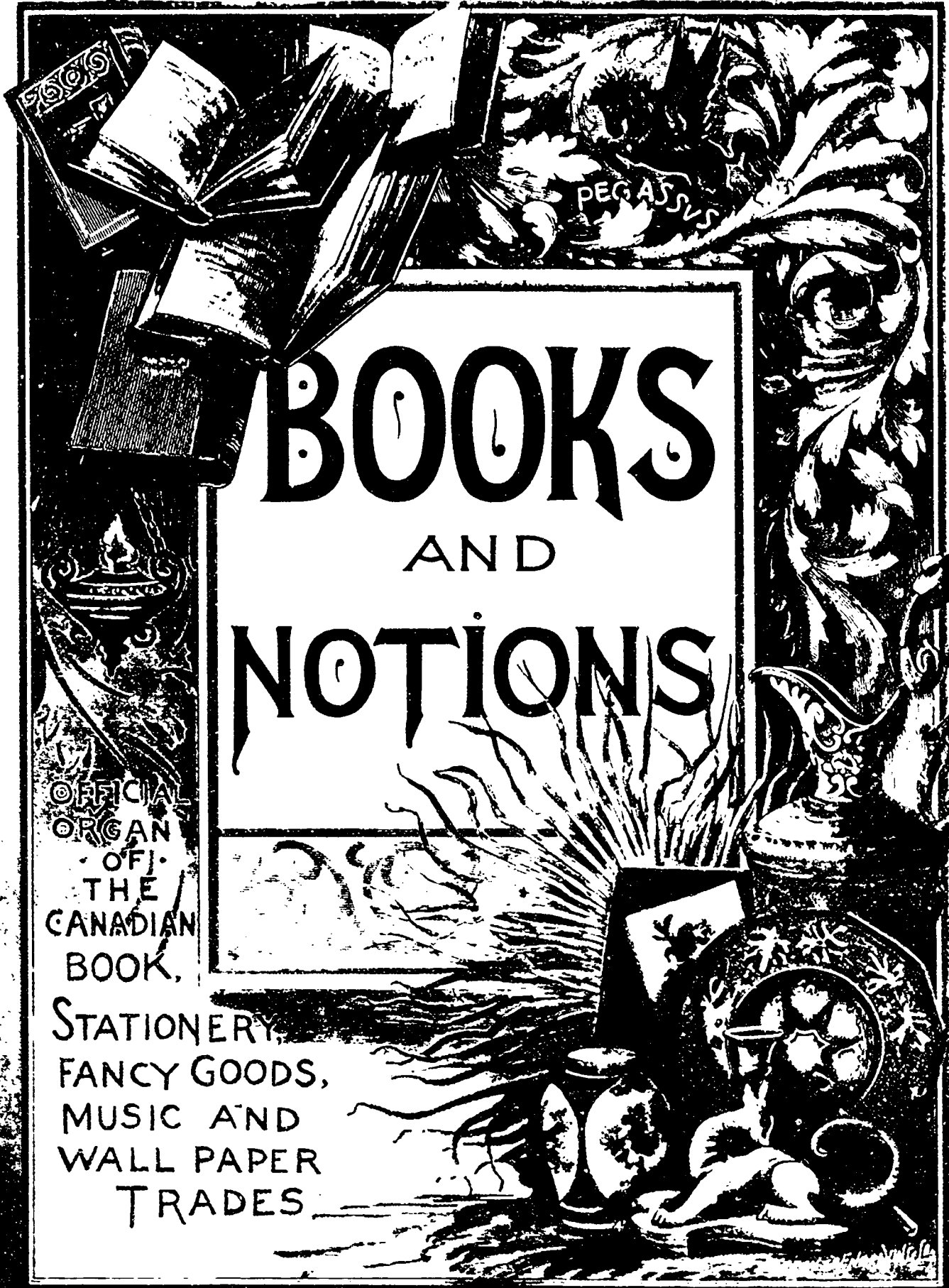
Title page of issue/  
Page de titre de la livraison

Caption of issue/  
Titre de départ de la livraison

Masthead/  
Générique (périodiques) de la livraison

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

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



**BOOKS**  
 AND  
**NOTIONS**

OFFICIAL  
 ORGAN  
 OF  
 THE  
 CANADIAN  
 BOOK,

STATIONERY,  
 FANCY GOODS,  
 MUSIC AND  
 WALL PAPER  
 TRADES

# September

---

FOR THE **RE-OPENING OF SCHOOLS**

We have made preparation with our accustomed special care.



***School Books***  
***School Stationery***  
***School Requisites***

Our stock is complete. Many new and attractive lines have been added.

We would ask particular attention to our **Exercise Books** and **Scribbling Books** which will be found the best value in the market. No trouble or expense has been withheld to place these ahead of all competitors.

Every requirement of the trade fully met. Our travelers will wait on you with samples. Please do not order till you see them.

---

# Warwick Bros. & Rutter

*Manufacturing and  
Importing Stationers, etc.*

# TORONTO.



ORGAN  
of the  
Book, Stationery  
Fancy Goods,  
Music,  
Wall Paper  
and  
Printing Trades.

Vol. X TORONTO, SEPTEMBER, 1894. No. 9

## The Chautauqua Drawing Board and Writing Desk

**Instructive, Useful and Ornamental.** The Child's Self Educator or Home Instructor. Endorsed by all teachers and leading educators everywhere. Place order at once for fall delivery.

**H. A. NELSON & SONS - Toronto and Montreal**  
SOLE AGENTS FOR THE DOMINION.

W. H. BLEASDELL. H. J. HOLLINKAKI.

# We . . . .

Invite our friends and the Fancy Goods Trade of Ontario to pay us a visit during the Exhibition and see our display of

## Novelties

At our Warehouse  
**74 YORK STREET, TORONTO.**

**W. H. BLEASDELL & CO.**

## Alex. Pirie & Sons, Ltd.

ABERDEEN, SCOTLAND.

MANUFACTURERS OF

Papers, Envelopes, Cards, Gummed and Enamel Box Papers.

**FINE PAPERS A SPECIALTY.**

To be had of all Wholesale Stationers. Ask for these goods.

## WILL BE PUBLISHED SHORTLY

HANDBOOK OF THE

# CUSTOMS AND EXCISE TARIFF

Of the Dominion of Canada, with list of Warehousing Ports and many useful tables and extracts from the Customs Acts compiled from official sources, alphabetically arranged. The most correct Tariff Handbook published. Fcap 8vo, cloth. Price 50c. Discount to the trade.

**MORTON, PHILLIPS & CO.**  
Publishers, etc., Montreal.

## The British & Colonial Printer & Stationer

PUBLISHED EVERY THURSDAY.

Established 1878. Price Two pence.

A WEEKLY Journal of Home, Colonial and Foreign Printing and Stationery Trade Intelligence, Mechanical and other Inventions Illustrated, Novelties in Leather and Fancy Goods, Books and Book Manufacture, Patents, Gazette and unique Financial Trade News.

"An excellent paper." Lloyd's News.  
"The recognized organ of the Printing, Paper and Bookbinding Trades." Belfast News Letter.  
"It has no equal in Europe" - Toronto Mail.  
"The stationery trade is indebted to you for showing what a Trade Journal ought to be." John Heath, Birmingham.  
"An admirable Trade Journal, occupies a very foremost place, and merits the highest possible praise." The Daily Chronicle, London.

SUBSCRIPTION: Inland 10s., Foreign and Colonial 12s. per year of 52 Issues. Post Free. Specimen Copies Gratis and Post Free.

**W. JOHN STONHILL, - 58 Shoe Lane, LONDON.**

## NEW EDITION

YOUNG'S ANALYTICAL

# Concordance to the Bible

IT REMAINS WITHOUT A PEER.

AFTER years of patient labor on the part of many expert scholars, the seventh critical revision of this gigantic work has been accomplished. In this grand revision over five thousand corrections make this magnificent work as nearly perfect as it is within the bounds of human skill, research and learning, to present it

It meets the wants of the most profound scholar, as well as the simplest reader of the English Bible. By ROBERT YOUNG, LL.D. 4to, 1,200 pp. Price, cloth, \$5. (an sheep, \$7.50, half morocco, \$9. Full morocco, \$12. With the Deacon Patent (thumb-hole) Reference Index, 75 cents extra, either binding.

Liberal Discount.

**FUNK & WAGNALLS CO.,** PUBLISHERS and BOOKSELLERS  
11 Richmond St. West, TORONTO

Laird  
& Lee  
Publishers

# Tan Pile Jim

OR  
A YANKEE WAIF AMONG THE BLUENOSES

By REV. B. FREEMAN ASHLEY.

Laird  
& Lee  
Publishers

## 139 Artistic Illustrations

Front Cover stamped in two colors of ink and gold.

Elegant design.

Size 8½ x 9½ inches.

Cloth, \$1.00

Boards, 50c.

A fascinating story of forest and stream, incident and adventure, for matron and maid and boy and man.

A rich and expressive young people's book for the holidays.

## The L. Schick Collection

Of select German Literature, with their Translations. Issued in our German American Series. 25 cents each.

## Schiller Complete

(Large type and well bound) Cloth, 50 cents per volume, or the entire set of eleven volumes for five dollars.



This beautiful story takes the reader among the picturesque scenery of Nova Scotia and the unique character of the inhabitants are loyally portrayed.

Quaint expressions, terse ideas, and honest descriptions abound.

The reader lives with Tan Pile Jim in his humorous and instructive escapades, and becomes friends to all of Jim's friends.

No purer or more useful book could be placed in the hands of boys and girls. We have spared neither time nor pains to make this one of the most attractive, as well as valuable books ever published.

## MAX NORDAU

The famous German Author and Critic.

**The Conventional Lies of Civilization. Paradoxes, and his Paris Sketches.**

Paper cover, well bound, 50 cents each.

No more caustic arraignment of modern affairs has been issued than these books.

## Royal Echoes;

Or, Our Children Among the Poets. By JULIA A. WATKINS. The sweetest poems of the English language, for the Nursery, Childhood, Girlhood, Boyhood, and the Family. Miscellaneous Poems, Memory Gems and Biographies of the leading authors. 123 Illustrations; size of book 9 x 10 inches

**A Beautiful and Instructive Holiday Gift for Young and Old.**

Red Silk Cloth, Elaborate Design Full Gilt, \$1.25. Plain Edge, 75 cents

**A New and Startling Book.** Now in Press. Ready soon.

## The Wives of The Prophet

By OPIE READ.

## The Tear in the Cup

And other stories (Just published). By OPIE READ.

This collection of famous short stories have been carefully polished by the author and are the best of them all.

These two books are in our **Library of Choice Fiction**, which contains **76 titles** from the best of authors.

**See our other series containing more than 300 titles.** Price, paper covers, 50 cents each.

**COOPER & CO.**

WHOLESALE  
BOOKSELLERS

**Toronto**

BOOKS AND NOTIONS

ORGAN OF THE

Book, News and Stationery Associations of Canada.

Subscription, \$1.00 a Year in Advance.

OFFICE :

No. 10 FRONT ST. EAST, TORONTO.

Montreal Office 146 St. James St.  
E. DESBARATS, Agent.

New York Office Room 91 Times Building  
ROY V. SOMERVILLE, Agent.

European Branch  
Canadian Government Offices,  
17 Victoria St., London, S.W.  
R. HARGREAVES, Agent.

RATES OF ADVERTISING :

One Page	1 Month	\$25 00
One-Half Page	"	15 00
One-Fourth Page	"	8 50
One Column	"	10 00
Half Column	"	6 00
Quarter Column	"	3 50
Eighth Column	"	2 00
One Page	12 Months	250 00
One-Half Page	"	150 00
One-Fourth Page	"	85 00
One Column	"	100 00
Half Column	"	60 00
Quarter Column	"	35 00
Eighth Column	"	18 00

Copy for advertisements must reach this office not later than the 25th of the month for the succeeding month's issue.

BOOKS AND NOTIONS, TORONTO.

Vol. X. Toronto, Sept., 1894. No 9

QUEER BUSINESS METHODS.

STRANGE, indeed, are the business methods of a great many of the book and stationery dealers of this country. In fact, their methods in many cases are not business methods, but simply business happenings. Many of them have no system whatever.

They have no bill book, and do not know when their Bills Receivable and their Bills Payable fall due. Some of them have and study them like their Bibles, but these are the minority.

They do not check over their creditors' monthly statements, and hence do not know when accounts should be paid in time to secure cash discounts.

They do not know the value of a five per cent. cash discount, and cannot realize that it means anywhere from 20 to 60 per cent., according to the circumstances of time. They have no method of financing, and never have tried to master the subject.

They have no method of buying and selling. They guess how much to buy, guess at how much to sell, and guess as to the amount of stock in hand. They never know whether they are buying dearer or selling cheaper than their competitors.

But these are generalities—examples are better.

\*\*\*

A man owed a Toronto wholesaler a bill for about \$12, sold at net prices. When the

goods were due, the bill was sent, but it was unnoticed. Then a draft was made on him. This also was unnoticed. Then a letter was written, asking politely for an explanation. No answer. Then another and another, until patience was exhausted. The account was then placed for collection. The lawyer's letter was unanswered. Suit was entered! Then he paid the claim plus over \$3 costs. His whole profit was gone, and he had to pay just as soon as he would have if he asked for the indulgence of the creditor. A nicely written letter would have saved him over \$3, his creditor \$2 or \$3, and his own reputation.

\*\*\*

Another similar case may be mentioned. A large retailer owed a wholesaler \$500. After several ineffectual attempts to get a settlement of some kind, he was sued for \$250, and paid it and the costs promptly. Then the firm wrote letter after letter asking him to make arrangements for the other part of the account, and offering him every chance. But everything was treated with indifference. Answering letters did not seem to be part of his business. Another suit for \$250 was entered and the amount was paid in a few days. These cases are facts and occurred quite recently.

\*\*\*

There is to-day a retailer in an Eastern town, between Toronto and Montreal, who carries a \$10,000 stock where a \$6,000 would do better. For this reason the commercial agencies give him a poor rating, the wholesalers give him fewer snaps, and he himself is loaded down to the ground with the burdens of his debt-paying. Liquidation will help him if he undertakes it, but it will be unprofitable. Never overload for the sake of an extra 5 or 10 per cent. It doesn't pay.

\*\*\*

Not many miles from Toronto there is a young man in the stationery business. He is bright, capable and might have been successful in life. But he made a misstep. He ordered goods from a Toronto wholesaler until he had run up what was for him a pretty large bill. When asked to settle he refused, and did not try to make any arrangements for its payment. He would not give a note of any kind, and, as a result, the wholesaler sued him. The defendant put in as his plea that he was an infant, under 21 years of age, when he bought the goods. He slipped out of a claim of nearly a hundred dollars, but he damned his business reputation for ever in this province. He lost ten times as much as he gained. A man's reputation is worth hundreds of dollars so long as it is spotless. Once let it be dragged in the mire and it takes many a year of purity-bleaching to restore it to its original chastity.

