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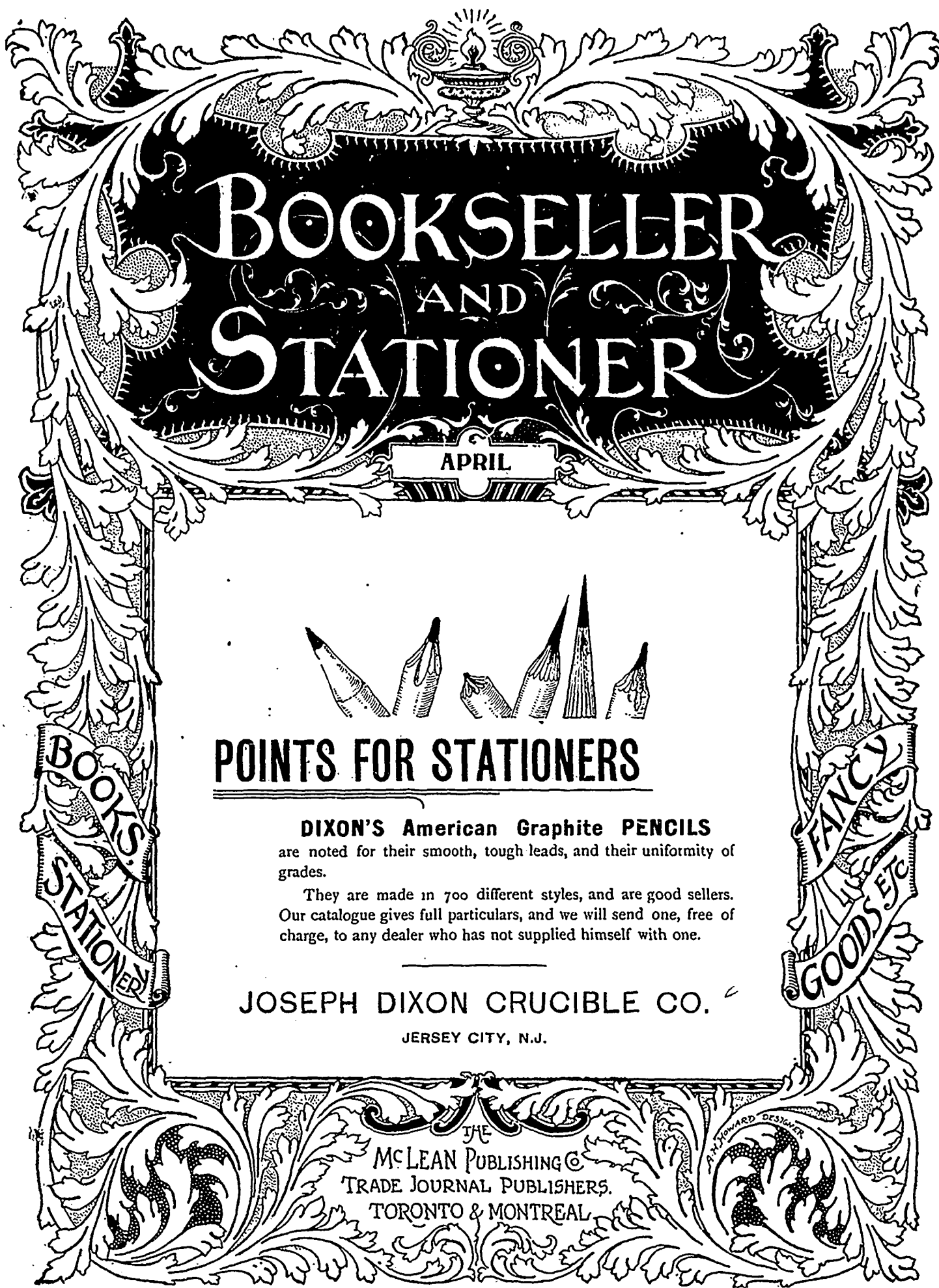
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# BOOKSELLER AND STATIONER

APRIL



## POINTS FOR STATIONERS

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**R**aphael Tuck & Sons Co's splendid Fine Art Publications,  
**W**hich are acknowledged, at home and abroad, to be the best  
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**C**anadian trade, for those who have handled them  
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**B**rilliant genius in the conception of artistic designs;  
**R**ich colors and the most pleasing features;  
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**T**o our many customers we would say:  
**H**old orders until you inspect the samples;  
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**R**apid sales are a characteristic of Tuck's publications;  
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**T**hey comprise Calendars, Booklets, Gift Books, Toy Books and  
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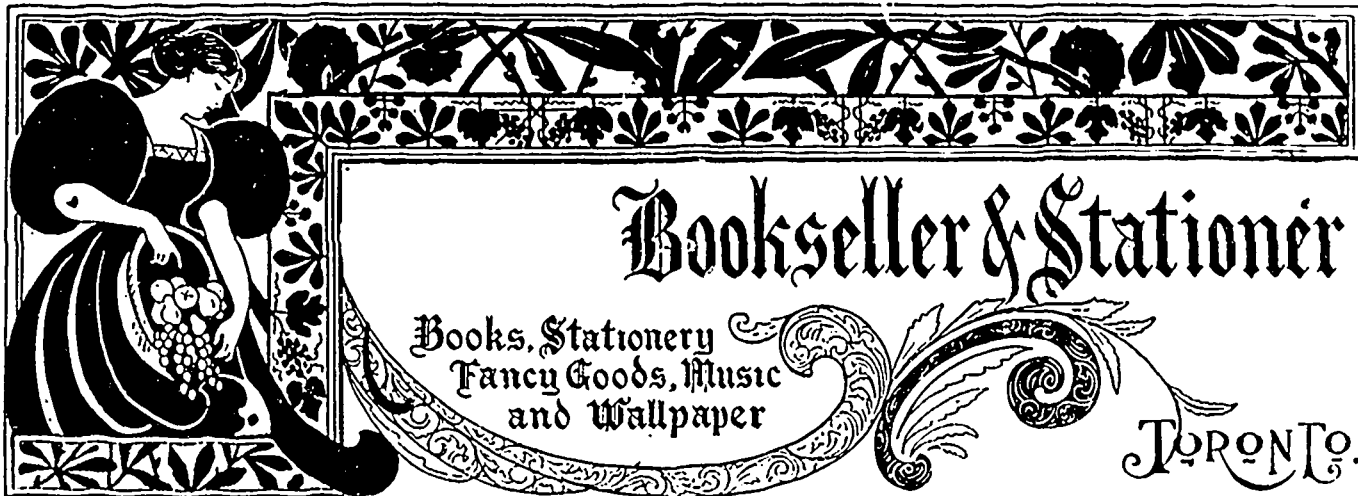
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**Warwick Bros. & Rutter**

*Manufacturing  
and Importing* Stationers

... TORONTO, Ont.



VOL. XIV.

TORONTO, CANADA, APRIL, 1898.

No. 4.

President, JOHN BAYNE MacLEAN, Montreal.  
Treasurer, HUGH C. MacLEAN, Toronto.

**THE MacLEAN PUBLISHING CO.**  
Limited.

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

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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
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**CURRENT NOTES.**

**LOOK AFTER LOCAL ORDERS.**

THE editor of BOOKSELLER AND STATIONER has been informed that he does not tell the dealer often enough to look after local orders. The truth is the editor finds his hair growing gray and the lines on his weather-beaten countenance becoming deeper as he watches some of the trade quietly allowing outside competition to get away with their own local business. Why do they permit this? Perhaps, because they wish to show how perfectly they can practise the art of Christian resignation. Perhaps, because it gives them increased happiness to have a real live grievance. Perhaps, because they are so dignified and respectable that hurrying out after local business is not good

form. If the latter cause accounts for any of the slackness in soliciting local orders, the editor suggests that such dealers should go into the Senate. There they will find congenial quiet, great contempt for practical utility, and a job for life. We do not know any other place so well suited for people who look wearily out of the front window and wonder why trade walks past their doors.

Not all the trade, fortunately, take this view. We are told of one case recently where the school house supply trade is thoroughly looked after by the home dealer, and a nice little order for twelve globes was taken away from an outside firm that had come into town to get it. Such people deserve to succeed. No public body in any town will long persist in sending orders away if the dealer appeals to public opinion. Enlist the sympathies of the local papers—we presume you advertise—and the supplies will be bought at home.

**POSTAGE ON CANADIAN NEWSPAPERS AND PERIODICALS.**

Mr. Mulock, the Postmaster-General, has introduced in Parliament a measure to impose postage on Canadian publications after January 1, 1899. The rate will be ¼c. per pound at first and then ½c. per pound. Publications in towns and villages (not cities) will continue to be carried free in a zone ten miles around place of publication. The publishers of Canada take the announcement with some philosophy, principally because they do not wish to appear as sturdy beggars, asking for the free carriage of the mails when other people have to pay. At

the same time, the burden upon certain classes of publishers will be heavy, mainly on account of the discriminating nature of the charge. The town and country papers are, for the most part, to escape altogether. The United States publications will continue to get free transportation in Canada owing to the international agreement between the post-office authorities of the two countries. For these reasons, the new charges are not being laid equally upon all, but discriminate more or less against some periodicals.

The trade papers, like BOOKSELLER AND STATIONER, are hit hard, because they are usually printed on a heavy-toned paper, and the postage rate will be upon weight. The more successful they are, that is, the larger their circulation, the more they will have to pay. The publication of trade papers becomes, therefore, a greater uncertainty than ever. They have always been at the mercy of business conditions, for when business was bad their profit was small; in future the Government will add a new element of uncertainty by taxing them in proportion as they succeed. The religious papers, too, will feel the blow, as they must compete with similar papers of the United States that are to be carried in our mails free. The attitude of the legitimate publishing firms generally is probably this: they do not defend free postage, and if the impost comes it should be laid upon all equally.

**THE BOOK CLUB SUCCEEDS.**

In the August issue of this paper mention was made of the reading club which had been organized by the Bain Book and Pub-

lishing Co., Toronto. This club consisted of a limited number of patrons of this firm, each member having the privilege of reading any of the standard works in stock, at a charge of 25c. per book, the books to be brought back unsoiled. The club was in August last merely in the experimental stage, but gave every promise of success.

These promises have been fulfilled. In nine months one member has taken out nearly 100 books, and many others have taken out large numbers. At 25c. for each book, this makes quite a respectable addition to the income of the book dealer. It has also been found by the Bain Co. that this club has not reduced the sale of books, rather a contrary effect resulting.

At this writing there are many more such clubs being organized by bookstore firms, especially in the Northwest Territories and British Columbia. The idea seems to have met with distinct approval in the west, and travelers from that section of Canada predict the establishment of many such clubs in towns and villages there.

#### THE IMPORT BOOK TRADE.

The results for the month of February, as compared with the February of 1897, again show an increase in the import book trade. It is impossible to examine the monthly returns since the new tariff went into force in May, 1897, without realizing that there is a steady improvement in the buying capacity of the Canadian trade. In the nine months the new tariff has been in operation the value of the imports has increased by \$43,000, while the duties collected have been over \$30,000 less. The details, each month, are as follows:

IMPORTS OF BOOKS INTO CANADA				
	1897.	1898	Duty 97	Duty 98
June .....	\$ 57,628	\$ 69,964	\$13,317	\$18,562
July.....	48,028	56,917	10,327	13,857
August.....	66,489	62,638	13,801	15,496
September ..	95,308	96,062	17,683	23,920
October ....	101,633	90,430	16,501	21,648
November ..	109,274	102,977	19,075	25,291
December...	101,530	86,131	19,251	22,626
	1899	1897.	1898.	1897.
January.....	\$ 52,210	\$ 50,538	\$ 12,173	\$ 12,228
February ...	57,679	40,378	10,938	10,335
Totals ....	\$691,436	\$617,135	\$133,160	\$161,498

It will be seen from these figures that our imports in February were \$17,000 more than during the same month last year. The first two months of 1898 indicate an increased import of \$20,000 over the same period in 1897. Each month since October last the

imports have risen in value. The regular trade would hardly go on increasing importations during five months if the prospects of selling had not improved. But who is doing the increased trade, the regular bookseller or the department store?

#### AMATEUR PHOTOGRAPHY.

The craze for amateur photography is said to be more marked in the United States this season than ever before. It grows with the bicycle habit, as people of both sexes go more about the country and like taking snap shots of nice bits of scenery and towns new to the casual visitor. Dealers in the United States, it is said, are going to devote more time to cameras this summer as there is a profit on the goods, which the book and stationery people can handle to advantage. Is there a hint in this for some of our Canadian trade?

