

THE

Canadian Bookseller

DEVOTED TO THE INTERESTS OF THE

Book, Stationery and Fancy Goods Trades.

VOL. I.]

TORONTO, APRIL, 1888.

[No. 2.

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Hon. Jean Baptiste Rolland.

The late Hon. Jean Baptiste Rolland was an excellent illustration of a self-made man, and we are sure the trade will be pleased to see the portrait of one who was for so long a leader in the

of Canadian Biography" published by the ROSE PUBLISHING CO.:

ROLLAND, HON. JEAN BAPTISTE, Montreal, was born at Vercheres, Quebec, on the 2nd January, 1815. His grandfather came from France over a century ago, and his father, Pierre Rolland, was born at Vercheres, so that it can be seen that the family come of an old and honored ancestry. His mother, Euphrasine Donais, of the parish of Contrecoeur, was also a member of an old French-Canadian family. The subject of this sketch was educated in the parish school of St. Hyacinthe, but when seventeen years of age he determined to seek his fortune elsewhere, and possessed of indomitable pluck and energy, and with only twenty-five cents ready cash in his pocket, he set out for Montreal. Although he was friendless and alone, he soon made some headway, entering the office of *La Minerve* as an apprentice to the printing trade, and afterwards worked for some years on the *Courrier*. In 1842, Mr. Rolland started in the book, paper and fancy goods trades, and the firm of J. B. Rolland & Fils, has for many years past been favorably known to the trade of the entire Dominion as extensive dealers in home manufactures, as well as large importers of



HON. JEAN BAPTISTE ROLLAND.

trade.—known personally to very many of them, and by reputation to nearly all. The following sketch of his life is taken from a "Cyclopædia

French, German and English fancy goods, with a very large paper mill at St. Jerome. Leaving the active management of the mercantile busi-

ness in the hands of his sons, Mr. Rolland entered extensively into the real estate business, buying valuable properties in the city of Montreal, besides acquiring extensive tracts of land in the adjoining village of Hochelaga. He built largely on his lands, both in Montreal and Hochelaga, acting as his own architect as well as contractor; and his success is an excellent illustration of the fact that money can always be made through judicious investments in real estate. In politics Mr. Rolland was always a pronounced Conservative, rendering valuable aid to his party, and his services in this respect were recognized by his being called to the Dominion Senate in 1887, in succession to the late Senator Senecal. In March of this year (1888), the honorable gentleman was taken suddenly ill at his residence in Montreal, and despite prompt and skilful medical attendance, died on the 22nd March, deeply regretted by a large circle of public and private friends. Mr. Rolland took an active interest in municipal affairs, having been alderman for East Montreal ward for nine years, and a magistrate since 1855. He was always prompt in identifying himself with any movement likely to build up the city of his adoption, and was at various times president of the Board of Trade and Manufactures, and of the St. Jean Baptiste Society; a director of the Citizens' Insurance Company, and one of the harbor commissioners. Although himself a Roman Catholic, Mr. Rolland was one of these gentle, conciliatory spirits, who was on the most cordial terms with all classes—not only in politics, but in religion. He was married in 1839, to Esther Dufresne, of St. Laurent, and had issue twelve children, six sons and six daughters, four of each still living.

Kind Words.

We have reason to feel very much pleased at the many expressions of approbation, good-will and encouragement we have heard and received from friends in various parts of the country, since the issue of No. 1 of the CANADIAN BOOKSELLER. Besides remitting the "haluf-a-dollar" (as Sam'l of Posen has it in the play) for the year's subscription, many of them have added kind words, as follows:

From Ottawa—Delighted to see No. 1 of the CANADIAN BOOKSELLER; ample room for it; we wish you much success.

From London—Success to the new enterprise.

From Montreal—Am well pleased with your paper.

From Regina, N.-W.T.—The CANADIAN BOOKSELLER "fills the bill." May prosperity attend it.

From Mitchell—Enclosed find 50c. a beggarly recompense for what promises to be a valuable effort on behalf of the "Trade."

Thanks, gentlemen, and we can only assure you and the trade generally that no efforts will be spared to make the CANADIAN BOOKSELLER worthy of the encomiums passed upon it. Already arrangements are being perfected for the addition of special features which we confidently anticipate will render our journal not only a welcome visitor, but an indispensable adjunct to the desk of every dealer in the book, stationery and kindred trades.

International Copyright.

It is passing strange how indifferent the mass of Canadian booksellers are to a satisfactory settlement of questions in which they are vitally interested. Many questions affecting their welfare have been settled in a manner far from satisfactory to them; and yet, as a general thing, they have had no one but themselves to blame; for only when some important question has been settled have they discovered that their interests in the question were hardly considered at all. A notable instance of this was in the settlement of the discount on School Readers.

Another great question—International Copyright—is now being arranged, and yet it is a most difficult matter to get the book trade of the Dominion to see, that as they have so much at stake, they should interest themselves in the matter so that their interests may be properly protected. One prominent member of the trade when spoken to, said it would be no use for us to do anything, as the English and American governments would settle it without thinking of us. Yes, that is true enough, the question will be settled whether we like it or not; but we have advanced so far to self-government that a request from our government, backed up by the unanimous voice of the trade, would take the character of a demand for the recognition of our rights; and we are confident that Downing street would recognize the justice of the demand, and see that all reasonable requests were complied with. Let it be thoroughly understood that once International Copyright is passed, an end will have come to the cheap books now so popular and well suited to the Canadian trade; as the author will undoubtedly publish at a price tha

suits the trade of the country in which the publisher conducts his business. But will the prices fixed by these publishers be acceptable to the Canadian trade? We think not. For instance, under International Copyright, E. P. Roe's books would sell for \$1.50 in Canada, with only the ordinary discount allowed to the trade, and the duty to be paid out of that. Where the average bookseller now sells 10 books at 30 cents each, it is doubtful if he could sell 2 at \$1.50 each, and many would probably not sell one. His trade will thus be swept away, and his present competitor for a portion of his trade—the Public Library or the Mechanics' Institute—will become a greater rival still. Booksellers must not think this question of Copyright concerns the publishers only. It is emphatically a booksellers' question also, and we trust that the members of the trade will join unitedly in urging upon our government the necessity of Canada securing the right to legislate for herself in the matter of Copyright. Let your members at Ottawa know that these are your sentiments on the question, and then the government will see that the country is waking up to the importance of proper copyright legislation.