\*\*\*

Talking with a banker the other day he remarked: "I refused him the loan because

he was an habitual poker player." Gambling is a curse to many a business man. Were it our calling to do the preaching act, we would say more. As it is, the incident is mentioned and the reader is left to draw his own conclusions or lessons.

\*\*\*

Space forbids any further enlargement of this subject, but it is one worthy of the study and thought of the best of business men. The railroad has its printed guide, its schedules and its methods. So the retail merchant must lay out his work and decide as to the means to be used to accomplish certain ends. Method in business will pay an extra 10 per cent. on the capital invested.

THE STATE OF TRADE.

NOTWITHSTANDING the general cry of hard times, the wholesale stationery trade has held its own compared with last year. One house claims to have made a substantial increase in the volume of its business each month of the present year compared with the corresponding month of last year. Whether profits have increased in proportion is another question. Four other wholesale stationery houses emphatically declared that the orders for September delivery were fully equal to the volume of last year. This is exceedingly encouraging, and shows that stationers do so little anyway that that little cannot be affected by hard times. The goods are such as are always wanted, and always sell.

With the book men and the fancy goods dealer it is different. The book trade of the present season is from five to ten per cent. less than last year. The school-book trade has declined very little, but the miscellaneous and toy book trade has gone down very considerably in volume.

The fancy goods jobbers are the men who feel the pinch most. Fifteen per cent. is a safe estimate of the decline in the volume of trade. Part of this is due to the decision of most jobbers to take fewer risks this year.

In spite of the decline in some lines, trade is seemingly healthy and collections are fair.

LIKELY TO BE SCARCE.

Owing to the circumstance that the Boys' Own, the Girls' Own, the Sunday at Home, and the Leisure Hour are bound in Canada, there is often a scarcity of them during December, when it is too late to order on sheets.

Dealers who would avoid being left in the lurch with unfilled orders should not delay too long. Delays are dangerous, if there are reasons why they are dangerous—not unless. In this case the delay is a dangerous one, as has been proven by the experience of former years.

### A GRIEVOUS CUSTOM RULING.

CUSTOMS rulings from Ottawa are often very proper, but it cannot be truthfully said that this propriety can be always perceived. The necessity of paying customs duties is a nuisance at best, and any regulation which increases the weight of such a nuisance is certain to react upon those who favor these duties and desire to have them retained.

During the past few weeks the enforcement of a dead letter regulation has created considerable comment among importers. This is to the effect that when goods have been purchased in bond in New York and shipped into Canada, the Canadian importer must pay duty on the New York cost plus the United States duty. In such a case the United States purchaser never pays the duty usually collected by his country. He simply re-enters the goods for export and sends them out of the country without passing them on a customs entry. The Canadian importers of this class of goods are buying foreign goods in New York instead of in London, Paris or Berlin. They prefer New York when they want only small quantities or when they want goods in a hurry.

For example last winter a great demand sprang up for wool seal capes. These furs are usually bought in London and brought into Canada via New York. If this is the case, the duty is charged on the London price. The sudden demand cleaned up Canadian fur manufacturers' stocks, and as there was not time to import the skins from London and have them manufactured to catch the trade, cases of these furs were bought from New York fur importers who held them in bond, ready to sell to whoever should require them. Goods can be ordered by telegram from New York fur importers and laid down in Toronto inside of 72 hours. To cable to London for the same goods would not have them laid down inside of a fortnight.

Small importers also found it very beneficial to be able to visit the New York commission agents and buy dry goods, fancy goods and hardware in bond at a small advance on European prices. The expense of a trip to New York is very considerably less than one to European markets, and thus saving more than paid the commission charged by the New York importers.

The customs authorities have issued a circular saying that the decision that the value of all goods bought in bond in New York shall be the New York price, plus the United States duty (which was never paid), is not a new decision, nor is it designed to hamper trade. It says the practice has been in vogue since 1875, and that in order to secure uniformity in the collection of duty at the various ports it has been deemed advisable to issue this circular.

It is strange that if the ruling was given in 1875 that it has never been enforced at

the larger ports. It was not until the 10th of June last that anything of it was heard in Toronto.

Some large wholesalers claim that the ruling is a good thing, for the small importers will have no chance against them. It should not, however, be the policy of the custom authorities to encourage one importer more than another. They should be absolutely impartial, and if they were such they would tax all importers 20 to 80 per cent. more for buying British goods in New York than if he bought them in London.

### THREE STYLES OF ADVERTISING BOOKS.

Advertising books is difficult work, and three recent advertisements are reproduced as guides, showing how the leading booksellers do the necessary work:

THE RAIDERS, by S. R. Crockett.	This great story is ready in paper cover at 60 cents.
THE SOUL OF THE BISHOP, by J. S. Winter.	All the rage and a very clever story.
THE TALKING HORSE, by E. Anstey.	This author's great work, <i>Vice Versa</i> , will be remembered by all.
THE LONE HOUSE, by A. E. Barr.	Just published and selling very fast.
BARRACK ROOM BALLADS, by Kipling.	New edition. These verses are very clever and interesting.
THE NEW RECTOR, THE MAN IN BLACK, GENTLEMAN OF FRANCE, by Stanley Weyman.	The most popular author of the period. Notable in all these stories, as they are widely read.
THE HEAVENLY TWINS, by Sarah Grand.	Paper cover. 60 cents. Don't fail to get this.

## CITY BOOKSTORE, CHAS. L. NELLES.

Phone 45. (GUELPH)

### A TALE OF A FATEFUL RING.

An Intensely Romantic Story of An African Belle

The demand for "Scarabeus," the story of an African beetle, has not yet ceased, and a new edition is finding many new readers. An African king gives his two sons each a ring, which together give the key to a hidden treasure. Some American and English travelers secure these two rings, one of which brings evil and the other good luck, and after many romantic incidents make some startling discoveries. This book, which has just been issued in paper binding, is now for sale by John P. McKenna, Bookseller, 80 Yonge street, is also a love story written in brilliant language, and filled with exciting incident. It is also an exquisite comparison of a real present and a shadowy past.

## The Best Modern Novels

The following list has been compiled from the counter of Messrs. Jas. Bain & Son

- The best historical novel, -  
"A Gentleman of France," by WEYMAN.
- The best domestic novel, -  
"Perlycross," by author of "Lorna Doone."
- The best country life novel, -  
"A Change of Air," by ANTHONY HOPE.
- The best military novel, -  
"Micah Clarke," by A. CONAN DOYLE.
- The best religious novel, -  
"The Prince of India," by LEW WALLACE.
- The best novel of adventure, -  
"Adventures of Sherlock Holmes," by A. CONAN DOYLE.
- The best political novel, -  
"Marcella," by MRS. HUMPHRY WARD.
- The best novel written for a purpose, -  
"The Heavenly Twins," by SARAH GRAND.
- The best imaginative novel, -  
"The Prisoner of Zenda," by ANTHONY HOPE.
- The best pathetic novel, -  
"Ships that Pass in the Night," by BEATRICE HARRADEN.
- The best humorous novel, -  
"Tom Sawyer Abroad," by MARK TWAIN.
- The best novel of artist life, -  
"Trilby," by DU MAURIER.
- The best Irish novel, -  
"Doreen," by EDNA LYALL.
- The best Scotch novel, -  
"The Raiders," by CROCKETT.
- The best English novel, -  
"Tess of the D'Urbervilles," by THOS. HARDY.
- The best American novel, -  
"Katharine Lauderdale," by F. MARION CRAWFORD.
- The best novel of all, can be chosen from the above.

## Jas. Bain & Son Booksellers

53 King St. E. - - - Toronto

### NO CHANGE OF NAME.

The trade will be pleased to learn that the death of W. W. Copp will make no change in the old and well known firm of the Copp, Clark Co., Ltd, with the exception that the office of president, held by Mr. Copp since the formation of the company, will be taken by H. L. Thompson, that of secretary-treasurer by A. W. Thomas, and that of vice-president by W. Copp, son of the late president.

When asked if any change would be made in the name of the company, now that Mr. Copp and Mr. Clark were both deceased, the reply was emphatically, "No, we appreciate too well the value of a good name."



Editor BOOKS AND NOTIONS:

HALIFAX, N. S., July 30th.

SIR,—As per your request, I have much pleasure in sending you a few lines giving our impressions of book stores and the book business generally down east. We four Toronto book men had very little time in St. John to look around. The leading stores appear to be J. & A. McMillan's, C. Flood & Son, T. H. Hall, E. G. Nelson & Co., Barnes & Co., and A. Morrissey.

Halifax has too many book and stationery stores for a small city—about six too many, I should think. On Granville street alone there are the following: Methodist Book Room, A. & W. Mackinlay (two stores), Knight & Co., Bible and Tract Society, Knowles' book store, Baptist Book Depot, and T. C. Allen & Co. (two stores.) On Hollis street are: C. H. Smith, novels and periodicals, and W. E. Hebb; on Barrington street, C. C. Morton & Co. and Connolly's book store; also Griffin's on Jacob street, and Daley's on Brunswick street. This makes 13 in all, not counting numerous smaller stores—an unlucky number, too, by the way. Have we as many in Toronto?

A. & W. Mackinlay have two fine stores, the wholesale and retail separately. They do their own manufacturing and printing, and publish several school books. Their stores are models of neatness. I do not think we have in Toronto as neat and clean a store as their retail shop.

T. C. Allen & Co. also have two stores, retail and wholesale. T. C. Allen is an old Toronto boy, and Will Allen, his manager, is from Allandale, I believe. They carry a big stock of books, and do a first-class retail business. I notice that they price their books considerably lower than we do; 30c. to the shilling is the standard rate here.

They have embossing and lithographing plant on the premises, although their copper-plate engraving is done in Montreal. Mr. Allan thinks the new duty, on the whole, is not as good for them as the ad valorem rate, and the other dealers in Halifax agree with him. The Methodist Book Room has made several recent improvements in their building and arrangement of stock. They carry a heavy stock of books, mostly juveniles and theological—perhaps the largest in the Maritime Provinces. They do business largely through the Methodist Publishing House, Toronto, buying with them, but getting goods direct from England, thus saving freights. Rev. J. F. Huestis is the book steward. They have a pretty, bright store.

The Tract Society carries about the same lines as our own Tract Society. The store

is centrally located, and the salesroom is quite large and well kept. Their sales are principally through colporteurs and to the trade in Society bibles. R. Mellish is the manager. The Baptist Book Room is about same size as the Toronto house; has an immense plate glass front which is not an improvement. Geo. Macdonald is their manager.

Knight & Co. and Knowles' bookstores have both excellent stands and very nice stores. The Halifax booksellers do not appear to pay any particular attention to their window dressing. Several of the stores look as if once a month was the rule. One would think it would be advisable to have an attractive window at least, considering the large number of tourists passing through the city. About the prettiest window I saw was Hebb's, on Hollis street. He carries a small stock, and appears to be doing well. Mr. H. does a good deal of personal canvassing through the offices, etc. Knowles' bookstore (Mr. Orr, manager), has a bright appearance, and carries a good stock of novels and periodicals, etc. None of the stores, however, seem to have the newer novels. Bryce's editions and cheap 25-centers appear to prevail. I saw Longman's Colonial Library in only one store—Allan's, I think. The day of the 50c., 75c. and \$1.25 novel has not yet reached Halifax evidently.

C. H. Smith has a news stand down by the hotels and does a good business with strangers—also sells a lot of novels.

Toronto News Co. and Cooper & Co. largely supply the market with novels as their lines are in almost all the stores.

Bookbinding is done by Phillips & Co. and Cunningham & Co.

I have written thus fully in the hope that this letter may, in a way, serve as an introduction of the Eastern booksellers to their brethren in the West.

Yours truly,

ONE OF THE FOUR.

#### KIND WORDS.

The fall announcement number of this journal, issued on August 1st, was much approved of by the trade. Some proofs are given herewith.

Editor BOOKS AND NOTIONS, Toronto.

SIR,—The Fall Number of BOOKS AND NOTIONS is neat and attractive with abundant information for stationers. No stationer can do business without it. I look for BOOKS AND NOTIONS like a daily paper.

Yours truly,

WM. WESTERN.

Fort William, Ont., August 4th.

Editor BOOKS AND NOTIONS

SIR,—It has been gratifying to us, and we are confident to the book and stationery

trade generally, to observe the efforts you have put forth from time to time to improve the appearance and increase the usefulness of BOOKS AND NOTIONS—our trade journal.

The "Fall Trade Number" issued this month, is so very neat in appearance, well printed and illustrated, and so thoroughly comprehensive, that it has prompted us to congratulate you on its production. It is a most satisfactory evidence of your enterprise, reflects much credit on your establishment, and must prove of great interest to the trade.

Trusting that your efforts to maintain our official organ in the first rank of trade journals will be eminently successful, we are,

Yours truly,

WARWICK BROS. & RUTER.

Toronto, August 6th, 1894.

#### HOW THE WAR WILL AFFECT TRADE.

WAR between China and Japan can affect Canada's trade to a certain extent, but the effect will not be very appreciable unless Great Britain and Russia are drawn into the struggle.

The three most important ports for this trade are Hong Kong, Shanghai and Yokohama. It is unlikely that Hong Kong will be affected, as it is virtually a British port. Shanghai may be blockaded by Japanese warships and trade be interfered with. Yokohama will not likely be affected, as it is a Japanese port, and if the Japs are defeated in Corea, and in their aggressive attack on China, they will give up the struggle before China becomes aggressive.

Canada sends some cottons and a few other articles to Japan. There is no reason to fear that this trade will be interfered with. On the other hand, there is a possibility of an increased demand springing up.

The imports from China and Japan are mostly teas and silks. Considerable raw and manufactured silk is sent to Canada, but even if this trade would be annihilated there are other markets which could supply what little Canada needs of this commodity. Teas, of course, cannot be procured elsewhere, and if this trade is stopped it will seriously affect the Canadian Pacific Railway's carrying trade on both land and water, and will deprive it and Victoria and Vancouver of considerable revenue.

The possibilities of this war are terrible in their aspect; the probabilities are that nothing serious will happen. War is fast becoming a matter of history. Once it occupied the chief attention of man. Now the advance of civilization, the greater international contact, and the increased attention paid to trade and internal national improvement have rendered war a nuisance instead of a glorious occupation.



**SAILSBURY BROS'. FAILURE.**

**W**M. SAILSBURY, during his business career, has caused considerable talk in the trade, and few persons seem to regard him as a model. His experience and actions in Guelph, where he once did business, were not above suspicion. He owed some money to his creditors and was on some paper for the Campbell firm when they failed some ten years ago. He had considerable stock in this Guelph store—at least he had one day, but the next day the store was locked, the shelves empty and the counters left with some old paper to cover their nakedness. His creditors, as a rule, realized nothing.