#### UNION LABEL ON CITY STATIONERY.

The Toronto labor unions asked that the city printing and stationery all bear the union label. A deputation of stationery manufacturers, including Mr. Richard Brown, of The Brown Bros., Limited, and Mr. A. W. Thomas, of The Copp, Clark Co., Limited, protested against this policy as it would mean the discharge from several establishments of old employes not members of the union but receiving union rate of wages. The city solicitor has decided that to affix the label as required is beyond the city's legal power. Thus ends the incident. The labor leaders should now turn their attention to the fact that the union label is not attached to the sun, moon and stars, all doing business here as lighting agents, and that the employes of these concerns are probably underpaid. When the leaders get through with the neighboring planets they can go to work for civic reforms by quoting valuable precedents.

#### MAPS OF CANADA.

THE BOOKSELLER AND STATIONER has been given an advance glimpse of part of the new map of Canada being prepared by The Copp, Clark Co., Toronto. The newest and most accurate spelling of names, in accordance with official usage and the latest explorations, is being embodied, particularly in relation to our far northern districts. All names are being printed in a bold type, which will be appreciated. The map

avoids the painful error of the Canadian Department of Railways' map, which shows Canada as a sort of accidental and unnecessary fringe along the northern part of this continent. As a national undertaking, the new map is entitled to supersede others made in foreign countries, and it should be used not merely for schools and offices, but also for emigration purposes in the Canadian agencies abroad.

#### A PROTECTING PENHOLDER.

A new penholder being shown in Berlin, is named "Schutzmann." The policeman is, in German, called Schutzmann or Polizist, and a penholder which claims that name must therefore be able to protect or keep something in order. It extends its protection, however, merely to rulers, fingers, and its own nibs, which is certainly all we can reasonably expect from a penholder. Besides that it draws double lines like those used in book balancing. The holder is made of wood, and a short tube can be moved backward and forward on the same in such a way that either the nib in the body part can be entirely hidden and the holder be safely carried in the pocket or, so as to allow a second nib being inserted in that tubing. In the latter case the point of the second nib would be placed a little to the left of the first one, and slightly in front of it. If the latter is filled with ink, lines could be drawn by the dry nib gliding along the ruler, which would remain clean, or, by dipping both in the ink double lines can be produced. The invention will most likely be extremely welcome to those who are in the habit of always soiling their fingers when writing, but they must not be forgetful at the same time, for they would, of course, have to push back the moveable portion whenever replenishing the ink.

#### HERALDIC EMBLEMS ON PAPER.

In New York, according to The Stationer, fashionable people continue to hunt for the arms of their ancestors in order to have them emblazoned upon their correspondence papers. As was to be expected, the hoi polloi are seeking to ape this latest fad. Heraldic artists are in demand. Certain of the swell stationers about town report that they are unable to fill the orders they have piling in upon them. There must be money in the business, for I notice among the business personals of a New York Sunday paper the advertisements of several heraldic artists who are anxious to get up crests and mottoes for patrons at home. The stationer who is unable to supply a king-at-arms for his patrons these days is, indeed, behind the times.

## BOOKS AND PERIODICALS.

"THE MAKING OF THE CANADIAN WEST."  
 "THE SELKIRK SETTLERS IN REAL LIFE," published last year, brought the author—Rev. R. G. MacBeth, minister of the St. Augustine Presbyterian church, Winnipeg—many requests for a work describing the strange conditions that followed the influx of immigration from Eastern Canada. We are pleased to learn that Mr. MacBeth, yielding to the demand, has written a work which he entitles, "The Making of the Canadian West." In this he describes the change from the old life to the new, with the resultant difficulties, culminating in the risings of 1869-70 and of 1885, rapidly sketches the formative influences at work, and relates the progress towards the present prosperous condition of the province. It is a book of reminiscences and a rapid historical review rather than a formal history. Mr. MacBeth, himself a native of the original Selkirk settlement, as student, lawyer, soldier, and minister of the gospel, possessed unsurpassed opportunities of witnessing the development of our western heritage, and has had his own share in some of the stirring events that accompanied it.

Of greatest interest to the reader, and of untold value to the future historian, are the author's personal recollections, particularly in connection with the two Riel rebellions, in the latter of which he served in General Strange's column in pursuit of Big Bear, being second lieutenant in the Kildonan company of the 92nd Battalion (known as the Winnipeg Light Infantry). The graphic recital of his experiences of campaigning on the prairies gives one a good idea of the quality of the Canadian as a soldier, and will be especially enjoyed by those who shared with the narrator the privations and perils of the campaign.

Mr. MacBeth has sought to bring clearly before the reader the moving actors in the human drama as an aid to understanding the events which make up the history of the country. His pen sketches of the men whose names are written large in the annals of the province are drawn with much skill and make capital reading. The volume will be issued shortly by William Briggs, of Toronto.

## A JOURNALIST'S BOOK.

Messrs. Thacker & Co., of Creed lane, London, England, are about to publish a novel called "A Galaxy Girl," by Lincoln Springfield, news editor of The London Daily Mail. It is the story of a tragedy, dealing with theatrical and sporting life. The Galaxy girl is a girl of the Galaxy theatre. Mr. Springfield is known as a

brilliant young journalist and his friends are confident of the success of his venture as a novelist.

## DR. BORTHWICK'S NEW BOOK.

Under the title of "Jubile de Diamant ; Rebellion de '37-'38 ; Role d'Honneur," the Rev. J. Douglas Borthwick, LL.D., has issued a neat little volume, which contains a complete list of all the political prisoners of that stormy period, and a mass of hitherto unpublished data connected with that epoch which cannot but be most valuable to all who take an interest in that turning-point of Canadian history. It is dedicated to Premier Marchand and is written in attractive style.



THE FAIR AUTHORESS OF "JUDITH MOORE."

Miss Johanna E. Wood, whose new novel, "Judith Moore," is finding many readers in Canada, is chiefly known by her two novels, "Judith Moore" and "The Untempered Wind," but her talent for short stories is also conspicuous. A short tale, "The Eye of a God," lately published in The Black Cat, won the \$500 prize in a competition. By birth a Scotswoman, Miss Wood has lived in Canada for several years, at Queenston, on the Niagara frontier, though a good deal of her time is spent in Philadelphia, New York and other cities of the United States. Those who know Miss Wood assert that she sympathizes with the views of the old-fashioned woman rather than the new woman, and that her work in fiction is not associated with a "mission" or a "purpose." She knows the life of two continents pretty well and is thus able to draw for material upon a somewhat extended experience for so young a woman. Miss Wood, it is also said, has been influenced by an elderly brother, whose education and temperament are eminently inspiring and valuable to a young authoress in the way of criticism. The writer of "Judith Moore" is said to have just finished a story, dealing with New England life, and is writing another with Scotland as the scene. "Judith Moore" has been warmly received by the Canadian critics.

## BENGOUGH ON PROHIBITION.

William Briggs, Toronto, has just issued a characteristic little book (paper covers, 25c.), from the pen of J. W. Bengough,

entitled the "Gin Mill Primer." Modelled, like the same author's "Up-to-date Primer" on taxation, on the children's text books, it embodies the strong satire of an avowed prohibitionist against the evils of drink. There is a good deal of humor, common sense, and real humanity in the "lessons" of the little primer. The book is illustrated by cartoons on every page from Bengough's pen.

## CHILDRENS' RHYMES.

"Jupiter Jingles ; or A Trip to Mystery Land," is the title of an artistically illustrated little book for children, (50c.), from the press of Laird & Lee, Chicago. Its author, Mrs. Annetta S. Crafts, has put into original rhymes the world-famed traits and adventures of the old Greek and Roman Gods. This is more than a children's book, although never above the little tots' average intelligence. It is a dainty book, with its cover and frontispiece in colors.

## MR. MORGAN'S NEW BOOK.

The following letter was from the Earl of Aberdeen to Mr. Morgan, acknowledging in graceful terms the receipt of an early copy of the latter's newly published work :

Government House,  
 Ottawa, March 9, 1898.

Dear Mr. Morgan :

I have just received your note with the accompanying early copy of "Canadian Men and Women of the Time." For your courtesy in sending me this I am very much obliged. A glance at its pages is sufficient to reveal that the volume is the result of much careful and patient labor. The book cannot fail, I think, to be of much practical value, supplying a real want. I sincerely hope that this may be quickly proved by a large demand and circulation. With renewed thanks and good wishes.

(Signed) ABERDEEN.

Henry J. Morgan, Ottawa.

## AN OTTAWA VENTURE.

An Ottawa literary man of reputation is spoken of as editor for a new literary weekly to be called Events. It will be illustrated, printed on good paper and be of pocket size. The place of publication will be Ottawa.

## NEW BOOKS FROM MACMILLAN.

"The Development of the Child," by Nathan Oppenheim, M.D., attending physician to the children's department of Mount Sinai Hospital Dispensary, New York City, is the title of a work to be published in a few weeks by the Macmillan Co.

The new editions of "Alice in Wonderland" and "Alice Through the Looking Glass," which are to be published immediately by the Macmillan Co., will contain new prefaces by the late Lewis Carroll

*GEORGE N. MORANG, recommends Four Attractive Books.*

1. "Wolfville."
2. "The Celebrity."
3. "Bird Neighbors."
4. "The Bookman's Literary Year Book."



"Wolfville." By ALFRED HENRY LEWIS, illustrated by Frederick Remington. A book of fresh and quaint humor. It describes in odd, but not tedious dialect, the doings in a Colorado ranching town. It is full of honest, clean fun, and keen characterization. The eighteen illustrations by Remington are fully equal to that artist's great reputation, Crown 8vo.; cloth, \$1.25; paper, 75 cents.

"The Celebrity." It has been suggested that the author of this book—Winston Churchill—is a son of the late Lord Randolph Churchill. This book shows him clever enough for that descent. The *New York Commercial Advertiser* says of it: "Mr. Churchill's story ought to have a popular success; it has the elements that win the sort of favor that causes the publishers to issue hastily a bulletin announcing large sales." It has humor, plot, and freshness. Crown 8vo.; cloth, \$1.00; paper, 50 cents.

"Bird Neighbors." By NELSJE BLANCHAN, with an introduction by John Burroughs. This handsome book, illustrated by fifty superb colored photo engravings, gives an introductory acquaintance with 150 birds of North America. As a popularly written guide to the Bird Kingdom it will take a very high place. Crown 4to.; green linen, \$2.25.

"The Bookman's Literary Year Book." It includes: sketches of the new authors, with portraits; sketches of famous authors who have died during the year; a list of the principal serial stories in American magazines; synopsis of the best-selling books; an analysis, into departments, of the publications of the year; a list of the larger libraries in the United States; a calendar of literature containing the publication of great books, the birth and death of authors, and other literary events of interest. 12mo.; cloth, illustrated, \$1.25.

## GEORGE N. MORANG, Publisher, 63 Yonge St., Toronto, Can.

(Chas. L. Dodgson). The books will be printed from entirely new type and plates, and the illustrations are from electrotypes of the original wood blocks.

### "OUR LADY OF THE SUNSHINE."

UNIQUE CANADIAN MIDSUMMER PUBLICATION  
BY MR. GEORGE N. MORANG.

A bright and beautifully illustrated midsummer annual to be entitled "Our Lady of the Sunshine," will be published by Mr. George N. Morang during the coming season. It is a new idea, and could not be in better hands.

"Our Lady of the Sunshine" will endeavor to give to the world at large a true idea of the bright and sunny aspects of Canadian life. The unstinted approval with which the idea of this publication has been greeted has been highly encouraging to its projectors, and numerous orders for its delivery at midsummer are already being received, its popular price, 25c., placing it within the reach of all.

The following well-known Canadian names are among the contributors: Sir James M. Lemoine, Hon. J. D. Edgar, Hon. David Mills, Rev. Prof. Wm. Clark, Prof. Chas. G. D. Roberts, Kit, Jean Blewett, Mary Keegan, Madge Merton, Louis Honore Frechette, Dr. Drummond, Wilfred W. Campbell, Archibald Lampman,

Duncan Campbell Scott, Frederick George Scott, W. A. Fraser, F. Clifford Smith, R. S. Cassels. M. Frechette is writing a special poem in French. An original dialect poem by Dr. Drummond, author of "The Habitant" is also assured. Mr. Cassels contributes a fine paper on Canadian wild flowers, with illustrations done by his own camera.

The editorial supervision is in the hands of Mr. Bernard McEvoy, whose literary and journalistic record well qualifies him for the task. A very fine prospectus-poster, with a colored frontispiece, by Mr. G. A. Reid, R.C.A., has been issued, and every dealer should have a copy, both as a means of interesting customers in the new publication and on account of the design and the color printing. Mr. Morang's enterprise is much to be commended.