The petition on the copyright question, circulated by us last month, was not as largely signed as we could have wished. This, we suppose, was due, in many cases, to oversight on the part of those to whom it was sent; but we are pleased to say that amongst those who did sign are to be found the names of many of our leading booksellers, showing that they fully appreciate the importance of the question.

The petition was submitted, as promised, to the Executive of the Ontario Booksellers' Association (Messrs. Dyas, Hutchison and Irving being present), with a request that they take action in the matter. They concluded, however, that they had no authority to do so, and we have therefore decided to forward the papers to Ottawa, direct.

France to America.

International copyright continues to be the burning question of the hour to those interested. Mark Twain and a host of other American authors have been in Washington for some time, interesting congressmen in the scheme, and have been, it is said, most successful. The New York

World has had a correspondent interviewing the leading French authors, and this is what Emile Zola says:—Emile Zola has little to say on international copyright, but couches that little in strong and terse language as follows:—"I have no overweening tenderness for the Americans, who not only translate my works in an ignoble manner, but rob me with downright impudence. EMILE ZOLA. Medan, Seine-et-Oise." Ah, fancy such sentiments as those being uttered against the chivalrous and honorable Americans! No wonder the more honorable among them blush to think that international copyright was not an accomplished fact years ago. And, as if to heap coals of fire on the heads of the honorable Americans who steal the books of French authors without compunction, it is said that Julian Hawthorne the other day received a letter from the editor of the *Journal des Debats*, one of the leading Paris weeklies, requesting permission to translate two of the Byrnes-Hawthorne series, and offering him in exchange for this right a comfortable little check.

Importing Orders.

In conversation recently with a leading retail dealer, the question of giving import orders came up for discussion, and we promised to give our views on the question in an early issue. The keen competition of the day has caused the leading wholesale houses to scour the European markets in search of novelties, with the result that every spring their travellers now start out with a magnificent collection of samples from which to take import orders. Now, it would manifestly be utterly impossible for any house to attempt to carry a stock of all the samples their travellers then carry; therefore the large buyers, who are sound financially, not only have the benefit of a very large range of samples to select from—in the line of albums particularly, there being a much greater variety of patterns than they could hope to see in stock in any warehouse—but they can buy them from ten to twenty-five per cent. cheaper than the same goods could be bought out of stock later on. Why this is so can be readily seen, as anyone but a novice knows that an importer can sell goods on commission on a much closer margin than when he has to carry the same goods in stock, and run the risk of having a portion of them left on his

hands. Therefore the large buyers and the dealers who can pay their notes as they fall due, are certainly benefited by giving an import order. Even the smaller buyers and those who are foundering in the mire of uncertainty, who dread the day their notes fall due, could also buy in advance, but in much smaller quantities than their richer rivals; let them buy less even than they know they will want. And if they buy thus closely, what reasonable objection can there be to their doing so, especially when they can save at least ten per cent., and get the benefit of the great variety of patterns? None whatever, that we can see. Again, if goods are bought only for stock by the wholesale houses, the small dealer whose stock in trade amounts to only a few hundred dollars has the same choice of patterns as the large dealer whose stock runs up into the thousands. But the large dealer does not like this—he wants something that the small dealer cannot get, and he stands an excellent chance of getting that something amongst the immense variety of patterns carried by the “import commercial.” For these, among other reasons, we are of the opinion that dealers who exercise reasonable care and discretion in selecting and ordering, the import order system is of decided advantage in more ways than one.

A Vexatious Decision.

The recent decision of the Customs Department, to impose a duty of 6 cents a pound, and 20 per cent. *ad valorem*, on fashion plates in the fashion magazines, has raised a storm of indignation among the trade. A meeting of the executive committee of the Ontario Booksellers' Association, to consider the matter, was held on Friday, the 13th inst., and adjourned to get an expression of opinion from the city association. At a subsequent meeting of the combined associations, Mr. A. S. Irving was deputed to proceed to Ottawa to lay the matter before the Minister of Customs, and endeavor to secure a repeal of the obnoxious regulation. To show the absurdity of the order, we will cite a single instance. The *Young Ladies' Journal* will still come in duty free, but the fashion plates which go with it will have to pay the duty. The *Delineator* has been made to pay duty for some years past, because it contains cuts of dresses and descrip-

tions of same; and yet the *Young Ladies' Journal*, which will still come in free of duty, contains cuts of dresses and descriptions of them, exactly the same as in the *Delineator*, upon which duty is collected! Brèt Harte told us long ago that “the heathen Chinese is peculiar;” and so, verily, are certain of ye decisions of ye Customs Commissioner! As we go to press, Mr. A. S. Irving is in Ottawa, endeavoring to secure the repeal of the regulation, with good prospects of success.

An Explanation Wanted.