Since that time Mr. Sailsbury started business in Peterboro', where he has what was generally known as the handsomest bookstore as could be found between Toronto and Ottawa. Here he did a thriving business, although his reputation did not increase in the way it might have done. C. M. Taylor & Co. were a large creditor of his, and their failure caused him some embarrassment. Then Suckling failed and the Koro Publishing Co. failed and business grew dull. He paid up a lot of claims and seemed to be about to pull through.

On or about April 10th he made a statement to one of his creditors showing a surplus of over \$1,000. This showed a fairly good state of affairs. But about July 1st, much to everybody's surprise—except to those who knew the man—he failed. Then on July 7th he issued an offer.

His statement was as follows:

LIABILITIES.		ASSETS.	
Secured claims—			
Rent . . . . .	\$ 657 00	Stock . . . . .	\$2,128 00
Bal on mort . . . . .	200 00	Book debts . . . . .	76 00
Taxes . . . . .	85 00	Fixtures . . . . .	116 00
Wages, assignee, etc. . . . .	100 00		
	\$1,042 00		
Unsecured . . . . .	2,300 00		
Total . . . . .	\$3,342 00		\$2,320 00
Deficit on July 7th . . . . .	\$1,022 00		
Surplus on April 7th . . . . .	1,010 00		
Loss in three months . . . . .	\$2,032 00		

Of course nobody doubts the truth of either statement, but Mr. Sailsbury's creditors would like to know how he came to lose \$2,032 in three months.

But anyway Mr. Sailsbury offered to compromise at 30 cents. There was a meeting on July 12th, at Peterboro', and the creditors refused the offer. It was afterwards found that Mr. Sailsbury couldn't even have paid the 30 cents cash.

Then Mr. Hall, the sheriff and assignee, advertised the stock for sale—widely advertised it in the Peterboro' paper. He did not advertise it in *BOOKS AND NOTIONS*, nor did he advertise it in *The Ontario Gazette*. There was no fine for omitting

the first paper, but there is in omitting the second, which the sheriff may yet find out to his cost. This gentleman, however, knows his own business best, and no complaints are being made. However, he sold the stock to Mrs. Sailsbury at 49 cents on the dollar, which would realize \$1,136.80, or just enough to pay the secured claims. In other words, Mr. Sailsbury is just \$2,300 ahead on the game.

The chief creditors in Toronto are the Imperial Bank, the Methodist Book Room, and The Toronto News Company.

**TWO METHODS OF RETAILING.**

**A** CUSTOMER went into a retail dry goods store in a certain Canadian city and asked to see some carpets. These were shown, and the proprietor finding everything was not suitable, told the customer that some new stock would be in next morning if the customer would call at 10 o'clock. The matter was so arranged.

The next morning Mr. Customer called on Mr. Proprietor, but found him out. A careful enquiry elicited the pleasant news that he had left no instructions with any of his clerks to attend to that particular customer, or to show particular goods.

Mr. Customer was naturally somewhat indignant, and keeping his cheque book in his pocket, went to an opposition store.

Here the clerks pounced on him and almost took his breath away with their eagerness to show him everything that was in the house. Very politely and gentlemanly, they played their fish, and finally landed him for \$500 worth of goods.

These instances do not occur every day; they do not occur in every town; but they do occur sometimes.

There are cases when a man can sit down, take his ease, and watch the volume of his business roll up into enormous magnitude, as does a snowball in the hands of the urchin on a soft winter morning. But these instances occur in other lands than this, away beyond the blue unknown where fairies, not newsboys, play tunes on their chins.

There are smart men in business to-day, and their competitors must be smart, or they will not get their share of trade. Untiring energy, eternal vigilance, unerring watchfulness and consummate business skill—these are the qualities on which success is built up and maintained.

**THE COPYRIGHT QUESTION.**

**S**O much has been written in these columns during the past ten years on the copyright question that nothing very new can be said. That Canada is suffering because the British publisher and British author are playing "the dog in the manger" act has been mentioned before, and in the strongest language possible. It has also been pointed out that if Sir John Thompson would bring about the enforcement of the

Canadian Copyright Act of 1889, he would receive the praise and plaudits of all the Canadians who have ever studied the subject.

It has been very justly pointed out that Canada has a right to regulate her copyright laws, just as much as her patent or tariff legislation. Hence when Mr. Marston, of London, Eng., describes the Canadian Copyright Act of 1889 as a "gross case of legalized robbery," he uses language which betrays both feeling and narrowness. In fact his views are much narrower and much more selfish than the act which he so vigorously condemns. An English author can copyright in Canada under the about-to-be-enforced act, on the condition that he prints and publishes in Canada. Failing this, he will still get a royalty of 10 per cent. on any copies published in Canada.

What is needed is a braver front on the part of those Canadians who have charge of the matter, and Canada should either insist on having her rights or admit that she has none and quit the game.

The Toronto World points out that the Boards of Trade should take the matter up. The suggestion is a good one. The Employing Printers' Association of Toronto has waged a long war in this matter, and the Canadian Press Association recently passed a strong resolution. The Boards of Trade can help a great deal in this matter by acting at once and speaking plainly.

**THE PRICE OF CRINKLED TISSUE.**

In the United States crinkled tissue retails at 50 cents a roll, with a discount of 35 per cent. to the trade. This is the result of monopoly, but the price is preserved.

In Canada the retail price of crinkled tissue is usually 20 cents, the result of competition. It threatens to go down to 15 cents for the same reason. Wholesalers have been selling it to the trade at \$1.50 per dozen. Now a wholesale dry goods house has received a shipment and is selling it, according to quantity, from \$1.10 to \$1.25 per dozen.

In both countries there is difficulty. It is hard to say which is the worse state of affairs.

A machine for the rapid printing and "making" of books is described in a New York paper. It is a large web press similar to those on which newspapers are printed, but arranged to take curved electrotypes of each page of a book, instead of a single large metal cylinder casting. There are two cylinders, on each of which 144 pages may be screwed, and as the long strip of paper goes through, first one side is printed, then the other, making it possible to print 288 pages at each revolution. Every time the great cylinders go round, a novel is printed, folded, and trimmed, and these can be turned out, it is stated, at the rate of 5,000 per hour.

## MAGAZINES.

**T**HE Century for August was well illustrated, and contained a great deal of exceptionally interesting matter. The series of articles, "Across Asia on a Bicycle," are opportune, and Canadians will appreciate them. Even the advertisements seem to be affected with that delicately artistic appearance and tone which pervades this magazine and makes it pleasant to view, to handle, and to read.

The Overland Monthly for August was worth drawing special attention to. Since Mr. Wildman became editor, a special feature of the magazine has been a department, "As Talked in the Sanctum." In this number, The Poet, The Business Manager, The Reader, The Contributor and the Parson discuss the great strike at Chicago and say some mighty witty things. The Overland is growing more popular.

The second number of Godey's Magazine, issued at the new price of ten cents a copy, surpasses the first. The contents are just as attractive and the cover design is in a style as yet unfamiliar in this country. It is just the magazine for lazy summer months.

The complete novel in the September number of Lippincott's is "Captain Molly," by Mary A. Denison, and deals with the philanthropic work of the Salvation Army. The heroine, a banker's daughter, leaves a luxurious home to dwell for a time in Paradise Flats, and tries, not without success, to alleviate the miseries of her neighbors there; the hero follows her in disguise, and the tale comes to an orthodox end.

A new feature of the Arena, which appears in the September number, and one that will attract those who enjoy the light and airy literary essay, is Walter Blackburn Harte's causerie. It is written in that vein of humor which reminds the reader of the older English writers. With the soberest admixture of fantastic humor and seriousness, it treats of "Certain Satisfactions of Prejudice." The new series of papers is to be of a literary and social character, and will cover a wide range of subjects. It is to be a continuation of Harte's "In a Corner at Dodsley's" papers, which used to be a feature of the New England Magazine. It promises to be as amusing, and will probably become quite popular.

The September issue of the Art Interchange is an anniversary number, and marks the seventeenth year of its existence. A comparison of this with some of its early issues shows phenomenal growth. To-day it holds first position in the rank of periodicals devoted to the interests of the artist and amateur, and is rewarded with a constantly increasing circulation. The colored plates for the month are unusually attractive and well chosen. The "Summer Girl," by Louise M. Kemp, is a beautiful type of the American girl, well drawn and brilliant in color,

and will be a handsome thing framed for wall decoration. The "Autumn Offering" is a fine study of grapes, by H. L. Roys. The third color plate is a pretty decoration of shells and seaweed for a salad-plate.

## THEODORE W. GREGORY.

**A** NEW man has appeared in the bookselling arena, with an office at 8 King west, Toronto, and he will represent D. Appleton & Co., J. S. Ogilvie, and Lovell, Coryell & Co., selling import only. His name is Theodore W. Gregory, a bright young Canadian, who has already a knowledge of the bookselling business as it is conducted in Canada. Last year he made a very successful trip through this country in the interests of the United States Book Company. With the additional lines that he is now showing, he ought to be eminently successful.

Mr. Gregory was born near Norwich, in Oxford county, Ont., and first entered the



THEODORE W. GREGORY.

book business with the Standard Publishing Company, Toronto. Afterwards he spent four years with Vannevar & Co., on Yonge street, and a year with Williamson & Co. Early in 1892 he went to New York with G. Mercer Adam, and took a position as traveler for the United States Book Publishing Company, covering Canada and the Eastern and Middle States. The Canadian trade has developed so much that his house felt justified in establishing a permanent Canadian agency.

Mr. Gregory is a most energetic and able young man, well versed in the merit and quality of the leading book lines, and quite capable of doing the work he has undertaken. His friends will be glad to know that he has settled in Canada again, and annexed to it one of Uncle Sam's beautiful daughters, whom he married while in New York.

The accompanying photo will enable dealers to recognize him when he calls.

## PLAYING CARDS.

**W**HOLESALEERS have been renovating their playing card stock and adding thereto. There promises to be a brisk bidding for this trade this fall, and more samples than ever are shown.

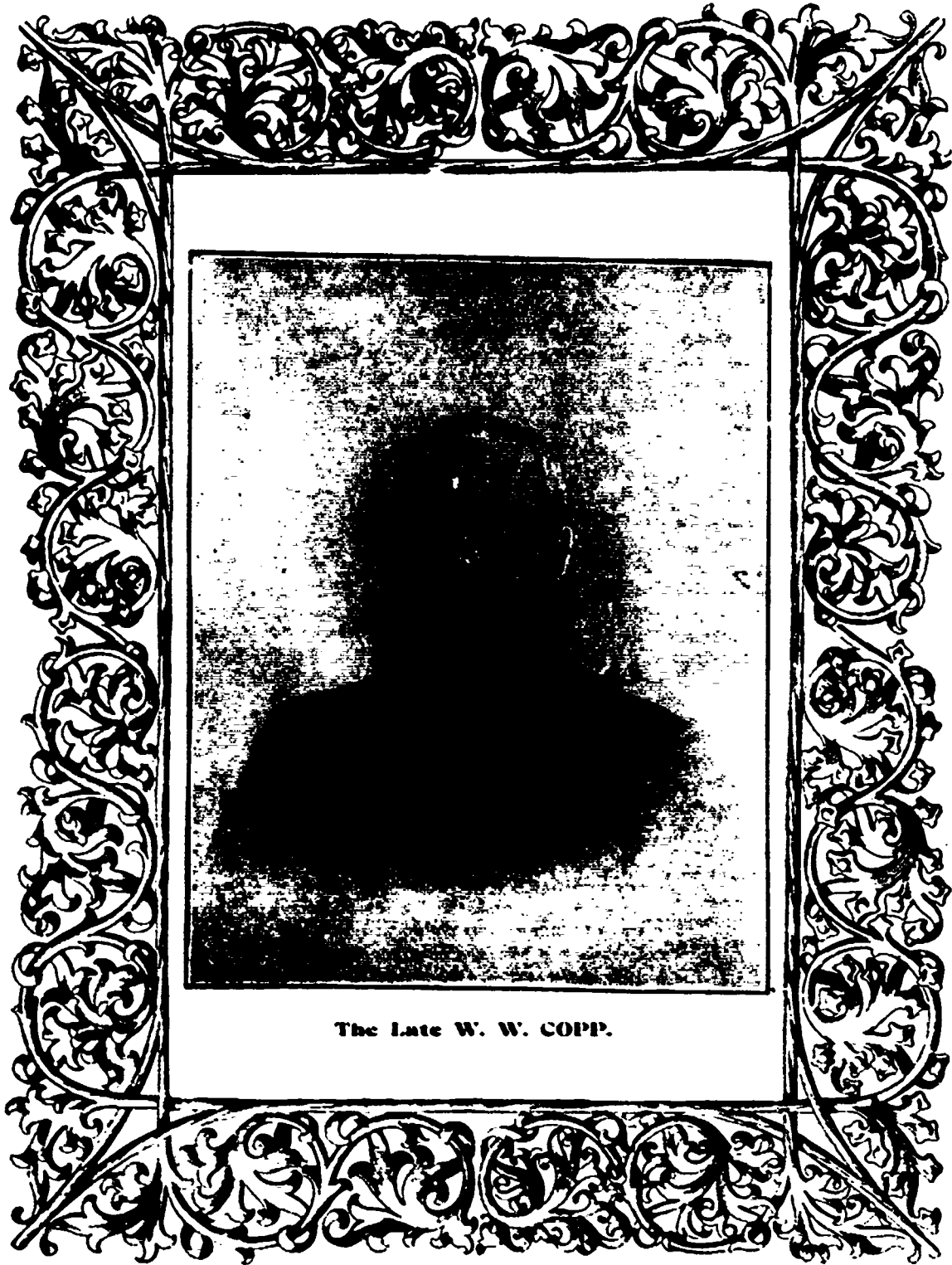
Warwick Bros. & Rutter have received a large shipment of Goodall's cards. English cards have in previous years been clumsy as compared with the thin cards put out by United States manufacturers. This, however, is overcome in this year's lines, and in this particular there is no longer much choice. Goodall's line is very choice. The "Colonial" is, perhaps, the best 25-cent line in the market. The card itself is fairly good, and the printing is as good as on a 50-cent card, the register and finish being above reproach. Then in better grades there is great variety. The "Historic" is a handsome line. These cards have special features of a highly interesting character, the court cards representing the royal costumes of four reigns in English history, viz.: Clubs, Plantagenet; diamonds, Tudor; hearts, Stuart, and spades, Hanoverian. The colors are artistically and harmoniously combined, and the backs are also in handsome color combinations. Other grades of a similar character are shown.

The Foster whist marker is also shown by Warwick Bros. & Rutter. This is the newest and most perfect whist marker in the market, being beautifully finished in rosewood and ivory. The indicating devices are not clumsy, and they have the advantage of being always level with the surface, and visible from every position at the table. This marker can also be used in counting for other games, such as pedro. Its chief advantage must always, however, be its artistic design and finish. They also carry a full stock of Pell Mell and Tom Thumb markers.

The Copp, Clark Co. will continue to sell the famous Russel, Morgan & Co.'s cards, with "Bicycles," in first and seconds, leading for a popular line. They carry all the finer grades turned out from these factories, and have an excellent assortment. They also show a line of domestic cards with some specialties to attract close buyers.