### MR. MORANG'S LIST.

Two new books, thoroughly in touch with the summer season of bookselling, are among Mr. George Morang's late editions. One is "Wolfville." By Alfred Henry Lewis, illustrated by Frederick Remington. A book of fresh and quaint humor. It describes in odd, but not tedious dialect, the doings in a Colorado ranching town. It is full of honest, clean fun, and keen characterization. The eighteen illustrations by Remington are fully equal to that artist's

great reputation. Crown, 8 vo.; cloth, \$1.25; paper, 75 c.

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The marked success in Canada and in England of James Lane Allen's "Choir Invisible" lends special interest to two works by the same author—"A Kentucky Cardinal" and "Aftermath." The two books bound up in one volume. This will be heartily welcomed by all the author's many admirers. A gentle love story, replete with humor, finished style, and sympathetic description of nature runs through these pages. There is a grace and chivalry here, combined with deep insight into feminine character, that will win their way to a wide circle of readers. Crown 8vo.; cloth, \$1.25; paper, 75c.

In connection with "Bird Neighbors," the beautiful book with 50 colored plates which Mr. Morang is issuing in Canada, it

**OUR NEW**

**Spring Publications**

KEEP YOUR EYE ON THEM.

**The Standard Bearer.**

An Historical Romance. By S. R. Crockett. Paper, 75c.; Cloth..... \$1.25

Mr. Crockett stands on ground that he has made his own in his romance of The Scottish Covenanters. The story opens in 1685, "The Terrible Year," with a vivid picture of the pursuit of fugitive Covenanters by the Dragoons. The hero, who becomes a Covenanting Minister, sees many strange and stirring adventures.

"The Standard Bearer" is likely to be ranked by readers with Mr. Crockett's most successful works.

**The Making of the Canadian West.**

By Rev. R. G. MacBeth, M.A., author of "The Selkirk Settlers in Real Life," with several portraits. Cloth..... \$1.00

**Canadian Men and Women of the Time.**

A Hand Book of Canadian Biography. Edited by Henry James Morgan. Cloth..... \$3.00

**Wyndham's Daughter.**

The latest book by Annie S. Swan. Cloth..... \$1.25

**As in a Mirror.**

A new book, by Pansy (Mrs. G. R. Alden). Cloth..... .70

**Gin Mill Primer.**

By J W Bengough. A First Book of Lessons for Young and Old, but especially for the man who has a vote. Fully illustrated with his inimitable drawings. A very large demand is anticipated for the approaching Plebiscite Campaign. Paper..... .25

**Nuggets of Gold.**

A collection of Rousing Battle Songs for the Temperance Campaign. By John M. Whyte. Paper..... .25

Have you had your share in the enormous sale (136,000) of

**"In His Steps?"**

Paper, 25c. Cloth, 50c.

Send in your orders now.

**WILLIAM BRIGGS**

20-33 Richmond Street West TORONTO

should be mentioned that a handsome poster, in colors, has been issued by the publisher, and copies will be sent to the dealers who desire them. Such posters brighten a book stall vastly and help sales.

UNIFORM EDITION OF GILBERT PARKER.

The Copp, Clark Co. have issued another in their special Canadian uniform edition of Gilbert Parker's novels. This is "A Romany of the Snows," published in England as "An Adventurer of the North," and deriving popularity from its treatment of French and Northern Canadian life. The tales in the book are among the best Mr. Parker has written.

A NEW MAGAZINE.

The Geo. Newnes Co., Limited, of London, Eng., publishers of The Strand magazine and other periodicals, are issuing a new monthly called The Wide World. The first number appears on April 12. Its peculiarity lies in the fact that it will contain no fiction, will be entirely devoted to true tales of adventure, strange experiences and accounts of natural or other curiosities. The price in Great Britain is 6d., but the Montreal News Co., who are the Canadian agents, have arranged to sell it in this country for 10c., supplying the trade at 7½c., fully returnable.

QUEBEC LAW BOOKS.

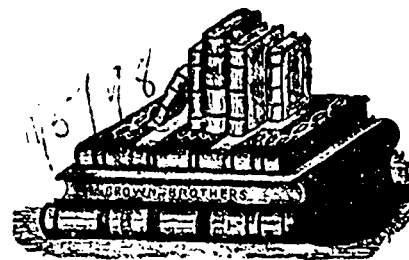
Mr. C. Theoret has now in press "The Code of Civil Procedure of the Province of Quebec, Annotated," compiled by Paul G. Martineau, B.C.L., and Romauld Dellefausse, LL.B. "The Quebec Statutes' Law Index," by Harris H. Blight, is another work which Mr. Theoret will shortly issue. It is a complete index of all public and private statutes passed by the Legislature of the province of Quebec since confederation.

MISS SAUNDERS' NEW WORK.

The circulation of "Beautiful Joe," by Miss Marshall Saunders, has reached 350,000 copies, a figure much in advance of any other work of a Canadian author. Miss Saunders is engaged on a new book, to be entitled "Down the Bay," an Acadian story. This story will not be on the same lines as any of her former works, being more of a historical work. It will be published early next fall by L. C. Page & Co., Boston.

ABOUT SARAH GRAND.

It is not true, according to The London Literary World, that "Sarah Grand" is a pen-name. It is the one and only name by which this lady wishes to be known. "In fact," The Literary World adds, "Mme. Sarah Grand adopted this name some years



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ago for all purposes, owing to the fact that her late husband had a great dislike to having his name associated with her ideas, and with a view to save him annoyance. While he lived, Mrs. Sarah Grand did not feel able to publish any explanation, and the consequence to her has been unpleasant, from the suggestions of 'eccentricity,' 'conceit' or 'affectation' so charitably made by critics and paragraph writers in the press." Mme. Grand, who is an invalid, proposes to start a new book soon.

A CANADIAN PROFESSOR'S BOOK.

Prof. John Cox, professor of experimental physics, McGill College, Montreal, is writing an "Introduction to Physical Science" for the English University Extension Series. It will be published by John Murray, London.

CLIFFORD SMITH'S STORIES.

Mr. Clifford Smith, of The Montreal Witness, has been in Toronto superintending the bringing out of the third edition of his volume of short stories entitled "A Lover in Homespun," published by William Briggs.

He has about completed his new novel, which will probably be produced by the Jerrolds, of London, Eng.

NEW EDITION OF CLEMENT'S HISTORY.

A second edition of the new Dominion history will shortly be issued, containing a few slight alterations and additions. This work is now authorized for use in the schools of every province of the Dominion, Nova Scotia, the last to recognize it, having recently added it to the list of authorized books.

GLADSTONE'S FUTURE BIOGRAPHER.

It is understood that Mr. Gladstone has chosen John Morley as his biographer and literary executor, and that many of his letters and private papers have recently been sent to Mr. Morley.

A TRIUMPH IN PRIVATE POST CARDS.

As tasteful and artistic a private post card as one will see in a day's march, is that which Mr. Morang, the Toronto publisher, has lately designed. It is a photograph, in colors, of a bookshelf containing several Morang editions in their natural colorings. A very dainty piece of work, indeed.

THE COPP, CLARK CO.'S LIST.

Among the new books just out from this house are: "With the Conquering Turk," by G. W. Steevens, the clever English war correspondent (cloth, with maps, \$2), who writes entertainingly of the late Turkogrecian war; the "Story of the Malakand

Field Force," by Lieut. W. L. Spencer Churchill (noticed in another column); "The Pioneers of the Klondyke," an account of two years' police service in the Yukon, by M. H. E. Hayne and H. West Taylor (illus., cloth, \$1.25).

The appearance in Hamilton, Toronto, and other places, of Miss Julia Arthur, the successful Canadian actress, in "A Lady of Quality," has given Mrs. Burnett's novel—on which the play is founded—a good run.

About April 23 an entirely new novel, by Frank R. Stockton, one which has never appeared serially, will be ready in cloth, \$1.25, and paper, 75c. The scene is laid in a country village, and a match-making old maid and a French cook are typical characters in Stockton's peculiarly humorous vein.

Other books of note from the Copp, Clark Co. are: "American Wives and English Husbands," by Gertrude Atherton, author of "Patience Sparhawk," cloth, \$1.25, paper, 50c.; the "Children of the Sea," by Joseph Conrad, called in the English edition, "The Nigger of the Narcissus,"

A NEW STORY BY MR. CROCKETT.

William Briggs announces the issue, about the 20th of this month, of S. R. Crockett's new story, "The Standard Bearer," another tale of the Scottish Covenanters. The story opens with a vivid picture of the pursuit of fugitive Covenanters by the dragoons. The hero, who becomes a covenanting minister, sees many strange and stirring adventures. The charming love story which runs through the book is varied by much excellent fighting and many picturesque incidents. Few of the great writers of the day have taken so strong a hold of the Canadian reading public as Mr. Crockett, and "The Standard Bearer" is likely to be ranked with his strongest work. The book will be issued in both paper and cloth binding.

A TRIBUTE TO TYRELL'S "ACROSS THE SUB-ARCTICS."

The Bookman for March has the following racy tribute to the Tyrells and the book "Across the Sub-Arctics of Canada," written by the younger of the brothers: "This is the popular story of a scientific expedition sent to explore the 'barren lands' between Athabaska lake and the northern part of Hudson's Bay. It has the fascination which always clings to narratives of adventure into unknown regions, and especially into the domains of the ice king. Compared with such enterprises as those of Nansen or Peary, this one claims but an humble place; yet, the unpretentious, candid and decidedly well-told story of the trip of these bright young Canadians shows them capable of as high heroism as the better-known explorers,

and before their journey's end their mettle was fully tested.

"There is a variety in this narrative which those of strictly Arctic expeditions lack. It leads through wonderful lakes and rivers hitherto unvisited by white men, with thrilling adventures in running unknown and perilous rapids, it tells of the lonely, far-north outposts of the Hudson's Bay Company; it introduces us to the Indian and Eskimo natives of that terra incognita, and makes us acquainted with the hardy voyageurs and marvellously skilful canoemen, it furnishes hunting adventure with caribou, reindeer, bears and wolves. The really perilous part of the journey came after its object had been gained and the untrodden regions had been safely passed. But the race for life down the shore of Hudson's Bay, against the quick-coming Arctic winter, in the face of storms, ice-floes and famine, compares in thrilling interest with more conspicuous narratives.

"The Canadians take themselves seriously, as well they may. They have a mighty country, whose resources are but beginning to be appreciated. Yet to us of 'the States' their ultra-British tone, out-rivalling that of the inhabitants of the 'tight little island,' from whence their ancestors and ours came, their reverence, not only for royalty, but for the titled dignitaries, lent them chiefly for show purposes by the Mother Country, seems, to say the least, amusing. All this is incidentally illustrated in this narrative. After all, we have little to say. We bow down before our bosses with less reverence, but more abjectly than our northern neighbors."

ANNIE SWAN'S NEW BOOK.

William Briggs announces, for this month, a new story by Annie S. Swan "Wyndham's Daughter," and one by "Pansy" entitled "As in a Mirror."

GOOD ORDERS.

The advance orders for R. G. MacBeth's new book "The Making of the Canadian West," indicate prospects of a large sale. One Winnipeg bookseller has placed his order for a hundred copies, another for fifty copies, and others in varying quantities. The author has got together a most interesting collection of portraits for the volume, including Sir Donald Smith, Messrs. Norquay, Greenway, Sutherland, Ross, Gunn, Francis, Bannantyne; a group of military men engaged in the suppression of the revolt of '85; a group of leading clergymen, and others of leading rebels, Riel, Lepine, Dumont, Big Bear and Poundmaker. A striking full-page portrait of Gabriel Dumont, the noted half-breed leader, will be of special interest.

## THE LATEST PARIS IDEAS.

TRADE DULL IN THE FRENCH CAPITAL SINCE THE ZOLA TRIAL—TINTED PRINTS—NOVELTIES IN PAPERS AND MENUS.

"NEVER has business been so bad as it has been during the last month," Parisian tradesmen are saying, with what appears to me a good deal of truth, says the Paris correspondent of the Stationery Trades Journal. In fact, the Zola trial, or rather the agitation it produced, has been as bad as a panic. Nearly all the visitors left Paris, and were not unwise in so doing, for if the jury had brought in a verdict of acquittal, and if they had not been a set of arrant cowards that is what they would have done, Paris would have been at the mercy of the military and the mob. Now, it is very easy to start a French mob pillaging, but it is by no means so easy to stop them, and in this particular instance there is good reason to fear that there would have been a revolution. France has learned very little in the last hundred years, and a revolution in the present day would be almost as terrible as it was in 1789. Naturally quiet and sensitive people preferred to be out of the reach of the mob, and, of course, commerce has languished in consequence. Zola alluded to this in his speech, but, though I am with him heart and soul in his desire to see justice done and a cruel wrong righted, I cannot agree with him in thinking that the disturbance his acquittal would have entailed would have been the shortest way of restoring commercial prosperity.

Some day the nation or the Government will be brought to see the truth; but, till they do, the agitation will go on, and whilst it does business will languish. I know of some cases in which large wholesale houses have seen their businesses decrease during the last two months not by 5 per cent., but to 5 per cent. of what they were in former years.