Mr. Alderman Hallam is, no doubt, a good-intentioned gentleman, but he is certainly sometimes very hasty and quick to jump at conclusions which are not always borne out by the facts. In a recent letter to the Honorable the Minister of Customs, with reference to the duty on books for public libraries, Mr. Hallam, according to the reports in the daily papers, wrote, as Dickens would say, the following very remarkable sentence: “You must not allow the dishonest practices of a few booksellers to interfere with the doing of such a good work.” Just what the excitable alderman meant, or who he alluded to, when he penned these words, it is hard to tell, and we trust he will take an early opportunity of enlightening the world on both points. This journal reaches every bookseller in the Dominion, and from a pretty fair knowledge of the men in the trade and of their methods, we believe that in the matter of honesty and integrity they are the peers of any set of men—not excepting even the body of which Alderman Hallam is so worthy a member—and we object to Alderman Hallam, or any other man, throwing out insinuations about “the dishonest practices of a few booksellers,” without giving details and names, so that the whole trade may not rest under the stigma of what may after all be a charge for which there may be no foundation in fact. Mr. Alderman Hallam has the floor.

A Suggestion.

The oyster supper tendered by Toronto dealers, in February last, to the visiting members of the Ontario Association of Booksellers and Stationers was a pleasant and enjoyable little affair; but the trade of this district having grown

so largely, and Toronto being the commercial metropolis of the banner province of the Dominion, something on a larger scale should, in future, be attempted. In the first place, however, we think the time for holding the meeting should be changed. Speaking to a bookseller in Woodstock some time ago, we asked him how often he came to Toronto. "Oh, I get there generally at Fair time, if at no other," was the reply. And we believe this will be found to be the case, generally; and that a rousing representative gathering, much larger than usual could be had if the meeting was held when Toronto's great fair was in progress. We would suggest, then, that in July next a committee of two be appointed by each wholesale stationery, book, paper, fancy goods and publishing house in the city for the purpose of arranging for a banquet in September. This general committee could strike sub-committees, and, confident of the vim and energy that would be put forth by an enthusiastic committee, we venture to predict that the banquet would reflect credit on the Queen City, and be counted as one of the social events of the year. Not only so, but it would be looked forward to with pleasure for each succeeding year, and serve to maintain that *esprit du corps* so essential to the maintenance of any society or organization. At the recent banquet of the Philadelphia book and kindred trades, nearly 150 gentlemen sat down to the tables; while among the guests were several of the leading men in the newspaper world of the city, who made capital speeches during the course of the evening. With such orators and excellent after-dinner speakers as Mayor Clarke and Edmund E. Sheppard, representing the newspaper world and the authors' guild, with other names which will readily occur to our readers, there would be a veritable feast of reason and flow of soul; and we trust that our suggestion as roughly outlined, or something similar, will be acted upon.

Mr. A. G. Watson, manager of the Toronto Willard Tract Society Depository, has been appointed special agent for the publications of Thos. Nelson & Son, Edinburgh. He has also secured the exclusive sale for Canada of Dr. Justin Fulton's new book, "Why Priest's should Wed." It will be sold only by subscription. It has been copyrighted in Great Britain and America.

Around and About.

BY THE EDITOR.

I had occasion recently to visit several of the cities and large towns of Western Ontario, and among others, I called on the newspaper men and the booksellers. To say that I was well received generally, would be, as the dramatist says, "but telling the honest truth," and therefore I hasten to record the fact; but to go further and say that I was pleased at the appearance of the great majority of the bookstores I visited would be below the mark. I was indeed more than pleased. I was delighted to see such evidences of prosperity on the part of the dealers. We, in Toronto—our great and growing Queen City, of which we are so proud—think we are away ahead of the smaller fry outside; but as a matter of fact we are no such thing—not at least in the book and stationery lines, for in these lines, bearing in mind the difference in population, the dealers hold their own, if in some places they do not indeed surpass their Toronto brethren. In Hamilton, there are the stores of R. Duncan & Co., J. Eastwood & Co., A. Hunter, E. Overell, and H. S. Williams—all of them with large stocks, clean and well arranged, and with an air of neatness about them which it would be difficult to match in the same number of bookstores in Toronto. In Paris, J. S. Brown & Son have a fine stock, while J. H. Fisher's large airy store, lighted by the electric light, is a credit to the town. J. & J. Sutherland, of Brantford, carry a stock of fashionable stationery that is equalled by probably only one house in Ontario. B. H. Rothwell, A. H. Mellish, and J. R. Salmond of the same place, are also each doing a fine business. That Mr. Rothwell is highly esteemed by his fellow citizens, is evidenced by the fact that not only is he a successful business man, but also Major of the 38th Battalion, Dufferin Rifles, one of the councillors for the city, a prominent church official, a leading society man, and last, but not least, he is second vice-president of the Booksellers' and Stationers' Association of Ontario. Chatham is a thriving town, with several live booksellers,—W. J. Slater, James Holmes, J. Morrish and R. Cooper—the three former having an agreement to close at 7 o'clock. This agreement is kept, too, and perhaps dealers in other places may borrow a hint from the experience here narrated. Mr. Slater's store, lighted by electric light, struck me as being a "perfect beauty," everything was so neat and attractive. In Woodstock I found the booksellers affable as elsewhere. W. G. Bóyes and Dickenson & Co., have fine large stores; Geo. A. Odell carries a heavy stock, and evidently does a large business; Jas. Gamlin was busy, but "laid off" cheerfully to have a few minutes' talk with a Toronto man. Windsor was quiet, but V. Marintelle, Thos. Board and M.

Copeland, are "laying low" with excellent stocks of goods wherewith to tempt the crowds of tourists who will soon be passing through their bright little town. St. Thomas has a specially bright set of dealers—W. H. Murch, A. McLachlan, W. Cornforth, G. A. Watson and C. Chaisgreen, all of whom make excellent displays, some of which are not surpassed in the larger cities. When I entered W. Cornforth's store, that gentleman was busy serving a customer, but he smiled pleasantly and said; "I will be with you in a few moments." After the customer had left, Mr. Cornforth shook me cordially by the hand and remarked, "I don't know who you are, but I know you're a 'drummer,' for I can generally spot one the moment he comes in!" After such a pleasant introduction, it was little wonder that I enjoyed a pleasant half-hour's chat with Mr. C., not forgetting to sell him a little bill before we separated. I merely relate this so that other "drummers" may take means to disguise themselves in some mysterious way, if they see fit. Of London, I cannot speak too highly—not that I want to flatter my friends there—but it is really a fine city, and is evidently holding its own and going ahead too, or I am much mistaken. J. I. Anderson & Co. have certainly a magnificent store, the fittings of the best, and a stock of books and stationery that is an evidence of experience and care in the buying. E. A. Taylor, J. Mills, W. L. Carrie and N. T. Wilson, also have fine stores, while Gardner, the newsman, evidently does a great trade in papers. (To be continued).