The Canada Paper Co. have an unusually attractive line of playing cards in both imported and domestic. They have some special lines of their own; that is, printed on cardboard from their own mills. These are offered at prices which will secure a brisk movement. Their cheap railroad card has had a remarkable sale, and seems to be especially suitable for its purpose.

Nerlich & Co. are, as usual, showing a full range of playing cards and playing card holders and cases in all grades. In cases, some very new and taking novelties are shown.



The Late W. W. COPP.

## SPECIAL MONTREAL NEWS.

**T**RADE in fancy goods, fishing tackle, etc., has been fair, but especially in the latter, all the houses which handle this line of sporting stock agreeing that the demand this year has been fully up to that of last if not in excess of it. Anticipations for the fall trade were moderate, and up to the present the realization of them has been better than the expectations were. In novelties, as we have stated in previous letters, celluloid goods are maintaining as prominent a place as they did last season. Mechanical and electrical toys promise to be as good lines as they were last year, but many novelties are promised. In books and stationery business has not been specially brisk, the only feature in the book trade being that the demand for school books is commencing to pick up. This, however, is to be expected always toward the end of August, and cannot be considered an unusual feature. In wall paper, trade has been fully equal to that of last season.

Colin McArthur & Co. report that the demand for ingrains is keeping up with last month. This description of wall paper seems to be one of the best selling lines this season. The above firm's parlor papers, flitters, etc., are a very large assortment to select from.

In the course of four weeks or so the big warehouse of H. A. Nelson & Sons, next the Board of Trade on St. Peter street, will begin to present the usual appearance that characterized it prior to the holidays. The Messrs. Nelson make a specialty of supplying the holiday demand, and Fred. Nelson, the head of the Montreal house, says that their assortment this fall will, if anything, surpass their previous efforts.

Ingrains and flitter effects are a special feature in the very extensive assortment of wall papers shown by Watson, Foster & Co. this season. Reference has already been made in detail in this paper to the very handsome goods shown by this firm, and they have the satisfaction of placing fully as large a quantity of goods as they did last season to date.

This city has had several visits from representatives of the American wall paper trust. They had a very entertaining one here a short time ago, who made a lengthened stay in his efforts to place orders. It is claimed that in some lines he met with a certain measure of success, but that taken on the whole the results of his efforts were not all that fancy would wish for.

The estate of G. W. Clarke, the difficulties in connection with which BOOKS AND NOTIONS has already informed the trade, has paid a first and final dividend of 16½ cents on the dollar. The stock, sold at 42 cents, realized \$8,368, and other receipts brought the total up to \$8,790. After deducting privileged claims and disbursements

there remains \$4,202 to be divided among unsecured creditors.

J. B. Rolland & Sons, the agents for the Rolland Paper Co., report that the stationery business, in line with other branches of the paper business, has been rather under the average this year. Their turnover, however, has been about up to that of last year, for they managed to strike some good things which pulled them up to the average.

## THE LATE W. W. COPP.

**I**T was a memorable gathering at the funeral of the late W. W. Copp, President of the Copp, Clark Co. His fifty-two years in the book trade has made him well-known to the oldest members of the trade, and they gathered to do his memory such honor as his life and friendship had merited. Among the oldest members of the trade present were Richard Brown, President of the Brown Bros., who worked along with Mr. Copp in a retail store on King street, Toronto, in 1854, and who has been one of his close friends ever since; Mr. Bain, founder of the business of James Bain & Son; Mr. Irving, President of the Toronto News Co., who was also at one time in the retail book business on King street; John F. Ellis; John R. Barber; John Young; Dr. Briggs; Mr. Corson, of the Markham Economist, an old customer; H. O'Hara, once a leading Bowmanville book dealer; Mr. Hutchison, and Mr. Lee. Mr. Berkinshaw; D. A. Rose; Mr. Gundy, and other younger members of the trade were also present.

Mr. Copp's death was not unexpected. For some time he had been in very feeble health, and he knew that his earthly pilgrimage was over. He passed away as calmly and serenely as he had lived—a man who left behind him only pleasant memories and no enemies. His watchword in life had been, "Business Integrity before Business Success," and by his integrity he secured the success which he considered only secondary.

In July, 1842, Mr. Copp, a lad of sixteen, entered the employ of the late Hugh Scobie, of King street, Toronto, and remained with him until his death in 1853. Mr. Maclear bought the stock, and Mr. Copp and Mr. Chewett became partners with him. In 1862 the late Mr. Clark entered the firm, and as Mr. Maclear had retired, the style was changed to W. C. Chewett & Co. In 1865 Copp, Clark & Co. succeeded this firm in the retail business, but sold it out in 1873, and began the wholesale business. In December, 1885, the Copp, Clark Company, limited, was formed, Mr. Copp, Mr. Clark and Mr. Fuller being three members.

Death has removed these three men from the company, Mr. Clark dying about two years ago, and Mr. Fuller about seven months since. Mr. Copp's decease last week removes the only remaining member of the original firm. All three men were

capable and enterprising business men, who built up for themselves a great trade and an honorable reputation. The trade has lost three men who contributed much to its worth, and whose places it will be difficult to fill.

## ELECTRIC WIRE TUBES.

Wood pulp is agitated with water and rolled on a tube. After the pulp is wound to a sufficient thickness around the tube, and the extra amount of water drains away, it is placed on end and the interior mold is withdrawn, leaving the wood pulp tube, which is held on suitable supports and dried until the water is evaporated. The further process consists of dipping it into a very hot solution of asphaltum and other materials, which penetrate the whole substance. The ends are then squared up, and the threads cut, or taper finish is made in the usual manner of wrought-iron pipe.

This material, when finished, possesses high electrical resistance, rendering it suitable for underground conduits for electric wires. As a non-conductor it is free from being impaired by electrolytic action from earth return currents, which have become such a serious factor in impairing the water and gas pipes in cities where the street tram cars are propelled by electric motors using earth return circuits. Its resistance to acids and alkalis fits it for use in chemical works. As a non-absorbent of water it is free from any difficulties due to expansion and contraction. The bursting strength of the tube is said to be from 150 pounds to 250 pounds per square inch, according to the size. It can stand a temperature of 150 degrees.

## AN INVITATION.

W. H. Bleasdel & Co. invite fancy goods buyers to visit their warehouse, 74 York street, Toronto, during the Exhibition and see the splendid display of novelties and holiday goods of all descriptions. They have made an unusual effort this year to secure a full and complete assortment of the season's novelties, and they await dealers' decisions.

Three of the original articles in the August Review of Reviews were devoted to Canadian topics. A sketch of the Hon. Wilfrid Laurier, the leader of the Canadian Liberal party, was contributed by William B. Wallace; "Canada's Political Conditions" was described by the Hon. J. W. Longley, Attorney-General of Nova Scotia, while the editor of the magazine, Dr. Albert Shaw, wrote on "Toronto as a Municipal Object Lesson." Each of these articles was full of information about affairs in Canada, whose politics and government are subjects as to which education in "the States" has been sadly neglected.

## BOOK NOTES.

CHARLES G. D. ROBERTS, of Windsor, N.S., one of our most brilliant Canadian writers, has a story, entitled "The Raid from Beausejour; and How the Carter Boy Lifted the Mortgage," in the press of Hunt & Eaton, the Methodist publishing house in New York. Professor Roberts in his prose writings displays almost equal felicity with his better known poetical contributions to literature.

"Tan Tale Jum" is advertised in Laird & Lee's advertisement and reviewed in another column. Great book.

Among the Canadian books of this year to reach a second edition is Rev. John Kennedy's "Afloat for Eternity; a Pilgrim's Progress for the Times."

J. M. LeMoine, the well-known Quebec naturalist and literateur, is publishing a second series of his "Canadian Leaves."

Dr. J. H. Garner, of Lucknow, an accomplished and enthusiastic naturalist, is engaged on a work descriptive of the reptiles of Ontario and Eastern Canada.

"Triumphant Songs, No. 4," a new collection by the Chicago singer and music publisher, E. O. Excell, is announced for early issue by the Methodist Book Room.

"The Sandcliff Mystery" by S. C. Graham, is now offered by Cooper & Co. in 50-cent paper edition. When this book first appeared Hunter, Rose & Co. disposed of an edition of 1,000 copies. It is a novel of much merit.

Cooper & Co. report that the sale for "Heavenly Twins" and Stead's book on Chicago are still selling very rapidly. Mrs. Alexander's "Found Wanting" and Albert Ross' "Love at Seventy" are also selling extremely well.

Prof. L. E. Horning, of Victoria College, is contributing a series of able articles on Canadian literature to the columns of The Week. These papers had their origin in the Canadian literary evenings given at the college last winter.

A Methodist hymn and tune book will be issued in September. There will be three editions and nine bindings—a people's edition, a choir edition and an organists' edition. A large sale is assured. Wm. Briggs is the publisher.

Fisher Unwin, the London publisher of Crockett's works, announces the early publication of an edition de luxe of "The Sucker Minister," in a limited edition of 250 copies, exquisitely illustrated. Five copies are to be printed on Japan paper, and sell at £5 5s net.

The Toronto News Co., with commendable enterprise, have secured the copyright and exclusive sale of the historical album of the Queen's Own Rifles, being an illustrated history of the regiment from 1856 to 1894. This book is going to have a wonderful sale,

and the first edition will be pretty well sold before Sept. 15th, the date of issue. The price will be 75 cents and \$1.

Law Wallace's "Prince of India," in its third Canadian edition, is still having a steady sale. Three editions of a two-volume story at \$2 50 is what, perhaps, no other book has attained in Canada, and may be noted as a gratifying sign of a growing taste for a better class of literature.

Nelson & Sons, the great Edinburgh publishers, have issued in a neat shilling edition J. Macdonald Oxley's "Wreckers of Sable Island." Mr. Oxley's stories are finding high favor in England, where he is looked upon as the successor to Kingston as a writer of stirring tales for boy readers.

Max O'Rell's latest book, which is to be published in September, is said to be much more of an ambitious piece of work than anything which he has previously done. It does not concern itself with the people of any especial country, but is an account of the whole Anglo-Saxon race all over the world.

The Toronto News Co. have just issued "The Pearl," by Marie Bernhardt, in paper at 50 cents. In a similar edition is "A Perfect Fool," by Florence Warden. About Sept. 1st Gilbert Parker's "Trail of the Sword" will be ready. It should sell well. These three books, in fact, are all worthy of dealers' attention.

The Methodist Book Room announces two new books by Annie S. Swan for issue about the first of October. "A Lost Ideal" is said by her English publishers to be the best thing she has written since "Maitland of Laurieston." "Airlie's Mission" is a charming little story of the influence of a noble Christian girl. The latter book will be fully illustrated.

Dr. Douglas' memorial volume of Discourses and Addresses has, within a few copies, run through the first edition. A second is being put through with despatch. The call for another edition within three months of issue speaks much not only for the respect in which the memory of the great preacher is held, but as well the high character of his public utterances here crystallized in print.

There is crying need for a good, up-to-date history of Canadian literature. Few of its people have any conception of the wealth of good literature this young country can already boast of. We have been so intent on making history that our thoughts have not much been allowed to dwell on the past. What pen, with the knowledge, taste and judgment, will give us a capable review of literary history.

There are few, if any, books which picture more graphically the condition of things existing in the early days of Canadian Methodism than does "The Experiences of a Blackwoods Preacher," in which the author,

Rev. J. H. Hills, relates in easy, racy style the incidents of thirty years in the Canadian Methodist itinerancy. This book is nearing the close of a second edition, and should pass through several succeeding issues. Different conditions now happily exist, but those who enjoy the privileges of these later days should not forget the sturdy pioneers to whom our country owes more than it has yet realized.

The "History of the Independent Order of Foresters," by Oronhyatekha, M.D., a book of formidable dimensions, has been issued by Hunter, Rose & Co., Toronto. The book gives an exhaustive history of the growth of the order from its inception to the present day, and is illustrated with quite unusual profuseness. The troubles which beset the order in its early days are gone into fully and openly, much of the correspondence of the officers of the order being given in full. In addition to the history of the I.O.F., the book contains a brief account of the principal sister societies.

Mr. E. Richard, a former partner of Hon. Mr. Laurier, and a member of the House of Commons, and more recently an official in the Northwest, has prepared for publication, in two volumes, a history of the Acadian people, particularly of the circumstances connected with their expulsion from Nova Scotia. The old, yet ever new, story will be told by Mr. Richard in a somewhat different manner from that of Mr. Parkman. Mr. Richard does not believe that the expulsion was necessary or that the Acadians deserved such treatment. It is said that he does not blame the Home Government, but holds the New Englanders and the Nova Scotia Governor mainly responsible.

## NEW STATIONERY.

Some handsome boxed stationery has just been opened up by Warwick Bros. & Rutter for the best trade. The colorings and quality of the papers and envelopes, their size and shape, the handsomely ornamented boxes—all combine to make these goods exceedingly taking and suitable.

The Mediæval, Athenian, Parian and Satin Twill are the leaders, and are shown in both large and small octavo and in ruled and plain.

Their stock of black bordered paper and envelopes has been augmented and re-assorted.

A new thing in boxed visiting cards is seen in a flat box, about 4 x 5 inches, covered with white satin paper, containing 100 extra super, small court, thin ivory cards. The top of the box is embossed, and forms an excellent and recherche receptacle for the cards after they have left the printer's hands. The box adds nothing to the cost.

A set of royal octavo petty account books is a special feature in this line of their stock.

**AT A PICNIC.**

**A**N excursion is seldom a picnic, but the excursion to the Falls given by Warwick Bros. & Rutter to their employes, on Saturday last, was a picnic in every sense of the word, and everybody and their friends enjoyed themselves.

It is said that a certain member of the firm has become a wire-puller, and that he is so successful and daring that he stands in with the man who runs the weather. As a consequence the day was very pleasant, the sun's hot rays being obscured by hazy clouds.

At seven o'clock the Chippewa took most of the employes with their wives and sweet-hearts, and a merry crowd they were. At nine o'clock the office, which always keep later hours, got aboard. Mr. Rutter, George Warwick and Charles Warwick were along, all looking as if business worries were left behind, and as if there was a considerable amount of satisfaction in giving employes a jolly day at employers' expense at least once a year. Mr. Rutter had some cigars and a jolly party with him.

During the day Mr. Robertson was seen with a copy of the "Royal Templar" in his pocket. Mr. Murray was doing nothing all day—just trying it to see how it went. Mr. Hathaway was principally concerned with—well, a fellow is only young once. Mr. Austin was with the boys making as much racket as usual. But where, oh where, was Mr. Johnston? Somebody said he was off

poring over the details of a new invention. His frock coat and boutonniere were conspicuous by their absence.

It was eleven o'clock before all the jolly crowd reached the city again, and many a heart was thankful for the breath of fresh air and the glimpses of fruit laden orchards, smiling waters, and wooded fields. It is by such acts as these that Warwick Bros. & Rutter have achieved the reputation of being the most considerate and the most desirable employers in Toronto.