Carnival this year afforded a striking instance of the paralysis of trade. In former years the boulevards were lined with itinerant vendors of paper confetti, but this year there was not one along the edge of the pavement, and very few had established themselves at the corners of the streets. It has been calculated that the amount of confetti used in an ordinary carnival requires 100 tons of paper for its manufacture, but I should be very much astonished to learn that ten tons were used last Sunday and Tuesday. The weather had something to do with this, no doubt. It was cold, windy and wet, and, on the Tuesday, Nature afforded the Parisians the opportunity of judging what the other sort of confetti was like, by supplying a sharp hailstorm in the middle of the afternoon. If the Pierots

dressed in white calico, and the young women with bare necks and arms, enjoyed the pelting of the pitiless storm, they must have been in an ultra-Tapleyean mood. A friend of mine—wild horses should not drag from me his name—said that what was wanted to make the carnival a success was a good deal less of the Zola influence, and a good deal more of the solar influence.

If the manufacturers of the little paper disc and spirals prepared a large stock this year, they must have been woefully disappointed, but, perhaps, they will be able to recoup themselves—partially, at least—at the mid Lent festivities that take place in about three weeks' time. The weather then is usually much milder, and there is always a procession to see, which is, at least, something that the crowd can appreciate. At present the only things which have derived any benefit from the decline of carnival are the trees on the boulevards. In previous years they have been swathed in countless bands of colored paper, till they looked like Gulliver tied down by the pack-threads of the Lilliputians. This year there is hardly a streamer on any of the trees.

I mentioned in a former letter that a new method of tinting photographs and prints had been invented, and named by its inventor "Radiotint." With three bottles of colors and a bottle of "medium" any tint can be procured, and as the tints are not "laid on" but simply "washed in," the process is so easy that a child can perform it after only a few hours' practice. The company established for the sale of the materials for this new process, have opened several shops in Paris, and in spite of the high prices asked, —24 francs, or about 19s. 2d.—seem to be doing a good business. My reason for alluding to it again is that it has now been found that the process can be adapted to coloring "posters." If so it would seem to me that a great saving would be effected. At present a poster which is printed in several colors must be drawn on the stone as many different times. In addition to the artist's work there is the rent of a huge studio, the cost of the stones or slabs, the working of a huge press, and the wages of a small army of skilled workmen, for every sheet will require very careful "laying on." If the Radiotint process can do all it professes much of this expense would be saved. The design would only have to be drawn once on the stone, the printing could be done ten times as rapidly, and a few girls could color the designs well and cheaply. If each girl used one color only, the subdivision of labor would greatly increase the output, and if great rapidity were necessary for the execution of a large order it would be easy to supply each colorist with a stencil plate. I do not profess

to know very much about color printing, but it seems to me that there is an opening for a man with practical knowledge to make a good thing out of the idea. I may mention that the colors are permanent, and will not wash out even in the heaviest rain.

Trade being so bad, it is needless to say there are few novelties in papers, though this and the next two months are the best seasons for novelties. Heavy red, of almost exactly the same hue as that used to cover cardboard boxes, is still very popular, and is matched with an equally heavy blue. I pity the taste of anyone who could be found to use either. "Alsatian Cloth," which is the latest novelty, is properly speaking, not a novelty at all, but simply paper made to resemble colored linen. Except that it is made in a variety of hues, it does not differ from a dozen other imitations that I have seen elsewhere.

In menus the only novelty that I have seen is to have a small and beautifully executed chromo lithograph across the top of the page. There are a few designs I have noticed that I regret to say are extremely vulgar. They are very much of the "peppy valentine" style of art in idea, and not very much better in way of execution. The French are a funny people, and when they produce anything they oscillate between the best possible taste and the very worst.

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## WALL PAPER AND DECORATIONS.

## ON SELECTING WALL PAPER.



T may appear that any influence of color or pattern of wall paper can have but a very minor bearing upon general health, yet the question is worthy of consideration, and in selecting a wall paper it is well to remember that there are colors which must be distinctly regarded as conducing to health, and other tints which are unhealthy. Among the former should be included those hues which are most abundant in nature, in the blue of the sky, light green of sea water, and the dark green of vegetation. Light blues to greys, and pale greens, with occasional use of bright gold and yellow, flesh color and pink, are allowable, and for nurseries, children's play-rooms and living-rooms, those tints should predominate; whites and creams should be avoided, for they are fatiguing to the eyes, while dense blue and dark reds are depressing to the nervous system.

These questions of colors of wall papers are even more important in town houses than in the suburbs and country. In crowded districts, where so many conditions tend to make our homes sombre and dark anything which will add brightness and light aids directly in inducing cheerfulness in the inmates, and reacts upon the general health of each member of the family.

In the matter of designs of wall papers, they also may act injuriously upon the mental, and so, indirectly, upon the physical, health. Badly defined patterns, which give rise to different visual impressions, according to the distance at which they are viewed, and from which all kinds of fantastic pictures are often conjured up in the active brains of children, are wearisome to all, and markedly irritating to those of nervous temperament. Papers, also, in which the pattern is small, distinctly outlined, and often repeated, are very trying to the eyes, and sometimes produce distressing mental effects which react upon the whole system. Such papers should, therefore, be avoided.—Wall Paper News.

## SIZING A WALL PAPER &amp; PREPARATION FOR VARNISHING.

It frequently happens that a customer will want a varnished paper on a room intended for a nursery or for some other purpose where the walls are apt to become soiled with finger marks or the like, and where it is hence desirable that they may be washed at intervals. Now, while washable papers are made by many manufacturers, they

usually come only in a certain class of designs, more especially intended for bath rooms or narrow passages, and your customer may not want this sort of a pattern. Or it may chance that your customer does not decide that a varnished paper is essential until after the paper has been hung on the wall. One of the subscribers of *Painting and Decorating* had this experience recently, and Robert N. Hunter, the well-known Brooklyn decorator, comes to his relief with the following directions:

The wall paper should be given two coats of sizing, and then varnished one coat or more. The second coat of sizing is applied in order to make sure that the surface of the wall paper is entirely covered, as it is a common fault for the workman to make what are called misses. That is, owing to the fact that, the sizing being colorless, it is impossible in some lights to tell whether the surface is entirely covered, or whether bare spots have been left. The second coat, therefore, usually makes a sure thing of it.

The proportion for mixing varies according to the quality of glue used. Taking it for granted that the best white glue is used, we would advise a quarter pound of glue to one gallon of water, mixed as follows: Place the dry glue in a vessel and cover it with water. When the glue has become soft and pulpy, take it up in the hands and squeeze the water out of it and then boil it over the fire, by placing the vessel containing the glue into a larger vessel containing hot water; the idea being not to burn the glue or size by placing it directly over the fire.

After the glue is thus melted it is mixed with one gallon of boiling water, which, after being allowed to cool, is ready for applying to the wall.

The varnish used is known as damar varnish, or light enamel varnish. If the above directions are followed, a good job will result.

Caution.—If, in applying the size, it is found that the colors in the paper rub up, the first coat of size will have to be sprayed on instead of brushed. This spraying is accomplished by using an artist's atomizer or a toilet atomizer, purchasable at any drug store.—*Painting and Decorating*.

## A CANADIAN MURAL COVERING.

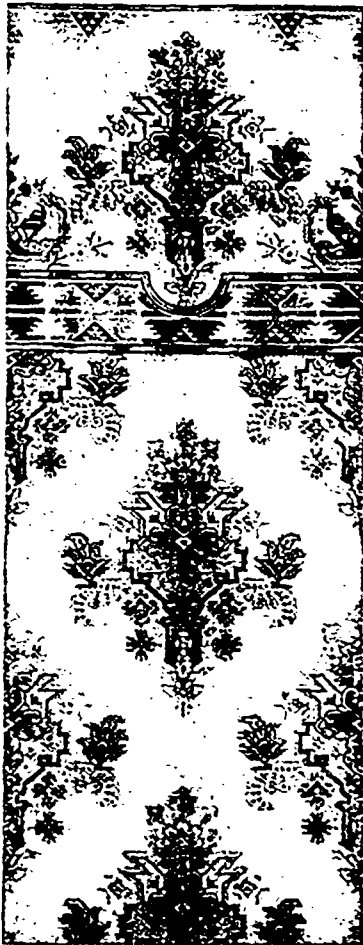
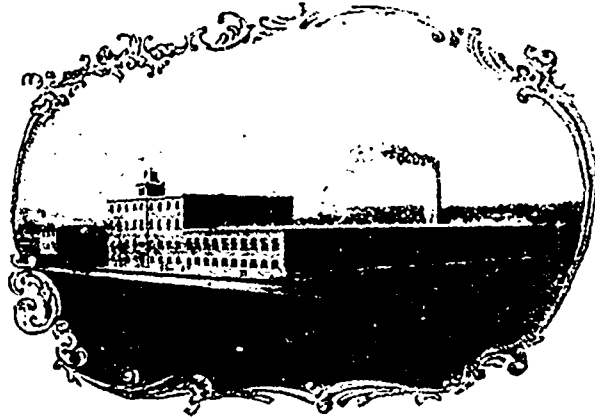
A new kind of wall and ceiling covering made of Canadian asbestos is now being used in England a good deal, especially for public buildings, etc. It is fire proof and has the effect of plaster moulding at less cost. Its weight is not great and it can be repainted.

## THE USE OF GOLD IN DECORATION.

Rich mediums, such as gold or other metals, whether used on reliefs, such as stamped leather, flock paper, or the many other decorative materials at our disposal, enable us to secure a brilliancy not otherwise attainable on large surfaces, such as walls or ceilings. The cove and cornice, though in softer tones than the walls, call for the addition of gilding, as the chief factor for giving value to the coloring, and as producing a quality of light not to be obtained by the most brilliant colors. No failure can be more complete than that arising from inexperience in handling the useful metal. It is not an uncommon practice in hatching enrichments to follow the entire lines of the details, which, to my mind, invariably results in a tawdry exhibition; whereas, with less gold and, what is of greater value, less of our workmen's time, the leading features can be defined with advantage to the ornamentation, and with greater effect in association with the other tints. In solid gilding, the parts to be dealt with should be previously treated with color the tone of gold. This is not recommended merely from a desire to economize, although that should not be forgotten, but to help the effect of the metal, for when applied without this precaution it will be found that the undercutting, instead of reflecting light, will show a heaviness of shadow.

In some instances solid gilding applied all over in an enriched ceiling has been executed with splendid effect. Of course, such a process requires to be carried out in an apartment of palatial dimensions. One instance I would cite: the Audience Chamber in the Doge's palace at Venice. It is not improbable that the suggestion to gild that ceiling was made by the great painter, Paul Veronese, who decorated the walls. When gold is applied to plain moldings it always looks best in contact with delicate Wedgewood tints. In other words, when its presence as gold—in the strictest sense—is lost. Gold bronze is, for some purposes, more effective than leaf, though not permanent. It can be used on enriched moldings without producing harshness. The leaf when lacquered is a valuable medium for broken surfaces, relief leathers being prepared in this way. Metal leaf or powders can be employed over broad surfaces, but undoubtedly the leaf is best, as there is much character suggested by the irregularity of the laying of the metal and its varying shades. This surface, treated with stencil or hand-painted ornament, is finished with varnish to protect it. For this purpose I prefer flat varnish, as it gives a quality quite away from the waxcloth appearance which is a defect in some of the manufactured materials of the present day.

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### WALL PAPER AND DECORATIONS (Continued.)

For the most part, our broken surfaces are produced by combing, or, by using embossed materials, but I think a more legitimate treatment would be that practised in Italy, where the walls are finished as in our second coat of plaster, which shows a granulated or rough texture.—Thomas Bonnar, in *Painting and Decorating*.

#### U.S. WALL PAPER MEN MEET.

A private meeting of men interested in wall paper was held at the Manufacturers' Club, in Philadelphia, recently. It is understood that the meeting was attended by representatives of the firms that are operating independently of the National Wall Paper Co., but that no definite arrangement was concluded.

A gentleman familiar with the motives of those present stated that a combination is being planned by which the wall paper interests of the United States will be pooled. It is understood that this combination was first suggested by the National Wall Paper Co. to the companies that are not allied with it. The National Wall Paper

Co. was formed about six years ago, and controlled nearly all of the wall paper factories in the country. Since then eighteen or twenty smaller concerns have sprung up, and the profits all around, it is said, became smaller in consequence of the increased competition.