And now a few words about the papers. Of course I want to tread lightly on the corns of those editors—they are such terrible fellows, you know! And yet I found them, nearly every one, to be bright, sociable men, only too glad to extend a welcome to one of the guild. A few I had met before, and so *they* were all right, but the majority I met for the first time. And here follows a paradox, for though I was a stranger they didn't take me in (as some strangers are "taken in" when they go travelling); and yet some of them *did* take me in, for they treated me so well—and remember just here that a good part of the time I was in Scott Act counties, and of course there was no treating in the ordinary meaning of the word; oh, no, *of course not*—that I hadn't time to feel lonely, although I was away from home and family. Thanks, gentlemen, many, many thanks—and as I told you at the time, when you come to Toronto, call on us and we will reciprocate.

The New York *Sun* is evidently valuable property. Five shares, par value \$1000 each, were sold at auction recently for \$3,350 per share. How the shareholders of certain Toronto dailies must sigh for such dividends as these figures portend!

Sundry Observations on Men and Things.

BY OMEGA.

This talk against combinations is funny when you come to think over it. I shouldn't wonder in the least if the Secretary of the Ontario Booksellers' Association and the Secretary of the various District Associations were summoned to Ottawa by that irrepressible enemy of the combine, N. Clarke Wallace, M.P. Just think of it! The executive committee of the Hamilton Association are to arrange a price list of papers and periodicals. This means, of course, that the Hamilton dealers want to get a fair price for papers and periodicals. Then the Winnipeg book trade is demoralized, because one man has continued giving discounts which should not be allowed in the ordinary course of trade.

Of course if any Hamilton dealer wants to continue to sell papers and periodicals at cost, or next thing to it, and if that Winnipeg dealer wants to continue to sell at a discount to the public, they have, I suppose, a right to do it; but who can blame the other dealers, both in Hamilton and Winnipeg, for wanting to form a combine to get a fair price for periodicals, and to abolish discounts to the public, so as to put their trade on a solid basis?

Evidently this combination business will stand looking at from more than one point of view. There may be abuses of it as there are of most things, but under our present competitive system a legitimate combine is in the interest, not only of the manufacturer but of the legitimate retail trade, and ultimately of the public.

It is all very well to rail against combinations, but there is a whole mine of thought in the following sentences, which I clip from a Chicago publication:—

"The paper makers, of late, have, in the heat of competition, also been making their history odious. Never before has paper been so cheap, and never has competition been so ruinous as during the past year. Certain grades have been, and are still, offered away below cost, and sold on wide terms to parties of very indifferent commercial ratings. This is business with a vengeance! and can have only one result, and that has been already painfully manifest in the failures of some of the largest houses in the paper trade. It is peculiar that men who govern this large and indispensable industry cannot see things as they should be, and arrange their business so as to produce better results."

Trade Chat.

The following were among the decisions rendered by the Board of Customs at Ottawa during the month of March:

Artificial gum arabic, a British gum or dextrine, 1 cent per lb.

Iron music stands, 35 per cent.

Paper boxes, empty, as labels, 15c. lb., and 25 p. c. *ad valorem*.

Pen holders, the handle being wood, and the holder of steel, iron or brass, 30 p. c.

F. Qua, of F. Qua & Co., took a business trip to New York last month.

The customs officers are after certain parties in Montreal who persist in smuggling in the New York *Police Gazette*, notwithstanding its importation into Canada is prohibited,

The Canadian Railway News Co. at St. John, N.B., will shortly publish a Tourists' Guide to St. John and the province of New Brunswick.

Rose Publishing Co., Toronto, have issued a second volume of "A Cyclopædia of Canadian Biography," edited by Mr. Geo. Maclean Rose. The volume contains close on 1000 biographies, and presents a fine appearance.

A large quantity of maps, shipped from Boston, have been seized by the customs authorities at Toronto, on the ground of undervaluation. The matter has been reported to the department at Ottawa to be dealt with.

The Canada Paper Co. have just made at their mill this season's supply of drab and green window blind paper, of an extra strong quality; they are also making a new line of shipping tags, similar to Dennison's.

S. A. Wood, of Montreal, had an interview with the Minister of Customs recently, and strongly urged a reduction in the duty on wall paper.

Our Donkey Party is the latest thing out for amusing an evening party. It is said to be a most comical game, especially for the younger children. Price 50 cents. Manufactured by F. Qua & Co., 49 King street west, Toronto, and sold by Toronto News Co., wholesale agents.

Among the many useful and convenient contrivances made of India rubber, the Coin Pad is one of the latest. It is a rubber disk about a third of an inch thick, the upper surface presenting a number of points only to the touch. Coins laid upon the top of these points can be readily picked up even with gloved fingers. Those who have experienced the difficulty of trying to take up change, especially of small coin, from a polished or wet counter, will see at once that the Pad offers a relief from a small but frequently encountered inconvenience.

Grip is bound to hold its own as Canada's great comic paper, even if its "ads" have to be written by the funny editor. In advertising the bound volume of *Grip* for 1887 the publishers say: "It has every number of *Grip* for the year beautifully bound in cloth with gilt lettering," and further on it is announced that \$2.50 will secure this wonderful treasure. Just point to that sentence if you hear anyone saying *Grip*

is not maintaining its reputation! We hope the esteemed editor will not get into a Hough, just because we want to see the sentence made Wright!