**A BROWN PAPER MAGNET.**

A very simple and interesting electrical experiment may be made with a sheet of brown paper, illustrating in a remarkable manner how the most astonishing effects may be produced by the simplest means. Take a sheet of coarse brown paper, and, after holding it before the fire till it is perfectly dry, fold it up into a long strip of about two inches wide. The magnet is now complete. To exhibit its attractive power, cut some strips of writing paper about three inches long, and about as wide as one of these lines, then place them upon the table, three or four together. Now take the magnet and draw it briskly under the arm two or three times; its electro-magnetism is instantly developed, and becomes apparent when held over the small strips of writing paper, for they fly up from the table towards the paper magnet veritabily "by the wings of lightning."

**Maps!**

AND

**Globes!**

**LARGEST STOCK  
LATEST GOODS  
BEST DISCOUNTS**

Please write us.

**Map & School  
Supply Co.**

31 King St. East. TORONTO

**Wall..**

Decorations from the cheapest  
Brown Blanks up to the most

**Artistic Embossed Gilt and Ingrains**

With One and Two Band FRIEZES.



SEE OUR EXHIBIT AT

**Toronto Exhibition**

Ask your dealer for our goods. The firm's name on the margin of each roll.



**Paper**

**COLIN McARTHUR & Co.**

1030 Notre Dame Street

**MONTREAL**

## TRADE CHAT.

**M.** M. VARDON, at one time with the Toronto News Co., is now manager of the Windsor Hotel, Montreal, news stand. It is the largest of the kind in Canada. They carry a stock of novelties and stationery, besides books, papers and cigars. The news stand is one of the prettiest and most complete BOOKS AND NOTIONS has ever seen. It is sold walnut and is Mr Vardon's own design.

Mr Gage is traveling in Europe at present.

J. A. E. Smith, bookseller, Toronto, has assigned.

Robert R. Barnes, of Barnes & Co., booksellers, St. John, N B., is dead.

Guy Warwick has finished his western trip, and is now touring California.

Mr. Bryant, of Warwick Bros. & Rutter, has been holidaying in New York.

Russell, Gardner & Russell, wholesale fancy goods, Ottawa, are liquidating.

Mr. Schaefer, of Stratford, and Mr. McMaster, of Sarnia, were noticed in the city during August.

Fred. Campbell, of the Canada Paper Co., Toronto, has returned from his holidays in Muskoka.

The creditors of the estate of E. G. Burk, paper manufacturer, Campbellford, Ont., have held a meeting.

Frost Bros. variety store in Woodstock, N. B., has been losing money, and an assignment has been made.

C. B. Scantlebury, bookseller, Belleville, sustained a loss by fire about ten days ago. It will not interrupt his business, however.

R. J. Berkinshaw and A. E. Huestis, of Toronto, have been on a trip to the Maritime Provinces. Emil Nerlich is still there in the interests of his firm.

The "Books Wanted" column will, it is hoped, be a great convenience to retailers who want special books. For the collection of Canadian books it should be very useful.

John McArthur & Co., wall paper manufacturers, will have splendid exhibits at Toronto, Sherbrooke and Quebec. They believe in advertising, and will do something nice in this way.

"Hillside," the country residence of J. V. Reid, near Paris, was struck by lightning the other evening, but no damage was done. Mr. Reid is enjoying fairly good health at present, due no doubt to "the farm breezes."

The Copp, Clark Co. have just issued their new school book catalogue. It contains a list of authorized works for public and high schools, together with a list of books required for junior matriculants.

At Paris several novelties in note paper have just been placed upon the market. One of these is a very good imitation of a fine sponge, another is the "silhouette paper." In the centre of the sheet at the top is a white circle, like the disc thrown by a magic lantern, and on this are dark fig-

ures. A third sort is like Venetian glass, and others are like very fine morocco leather of beautiful turquoise blue. The prettiest sort of all is the "Empire" paper, in all the modern tints. Along two inches of the side and the bottom is a gold pattern exactly resembling the chased corner pieces to be found on albums.

A meeting of the stereotypers, electrotypers and zincographers of London, England, was held on May 22nd, to discuss in what way the trades denoted are affected by the existing Copyright Acts, and to consider what steps can be taken in the way of forming an association for the protection of their mutual interests. A committee was appointed to draw up rules, etc.

## THE THREE-VOLUME NOVEL QUESTION.

The following is a copy of a letter recently addressed to certain publishers by the London Booksellers' Society, on one of the issues growing out of the proposal to abolish three-volume novels:

"GENTLEMEN. We observe in the circular addressed to you by Messrs. Mudie and Messrs. W. H. Smith & Son with reference to the price of three-volume novels, that they suggest: 'That you shall agree not to issue cheaper editions of novels and of other books, which have been taken for library circulation, within twelve months from the date of publication.' We beg to convey to you our unqualified disapproval of such a proposal, and in the event of your being inclined to entertain the idea, we desire, at this early stage, to enter our formal protest against such an injustice to the bookseller. At the same time, we are very conscious that on this subject your own ideas and ours run on parallel lines. As the whole question of three-volume novels is now being raised, we should like to say that it would be a great satisfaction to us if good works of fiction ceased to be issued in this way. We are unanimously in favor of such novels being published at once in a six shilling form, or at any rate at some popular price, and we feel convinced that not only would the bookseller order such volumes in large numbers, but that the library orders would not be diminished. As to 'other books,' we have long been of opinion that the price at which they are issued upon first publication prohibits sales. Signed on behalf of the council,

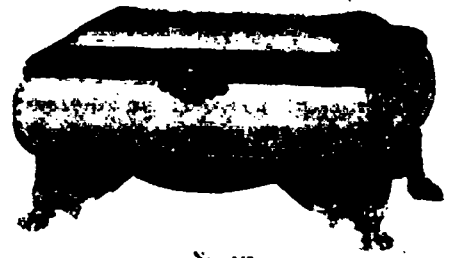
"T. BURLEIGH, Hon. Sec.  
"July 16th, 1894"

## FANCY PAPETERIES.

**F**OR about two years the Barber & Ellis Co. have been making fancy papeteries, and their line this season is both unique and original. A considerable amount of skill and inventive genius have been used to produce the variety of design and the finished artistic qualities which characterize their range. The best of materials and the

highest grade of workmanship have been utilized, so that the best goods in the market would be shown.

No. 137 is a celluloid box with celluloid feet and plush parts. Silver or gold ornamentations, corners, etc., set off the box to



No. 137.

advantage, while the interior, as in all the best boxes, is lined with fine satin. Inside the box are the finest grades of note paper and envelopes in all the newest tints.



No. 148.

No. 148 is a similar box with bronze trimmings. The panel on the lid is of most dainty design and finish, and adds much to the beauty of the box. The shape is also very taking.



No. 143.

No. 143 is pure white celluloid with a celluloid panel on top fitted with gold and plush ornaments. This is a very choice article suitable for presentation to a lady.

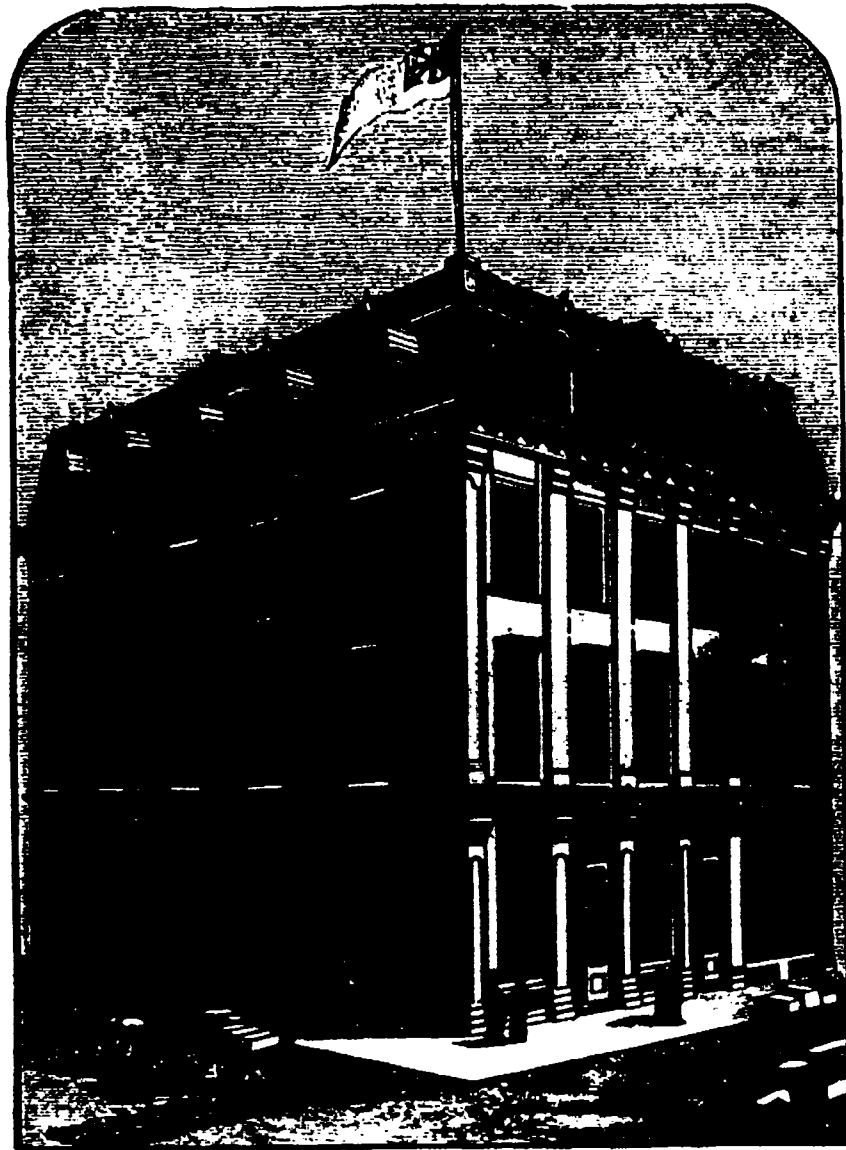


No. 149.

No. 149 has plush walls covered with filigree silver in a neat design. The base and top are celluloid, and a panel rests on a plush background.

To describe the half hundred designs in this range would require too much time and space. They are all gotten up with an eye to their suitability for the Canadian purse, and market, and every detail will be found to enhance their value. The sale so far has been very large, and no doubt this will be materially increased before the season closes.

Novelties  
 Notions  
 Fancy Goods  
 Brushes  
 Combs  
 Pipes  
 Jewelry  
 Stationery



Leather Goods  
 Clocks  
 Chinaware  
 Silverware  
 Musical Goods  
 Games  
 Toys, Dolls

Corner Yonge and Wellington Streets

**➔ You Won't Need a Guide**

To find this warehouse when you visit the Great Industrial Exhibition in Toronto.

IT IS  
**AT THE HUB OF THE CITY'S  
 WHOLESALE BUSINESS**

**C**USTOMERS will be welcome to make it their headquarters while in the city. Send your small enclosures here to be packed. Use our office accommodation for correspondence, etc. **VISIT** our sample rooms with your friends. Nothing in the Exhibition more interesting than our display of holiday goods.

**HARRIS H. FUDGER**

50 Yonge Street

**TORONTO, ONT.**



### OFFICE DIARIES READY.

**T**HE Brown Bros.' line of office diaries is now ready and as complete as ever. All sizes and numerous varieties of these are shown. The number sold each year is steadily increasing, as people find them increasingly useful as business is run more and more on systematic principles.

In other office supplies, of which this firm carry the completest stock in Canada, some new arrivals are seen. "Clean and Ready" mucilage is having a great sale. A telephone pencil, with a ring in end to hang it up by, is Faber's latest novelty.

A letter press shown at the World's Fair is on exhibition. It is a handsome article and full manifest sure. It is drawing special attention to their line of letter presses which they have carried for years, and has always given satisfaction. They handle large quantities.

Esterbrook's pens, for which they are sole Canadian agents, are selling increasingly fast. A handsome sample card with eighteen of the leading lines on it has been issued. A cut of the most popular number, 048, is given herewith. Esterbrook's pens need no introduction to dealers.



### THE TRADE JOURNAL.

Like all other phases of the newspaper business, trade journalism is a growing institution. From being a mere advertising sheet, representing only special individual interests, the trade journal has become the great organ of communication between manufacturers and dealers and their customers, and has helped and is helping to bring them into closer relations with one another. It has become one of the best educators, and, since the general abrogation of trade mysteries—better known as secrets of the trade—it has done a good work in the spread of technical knowledge among all classes, to the benefit of the entire community. So well has this become recognized that a man is regarded as behind the times who does not take and read at least one journal devoted to his own trade or profession. There are many who say—and some who actually believe—that they cannot afford to take a trade paper, when the truth is that they cannot afford to do without one. If a man is content to follow in one beaten path all his life; if he is so wise in his own conceit that he thinks he knows it all, and that nobody can teach him anything; if he is content to remain in sodden ignorance because he cannot see that the knowledge offered him is going to bring him an immediate return in cash—then, and in all such cases, a man cannot afford to pay for a trade journal. But if he would keep abreast of the times in his own calling, if he would know what new inventions and

discoveries are being made that directly affect his own interests; if he would profit by the experience of others as told in print; if he would know everything possible connected with his own calling, so that he may be able to converse intelligently, not only with his co-workers, but with outsiders seeking information—then the trade journal is indispensable. It is a power in the land, and he who rejects its friendly aid will soon find himself at the rear end of the procession. He cannot know too much of his own calling.—The British Printer.

### FOR THE HOLIDAY TRADE.

**D**EALERS who expect to reap a harvest about the time of the midwinter holidays are now anxiously seeking pointers on the things that are new. With regard to the toys of the season, there is nothing startlingly new. Old things with prettier colorings, or with more handsome designs, are shown in abundance, and will have to perform the necessary work.

Toy suits, as shown in the accompanying cuts, are shown by Nerlich & Co. at prices ranging from \$7.20 per dozen to \$10.20. Firemen, Queen's Own, Royal Grenadier, policemen and sailor suits are in the range.

Dolls are shown in great range. It is difficult to imagine where 20 cases, of 30 dozen each, of one kind of doll, could be placed, but such a shipment has been seen this season. Nerlich & Co. have imported over 200 cases of dolls for this season's trade. They have an immense range. A walking doll is a novelty.

Eastern mechanical toys, of Japanese and Indian design, are shown. One is illustrated in the accompanying cut. Other similar



mechanical toys are electric car, steam engine, walking fly, swan, African mail, etc

In locomotives and steam engines the range increases year by year. The locomotives for this year's trade are splendidly finished with brass ornaments and brass-tired wheels. The accompanying cut shows an 8-inch locomotive at \$16.80 per dozen. Another 7-inch one of similar make is \$27. A beauty, with copper boiler and copper



finishings, is wholesaled at \$36. The best of the range sells for \$96 per dozen, is 14 inches in length, moves forward or backward, and is of superior material and finish.