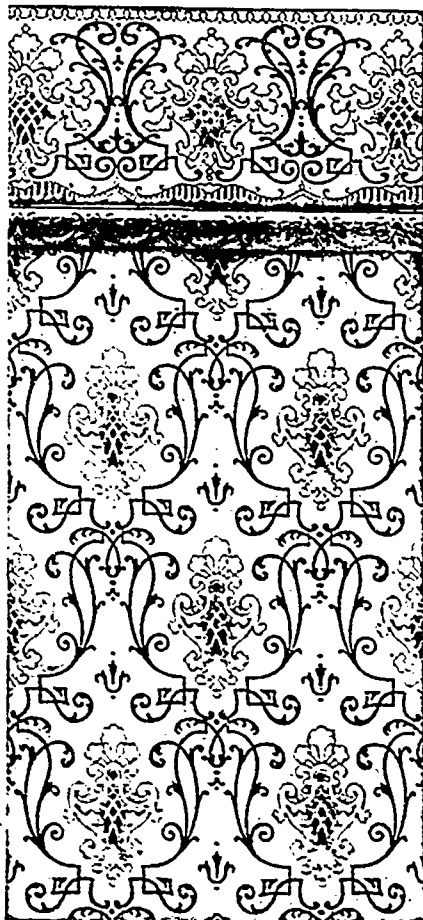
In order to improve this state of affairs, a proposition is under consideration that all concerned pool their profits. It is said that if this combination is made it will yield about \$6,000,000 profit next year, 55 per cent. of which will go to the national organization and the remaining 45 per cent. to the outsiders, who have formed what they call a "club."—Geyer's Stationer.

#### WHAT WILL THEY DO NEXT?

One of the Brooklyn big department stores is about to inaugurate a series of public readings in its book section. A first-class reader is to be engaged, who will give, every half-hour, selections from the newest volumes on the counters. It is hoped that, by thus giving "samples" of literature, the book business will be greatly helped.

#### NEW EDITION OF THACKERAY.

Harper & Brothers, New York, will publish on the 15th inst., "Vanity Fair," the first volume of the biographical edition of Thackeray's works. As already noted the introductory chapters to the separate books in this edition will comprise much of Thackeray's experience, although they do not in any way pretend to be that complete life of the great novelist which might have been written long ago if it had not been for his own prohibition. It was not possible to leave the writer out from the histories of his books. Nor have the materials been wanting for these histories. Every day more and more facts, drawings, and details of a very full, not eventful, but stirring story have come to light, so that the later chapters are every whit as interesting as the earlier ones, and as full of material and illustration. On the same day, the Harpers will publish "Social Pictorial Satire," by George Du Maurier; "Through the Gold Fields of Alaska to Behring Straits," by Harry de Windt; "The Golfsicde, and Other Tales of the Fair Green," by W. G. Van Tassel Sutphen, and "Four for a Fortune," by Albert Lee.



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## NEW BOOKS REVIEWED.

The next best thing to the reading of a good book is, perhaps, the perusal of an intelligent review of it—to me it is always a source of lively satisfaction.—Gladstone.

**LIFE OF LUTHER.**—By Julius Kostlin. Cloth, 500 pp., illus., \$1.25. The Silver Library, Longmans, London. The Copp, Clark Co., Toronto. This is an acceptable life of the German Reformer for home, students, library purposes, being elaborate, founded upon a larger work by the same author, who has carefully consulted the materials, and written, of course, from the Protestant standpoint. The illustrations are numerous and valuable, while the fac-similes of documents, copies of old prints, etc., are extremely interesting. It is not often so finely embellished a work sells at the price. The Silver Library is famous for its standard works in handsome and permanent form.

**THE VICTORIAN ERA SERIES.**—Charles Dickens: by George Gissing; The Rise of Democracy: by J. Holland Rose, M.A.; The Anglican Revival: by Canon J. H. Overton, D.D.; John Bright: by C. A. Vince, M.A. About 250 pp. each, red cloth, 90c. a volume. The Copp, Clark Co., Toronto. These volumes embody a useful and commendable plan. Certain notable features of literary or social life in the Queen's reign are dealt with, each in a book by an entertaining writer. The idea is educational in its scope, and the books very readable. For instance, Mr. Gissing's critical and descriptive commentary upon the characters in Dickens' novels is truly delightful from beginning to end, although we do not know that Mr. Gissing need be hailed as an authoritative critic of the great novelist. Mr. Rose's account of the democracy under Victoria is doubly interesting, in that it eschews the hero-worship of great parliamentary figureheads, and takes us right to the centre of those great social movements, which were the real manifestation of a growing democracy.

**THE MAN WHO OUTLIVED HIMSELF.**—By Albion W. Tourgee. Cloth, 215 pp., \$1.25. Fords, Howard & Hulbert, New York. In this volume: three tales from the pen of Judge Tourgee, entertaining, original, and, in a way, powerful. The first, which supplies the title, deals with the case of a man whom business anxiety drives crazy, who disappears for years, and finally returns to sanity to find himself in an asylum. He conceals his identity through oversensitiveness. Ultimately he is restored to his wife and daughter, but insists on re-

marrying his wife under an assumed name, so that the world shall never know his secret.

**DAVID LYALL'S LOVE STORY.**—By the author of "The Land of the Leal." Cloth, \$1.25, 300 pp. The Copp, Clark Co., Toronto. If the "Kailyard school" will always turn out books so full of human interest as this, so true and so wholesome, the critics may well forgive them their ascendancy. David, a Scottish farm lad, loves the daughter of an Edinburgh professor. The latter opposes a marriage so unequal socially. David goes to London to "seek his fortune." He becomes the intimate friend of a famous London editor and in course of time wins his sweetheart. The story is made up of a series of strong pictures of Scottish folk who fair ill or well in London as fate orders. It is an intensely vivid story in a fine strain. Its popularity is easily understood.

**HISTORY OF CANADA.**—By John B. Calkin, M.A., Principal of the Normal School, Truro, N.S. Cloth, 448 pp., illustrations and maps, 50c. A. & W. MacKinley, Halifax, N.S. This book has much to commend it. The list of one volume Histories of Canada is not long, and Principal Calkin has made a welcome addition to the list. He has written a thoroughly interesting and comprehensive narrative of the provinces forming this Dominion, and of united Canada since 1867. Never discursive, and apparently with no desire to propagate any special view of any period in our history, the author has contented himself with relating clearly the outstanding events and presenting them in coherent, intelligible and accurate sequence. In fact, we do not know of any Canadian history in one volume which has succeeded better in weaving together the somewhat separated threads of our various provincial narratives. A Halifax critic, we observe, has hinted that some of the political allusions are not quite fair. Possessing merely a general knowledge of the politics of the maritime provinces prior to Confederation, the present writer is unable to speak with any authority on that portion of the narrative. So far as Canadian politics are alluded to in the volume, the criticism mentioned above is absolutely unfounded. The chapter, near the close of the book, "Recent Events" is a model of perfectly accurate and fair statement. The History, in short, may be

recommended with confidence for the home or public library for its educational value and for its interest as a story of the nation. In Ontario, especially, we hope to see it well circulated on account of its comprehensive narrative of affairs concerning the three maritime provinces.

A word as to the appearance of The History and the work of the printer and publisher. The book is not expensively bound and the margin to each page is not wide. But, considering the price, 50c., the publication is an excellent one. The quality of paper, the size of type, the numerous half-tone portraits, the colored map, the smaller maps and plans all combine to form a very valuable book. There is a good index and a table of contents. We congratulate the publishers sincerely on the success of their portion of the labor.

**JIM HALLMAN.**—By C. G. C. McInroy. Linen boards, 96 pp., 1s. Oliphant, Anderson & Ferrier, Edinburgh. This is a brief, pathetic, and improving story of a soldier who laid down his life to save that of his commanding officer.

**MUNGO PARK.**—By T. Banks MacLachlan. Cloth, 160 pp., 1s. 6d. Oliphant, Anderson & Ferrier, Edinburgh. The latest volume in the famous Scots series deals with the career of the distinguished Scotch explorer. The summary of his travels in Africa reads like a romance, and the biographer has wisely given in detail those portions which surpass all modern fiction dealing with dangers in the Dark Continent.

**TALES OF THE KLONDYKE.**—By T. Mullett Ellis. Cloth, \$1.25; 164 pp. The Copp, Clark Co., Toronto. There are nine tales of the rough life, rough characters, and adventures of the Klondyke, told by a man who has been there. The stories will only encourage fresh emigration there among those who are not deterred by the hardest kind of mining camp experience. No doubt the stories have a basis of truth, and represent conditions pretty much as they are—or were a year or two ago.

**THE STORY OF THE MALAKAND FIELD FORCE.**—By W. L. Spencer Churchill. Cloth, 336 pp., \$1.25; illustrated and maps. Longman's Colonial. The Copp, Clark Co., Toronto. Mr. Churchill, in describing the operations of the British force in Malakand in 1897, presents a vigorous and entertaining narrative of stirring events on the Indian frontier. The recital illustrates perfectly the present position and future responsibilities of the "Forward Policy." The author seeks neither to defend nor to censure that policy. But he lifts the veil that separates

the ordinary citizen, in peace at home, from a true knowledge of the dangers of the border warfare of India, and in this respect the book is useful as well as readable. The numerous well-drawn maps enable one to get a good grasp of the geography of the mountainous regions north of our Indian Empire.

**CANADIAN MEN AND WOMEN OF THE TIME.**—By Henry J. Morgan. Cloth, 1120 pp., \$3. Wm. Briggs, Toronto. Mr. Morgan has given us the first bona fide modern work of Canadian biography. Biographical dictionaries, in which persons who have no claim whatever to public notice appear, and who probably paid for the insertion of their "lives," are not unknown in Canada. These were of no general literary value. Mr. Morgan's work is of real literary utility. It is a genuine and successful effort to classify the prominent men and women of the country and present the facts concerning them. The general make up and arrangement are similar to the standard English publication of the same kind, and reflect credit upon Mr. Morgan and upon his publisher. There is a great deal of careful work embodied in the book, which is, of course, indispensable to libraries, both public and private, to professional men and to journalists. In fact, when one realizes how difficult it is in this country—owing to the absence of suitable books of reference—to collect information about anything or anybody, one begins to appreciate the energy, systematic industry and literary judgment Mr. Morgan has displayed. Here and there the biographer has quoted contemporary opinions of the subjects contained in his list, and he has, moreover, adopted for the most part a moderation of tone which adds to the value of the work. It is so easy to drop into perfervid eulogy in books of this kind. The scarlet binding and gilt lettering of the volume make it very attractive to the eye, and if the volume is bulky, it follows in this respect very respectable models. We cordially commend the work.

#### DICTIONARY OF THE BIBLE.

T. & T. Clark, of Edinburgh, have issued the first volume (A to Feasts) of their new "Dictionary of the Bible" which Dr. Hastings is editing for them with the assistance of Prof. Davidson, of Edinburgh, Prof. Swete, of Cambridge, and Prof. Driver, of Oxford. The list of writers contains many well-known and eminent names, and several of the articles included are of exceptional interest.

James Hope & Son have been awarded the contract for supplying the Ottawa civic stationery.

## LONDON LITERARY NEWS.

### NEW WORKS IN FICTION, BIOGRAPHY AND TRAVEL.

SEVERAL NOVELISTS BUSY ON FRESH STORIES—MEMOIR OF ARCHBISHOP BENSON—STATESMAN'S YEAR BOOK—IRVING'S LIFE OF JUDGE JEFFREYS—BOOK ON BRITISH GUIANA COMING OUT.

LONDON, March 30, 1898.

**A** MEMOIR of the late Archbishop Benson, by Canon Carr, of Dublin, is to be published by Mr. Elliot Stock. It will take the form of a sketch of the Archbishop's life and work rather than a complete memoir with detailed correspondence.

Miss Krout, an American lady, has written a work on "Hawaii," which Mr. Murray will shortly publish.

The Bookman says the title of the new story which Mr. S. R. Crockett has written for publication in The Pall Mall Magazine is "The Silver Skull." "The Silver Skull" is the crest of a great Italian family, with some of the members of which the story deals.

"John Oliver Hobbes" is already at work upon a sequel to her recent novel, "The School for Saints." It will not appear, however, for some time.

Messrs. Macmillan announce the immediate publication of the new volume of "The Statesman's Year Book," edited by Dr. J. Scott Keltie. This will be the 35th annual publication of this most valuable book of reference.

The new volume of the "Dictionary of National Biography," published March 25, extends from Stanhope to Stovin. The article on Sterne, by Mr. Lee, embodies new information, which has been derived from unpublished materials, mostly in private hands. It includes an account of Mrs. Eliza Draper, Sterne's friend, which has been mainly drawn from her manuscript correspondence.

A second edition of Sir Charles Gavan Duffy's "My Life in Two Hemispheres" has been called for. For a book published at 30s., this is no mean record. The new edition will be published by Mr. T. Fisher Unwin.

The Rev. W. P. Greswell's work on the growth and administration of the British colonies since the Queen's accession to the present day, will be published in the middle of next month.