Holmes, Booth & Hayden, 25 Park Place, New York, have issued a show card of McGill's paper fasteners, which every stationer will find not only ornamental but useful. Write them for one.

The Toronto News Co. will soon show an exquisite line of Xmas and birthday booklets. from Hildesheimer & Faulkner, the celebrated London art publishers; also their full lines of Xmas cards and novelties, which it will pay every dealer to carefully inspect.

William Briggs, 78 and 80 King street east, announces that Father Chiniquy's "Fifty Years in the Church of Rome" has had, and is still having, an immense sale. Their edition is a complete, cheap and authorized English edition. Mr. Briggs has just disposed of a large number, and expects, daily, a fresh supply. The *live* books just now with them are: "*Before an Audience*," by Nathan Sheppard; "*Books which have Influenced Me*," by various popular writers, and their original plate "*Pansy*" books.

Fine leather goods are a specialty at Brown Brothers, the well known wholesale stationers, Toronto. In this department they have greatly increased their facilities, and are now manufacturing a fine line of wallets, purses and ladies' satchels for the coming season. They have just received a large sample line of the latest German fancy leather goods ever shown in this market, well worth the inspection of the trade. Orders for import will be taken for this line.

Mr. J. E. Suckling, of Toronto, was in Ottawa recently to ascertain what the intentions of the Government are in regard to copyright. He is interested in the publication of sheet music. He got the assurance that a change is contemplated.

G. R. Hamilton & Co. succeed to the business of Alex. Scott, at Orillia.

The Egyptians were the first manufacturers of linen, some of their fabrics being of such fine texture as to run 365 threads to the square inch. Modern art applied to paper-making has produced exact representations of the cloths in which the Egyptian mummies were wrapped in the time of the Pharaohs and the Ptolemies, the linen remaining intact after the lapse of untold centuries.

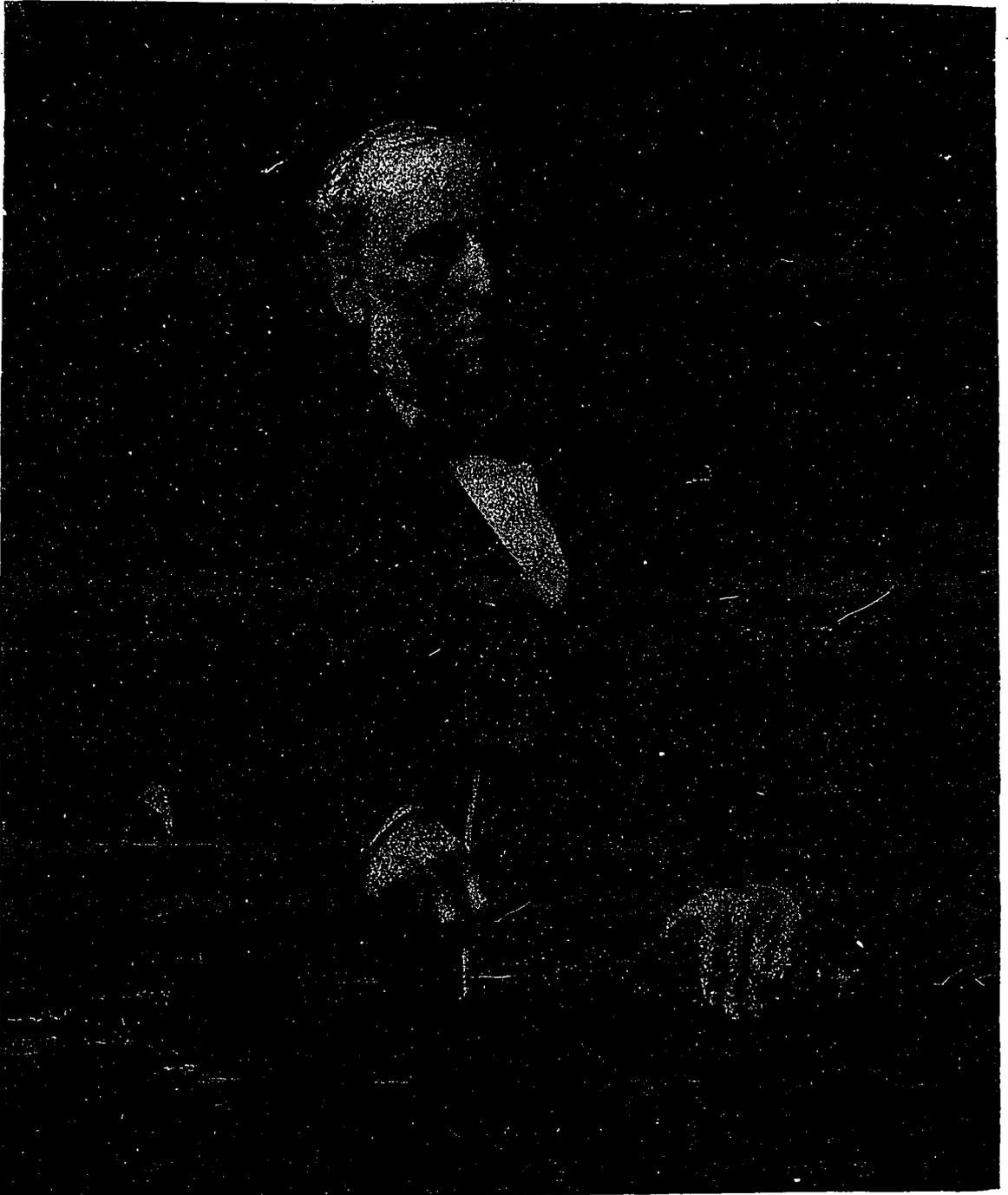
FIRST CLASS WALL PAPER AND Stationery business for sale—good stand—stock new and first class—satisfactory reasons for selling. Address

PAPER, care of the *Canadian Bookseller*.