Ice bottles, champagne coolers, biscuit and pickle jars, with nicked handles and rims, are among the latest importations.

### A NEW CATALOGUE.

About September 1st H. A. Nelson & Sons will issue their 94-95 catalogue. It will be as bulky and comprehensive as usual, and filled with a multitude of cuts. It is a useful compendium for the fancy goods dealer.

Perfection in a drawing board has, it is claimed, at last been obtained in the production of the Chautauqua kindergarten drawing board and writing desk. It is not only a complete writing desk and secretary for children, but for the grown people as well. It has receptacles for paper, envelopes, pen and ink, etc., and is strong and durable, being made of solid oak. It is an attractive, novel, useful and ornamental piece of furniture. Messrs. H. A. Nelson & Sons are selling it.

At present their warehouse is a mass of crowded shelves, unopened cases, and piles of goods. The fall importations of fancy goods are to hand, and hundreds of cases are being opened weekly. Everything is rush and hurry, and already shipments are being made. These are the beginning of what will take place continuously during the next three months.

### BOOKS WANTED.

Under this heading subscribers are entitled to five lines in each issue free of charge. Over five lines, 10 cents per extra line.

By HENRY & CO., 110 VICTORIA ST., TORONTO.  
Morgan's Parliamentary Companion. 1867, 1861, 1864, 1865, 1866.  
Canadian Pacific Railway Annual Reports. 1881, 1882, 1883, 1884, 1885.  
Reed's Law List. 4th edition.  
British Columbia Legislative Journals. 1871, 1874.  
British Columbia Sessional Papers. 1872, 1873, 1874, 1877, 1884.  
Canada House of Commons Debates. 1871, 1874.  
Toronto City Council Minutes. 1865, 75, 1884.

By J. P. STARNAMAN, BRITAIN.

A book containing poem entitled "A Madman," of which the first lines are

Many a year has passed away,  
Many a dark and dismal day.

By THE METROPOST BOOK ROOM, TORONTO  
Roughing it in the Bush. Mrs. Susannah Moral e  
The Kumseller's Daughter.

# Screen Calendars

The Season's Novelty. Dainty Four-fold Screen Calendars, elegantly produced in fourteen colors, with gold rococo edges, in open relief. Size, about 8 x 10 inches.

Retail Price . . . . . 20, 30 and 40 cents  
Trade " . . . . . \$1.25, \$1.50 and \$2.40 per doz.

# Birch Bark Calendar

An entirely new and very attractive design. Fourteen colors on a background which is a perfect imitation of birch bark.

Retail . . . . . 25 cents.  
Trade . . . . . \$1.80 per doz.

These two designs, selected from our list of Calendars, are specially attractive and but indication of our entire line, which for elegance, combined with reasonable prices, cannot be surpassed. The trade cordially invited to call and inspect our line at our warehouses—

140-142 Yonge St., cor. Temperance

# Fleming H. Revell Co.

Proprietors WILLARD TRACT DEPOSITORY, Toronto  
Also at NEW YORK and CHICAGO

# PAPER-COVERED BOOKS: A CATALOGUE

The "Catalogue of all American Paper-covered Books" on which work has been in progress constantly for more than a year is now completed.

This Catalogue (advertised as the "Great Catalogue") is as complete as it is possible to make such a book, and embraces in exact alphabetical order every paper-covered book published and in print in America, as well as a great many imported into this country and kept in stock by American agencies of various English publishers. Each book is entered in the Catalogue twice, under its full title and under the author's name, so you can find all about any book if you know who wrote it or its title.

It contains full and correct title, with author's name, name of publisher, name of "library" or "series" in which it is published, its serial number and the retail price of all obtainable paper-covered books, as stated above. Even if a book is published by several publishers, all editions are given, so the most profitable or otherwise preferable can be ordered.

An annual supplement will be published, giving for a few cents easy access to all later books, so the whole field will be within your reach.

Price of the Catalogue, properly bound in flexible cloth, with index cut in the edges, \$3.50

The same, interleaved edition, many blank pages for future entries, if you care to keep it up to date, \$5.00 Address,

## GREAT CATALOGUE,

Care THE BOOK AND NEWS-DEALER,  
120.3 MARKET STREET, SAN FRANCISCO, CAL.

Send cash with order, or mention your News Company and it will be sent through them.

Anything in the Music Line, whether it be

Sheet Music .

Music Books .



## MUSICAL INSTRUMENTS

REMEMBER, we are MANUFACTURERS, PUBLISHERS, GENERAL DEALERS and JOBBERS in everything pertaining to a

First-class Music Supply House

DEALERS will find it to their advantage to give us their trade. We can furnish everything in the line; then only one account, thereby saving a lot of time and trouble in ordering.

## WHALEY, ROYCE & CO., 158 YONGE ST., TORONTO

Catalogues on application

Watch New Music column for latest issues

# Wall Paper

FOR 1895



Our samples for this season excel all former productions. They are a splendid collection of

Practical, Salable, Profit  
Yielding Goods . . . .

Don't fail to see the line before placing your orders elsewhere.

Travelers now on the road. . . .

# M. STAUNTON & CO.

PARSONS, BELL & CO., Winnipeg  
Agents for Manitoba and N. W.  
J. L. BECKWITH, Victoria, B.C.  
Agent for British Columbia.

SHOWROOMS: 6 King St. West  
FACTORY: 944 Yonge St.

Toronto

### CAMPBELL STILL OUTSIDE.

The Wallpaper Trust did not absorb the firm of William Campbell & Co. after all, says Geyer's Stationer, and this firm, with whom a contract was made some weeks ago, is still outside the trust. This firm is the only one which has made a successful fight against the Wallpaper Trust, which is now capitalized at \$38,000,000. When, however, Campbell's large factory was burned out last winter, the trust made overtures to him to merge his works into the trust. It was finally agreed that \$25,000 should be paid down by the trust as a contract stipend; that \$400,000 should be given for Campbell's good will, and that the trust should proceed to invoice his stock and pay him accordingly, when the market value of the stock was ascertained. Invoice clerks were set at work in the big factory, the \$25,000 was paid down, and Campbell hugged himself at the prospect of the good thing in store for him.

When the trust came to examine Campbell's accounts, however, a disagreement arose. A large number of personal bills outstanding were found, and the trust insisted that Campbell should give them a release from these obligations. Then Campbell worked his grand bluff. He said in choice language that he would see the trust in a good many warm places before he would agree to any such bargain as that. The trust insisted, Campbell became more and more hot-headed, and the other day he walked into the trust's office at Broome and Elm streets, and played his trump card. In the words of the topical song, "He didn't think they'd call him, but they did."

"Here's your \$25,000," said Campbell, with an air of bravado, as he laid down the money. "I don't want it unless you agree to my terms." One of the directors of the trust thereupon made a cold chill pass down Campbell's spine by coolly accepting the money with a laconic "Much obliged." Campbell, seeing that he had been beaten at his own game, walked out, his friends say, a sadder but a wiser man.

The Toronto Lithographing Co.'s employees held their annual outing on the 15th at Glen Grove Park, Eglinton. In the forenoon a baseball match was played, the artists and engravers v. the transferers and printers, in which the former carried off the laurels. This was followed by a very bountiful and toothsome repast, to which ample justice was done. In the afternoon a programme of games, numbering twenty events, was participated in, and this was succeeded by the distribution of forty very useful and valuable prizes to the successful competitors. A very pleasant and enjoyable day was spent, and after a first-rate tea, to which about two hundred sat down, and the passing of a hearty vote of thanks to the committee, Messrs. Irving, Finch and Boyd, the company dispersed. The unique and original design of the programme was the work of Artist Hyder.



EMPIRE TREATMENT.

NEW

# Wall Papers



Up-to-Date Styles . . .

Artistic Colorings . .

Prices to Meet all Competition

TRAVELERS NOW ON THE ROAD

Don't buy till you see what we have to offer

---

## WATSON, FOSTER & Co.

86, 88, 90, 92 and 94 Grey Nun St.

WORLD'S FAIR

The only Canadian Factory  
receiving an award.

 MONTREAL

## BOOK REVIEWS.

**TAN PILE JIM, OR A YANKEE WAIF AMONG THE BLUE NOSES.** By B. Freeman Ashley. Cloth extra, 4to, 260 pp., \$1; illustrated. Laird & Lee, Chicago.

Henty has written superb books for boys, treating of warlike events and historical adventures. W. H. G. Kingston has told thrilling tales of adventures in the China seas in his *Boys' Own Series*. J. Macdonald Oxley has been writing boys' books for the Nelsons. Now a new writer of boys' books appears, with his book issued from Chicago. It must not be thought that nothing good can come out of Chicago, although it must be admitted that a great deal of trash is issued by the houses there. This book savors of the North American continent: it smells strongly of an intense love of the New World and the races who have made it and been themselves re-made. As an account of Nova Scotia domestic life it is excellent, and written with a glowing descriptiveness and a captivating humor which makes it very readable. A Yankee lad, left an orphan at an early age, is apprenticed to a Marblehead fisherman. Disgusted with his wretchedness, he deserts at a Nova Scotia port and travels inland. One morning at daybreak he is found by a worthy tanner asleep in a hole in his tan pile. An acquaintance follows, and finally "Tan Pile Jim" is asked to discard his rags, his bad manners and his old clothes, and to become the adopted son of the childless tanner and his wife. He grows up into a worthy man, but his adventures are numerous and interesting. Finally a name and a fortune are found for him by a lawyer in Salem, Mass. What is most pleasing about the book is the high moral standard which it raises, and which makes it a safe volume for "our boys."

**FLATS.** By Evelyn Everett-Green, author of "The Wilful Willoughbys," "A Pair of Pickles," "A Doctor's Dozen," etc. Pocket Novels, No. 15. Oliphant, Anderson & Ferrier.

"Flats" is a London mansion, occupied by different families, often present a ground for watching interesting humanity. The author has picked out such a place as the scene of a "wooing and courting," which is described in a most charming way. The incidents of the story are fresh, the characteristics interesting and admirably drawn, and the end cannot be seen from the beginning.

**THE SILVER CHRIST AND A LEMON TREE.** By the author of "Under Two Flags," "Two Wooden Shoes," etc. Pseudonym Library, No. 41. T. Fisher Unwin.

These two little stories are charming glimpses of Italian life, such as Ouida might have written. But the author has ideas which will not be agreeable to all. Speak-

ing of the peasant who figures prominently in the story, it is said: "The peasant no more wonders about his own existence than a stone does. The peasant does not look back; he only sees the road to gain his daily meal of bread or chestnuts. The past has no meaning to him, and to the future he never looks. That is the reason those who want to cultivate him fail utterly." "The world has never understood that the moment the laborer is made to see, he is made unhappy, being ill at ease, morbidly envious and ashamed, and wholly useless. Left alone, he is content in his own ruminant manner." Such a doctrine will gain a mighty small foothold on this side of the Atlantic.

**WANTED.** By Mrs. G. R. Alden (Pansy). 12mo., cloth, illustrated, \$1.50. Boston: Lothrop Pub. Co.

This book has been copyrighted in Canada, and hence will not be imported. It has been previously reviewed, and its main feature is that it takes up the cause of the much maligned stepmother. Pansy may gain the honor of being among the first to turn the tide of public opinion, when the current sets the wrong way.

**A HELP FOR THE COMMON DAYS,** being papers on Practical Religion. By J. R. Miller, D.D., author of "Week-day Religion." Cloth, 2s. 6d. Oliphant, Anderson & Ferrier.

This is a charmingly written book for devout persons and covers a variety of subjects, some twenty-six in number. Some of the most striking are "Compensation in Life," "Life as a Ladder," "Shall We Worry?" "People who Fail," and "Hands: a Study." The author has intensely broad sympathies, a wonderful and imaginative descriptive power, a broad culture, and a fearless speech. His books are high in the ranks of this class of literature.

**A FOOLISH MARRIAGE.** By Annie S. Swan. Canadian Copyright Edition. Wm. Briggs, Toronto.

This book, which is an Edinburgh story of student life, appeared serially under the title "Two Fools." It is a touching tale of life, beginning with the experiences of an orphan girl left penniless on the world. Her struggles with her pride and her circumstances, her need of assistance and counsel, her somewhat disappointing life is but a type of the many. Her troubles and her sorrows rouse the sympathies and refine the feelings of the reader, and in such ways are the people's humanities increased and their sympathies broadened.

**THE QUEEN OF EQUADOR.** By R. M. Manley. Paper, 50 cents. The Hagemann Pub. Co., 114 Fifth Avenue, New York.

A more absorbing story has rarely issued from the press. The plot while intricate is

very clear, is original and happily conceived. The interweaving of the romantic South American scenes with the daily life of the suburb "within the orthodox hour's ride of New York" is successfully accomplished, and so natural are the transitions that the reader is not shocked by incongruity. Mr. Manley knows how to tell a story in a very entertaining way, but it is in the delineation of character that he is at his best. Denny O'Halloran and Dennis O'Halloran, Esquire, are living portraits, and so well do they point a moral and adorn a tale that one wishes for their more frequent appearance. Mr. Boggs, the philosopher, Mrs. Boggs, the inscrutable Dr. Mulgrave and his testy colleague Millard, Ellen Clay and Jelfiffe are all well-drawn characters.

**MY DUCATS AND MY DAUGHTER.** By P. Hay Hunter and Walter Whyte. A new edition. Paper covers, 1s. 6d. Oliphant, Anderson & Ferrier, Edinburgh; Cooper & Co., Toronto.

This book has had a wonderful sale in Great Britain, and has come to be a standard popular novel. It contains admirable descriptions of Scottish life, such as the humors and characteristics of a Scottish election, and the push and bustle of a daily paper office at the time of going to press. But besides these characteristic sketches, it is a pleasant tale from life of a love dilemma which tests and displays the qualities of the parties concerned. It is on the whole a singularly pleasant and wholesome story told with considerable pathos and much humor.

**THE LOST LADY OF LONE.** By Mrs. Southworth. Paper, 25 cents. Robert Bonner's Sons.

This is a bulky novel from the pen of a well-known author. It is very different from any of Mrs. Southworth's other novels. The plot, which is unusually provocative of conjecture and interest, is founded on thrilling and tragic events which occurred in the domestic history of one of the most distinguished families in the Highlands of Scotland. The materials which these interesting and tragic annals place at the disposal of Mrs. Southworth give full scope to her unrivalled skill in depicting character and developing a plot, and she has made the most of her opportunity and her subject.

**THE RED SULTAN.** By J. Maclaren Cobban. Rialto Series, No. 64. Rand, McNally & Co., Chicago.

This book is a tale of the remarkable adventures of Sir Cosmo McLaurin in West Barbary. The adventures are sometimes simple and sometimes appalling, but always interesting. The author has entered new territory, and described new characters. In this book a new field is presented for the first time, and the local coloring seems to be very faithful. It is the purest type of the class of literature known as the "Romance of action" class.