An illustrated work in three volumes on "Imperial Africa," written by Major A. F. Mockler-Ferryman, is to be published by the Imperial Press, and the first volume, dealing with British West Africa, is almost ready to appear.

Some months ago it was announced that Mr. H. B. Irving, son of Sir Henry Irving,

was engaged on a "Life of Judge Jeffreys." The work is now completed, and will be published during the spring season by Mr. Heineman, accompanied by three portraits and a facsimile of one of the judge's letters.

Early in April, Cassell & Co. will publish a sixpenny illustrated edition of "King Solomon's Mines."

A volume on "Army Reform," by Sir Charles Dilke, M.P., of course, an acknowledged authority, will be issued immediately by Service & Paton.

Mr. Max Pemberton's new story, "Kronstadt," which is now running in the pages of The Windsor Magazine, will be published in book form by Cassell & Co.

The Bishop of Gloucester has seen an advance copy of Mr. Robert Buchanan's novel, "The Rev. Annabel Lee," and thinks it a powerful indictment against modern materialism.

Messrs. Methuen will publish, in a few days, a book by Lieut. Vandeleur, of the Scots Guards, entitled "Campaigning on the Upper Nile and Niger, in 1896 and 1897." The second part of the work is almost an authoritative account of the expedition against Nupe and Ilorin, commanded by Sir George Goldie, who has written a long introduction. The volume thus deals with the two districts of Africa where the French and the English stand face to face. It contains four maps and numerous illustrations.

A illustrated volume on British Guiana, written by the Rev. L. Crookall, for some time a resident there, is announced for publication in the spring by Mr. Fisher Unwin. It will be entitled, "British Guiana; or, Work and Wanderings Among the Creoles and Coolies, the Africans, and Indians of the Wild Country."

Messrs. Macmillan & Co. will publish the new volume of the "Statesman's Year Book" almost immediately. A special feature of the work will be the full information about the navies of the world and about West Africa.

It is understood that the editor of The Illustrated London News has selected Mr. L. F. Austin as Mr. James Payn's successor. The graceful reflections which Mr. Austin writes for The Sketch, under the title "At Random," will be transferred to the elder paper.

A cheap edition of Mr. S. R. Crockett's "Stickit Minister" is to be brought out by Mr. T. Fisher Unwin.



### THE CANADIAN COPYRIGHT ASSOCIATION.

OFFICERS ELECTED—THE MOVEMENT TO OBTAIN A NEW LAW WILL GO ON.

THE Canadian Copyright Association met in Toronto last month, among those present being Messrs. Dan. A. Rose, vice-president; J. Murray, R. L. Patterson, A. S. Irving, W. Copp, Geo. N. Morang, Bernard McEvoy, R. T. Lancefield, secretary, D. T. McAinsh and Atwood Fleming.

Mr. Dan. A. Rose, vice-president, occupied the chair, and in opening the proceedings referred to what had been done in the past in order to secure a proper copyright law in Canada, and place the present unsatisfactory state of things on a better footing. The subject had been thoroughly threshed out, and there was no opposition from either political party. It was not a political matter at all, but one of ordinary business and straight justice. There was every reason to suppose that it could now be satisfactorily settled. A draft bill had been prepared as a result of several conferences between the Canadian Copyright Association and Mr. Hall Caine, who represented the British authors; the principles of that measure had been assented to by both sides of the House of Commons. There would, therefore, seem to be no reason why it should not pass into law. It was not a matter that need take up much of the time of the House, seeing that the righteousness and expediency of the measure were conceded. He, therefore, trusted that a united effort would be made to secure this desirable result.

Mr. George N. Morang, who spoke next, said that in the present ripe state of the question it would seem to be a want of judgment on the part of the association if vigorous steps were not at once taken with a view to relieve the publishing trade from the inconvenience and injustice under which it suffered from the incidence of the present law, or rather the want of it. The publishing trade had made headway under serious difficulties, and it deserved some attention. He concluded by moving the following resolution:

"That, in view of the importance of the publishing interest in Canada, which now gives employment to a large number of persons, and in view also of the great injustice and inconvenience occasioned by the chaotic state of copyright in Canada, immediate steps be taken to urge on the Government to settle the question on the basis of the draft bill agreed upon by this association, as representing Canadian interests, and by Mr. Hall Caine, as representing the British authors, and that the executive of this association take requisite action in the

matter and interview the Government at once."

The resolution was seconded by Mr. A. S. Irving.

Mr. J. Murray said that in order that the enterprise might proceed with success, it was requisite that the sinews of war should be provided. The association had shown no hanging back in this respect in past times, and he did not anticipate any difficulty on that score now. He moved "That the executive committee be authorized to take steps to collect funds to promote the work of the association." The resolution was seconded by Mr. R. L. Patterson.

The following officers and executive were elected for the ensuing year: President, J. Ross Robertson, M.P.; vice-president, Dan. A. Rose; secretary, Richard T. Lancefield; treasurer, A. F. Rutter; The executive to be composed of the officers of the association, with Messrs. George N. Morang, Jas. Murray, R. L. Patterson, John R. Barber, M.P.P., A. S. Irving, Rev. Dr. Briggs, D. T. McAinsh, W. Copp, and Atwood Fleming. Steps were taken to interview the Government on an early day.

#### A PLEA FOR SUBSCRIPTION BOOKS.

PERHAPS some of you who are in the retail business would like a combination scheme adopted—one that would allow the book to be sold by subscription and yet give you the privilege of supplying your own special customers. I am afraid this arrangement wouldn't work. I wish I could convince you of the necessity of keeping subscription books out of the bookstores. Let us see what the effect would be of allowing the trade to fill orders. We will suppose that a fine edition of some standard author has been brought out. An agent is secured who goes to some good book town; he interests several parties; explains that the work is sold only by subscription; that it is not for sale in the bookstores, and that if the man wants it now is the time to buy. It is human nature to procrastinate, the prospective buyer is interested, really wants the work, but thinks he will get it at some future time. The agent tells him that he will only be in town for a short time and that it cannot be had of the bookseller. The man finally tells him that he will subscribe, and asks him to call the next day. On his way home that night he drops in at the bookstore and asks for the book. Can he get it there? The clerk says. "Certainly; we don't keep it in stock, but we can get it for you." When the agent calls the following day he is treated to a very warm reception, and is handled "without gloves." He gets everything—except the order. What is the result, so far as the publisher is concerned? You will

perhaps say: "What is the difference? the publisher gets the order from the bookseller, and it is just as good as from the agent." But does he get it? I contend that in nine cases out of ten the man never comes back. When the man is interested, then is the time to secure the order. But this is not all—not only has the publisher lost the order, but, what is more serious, the agent as well. To successfully sell books by subscription it is necessary for the public to understand that it must buy from the agent; that the bookseller cannot supply orders. The agent states in his canvass as a reason why orders should be given to him that the book cannot be obtained at the bookstore. If we accept orders from the bookseller, even though we make our own delivery, do you not see that the subscriber thinks he is getting the work from the bookseller? This does the publisher, as well as the agent, great harm. The subscription publisher is naturally anxious to get all the orders he can, but he must protect his agents. The whole method and theory of selling by subscription makes this imperative. In the case just mentioned the agent is disgusted with the house; thinks there is no use wasting his time in creating a demand for a work that, after all, can be bought through the dealer. He goes to another publisher—one that he thinks will protect the agent. The publisher loses not only that one order, but a dozen or twenty more.—E. L. Dillingham, of Scribners, before the Booksellers' League, New York.

#### DEATH OF MR. JAMES PAYN.

James Payn, the well-known English novelist, once editor of Chambers' Journal and the Cornhill Magazine, died on Friday, March 25. James Payn was born at Cheltenham, England, on Feb. 8, 1835, and was educated at Eton, Woolwich Academy, and Trinity College, Cambridge. Among his best-known books are "The Family Scapegrace," "Married Beneath Him," "Found Dead," "A Perfect Treasure," "Like Father, Like Son," "A Woman's Vengeance," "The Best of Husbands," "Two Hundred Pounds Reward," "For Cash Only," "Thicker Than Water," "The Luck of the Darrells," "A Prince of the Blood," etc.

#### ZOLA TO LECTURE HERE.

It is reported that Emile Zola is to come to this continent for a lecture tour as soon as he shall be permitted to do so by certain complications in which he is involved in France. Edmund Gerson, of New York, it is said, will be his manager. Mr. Gerson has translated several of his books. Zola has been permitted to take an appeal from his conviction, and the time of his visit to America will depend upon the result.

## TRADE NEWS.

## MR. CRANSTON'S NEW STORE.

James K. Cranston is now settled in his fine new store in the Buchanan block, Galt. It is a most commodious and handsomely fitted up place and well adapted to the requirements of Mr. Cranston's large and growing business. Mr. Cranston is now doing a big wholesale and retail trade, orders coming daily from all parts of the Dominion, which are promptly despatched by mail or express.

The first thing that strikes one as they approach the new store is the attractive window. It is beautifully dressed with new books, ornamental novelties and fancy goods. There is also a turning platform driven by water-power in the window.

Stepping inside, you see that the store is 20 by 90 feet in size, and filled to overflowing with a complete and choice assortment of goods of all kinds, including a large stock of wall paper. In the basement are the toy and game departments, the wholesale as well as the surplus stock. It is well filled, and is a light, airy and commodious place. Here are immense quantities of store supplies, such as paper bags, wrapping paper, twine, butter plates, etc., with which lines Mr. Cranston supplies local as well as the country merchant. Children's carriages, wagons, carts, bicycles and velocipedes are all stored away here till summer comes. At the front end you see the small water motor which runs the wheel in the window above. The motor is of  $\frac{1}{4}$  horse-power, but it only requires a steam of water the size of a pin to run the turn-table.

## BAPTIST HEADQUARTERS IN N.S.

BOOKSELLER AND STATIONER paid a visit last month to the maritime Baptist headquarters, known as the Baptist Book and Tract Society, 120 Granville street, Halifax, N.S.

This establishment, with its large plate glass front and handsomely arranged interior, enjoys the patronage of the Baptists of Nova Scotia, New Brunswick and Prince Edward Island, and also of the citizens of Halifax.

Manager McDonald informed BOOKSELLER AND STATIONER that their Christmas and New Year's sales were excellent, and he is looking forward to a good year's work. The stock, which has recently been taken and re-arranged, gives the store a clean, fresh and inviting appearance, and a few quotations, cheerfully given, showed that prices were right.

## FIRE AT PETERBORO'.

On the morning of March 31, the stationery and fancy goods store of Sailsbury &

Co., Peterboro', was gutted by fire. The fittings were badly scorched and the stock spoiled by water. The fire has made a complete wreck of the interior of the store. It originated in the rear of the front shop near the stove, and must have smouldered for a longtime before being discovered, as the smoke had done most effective work in damaging the entire stock. The heat also developed in great shape, as the woodwork throughout is blistered and cracked. Mr. Sailsbury valued his stock at \$3,000, and it is practically a total loss. He had an insurance of \$2,000.

## ANDERSON'S, OF LONDON.

John Anderson & Co. succeed Jas. I. Anderson & Co., whose business at London was advertised for sale in these columns last month. Mr. Anderson is a brother of the former proprietor, has had seven years' experience in the book and stationery line and was trained in the Old Country. He intends to run a thoroughly up-to-date store. Mr. Anderson has BOOKSELLER AND STATIONER'S best wishes.

## NOTES.

The supply committee of the Toronto public school board has recommended the acceptance of the tenders of W. J. Gage & Co., and of Copp, Clark Co., their tenders being equal, for the bulk of supplies. Tenders of W. J. Gage & Co. and of Selby & Co. for the balance of the supplies are recommended to be accepted.

The store formerly occupied by A. H. Gibbard, Yonge street, Toronto, is now occupied by Williamson & Co., who have been in business in Toronto 20 years. The Stead books will be looked after by Mr. Gibbard, at Whitby.

## CREDIT DESCRIBED.

Credit is the most precious possession a business man can have. It is priceless. It cannot be bought. It is acquired, maintained and preserved by certain qualities that I believe are inherent in the man. Credit is like a delicate piece of porcelain. You may break it and put it together again, and for purposes of utility it may possibly be just as good as it ever was, but the cracks are there, and you can see where it was broken. And so it is with the man whose credit is once impaired. He may be able to buy goods again, his standing among mercantile houses may be very fair, but it never can be restored to the superb condition in which it once was. And so I would warn all merchants, young and old, to regard credit as a priceless possession. Do not let it be trifled with, and allow nothing to impair it or injure it.—William B. Dean.

## THE BOOK TRADE.

SOME OPINIONS UPON CURRENT PHASES OF TRADE WITH DEPARTMENT STORES AND REGULAR DEALERS.