A Veteran Publisher.

At a recent complimentary dinner, in London, Eng., Mr. George Routledge, whose portrait we give below, of the great publishing house of Geo.

Adelphi, and 100,000 copies of Grant's Romance of War within a short time of its first appearance; how in 1852 Uncle Tom's Cabin sold at the rate of 10,000 copies a day; how he paid a royalty of 2*d.* a copy on Queechy, and sold 60,-



Routledge & Sons, told the story of fifty years of most active publishing; how he began at Carlisle when parcels came by a mail coach from London; how 30,000 copies of the Colleen Bawn were sold during the performance at the

000; how in 1853 he engaged with the late Lord Lytton "to pay him a sum of £20,000 for a term of ten years," and how "the agreement was carried out to the letter;" how the firm then purchased from the present Lord Lytton "all

the copyrights and plant." Mr. Routledge said, "We have for this author's works nearly paid the sum of £40,000." He spent £1,000 upon the illustrations of an edition of Longfellow's poetical works, and gave £1,000 to Mr. Howard Staunton for editing an edition of Shakespeare, the plant of the work costing £10,000. He sold 10,000 copies of Rarey's Horse Taming, and appears by so doing to have spoilt Rarey's ten guinea lectures. The copy was brought from New York by a gentleman who got £326 for his trip. Mr. Routledge gave Longfellow £1,000 for his New England Tragedies, and £500 for his Dante. In conclusion, Mr. Routledge said, "For fifty years I can say I have published 100 books each year, or two a week."

The Hotel Novel.

A prominent English novelist has rushed into print to resent an insult which was offered him by a vulgar American who represented an American Summer Resort Company, and who offered the novelist a good round sum to write a novel, as explained in the following business-like proposition:—

DEAR SIR: I am authorized by a very wealthy and powerful corporation to secure an author to write a novel, said novel to bear the name of a large hotel they have built on the Pacific coast, and the scene mainly to lie therein. To contain 300 pages. Will you undertake this, and at what price? They will spend a large sum to give the novel a world-wide circulation.

Our English novelist is decidedly shocked to think that he should be asked to prostitute his genius to aid in advertising a hotel. But why should he be so sensitive? The dear girls and staid mammas who read his novel will go into raptures over the hero and heroine, whether they are basking in the balmy breezes of the Pacific coast, or climbing the snow-clad peaks of Switzerland. And yet it must be acknowledged that one's moral feelings are slightly shocked to think that a favorite author would stoop to write a novel to order in this way. But "business is business" now-a-days, and even literary men must keep a sharp eye open for the "almighty dollar."

Mr. Spurgeon, who has just published his two thousandth sermon, says that his sermons have an enormous circulation in America, but he receives no payment for them beyond an occasional newspaper containing a portion of the stolen property. It is odd to find a man who believes himself called by God to preach the gospel to all mankind, copyrighting his books and objecting to their dissemination. What a pity that Matthew did not copyright the "Sermon on the Mount."—*N. Y. Publishing World.*

This is not a bad fling at an Englishman, but how about Sam. Jones, T. DeWitt Talmage and other American preachers, who take precious good care to copyright every article they can, and who kick vigorously if they find anyone reprinting without authority. The fact is, poor St. Matthew would feel lonely on this question either in England or America in these days.

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"It is undoubtedly the best popular dictionary of the English language published."—*The Mail.*

"Just such a volume as these days of intelligent reading demand."—*The Empire.*

"We really think the publishers have at last brought out a dictionary that is a sensible dictionary."—*The World.*

"We are quite sure that for all practical purposes it will be found far more serviceable than any of the larger unabridged works."—*The Week.*

"A work which should be on everybody's table."—*Grip.*

"The best and most convenient dictionary that we have seen."—*The Christian Guardian.*

"We have no hesitation in characterizing this work on the whole as complete, scholarly and recent."—*Presbyterian Review.*

"It is especially such a book as is suited to the wants of clergymen and teachers, and is, in every way, a cheap and excellent family dictionary."—*The Evangelical Churchman.*

"We can heartily recommend it to those of our readers who are in want of a thorough modern authority."—*The Varsity.*

"To ministers and students we have no hesitation in recommending this dictionary as the best and handiest published."—*The Knox College Monthly.*

OPINIONS OF THE ENGLISH PRESS.

"It stands first—and by a long interval—among all the one-volume English dictionaries hitherto published."—*The Academy.*

"We can heartily recommend this neat and handy volume to all who want a copious and trustworthy English dictionary of reasonable dimensions."—*The Athenaeum.*

"A highly creditable production."—*The Saturday Review.*

"A model of careful condensation."—*The Graphic.*

"One of the best printed books that has passed through our hands for a long time."—*The Bookseller.*

"The type is exquisitely clear."—*The British Quarterly Review.*

"Complete and stamped with authenticity."—*Civil Service Gazette.*

"Its conciseness consists in its masterly arrangement of matter."—*Daily Chronicle.*

"An excellent example of the art of condensation."—*Daily News.*

"Special attention is given to words and terms connected with the arts and sciences, and with the common topics of the time."—*Literary World.*

"Rigid compression there has been, but nothing essential is omitted."—*Birmingham Daily Post.*

"It merits a place in every house where the English language is spoken."—*The Architect.*

The Concise Imperial Dictionary

Beautifully and strongly bound in half morocco, will be sent to any address, carefully packed and post paid, on receipt of \$4 50, or in substantial cloth binding for \$3 25; or it may be had at the same rates from any respectable bookseller.

