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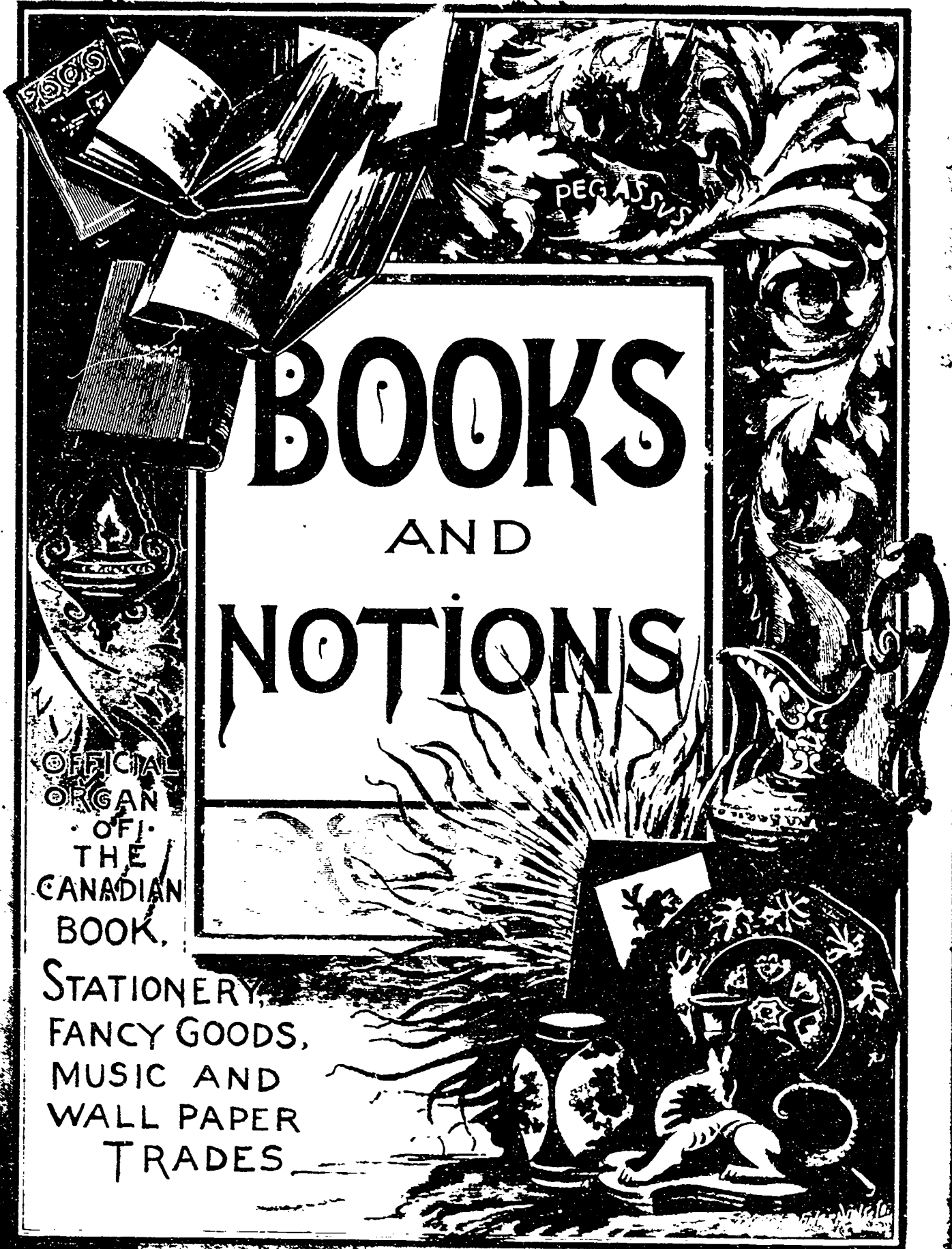
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# BOOKS AND NOTIONS