WILLIAM S. LORD, of Elvaston, Ill., writing in the current issue of *The Dial*, a Chicago semi-monthly devoted to literary criticism, argues that, after all, the book department of modern department stores is not the dangerous competitor of the legitimate bookman that it is made out to be. He says: "The only argument urged in behalf of the 'book department' by the book-buyer is the one of 'cut prices,' and, with a few exceptions, they are not cut so very much after all. Illiteracy and ignorance is the rule behind the counters, and only less frequently in front of them. . . . A large proportion of American book readers are uneducated women, who rarely visit book shops and who frequent dry goods stores. There is no serious side to their reading; it is simply a habit. They seldom have the set purpose of buying a book. Their wants are gloves or hosiery; they buy books casually. This accounts for the book department in the big store and defines its success. It cannot take the place of the bookstore until it changes its atmosphere, which it is not likely to do in the immediate future."

Continuing, Mr. Lord points out that in many ways the publisher can assist the bookseller and promote the general good of the trade. Class distinctions should be abolished. Ministers and teachers, who form a large percentage of the book-buying class, should not be offered discounts by publishers. "I wonder," he asks, "how many publishers there are, who when they receive the price by mail from a customer living in a town where there is a responsible bookseller, would send the book to him, enclosing the difference between the list price and the wholesale price, and request that the book be delivered to the person who ordered it?" Both publisher and bookman would gain if such a course were adopted; the latter would feel that he was really the publisher's agent. Besides, it would help him to become better acquainted with the local book-buying public.

Mr. Lord believes that a more rigid adherence to the distinction between "wholesaler" and "retailer" would help the trade. The large department store, which buys in larger quantities than the jobber who sells to small bookstores, should not be able to buy as cheaply as the jobber, nor should the small bookseller pay more for the same book than the department store. These are live questions and are as interesting to Canadian bookmen as to their American brethren.

## FANCY GOODS AND STATIONERY.

THE H. A. NELSON &amp; SONS CO.

THIS firm are showing in their import line, now on view in their Montreal and Toronto sample rooms, as well as through all their travelers, many novelties in toys and fancy goods. Probably the neatest thing for the price in their immense line of chinaware is a cup, saucer and plate set, which sells to the dealer at \$1.50 a doz. It is not trashy, but actually of neat and pretty design, tastefully made. New styles of albums; a fine range of purses and pocketbooks from \$4 to \$24 a dozen should be seen to be appreciated. New styles of picture frames in beautiful gilt decorated metal, cased pocket mirrors, triplicate mirrors in handsome gilt frames, from \$3.60 to \$12.50 doz.; dressing cases, celluloid toilet cases; line ebony brushes in cloth, tooth and hair; mugs, with beautiful raised colored and gilt flower decorations; Bohemian glass vases; a line of dolls that comprise almost two hundred styles and patterns; many new and interesting toys, such as the newest pattern hot air and steam engines; fine magic lanterns; a full line of toy books; sterling silver toilet articles, from 25c. to \$3.50 each, comprising nail requisites, shoe sets, luck clover jewelry, salve boxes, hair brushes, mucilage pots, penholders, paper cutters, glove stretchers, etc. The spring catalogue has been out some time, and gives descriptions and prices of seasonable articles, such as tops, marbles, fishing tackle, velocipedes, carts, wagons, tricycles, lawn tennis and baseball goods, hammocks, Japanese and Chinese lanterns, tissue paper decorations for public display and processions. This house is selling the celebrated "Soleil" and "Bull Dog" pant clips, which have had such a great run in the past two years. They are also showing a line of bicycle parts scarf pins, assorted, a dozen on a card, saddles, pedal with toe clip, lamp, handle bars, cyclometer, sprocket wheel with crank and pedal, wrench, etc. The cyclometer, wrench, pedal with toe clip, all turn as in a full-sized wheel. The H. A. Nelson & Sons Co. have just received a large shipment of fine and cheap hair, tooth, shaving and nail brushes. Any dealer who finds his stock running low should drop them a line to send a sample order, stating about price wanted; it will be promptly filled.

The H. A. Nelson & Sons Co. have also issued their new fireworks and baby carriage list. Applications for these will meet with a prompt reply. This company have recently completed arrangements to handle the graphophone, and are now carrying a full line of sundries for same, such as records,

record blanks, recorders, brass and japanned horns and record cases. Write for prices.

THE BROWN BROS., LIMITED.

The Brown Bros., Limited, have placed in stock a beautiful and extensive assortment of ladies' belts in all the newest leathers, such as alligator, white monkey, crushed calf, real seal, white calf, genuine Morocco, etc., with plain and fancy buckles, finished in gold, silver, oxidized and nickel.

This firm have just opened out a full line of Pirie's fine note paper and envelopes, also black bordered in all sizes.

Toilet papers in great variety are to be had at The Brown Bros.' warerooms.

Little's celebrated ribbons and carbon papers, which are the finest made, are kept at The Brown Bros., Limited.



Buntin, Gillies &amp; Co.

TWO NEW INK BOTTLES.

We give cuts of two ink bottles, which are offered by Buntin, Gillies & Co., Hamilton. The "Bankers' Ink" comes with either metal or glass top, price 75c. per doz. bottles.

The "Safety Ink," at \$1.80 per doz. bottles, has a rubber cork, the removal of which permits the bottle to be easily cleansed.

DOLLS AND OTHER TOYS.

Mr. E. Nerlich, of Nerlich & Co., Toronto, is in New York in connection with new importations of foreign goods by the firm. Samples will shortly be shown the trade.

The large range of dolls shown this season by the firm is said to be larger than ever, and samples of all lines are now being got ready.

STATIONERY FOR THE YUKON.

Mr. Geo. S. Jaquith, representing Warwick Bros. & Rutter, has just returned from a trip to the Pacific Coast, and reports business as being very good there. In Victoria and Vancouver there are veritable booms caused by the inward rush of Yukon gold seekers. "Does this affect the stationery trade?" he was asked. "Well, stationery is probably one of the last lines to be directly

stimulated by the Klondyke movement, seeing that the gold seekers do not put much stationery in their outfits. However, there is a marked increase in the demand for certain light weight writing pads, indelible lead pencils, playing cards, tracing paper, etc., which indicates that lines are being drawn upon more particularly in connection with Yukon travel."

TUCK'S CARDS.

Warwick Bros. & Rutter, the Canadian agents for Raphael Tuck & Son's Christmas art goods, announce that their travelers will start out May 1, with the new lines. Some of the samples have already arrived and promise well in calendars, booklets, etc. The trade are invited to withhold orders until they have seen the Tuck publications.

A FAMOUS TOYMAKER.

In plying their trade, the toymakers of Austria confine themselves to the manufacture of the particular articles in which they excel. For example, one worker—an old woman—carves cats, dogs, wolves, sheep, goats and elephants. She had made these six animals her whole life long, and she has no idea of how to cut anything else. She makes them in two sizes, and she turns out as nearly as possible 1,000 of them a year.

She has no model or drawing of any kind to work by, but goes on steadily, unerring, using gauges of different sizes, and shaping the animals out with an ease and an amount of truth to nature that would be clever, if it were not utterly mechanical. She learned from her mother how to make these six animals, and her mother had learned, in like manner, from her grandmother. The old dame has taught the art to her own granddaughter, and so it will go on being transmitted for generations.

In some houses there are families that carve rocking horses or dolls or other toys, and in other houses there are families of painters. In one house there are a dozen girls painting brown horses with black points. In another house they paint only red horses with white points. It is a separate branch of the trade to paint saddles and headgear. A good hand will paint 12 dozen horses a day, each horse being about a foot in length, and for these she is paid about 60 soldi, or about half a dollar.

BIRMINGHAM'S STEEL PENS.

Birmingham continues to maintain its old prestige and, in a sense, almost a monopoly in the manufacture of steel pens. Ten years have elapsed since Mr. Maurice Pollack ascertained by careful investigation that the weekly average of pens made in Birmingham was 160,000 gross. This make represented an increase, during 20 years, of

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Sept 21/90*

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**SEASON 1898.**

Prices the Lowest.



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## OUR FULL ASSORTMENT NOW READY.



It will certainly pay you to see our samples before placing your order, and, if our representative does not call on you drop us a card and we will do our best to give you an opportunity of inspecting our assortment, which comprises over **200 lines** of the most desirable goods to be had, and at prices that defy competition.



**NERLICH & CO.,** 35 Front Street West, **Toronto.**

*Oct 97*

*Sept 21/90*

quite 60 per cent., and it is quite reasonable to presume that within the last 10 years there has been an increase of 50 per cent. It is true that typewriting has made great strides, but the spread of education and cheaper postal facilities all over the world have enormously contributed to increase the demand for steel pens—those of quill being practically as extinct as the dodo. There are a few pen factories in the United States, France and Germany, but the manufacture in those countries has not attained the rank of first-class importance. Indeed, an enormous percentage of the Birmingham steel pen trade is on export account. Birmingham now employs at least 5,000 hands in steel pen making, but of these considerably over four-fifths are women and girls. The conditions of work are much better than in the average factory, for the number of pen

very great favor has yet attached itself to the really charming designs and useful articles that come in this form of workmanship.

I saw a handsome belt and purse attached, which was done in wild roses and their leaves, having all the fine finish and gracefulness of the most elegant embroidery. There were buds and thorns, and the trailing design ran in soft curves all around the belt, and was enlarged and doubled in the pocketbook, which hung from a strap at the waist line. "Cinch" buckles were used with this, to girt it up.

Tools are made especially to use with this new art—sharp-pointed, long ones, and duller, short ones, with broad blades, to mark the sweeping lines in the design. The centre holes of a flower, representing, for instance, stamens and pistils, are made with a tool very like an awl. Anyone with

continent, but the favor with which they have been received because of the facilities they offer and the small expense involved seems to indicate their wide use by tourists, card collectors, and others.

THE STATIONERY IMPORT TRADE.

The following are the monthly returns regarding the imports of stationery since the imposition of the new duties in April, 1897:

IMPORTS OF PAPER, ENVELOPES, ETC.		
	1896.	1897.
May.....	\$ 91,563	\$106,300
June .....	82,936	105,110
July .....	75,541	79,194
August.....	68,975	78,029
September .....	77,836	103,671
October.....	82,940	89,847
November .....	78,093	95,032
December .....	78,663	89,923
January, 1897.....	69,019 (1898)	84,737
February, 1897.....	75,168 (1898)	87,085
Total .....	\$770,734	\$918,928

THE COPP, CLARK CO., LIMITED.

This firm are showing those high-class tablets and pads, the "Crown Parchment" and "Original Milton" note, used by royalty. These are for nice trade. The pads are in octavo and quarto sizes with notepaper and envelopes.

A shipment of ball-pointed and Mitchell's pens has lately been received.

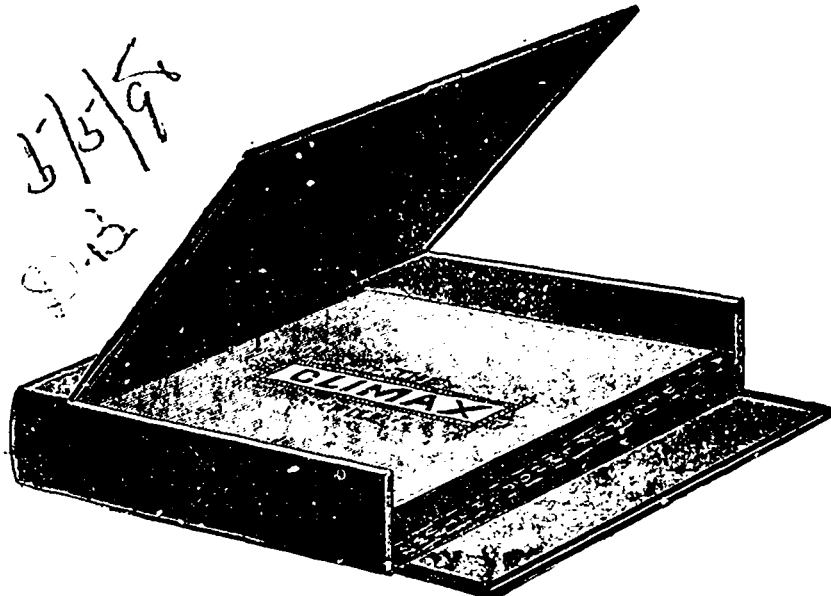
A line of small, school memo. pads, retailing at 1 and 2c., will suit a certain class of trade.

The pencils of the American Lead Pencil Co. are being shown in five-cent goods, in fancy boxing, with antique, ivory, marble and tortoise patterns. The pencils are rubber tipped.

The Copp, Clark Co. have also in stock Crane's board papers, a new size of which is the "Gladstone," a wide-sized note in different tints, a kind now much used abroad.