# NERLICH & CO.

35 FRONT ST. WEST

TORONTO

Have a full line of Toys of every description, comprising all the latest European and American Novelties.



## Mechanical Toys...

A SPECIALTY.

Railway Trains on Tracks in 3 sizes; extra strong works. Very saleable and a good window attraction.

### 25c. Lines

In Large Variety



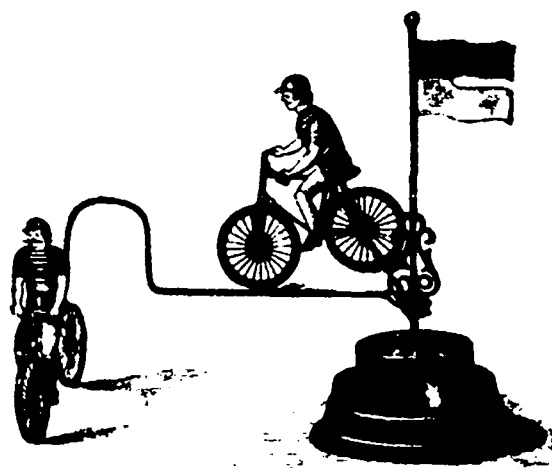
## Improved System

Of Motive Power.

## Safety Bicycle Races

IN VARIOUS SIZES.

A complete assortment of Wooden, Tin, Iron and Steam Toys, Magic Lanterns, Blocks, Games, etc.



Don't fail to call and inspect Samples.

# Nerlich & Co. WHOLESALE FANCY GOODS Toronto

35 FRONT STREET WEST.

### FOREIGN PAPER IN GREAT BRITAIN.

THE paper industry of Great Britain has been particularly affected by the depression in trade during the past year or two, and not a few failures and mill sales have taken place. Under the circumstances, says the British and Colonial Stationer and Printer, it is not surprising to hear loud and bitter complaints amongst British papermakers concerning competition, dulness of trade and bad times, especially as two-and-a-quarter million pounds sterling does not cover the value of foreign paper supplied annually to the British market; for instance, in 1893 the quantity imported amounted to 2,915,646 cwts. of the value of £2,313,312. The problem for the papermaker is to consider how the trade is to be diverted to home mills, and evidently the matter is difficult of solution, as we find increasing quantities of foreign paper imported year by year. Statistics for 1893 are given above, and for comparative purposes we give those for 1889, when the quantity imported was 2,109,942 cwts. of the value of £1,857,743. We give below the supplies from Germany, Belgium and Holland, and also the exports of British paper thereto, for the past five years.

#### GERMANY.

In 1893 the British demand for German paper was less than at any period during the last five years. It will be seen, however, upon reference to the figures relating to Holland that an enormous increase has taken place, but there is reason to believe that some of the paper officially classified as from Holland is of German production; in fact, a large proportion of the statistics represent a transit trade.

#### EXPORTS TO GREAT BRITAIN.

1893	594,505 cwts.	£259,446
1892	688,226 "	673,940
1891	651,844 "	611,943
1890	590,640 "	564,564
1889	566,276 "	595,646

#### IMPORTS FROM GREAT BRITAIN.

1893	10,211 cwts.	£29,991
1892	10,844 "	28,170
1891	9,437 "	26,308
1890	11,114 "	27,833
1889	9,386 "	28,284

Last year British paper was appreciated to the extent of £29,991 in Germany, but German paper was liked in Great Britain to the tune of £529,446, a difference of £499,455 in favor of the Germans.

#### HOLLAND.

As previously explained Holland is responsible for a considerable transit trade, and therefore we give the following figures, officially supplied.

#### EXPORTS TO GREAT BRITAIN.

1893	1,225,672 cwts.	£667,055
1892	1,146,734 "	624,791
1891	1,037,211 "	548,853
1890	935,029 "	525,010
1889	802,920 "	468,622

#### IMPORTS FROM GREAT BRITAIN.

1893	15,348 cwts.	£26,260
1892	12,386 "	22,370
1891	12,572 "	21,777
1890	9,281 "	18,399
1889	9,788 "	19,295

The difference on last year's trade was £640,795 in favor of Holland.

#### BELGIUM.

A number of specialties are exported to Belgium:

#### EXPORTS TO GREAT BRITAIN

1893	220,022 cwts.	£313,403
1892	189,762 "	284,611
1891	221,593 "	311,964
1890	195,932 "	295,052
1889	195,235 "	293,424

#### IMPORTS FROM GREAT BRITAIN.

1893	13,471 cwts.	£33,332
1892	10,787 "	25,018
1891	13,623 "	30,838
1890	12,839 "	30,116
1889	12,552 "	32,230

Of Great Britain's importation of foreign paper over 65 per cent. comes from Germany, Holland and Belgium.

### INCORPORATIONS.

THE Canada Engraving and Lithographing Co. is applying for incorporation to carry on a general engraving, printing and publishing business; to manufacture and sell all articles connected with said business, printing materials, stationery, etc., and to carry on the business of advertising. The chief place of business of the company is to be in Montreal. The intended amount of the capital is to be one hundred and fifty thousand dollars, divided into fifteen hundred shares of one hundred dollars each. The names, addresses and callings of the applicants are: Jeffrey Hale Burland, gentleman; William Brisbane, bookkeeper; Frederick Henry Dennison, transferrer; James D. Monk, gentleman; Robert C. Smith, advocate; George Bull Burland, gentleman; Cosmo Crump, artist; Archibald Matthews, lithographer; Charles Pearson, transferrer, and Robert Percy, clerk, all of the city and district of Montreal, in the province of Quebec, and Thomas J. Gillelan, of Ottawa, in the province of Ontario, gentleman; of whom the said Jeffrey Hale Burland, William Brisbane and Frederick Henry Dennison are to be the first or provisional directors of the said company.

The Union Card and Paper Co. is also seeking incorporation under the Dominion Act. The purposes for which incorporation is sought are the manufacture and sale of playing cards, cardboard of all kinds and articles made therefrom, staple and fancy paper of every description, printers' and photographers' materials and supplies, and the carrying on of the business of printing and

publishing, the operations of the company to be carried on throughout the Dominion of Canada. The chief place of business of the company is to be in Montreal. The intended amount of the capital stock is to be one hundred thousand dollars, divided into one thousand shares of one hundred dollars each. The names in full and the address and calling of the applicants are: George Bull Burland, gentleman; William Brisbane, bookkeeper; Jeffrey Hale Burland, gentleman; Andrew MacPhail, doctor of medicine; Robert Cooper Smith, advocate; and George Hope Burland, transferrer, all of the city of Montreal, in the province of Quebec, and Henry H. Ami, geologist, of Ottawa, in the province of Ontario; of whom the said George Bull Burland, William Brisbane and Jeffrey Hale Burland are to be the first or provisional directors of the said company.

Public notice has been given that, under The Ontario Joint Stock Companies' Letters Patent Act, letters patent have been issued, incorporating Walter Henry Morden, inventor; Andrew Scott Irving, merchant; James Smart Lockie, esquire, and Frederick Sterling Sharpe and Henry Barber, accountants, all of the city of Toronto, in the county of York, and province of Ontario, for the purposes following, that is to say: To manufacture, buy, sell, trade and deal in office-files, fixtures and appliances, and, for the said purposes, to acquire the necessary real and personal property, including patents of invention with the right to operate thereunder and to dispose of the same by the name of "The Morden Office File Company of Toronto (Limited)," with a total capital stock of twelve thousand dollars, divided into twelve hundred shares of ten dollars each.

The Map and School Supply Co., of Toronto, is applying for a charter. The object for which incorporation is sought, is to carry on the business now carried on by The Map and School Supply Co., to purchase and acquire the same from the owners thereof, to carry on the business of importing and manufacturing all kinds of university, school, college and business supplies, the acquisition of patents and copyrights, and the manufacturing, publishing and operating thereunder, to act as agents for foreign and other firms and corporations, and generally to carry on all such business of manufacturing and trading as may be necessary to the business of the company. The amount of the capital stock of the said company is to be \$25,000, the number of the shares is to be 500 and the amount of each share is to be \$50. The names in full and addresses and calling of each of the applicants is as follows: Charles Potter, of the city of Toronto, optician; Richard Cummings, of the city of Toronto, manufacturer; Annie McMahon, of the city of Elmira, state of New York, U. S. A., married woman; John Edward

500 per cent. Profit to the Trade

# J. S. Ogilvie Publishing Co.

HAVE JUST ISSUED

## The Bright Idea Series

Comprising the Best Books by Famous Writers

These books are issued in small pocket size (4 1/8 x 6 3/8 inches), each book containing 192 pages, PRINTED FROM NEW, LARGE TYPE, and are bound in a heavy paper cover. The retail price is 25 cents per copy.

### PRICE TO THE TRADE

Less than one hundred copies.....	4	cents each.
One hundred copies.....	3 3/4	" "
Five hundred copies.....	3 1/4	" "
One thousand copies.....	3	" "

At the above prices our terms are strictly net cash, and no books will be sent on sale or consignment. These books can all be mailed at one cent per pound. If books are to be sent by mail, add one fourth of a cent per copy for postage, but the cheapest way is to order one thousand or more and have them sent by freight.

No.

1. THE MAN IN BLACK. By Stanley J. Weyman.
2. IDEALA. By the author of "The Heavenly Twins."
3. THE VICTIM OF HIS CLOTHES. By Fielding and Burton
4. HER FIRST ADVENTURE. By E. G. Roe.
5. A PRETTY GOVERNESS. By Mrs. May Agnes Fleming
6. MISS OR MRS? By Wilkie Collins.
7. A DOUBLE LIFE. By Ella Wheeler Wilcox
8. THE MAN WHO VANISHED. By Fergus W. Hume
9. PATIENCE PETTIGREW'S PERPLEXITIES. By Clara Augusta.
10. MYSTERY NO. 13. By Helen B. Mathers
11. FORGING THE FETTERS. By Mrs. Alexander.
12. HE WENT FOR A SOLDIER. By John Strange Winter.
13. ANNE. By Mrs. Henry Wood.
14. DOWN IN THE WORLD. By Florence Warden
15. THE UMBRELLA MENDER. By Beatrice Harraden.
16. A GRASS WIDOW. By Mrs. M. A. Holmes.
17. KREUTZER SONATA. By Count Leo Tolstoi.
18. LIFE IN A COUNTRY MANSE. By J. M. Barrie.
19. DERRICK VAUGHAN. By Edna Lyall.
20. THE HAUNTED CHAMBER. By "The Duchess."
21. A STUDY IN SCARLET. By A. Conan Doyle.
22. THE CRICKET ON THE HEARTH. By Charles Dickens
23. A YELLOW MASK. By Wilkie Collins.
24. THE SHADOW OF A SIN. By the author of "Dora Thorne."
25. THE SQUIRE'S DARLING. By the author of "Dora Thorne"
26. MAID, WIFE OR WIDOW. By Mrs. Alexander.
27. THE SHATTERED IDOL. By the author of "Dora Thorne."
28. THE DUCHESS. By "The Duchess."
29. LADY GRACE. By Mrs. Henry Wood.
30. A WICKED GIRL. By Mary Cecil Hay.
31. A LOVE MATCH. By Mrs. Alexander.
32. WEDDED AND PARTED. By the author of "Dora Thorne."

**Special Offer.** In order to have every dealer in Canada see this new line of books, we will, upon receipt of \$4.75, send 100 books, assorted by mail post paid. Inasmuch as the duty on these books is only one and one-half cents per copy, this places in the hands of the dealer a good selling, 25-cent book for five and one-half cents. Surely no such offer has ever been made before. Send the money and try one hundred, and you will soon send an order for a thousand.

Address all orders with remittances to

**J. S. OGILVIE PUBLISHING CO.**

Lock Box 2767

57 Rose Street, NEW YORK

**THEODORE W. GREGORY,** is our representative  
5 King St. West, TORONTO in Canada . . .

# Do You Know

That **D. Appleton & Co., New York**, have appointed the undersigned their Special Canadian Trade Representative ?

That **The United States Book Co.,** including **Lovell, Coryell & Co.,** and **The International Book Co.** has done likewise ?

That **The J. S. Ogilvie Publishing Co.** issues the cheapest line of paper-covered books on the market, and that this line may be obtained through their Canadian representative ?

That **A Permanent Trade Sample Room** in which all these lines are shown has been opened at 5 King Street West, Toronto ?

That **You Are Invited to Call** or write for catalogues and prices, which will be gladly furnished ?



## Theodore W. Gregory

5 King Street West

**TORONTO**

Canadian Trade Representative of

**D. APPLETON & CO.**  
**LOVELL, CORYELL & CO.**  
**INTERNATIONAL BOOK CO.**  
**J. S. OGILVIE PUB. CO.** } New York



MacMahon, of the said city of Elmira, in the state of New York, merchant, and Joseph Thomas Rolph, of the city of Toronto, lithographer. The said Charles Potter, Richard Cummings, Annie MacMahon, and Joseph Thomas Rolph, are to be the first directors of the company.

#### A HANDSOME OFFER.

With the view of bringing to Chicago the works of eastern authors and to encourage young and unknown writers, the Bow-Knot Publishing Company of that city offer two thousand dollars in gold in the following sums for the four best works of fiction sent to them before December 31st, 1894, together with a royalty of 10 per cent. on the retail sales of the books. The works must be thoroughly original in every respect, and the copyrights and property interests in the same must be assigned to the publishers. First prize, \$1,000; second prize, \$500; third prize, \$300; fourth prize, \$200.

No manuscript will be received which contains more than 80,000 or less than 60,000 words. Each story will be judged solely by its merits, irrespective of the reputation of the authors.

Each contestant must attach a nom de plume to the manuscript sent, and his or her real name, with the nom de plume, must be enclosed in a sealed envelope, which will not be opened by the judges until the final award is made.

Professor Albert Alberg, of London, England; Miss Minna Irving, the Century poet, of Tarrytown, N.Y., and Col. Will L. Visscher, editor of the Morning Union, Tacoma, Washington, have consented to act as judges.

#### COPYRIGHTS.

7517. Toronto. A Souvenir of the Queen City Illustrated. Davis & Henderson, Toronto, Ont.

7518. Cyril Whyman's Mistake. By Carrie J. Harris. William Bryce, Toronto, Ont.

7519. Form of Mortgage (Marked A). The Birkbeck Investment, Security and Savings Company, Toronto, Ont.

7520. Form of Mortgage (Marked B). The Birkbeck Investment, Security and Savings Company, Toronto, Ont.

7521. Plan of the City of St. John, New Brunswick. By William Murdoch, C.E. D. Mc Alpine & Sons, St. John, N.B.

7522. Frothingham and Workman, Montreal Price List, 1894. Frothingham & Workman, Montreal, Que.

7523. The Great Redemption. In Songs New and Selected, by J. M. Whyte, et al. John Marchant Whyte, Toronto, Ont.

7524. Toronto and Adjacent Summer Resorts. Edited by F. Herbert Adams, M.D., C.M. Frederick Smily, Toronto, Ont.

7525. The Masque Dance. By Madge A.

H. Doughty. Madge A. H. Doughty, Calgary, Alberta, N.W.T.

7526. Republique Royale. Par Raymond Auzias Turenne, d'Outremont, pres Montreal, Que.

7527. True Pirate Stories, which is now being preliminarily published in separate articles in the Progress, of St. John, New Brunswick. William Kilby Reynolds, St. John, N.B.