J. E. Bryant & Co.,
PUBLISHERS, TORONTO.

About the only companion that we know of for him would be the man who is so freely dubbed a "crank"—the Rev. M. Baxter, the prophetic preacher, author of "Forty Coming Wonders," etc. This gentleman openly announces that he desires no copyright in his writings, and that any one is at perfect liberty to reproduce the whole or any part of them at any time.

The Books of 1887.

We are indebted to *The Publishers' Weekly* for a classified list of the number of books published in this country during 1887. Combining this list with those of the three preceding years, we have the following table, which suggests some interesting comparisons :

	1884.	1885.	1886.	1887.
Fiction.....	943	934	1,080	1,022
Juvenile Books.....	358	388	458	488
Law.....	455	431	469	437
Eheology and Religion.....	380	435	377	351
Lducation, Language.....	227	225	275	283
Literary History and Miscel- lany.....	186	148	388	253
Poetry and the Drama.....	222	171	220	225
Biography, Memoirs.....	178	174	155	201
Description, Travel.....	136	161	159	187
Fine Arts and Illustrated Books.....	81	140	151	173
Medical Science, Hygiene..	209	188	177	171
History.....	115	137	182	150
Political and Social Science..	168	163	174	141
Useful Arts.....	154	100	112	123
Physical and Mathematical Science.....	134	92	148	76
Domestic and Rural.....	43	30	46	61
Sports and Amusements...	51	70	70	48
Humor and Satire.....	29	18	17	26
Mental and Moral Philoso- phy.....	19	25	18	21
	4,088	4,030	4,676	4,437

Let us study the foregoing table in connection with that given in *The Publishers' Circular* of the books issued in 1887 in Great Britain. As against the total of 4,437—fewer by 339 than in 1886—published in this country in 1887, there is a total of 5,686 published in Great Britain, of which 1,276, however, were new editions. The distinction that is drawn between new books and new editions indicates at a glance the extent to which original work was carried during the year :

	—1886—		—1887—	
	New Books.	New Ed.	New Books.	New Ed.
Theology, Sermons, etc.....	616	136	680	135
Educational, Classical.....	458	114	582	102
Juvenile.....	390	55	439	100
Fiction.....	755	214	762	228
Law, Jurisprudence, etc.....	18	15	73	49
Political and Social Economy..	214	32	113	25
Arts, Sciences, Illust'd Works.	132	46	115	63
Voyages and Travels.....	178	43	227	68
History and Biography, etc...	282	68	394	71
Poetry and Drama.....	60	33	82	44
Year-Books and Serials.....	291	3	302	—
Medicine, Surgery, etc.....	114	57	133	77
Belles-Lettres, etc.....	128	351	140	235
Miscellaneous.....	348	59	368	79
	3,984	1,226	4,410	1,276
		4,084		4,410
		5,210		5,686

TO THE TRADE.

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- ONE COMMONPLACE DAY.
- FROM DIFFERENT STANDPOINTS.
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MILLS :

WINDSOR MILLS.

SPRINGVALE MILLS.

Correspondence.

(To the Editor of the Canadian Bookseller.)

SIR,—How are dealers to promptly know what books are copyrighted, and thus save themselves from unintentionally breaking the law? Should there not be a reliable list of books already copyrighted in the hands of all booksellers, such list to be added to as fast as new copyrights are secured?

ST. JOHN.

[In future the CANADIAN BOOKSELLER will each month give a list of new Canadian copyright books, with particulars as to style, size, price and publisher. This will be a valuable feature, and well worth more than the subscription price. As to a reliable list of books already copyrighted, the compilation of such a list would be a task of some magnitude; the subject of preparing it is, however, receiving our earnest consideration, and we will make a definite announcement in reference to it as soon as possible.—EDITOR.]

Sundry Grumbles.

(To the Editor of the Canadian Bookseller.)

SIR,—I see an agitation is being raised in certain quarters against advance buying. As a dealer of over twenty years' experience, I think advance buying is all right so long as it is watched closely. Then, again, this idea of not carrying a stock, but rushing orders in to Toronto and expecting to get the goods next day is a bad one. It encourages the little one-horse dealers, at the expense of us larger houses, who carry a good stock. I am willing to give every one a chance, but I say that if a man pretends to be a bookseller he should keep the current school books and literature in stock. If he can't keep a fair assortment, let him give up; he is an unfair competitor, and the wholesale houses should not tolerate him.

BOOKSELLER.

Stationery Scraps.

Referring to the values of water-marked papers, it is worthy of note that the clue obtained by paper so stamped has been found of great value in criminal cases, several notable instances being cited in law records. The water-mark on the paper used by ex-President Grevy was one of the conclusive proofs of his guilt, being used against him at his trial.

Visiting cards are of smooth, thick Bristol board; some are almost square, while others are of oblong shape, neither long nor narrow. English scrip is the favorite method of engraving.

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—WITH—

Notes, Questions

—AND AN—

Introduction.**1888 - 1889.**

**ROSE PUBLISHING COMPANY,
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For yachting entertainments, the cards show the flag of the yacht club and the private signal in colors in the left corner, while the name of the craft is in the right.

A unique design for a college society dinner is that of a sage-looking owl mounting guard over a punch bowl.

Menus are emblazoned with monograms, crests, etc., and either gilt-edged or plain, according to taste.

Name of cards follow the same devices, only being of smaller size. Some are hand-painted in exquisite landscapes, and tied with dainty ribbons.

For afternoon receptions the heavy white cards are used both in square and oblong shapes. They are usually quite plain, with engraved invitations, with a blank to be filled in with name.

For afternoon teas the formula is almost the same, with the addition of "Tea from 4 to 7."

Wedding cards undergo but slight changes, fashionable people preferring them perfectly plain and of heavy white paper engraved in English scrip.

Invitations for a golden wedding display an appropriate design, consisting of a wreath of laurel and linden leaves, signifying constancy and friendship, with the two dates.