A full range of Hurd's papeteries, retailing from 50c. upwards is now shown. This maker is noted for the English style in which papers are put up, the names and the boxes savoring of Old Country tastes. The tandem boxing is a feature. Children's sizes in papeteries are attractive lines.

The Castell line of Christmas cards will interest the trade, and samples are now ready. The new cards contain many bright and original designs, the colorings being effective this season, and Japanese cards, winter scenes, flowers, animals, etc., being among the cheap but pretty series. "Bargain" boxes and envelopes full of assorted cards—selling at \$2 per dozen boxes—are features in the line.



THE CLIMAX FILE.—BUNTIN, GILLIES & Co.

works in Birmingham is few, and they are in the hands of liberal employers like Gillott, Perry, Mitchell and others, who have brought the social conditions of factory life thoroughly up-to-date.

THE "CLIMAX" FILE.

The "Climax" file, sold by Buntin, Gillies & Co., Hamilton, at \$2.40, is claimed to be the cheapest box file on the market. They are strongly made and give good satisfaction.

CARVING IN LEATHER.

Another brand new art has come to light—carving in leather. It is an art so new that New York has not recognized it yet, and even the studio specialists, who are always looking about for something unique, have not discovered it to any marked degree. There are some shops where the product is sold, but it is so little known that no

a hint of artistic sense can make these charming things up for himself. There are cardcases, purses, portfolios, belts, chateleine bags, even sofa cushions, in this new work, and they are all made in a soft yellow leather, with a smooth finish, so hard that the strokes of the blades and points used are immediately apparent in flower or other design.—New York Herald.

POST CARDS FOR TOURISTS.

For some time there has been prevalent in foreign countries a method by which travelers to any distant country can keep their friends at home posted as to where they have been and what they have seen without going to the necessity of writing long descriptive letters. This is done by means of pictorial post cards, the utilization of which is said to be increasing abroad. The idea was only recently adopted on this

**NEW CANADIAN COPYRIGHTS.**

Registered at Ottawa from March 9 to April 6, 1893.

9789. Review of Historical Publications relating to Canada. Volume II. George M. Wrong, Toronto.

9790. Judith Moore. By Joanna E. Wood. Ontario Publishing Co., Limited, Toronto.

9792. The Trail of the Sword. By Gilbert Parker, London, England.

9794. A Treatise on the Insurance Law of Canada. Embracing fire, life, accident, guarantee, mutual benefit, etc. By Charles M. Holt, LL.D. C. M. Holt and C. Theoret, Montreal.

9795. A Study in Color. Photo. Atkinson Brothers, Toronto.

9796. All Coons Look Alike to Me. Photo. Atkinson Brothers, Toronto.

9797. Alligator Bait. Photo. Atkinson Brothers, Toronto.

9798. Le Guide du Mineur. Par Raoul Rinfret, Montreal.

9799. Alonzo. A Poem in three Cantos. By Arago Easton, London, Ont.

9800. The Homeland. Song. Words and music by H. H. Godfrey, Toronto.

9802. The History of the Orange Order. William Banks, Toronto.

9803. David Lyall's Love Story. By the author of The Land o' the Leal. The Copp, Clark Co., Limited, Toronto.

9805. Ontario Practice Reports. By T. T. Rolph. J. F. Smith, Q.C., editor. Volume XVII. Law Society of Upper Canada, Toronto.

9806. The Canadian Men and Women of the Time. A handbook of Canadian biography. Edited by Henry James Morgan, barrister. First edition. Albert Norton Proctor Morgan, Ottawa.

9807. The Leveque System of Book-keeping: Journal and Ledger Combined. Cyril Leveque & Co., Toronto.

9808. A Social Reconstruction. By Capt. Jack. John Innes, Toronto.

9808. The Klondike Official Guide. Prepared by Wm. Ogilvie, astronomer of the Department of the Interior. The Hunter, Rose Co., Limited, Toronto.

9811. Caligraphy: The New Short-hand. By Anthony Malone, Garden Island, Ont.

9815. A History of the Dominion of Canada. By John B. Calkin, M.A. A. & W. MacKinlay, Halifax.

9816. Sweet Dreams of the Past. For piano. By Christina E. Johnson, Montreal.

9817. Civil Code of Lower Canada. By Henry J. Kavanagh, Q.C. John Lovell & Son, Montréal.

9824. Dinah's Two-Step. By L. Lowry. Verrall & Draper, Toronto.

9825. Tally-Ho Two-Step. By J. A. LeBarge. Verrall & Draper, Toronto.

9826. I'm a Peach. Words and music by Theo. A. Metz. Verrall & Draper, Toronto.

9827. Little Cotton Dolly. Plantation lullaby. Words by Richard Henry Buck. Music by Adam Geibel. Verrall & Draper, Toronto.

9828. Bon Accord March. By Alton N. Heller. A. & S. Nordheimer, Toronto.

9829. The Reapers' Song. Poem by W. V. B. Thompson. Music by Frederick L. Lawrence. Thompson & Lawrence, of Montreal, Que., and Leipzig, Germany.

9830. Map Shewing the River Yukon and Klondike Districts (Northwest Territories of Canada) and Approaches thereto. Compiled by Charles Sparkes Lott, Calgary, N.W.T.

9831. Methode de Plain-Chant. Par

Etienne Legare. Deuxieme edition. J. A. Langlais et Fils, Quebec.

9832. F. A. Knapp, B.C.L. Photo. Wm. T. Freeland, Toronto.

9833. Portrait Painting of Sir Isaac Brock, K.B. John W. L. Forster, Toronto.

9834. Annual Catalogue and Treatise on the Diseases Affecting Fruit Trees, Vegetables, etc., and Their Remedies. Wm. H. Heard, London, Ont.

9835. Sketch Map of the Overland Route to the Yukon from Ashcroft, British Columbia. Compiled by direction of Hon. Chief Commissioner Land and Works Department, Victoria, B.C. Herbert Llewellyn Roberts, Ashcroft, B.C.

9836. Map of Lakes of Muskoka. Toronto Lithographing Co., Limited, Toronto.

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9839. Photograph of the *Mentzelia Decapetala*. Flower. Marked C. Geraldine Moodie, Maple Creek, N.W.T.

9840. Come Back Babe. Words by John E. Turton. Music by Arthur L. E. Davies. Whaley, Royce & Co., Toronto.

9841. Appeal of Yukon Miners to the Dominion of Canada. M. Landreville, A. E. Wills and Edward J. Livernash, Dawson, N.W.T.

9842. Luciferianism, or Satanism, in English Freemasonry. An essay. Part II. By L. Fouquel, O.M.I., Calgary, Alberta, N.W.T.

9843. The Dominion Legal Chart, 1898. Henry Cartwright, Toronto.

9844. Head Troubles and Their Causes. By Prof. F. J. L. Cavanagh, Phrenologist, Toronto.

9845. Queen's Gavotte. By Prof. E. N. Linton. Music by Prof. Valentine. Edmund N. Linton, Ottawa.

9846. A Series of Photographs Illustrating the Anatomy of the Horse and Dog by the Method of Frozen Preparations and Sections. Edward Pardoe Coulman, Toronto.

9847. Titania and Oberon from Shakespeare's "A Midsummer Night's Dream." Specially arranged for representation with the Mendelssohn music. By F. A. Dixon, Ottawa.

9848. Culture et Preparation de Tabac. Seconde edition. Par le Docteur G. La-Roque, Quebec.

9849. Reports of Cases decided in the Court of Appeal during the year 1897. Volume XXIV. The Law Society of Upper Canada, Toronto.

9850. Souvenir de Rideau Hall. Valse pour Piano, par Elmina Davis. L. Philippe Grenier, Quebec.

9851. The Gin Mill Primer. By J. W. Bengough. Wm. Briggs, Toronto.

9853. The Newcombe Triumphal March of Progress. Composed by Carl Julian. O. Newcombe & Co., Toronto.

9854. Handy Alphabetical Bible Index. Folder. Wm. Ward Simpson, Brantford, Ont.

9855. What's in a Name? Folder. Wm. Ward Simpson, Brantford, Ont.

9856. Statement Form. Fred. O. C. Brown, Windsor, Ont.

9857. Lessons in English for the Pupils of the Common Schools. By G. R. Marshall and Wm. Kennedy. Nova Scotia school series. A. & W. MacKinley, Halifax.

9860. Mummy's Little Blue Grass Honey. Words by Deamor R. Drake.

Music by H. O. Wheeler. Chas. O. Brokaw, St. Joseph, Missouri, U.S.

9861. Memories. Words and Music by Herbert Jenner. Whaley, Royce & Co., Toronto.

9862. Say, You'll Be True. Words and Music by Alexander S. Groves. Geo. Willig & Co., Baltimore, U.S.

9863. A Romany of the Snows. An adventure of the North. By Gilbert Parker, London, Eng.

9864. The Old Testament Its Own Defence. Being a reply to The Old Testament Vindicated. By Joseph Cook, B.D., Ph.D. William Briggs, Toronto.

9865. The Davies Counter Check and Bank Cheque Protection System. C. J. W. Davies, Montreal.

9866. Song of the Reaper. Words by A. E. McFarlane; music by Edmund Hardy. The Anglo-Canadian Music Publishers' Association, Limited, London, Eng.

9867. The Diamond Jubilee through the Periscope. Book. Underwood & Underwood, Toronto.

9868. The Dove Memorial. Engraving. The Memorial Printing and Lithographing Co., London, Ont.

9869. The Honorable Sir Charles Tupper, Bart., C.B., G.C.M.G. Photo. Lancefield, Abell Co., Ottawa.

#### INTERIM COPYRIGHTS.

551. The 41 Letters Puzzle. Julia Eliza Jarvis, Victoria, B.C.

552. England versus America Game. Julia Eliza Jarvis, Victoria, B.C.

553. The Klondyke-Peace Gold Fields. Book. George B. Bradley, Ottawa.

554. Rossland Miner Map of Rossland, British Columbia. Compiled by J. H. D. Ferguson, Rossland, B.C.

555. Bird's Eye View Map of Vancouver, British Columbia. Frederick William Hider and John Henry Dempster Ferguson, Vancouver, B.C.

#### EASTER DISPLAY IN NEW YORK BOOKSTORES.

Written for BOOKSELLER AND STATIONER.

THE custom of giving Easter cards, so far from dying out, has developed, and now an Easter gift is almost as customary as a Christmas gift. At present, the shops are thronged with people buying suitable books, cards, or the beautiful photographs which are to be seen at all stationers. The windows are beautifully decorated, and, in some cases, show much originality in their arrangement.

In some windows nothing is seen but Easter cards, large crosses composed of strings of Easter lilies or violets hang in the centre, and around them in all directions the cards are arranged. Another window is filled with books of a religious character,

Lenten reading, Easter hymns in illuminated covers and little devotional books, are to be seen.

In the actual Easter cards it is very plain that lilies and violets are still the favorites, as they have been so long. Besides this style of card, in which there is not much change from year to year, there are large displays of numerous cards in which the rabbit and the chicken play a prominent part. These seem extremely popular, if one may judge by number and variety. In every direction one sees rabbits, some popping out of egg-shells; some, out of compliment to popular feeling, dressed as soldiers and carrying muskets; some dressed as old women and carrying baskets of eggs. The chickens are even more popular, one card representing two very small chickens in an incubator, to whom a large yellow chick was remarking, "Have you lost your mother?" Another represented two diminutive down things, holding a roll of music, singing an Easter carol. Some chickens are dressed as sailors, and in one shop there is a model of a man-of-war, manned, if one may use the word, by yellow chickens.

Photographs finished in platinum, instead of silver, are beautiful as well as new. Most of the book stores show large supplies of these, which are very popular for Easter gifts, sacred subjects being naturally the most suitable. These photographs, however, are somewhat expensive.

Besides cards and photographs, the stationers usually have a supply of decorative work for sale during the Easter season. Letter cases have drawn on their covers stamped envelopes, on which appear the post mark, "New York, April 10th, 1898." Veil cases and handkerchief boxes are to be seen. Stamp cases, book markers—almost everything dainty that is likely to make a suitable Easter present. The best bookstores keep supplies of handsome ribbon, stamped in gold, "Easter Greeting," with which books and fancy work are tied, which adds much to the appearance of the article.

#### A BOOM IN BURNS.

The boom in Burns, which is, no doubt, largely due to the recent centenary celebrations, is well illustrated in the fact that a copy of the first Kilmarnock edition of the poet's works has lately been sold by auction for the record price of 545 guineas. Twenty-five years since the copy was advertised in a Forfarshire local paper, when the highest offer received was £8 10s., for which it was then sold to a Broughty Ferry purchaser. Seven years later it was again sold to the well-known Dundee collector, Mr. A. C. Lamb, who, a year afterwards, refused an offer of £120 made to him for it by a big London bookseller.

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