7528. Bell Telephone Company of Canada (Limited), Hamilton and Dundas Exchanges, Subscribers' Directory, Ontario Department, July, 1894. The Bell Telephone Company of Canada (Limited), Montreal, Que.

7529. The Exegetical Society of Toronto. (Pamphlet.) John Linden, Toronto, Ont.

7530. The East and West Kootenay Dis-

trict. (Map.) Compiled by Frank Fletcher. P.L.S. Frank Fletcher, Nelson, B.C.

7531. L'Asselement Sideral de M. G. Ville, et la Betterave a Sucre au Canada. Par le Cie des Etangs. Comte George des Etangs, Sorel, Que.

7532. The Haunted School House. (Photograph.) Miss Janet Fraser, Nelson, Ont.

7533. Blank Note Form. H. B. Andrews, Toronto, Ont.

7534. Ten Days in Quebec. G. R. Renfrew, Quebec, Que.

7535. Toronto Island Guide. Arthur Taylor, Toronto, Ont.

7536. Temporary Case Goods Catalogue. The James Hay Company (Limited), Woodstock, Ont.

#### INTERIM COPYRIGHT.

447. Quebec Readers, First Book, Part One. William Foster Brown, Montreal, Que.

## Our New Books

### THE RAIDERS

By S. R. CROCKETT. Canadian Copyright Ed., paper (second ed.)... \$0.60  
Cloth ..... 1.25

### WANTED

By Mrs. G. R. ALDEN (Pansy). Canadian Copyright Ed., cloth, illus. 0.70

### A FOOLISH MARRIAGE

By ANNIE S. SWAN. Canadian Copyright Edition, cloth, illustrated 0.60

### A VETERAN OF 1812

Life of Lieut.-Col. James Fitzgibbon. By MARY AGNES FITZ-GIBBON. Cloth, with portraits and illustrations ..... 1.00

### MY LATTICE

Poems of FREDERICK GEORGE SCOTT. (In press) ..... 1.00

### THE GREAT REDEMPTION

New music book by JOHN M. WHYTE (of Whyte Bros.) Paper ..... 0.25  
Cloth ..... 0.35

### TRIUMPHANT SONGS NO. 4

By E. O. EXCELL. Just published. Paper boards ..... 0.40

### AT HOME

During the Fair we shall look for a visit from those of our friends who may visit the city. Our travelers will be at home and will be glad to receive them. We have some special lines to offer at prices that will repay a call.

## WILLIAM BRIGGS

PUBLISHER

29-33 Richmond St. West - TORONTO



# Special Drive IN Toy Books

	Per doz. net
Two Cent Books . . . . .	\$0 12
Three Cent Books . . . . .	0 20
Five Cent Books . . . . .	0 40
Ten Cent Books . . . . .	0 80
Fifteen Cent Books . . . . .	1 08
Twenty-five Cent Books . . . . .	1 50
Thirty Cent Books . . . . .	2 40
Thirty-five Cent Books . . . . .	3 00

Will ship September 1, 1894.  
Payable January 1, 1895.

**HAVE YOU GOT**  
ALL THESE MUSIC BOOKS IN STOCK ?

Richardson's New Method for the  
Pianoforte . . . . .

The Imperial Folio

The Favorite Song Folio  
(5 NUMBERS)

The Favorite Folio of Comic Songs

Getze's Parlor Organ

Jousse's Musical Catechism

We are booking orders for

## Christmas Papers

SEND FOR LIST.

THE

# TORONTO NEWS COMPANY

42 Yonge Street,  
TORONTO

Irving's Five Cent Music pays one hundred per cent. profit.

# Arnold's Inks.



Chemical Blue-Black  
WRITING FLUID

Noted for its Fluidity and Permanency.

Blue-Black Copying Fluid

Will take 6 Good Copies.

Brilliant RED INK.

For samples and prices, apply to the  
Wholesale Agents,

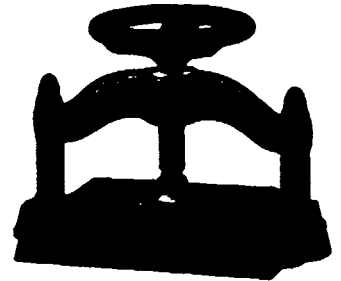
THE  
BROWN BROS.  
Limited,

64-68 King St. East,  
TORONTO.

# Office Supplies Commercial Stationery

This department of our business to which we give special attention is very large, and we aim to keep the most complete stock in the Dominion.

Newest Stock Latest Designs  
Closest Prices



COPYING PRESSES.  
STATIONERY CABINETS.  
CASH BOXES.  
INKSTANDS—Wonderful variety.  
COPYING BRUSHES AND EWERS.  
INK - MUCILAGE.  
OFFICE BASKETS.  
SEALING WAX - SEALS.  
FILES -CLIPS.  
PENCILS - Best makes.  
PENHOLDERS - Every kind.  
RUBBER BANDS - RUBBER.  
STEEL PENS - All popular makes.  
PAPER FASTENERS.  
PEN AND CARD RACKS.  
LETTER SCALES.  
TWINE AND TWINE BOXES.  
TAGS -TAPE -TASTE.  
WRITING TABLETS-PAPETERIES.  
ENVELOPES - Complete stock.  
PAPER - Every description.

Typewriters' Supplies

AGENTS

Esterbrook's Pens,  
Arnold's Ink,  
Wirt Fountain Pen.

THE . . .

# Brown Bros.

. . . LTD.

STATIONERY, ACCOUNT BOOKS, ETC.  
64-68 King Street East, Toronto

**BARNES' NATIONAL INKS** FOR ALL USES!  
 - - - IN ALL COLORS!

NO ADVANCE IN PRICES! QUALITY BETTER THAN EVER! THESE INKS HAVE COME TO STAY  
 AND NEW FRIENDS ARE BEING MADE DAILY!

**P. D. & S. PEN "NO. 117." BARNES' STEEL PENS.**

WRITE FOR TERMS.

**BARBER & ELLIS CO.,** Sole Agents for the Dominion of Canada.

**Some New Books**

**THE COPP, CLARK CO., LIMITED.**

- Cowper.** By Goldwin Smith. (English Men of Letters Series.) Annotated by FRED. H. SVETUS, M.A. Paper, 45¢. Cloth, 60¢.
- Dawson & Sutherland's Geography of the British Colonies.** 60¢.
- Fletcher & Henderson's Latin Prose Composition.** With Exercises based on Caesar, Livy and Cicero. \$1.25.
- Hall & Knight's Elementary Algebra for Schools.** Revised and Enlarged, with Answers. 50¢.
- Hall & Knight's Higher Algebra.** With Answers. \$1.75.
- Hall & Knight's Elementary Trigonometry.** \$1.25.
- The following, with Notes and Vocabulary by JOHN HENDERSON, M.A., and E. W. HAGARTY, B.A.:
- CAESAR'S BELLUM GALlicUM, BK. V.** With Life of Caesar, etc. 75¢.
- CAESAR'S BELLUM GALlicUM, V. & VI.** With Life of Caesar, etc. 75¢.
- VIRGIL'S AENEID, BK. II.** 50¢.
- Palgrave's Children's Treasury of Lyrical Poetry.** Cloth, 50¢.
- Palgrave's Golden Treasury of Songs and Lyrics.** Cloth, 50¢.
- Tennyson's Selections.** (Literature 1843.) Annotated by M. F. LIBBY, M.A. 51¢.

The Copp, Clark Co., Limited.



**SEASON..**

1894-95

Send Postal Card

.. for list of ..

**OVER THIRTY NEW BOOKS**

FOR FALL TRADE.

All our publications can be had through the Canadian Wholesale Booksellers.

**OLIPHANT, ANDERSON & FERRIER**

EDINBURGH AND LONDON

**WM. BARBER & BROS.**

Paper Makers,

GEORGETOWN, - ONTARIO

BOOK, NEWS AND COLORED PAPERS.

JOHN R. BARBER.

**TURKISH STEEL PEN CO.,**

DAMASCUS,

SYRIA



Quoted for all kinds of Writing.

Sole Agents: Warwick & Sons, Toronto.



Trade supplied by Davis Lawrence Co. Canadian Agents, Montreal.

**THE FLYING DUTCHMAN PEN**



WRITES OVER 200 WORDS WITH ONE DIP OF INK.

**THE WAVERLEY PEN**



They are a treasure.—"STANDARD."

**MACNIVEN & CAMERON.**

Waverley Works, Edinburgh.

**THOUSANDS OF DOLLARS ARE LOST**

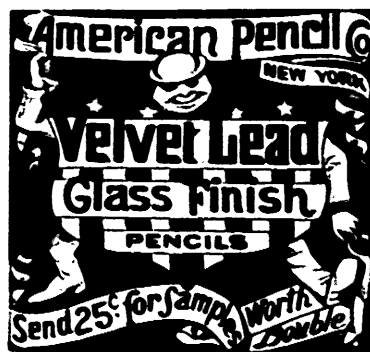
Yearly by advertisers who are bamboozled by canvassers and agents and induced to place their announcements in shady trade mediums.

**OURS IS KNOWN ALL OVER THE GLOBE.**

We have been thirty-four years in existence, and are the oldest English trade paper in this line. We have a large advertising connection and those who once try our columns stick to us fast. If you want to cultivate a sound British and Colonial trade don't hesitate to give us your advertisement. We are the right sort. The "Stationer, Printer and Fancy Trades' Register" is read by everyone who is anybody in the English kindred trades. It has the largest circulation and is the finest medium for effective and judicious advertising for Stationers, Printers, Bookbinders, Publishers and Manufacturers of Fancy Goods. The terms of subscription, two dollars per annum, postpaid. Specimen copy cheerfully sent, free, on application to THE EDITOR.

"Stationer, Printer and Fancy Trades' Register."

100 n Fleet St., London, Eng.



Do the leads in your pencils break ?

If so you do not use the right kind !

The best are made by the **AMERICAN LEAD PENCIL CO.,**

New York, 50 Howard St.

Ask for "Velvet Lead" Glass Finish Pencils.

Correspondence solicited. Sample free to trade

**KINDERGARTEN AND School Supplies**

SELBY & CO., 23 Richmond St. W., TORONTO.

**INK**



**INK**



**INK**



**H**AVING obtained the agency for Pomeroy's Celebrated Inks, we take pleasure in placing an article before our many customers which is of the very best. Its sterling qualities are such as to speedily recommend itself to those who, in the interests of their business, desire to supply their customers with a good article at a reasonable price. After many comparisons with the different Inks, we have no hesitation in guaranteeing that Pomeroy's Inks are second to none on the market; and, owing to having made special arrangements with the manufacturers, we are enabled to place this high grade ink on the market at prices which are far below the many different inks now being offered. Why pay extravagant prices for ink when we can supply you with what you want at a price which will enable you to make a good profit?

Write to us at once for a Price List and Catalogue, with cuts of the different lines.

**Buntin, Reid & Co.**

**TORONTO.**

The largest and most unique establishment under the British Flag. Our average weekly output of paper alone is 240 tons.

**The E. B. EDDY Co.**

**HULL, CANADA.**

It will pay you to buy our Writing, Book, Print, Cover, News, Manilla, Writing Manilla, Wrapping and other Papers.

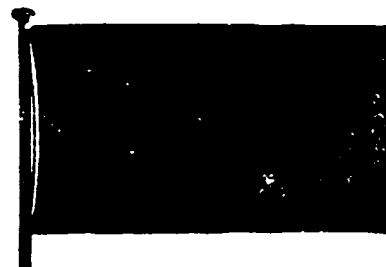
Samples, prices and terms on application to any of our

**BRANCHES**

**Montreal  
Toronto**

**AGENTS**

- |                                   |         |                     |
|-----------------------------------|---------|---------------------|
| F. H. Andrews & Son               | - -     | Quebec, Que.        |
| Alfred Powis                      | - - - - | Hamilton, Ont.      |
| J. A. Hendry                      | - - - - | Kingston, Ont.      |
| A. P. Tippet & Co.                | - - - - | St. John, N.B.      |
| John Peters & Co.                 | - - - - | Halifax, N.S.       |
| Tees & Persse                     | - - - - | Winnipeg, Man.      |
| James Mitchell                    | - - - - | Victoria, B.C.      |
| E. A. Benjamin                    | - - - - | St. John's, Newfld. |
| Resident Agents not yet appointed | - - - - | Sydney, Australia   |
|                                   | - - - - | Melbourne, "        |



**THE BARBER & ELLIS Co.**

**ENVELOPES**

**NONE BETTER MADE.**



**Fine Stationery**

Paper and Envelopes.  
Papeteries at popular prices and in all styles.  
Bill Heads, Note Heads, Cardboards and Bristol Boards.

**Flat Papers**

**In Great Variety.**



**THE BARBER & ELLIS Co.**

Office and Factory 23 to 25 Bay Street

**TORONTO, ONT.**

# BUNTIN, GILLIES & CO.

Headquarters for

HAMILTON, ONT.

## School Supplies

Copy and Drawing Books  
Text Books  
Exercise Books  
Pencils  
Scribblers  
Slates  
Crayons, Etc.

Our new lines of Papeteries and  
Tablets are superb.

Renwood  
Royal Standard  
Lily of the Valley  
Kid Finish  
Sweet Violets

BOXMAKING AND BOOKBINDERS' SUPPLIES. PRINTERS' STOCK.

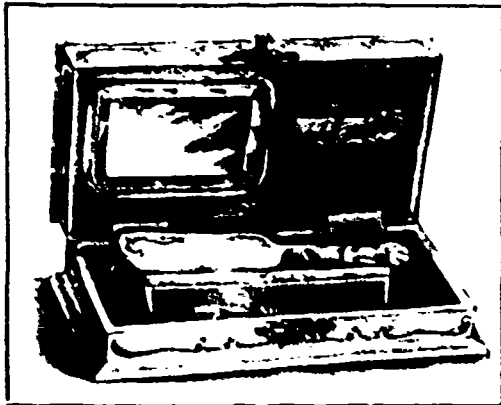
## Come and See Us

AT

Remember the No. of our office

**76 YORK STREET**

## Exhibition Time . . .



**YORK ST.** is the street you have to take when coming up from the Union Station, and 76 is 6 doors from King St. We shall be glad to have you make our office your headquarters, and leave your valises, parcels, etc., in our care.

You will find our line of Fancy Goods larger, finer and cheaper than ever.

**The HEMMING BROS. CO. Ltd.,** 76 York Street, **TORONTO**