For silver weddings the same design is followed, but in silver.

For a crystal wedding the interlaced letters and dates are of sparkling crystal, sometimes picked out with colors in gray-green, orange, or gilt, or silver.

A new menu card shows a blood-thirsty looking Mikado in a Japanese costume of rich brocade.

On some are painted the various birds usually served at a banquet, while on others are seen various vegetables.

A pretty design is a brilliant plumaged bird in Mexican work, made from the natural feathers.

A gridiron, on top of which was laid a narrow card to be inscribed with the name of the guest, is rather a singular idea, but suggestive of something appetizing.

A spider's web, in the meshes of which struggled an imprisoned fly, is a pretty but not novel device for a menu card.

One which had been used at a banquet of the "Nobles of the Mystic Shrine," shows a crimson Turkish fez, with the emblem of the order, a crescent-shaped tiger-claw with emblazoned head, which hung pendant from a Syrian scimitar.

Sweet violets is a reminder of the color in which a secret should be kept, which is "involute."

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LIBERAL TRADE DISCOUNT.

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Publishers, Toronto.

In papeteries the "Cyclone" looks like a blue and pink breeze, in a state of chaotic whirl, on which had accidentally settled a sheet of white note paper.

The hand-made heliotrope paper reminds one of the sweet-scented flowers of that name, and is rather suggestive of sighs and love letters.

There are occasionally some very funny errors in so-called literary efforts. Under the illustration of a new suit for ladies, in Demorest's recently published "What to Wear," there is the title, "Myopia Suit." In a catalogue issued by James M. Shaw, the crockery man, there is a lamp shaped like a deer, with the title and explanatory note beneath it, "Marble Fawn Lamp, founded on Hawthorne's romance of that name."

President Spalding, of the firm of A. G. Spalding & Bro., whose make of sporting goods has acquired a national reputation, is a typical Yankee business man. Not content with the enormous home trade which the firm enjoys, he has arranged to take a baseball team out to Australia next winter, not only to show the folks at the antipodes how to play the game, but to open up a market for his goods there so as to be ready to supply the demand which he is sure will arise for them soon after the Australians see what a fascinating game baseball is when well played. By the way, the outlook for outdoor sports of all kinds for the coming season is said to be particularly good, and dealers who are wise will lay in a good stock—especially of baseball, lacrosse and cricket goods.

Books and Authors.

The English practice of putting an almost prohibitive price upon a work in the interest of the great circulating libraries, was well illustrated when "The Life and Letters of Charles Darwin" was published. The price for the three volumes was \$9.00, exactly twice the price asked for the American reprint. Mudie and the jobbers bought 1,500 copies, and the regular trade took 1,000 more.

Reports from Paris state that Dr. Henry Schliemann, now in Greece, has made a discovery of the highest interest—the ruins of a temple of great antiquity. A new book, embodying these and other discoveries, may be expected from him in the course of time. He is said to be in vigorous health.

Ruskin, in a note to *The London Times*, declares that he knows nearly all of "Pickwick" by heart, and that he loves Dickens "with every bit of his heart."

Robert Browning is said to have nothing poetical in his personal appearance. He is

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described as short and stout, with a red face. He is a great diner-out, and enjoys his roast beef and port wine like the most commonplace Englishman.

The handsome collection of "Shakespeare's Heroines," exhibited by the proprietors of the *Graphic*, are to be reproduced in Goupil gravure, and issued by Sampson Low & Co., Limited.

Forthcoming Books.

The National Publishing Company have the following books in press: "The Devil's Die," by Grant Allen; "A Mystery Still," by Fortune du Boisgobey; "Old Blazer's Hero," by David Christie Murray; "Chris," by W. E. Norris; "A Glorious Gallop," by Mrs. Edward Kennard; "Breezie Langton," by Capt. Hawley Smart.

Wm. Bryce will have ready, in May, a new edition of E. P. Roe's popular novel, "The Earth Trembled," price 30 cents; and the same author's new story, "Found, Yet Lost," price 30 cents. Also the following Canadian copyright books: "The Abbey Murder," by Joseph Hatton, author of "The Old House at Sandwich," price 25 cents; a new story by Bret Harte, "The Argonauts of North Liberty," by the author of "Luck of Roaring Camp," &c., &c., price 25 cents.

The Latest Issues.

The National Publishing Co. have recently issued, "Knight or Knave," by R. E. Francillon; "The Wrong Road," by Major A. Griffiths; "A Real Good Thing," by Mrs. Ed. Kennard; "Passenger From Scotland Yard," by H. F. Wood; all at 30 cents.

Mr. Bryce has now ready a new Canadian copyright edition of "Sara Crewe," and "Editha's Burglar," by Mrs. Frances Hodgson Burnett, author of "Little Lord Fauntleroy," &c., price 25 cents.

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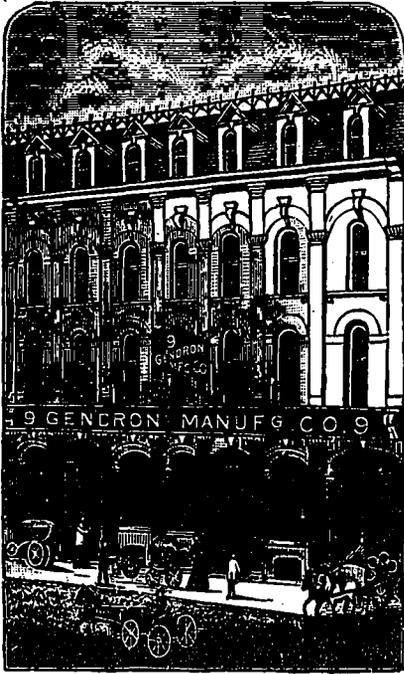
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And other Goods suitable for the Stationer's and Bookseller's Christmas trade.

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