OFFICIAL  
ORGAN  
OF  
THE  
CANADIAN  
BOOK,

STATIONERY,  
FANCY GOODS,  
MUSIC AND  
WALL PAPER  
TRADES

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BEST AND CHEAPEST  
... DURABLE AND  
PERFECTLY RELIABLE

## Warwick Bros. & Rutter, Toronto

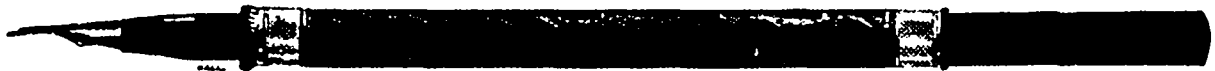
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Following are some of the leading lines:

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Pens, 16-carat gold. Cases, best quality Para Rubber. In box with Filler.



No 2 JOHN HOLLAND PEN Special for Ladies, Gold Mounted, fine or medium points. Chased, \$2.10 each; Gold Mounted, \$2.75 each. Will write thirty pages of Foolscap with one filling.



No 4 JOHN HOLLAND PEN Fine, Medium or Stub Points. Made in two lengths; 6 inches and 6 1/4 inches. Chased, \$2.75; Cone Cap, \$2.75; Gold Mt'd, \$3.50 each. Will write fifty pages of Foolscap with one filling.



No 5 JOHN HOLLAND PEN Fine, Medium, or Stub Points. This Holder is made with Cone Cap only. Chased, \$2.50; Gold Mounted, \$4.25 each. Will write sixty pages of Foolscap with one filling.



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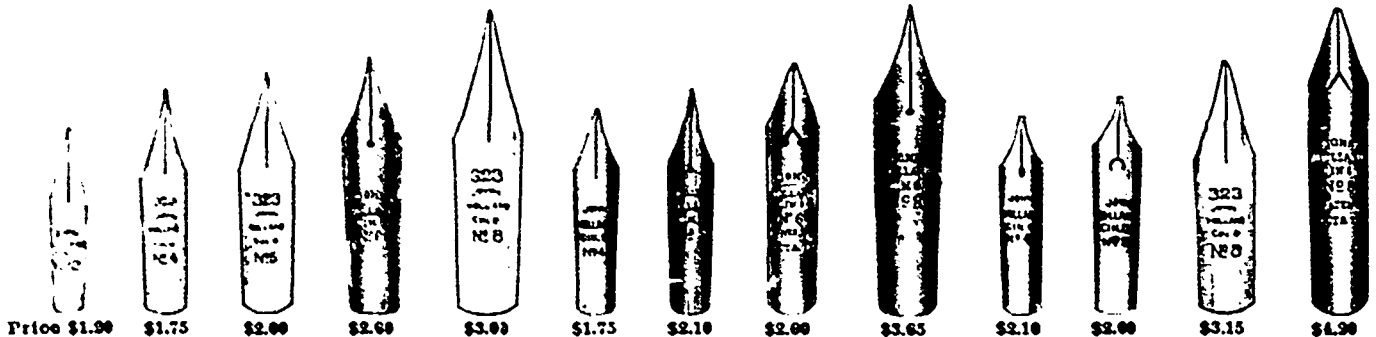
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# BOOKS and NOTIONS

ORGAN  
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Wall Paper  
and  
Printing Trades.

Vol. IX

TORONTO, OCTOBER, 1893.

No. 10

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# BOOKS AND NOTIONS

ORGAN OF THE

Book, News and Stationery Associations of Canada.

Subscription, \$1.00 a Year in Advance.

OFFICE :

No. 10 FRONT ST. EAST, TORONTO.

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

BOOKS AND NOTIONS, TORONTO.

Vol. IX. Toronto, Oct., 1893. No 10

## THE FIFTY-CENT NOVEL.

FOR some time a discussion has been going on with regard to the suitability of the 50 cent novel to the Canadian trade. There can be no doubt from the large number of replies received at this office that the dealers in the towns of 4,000 or less inhabitants find that they are unable to sell more than five copies of each new novel that comes out in this form. The people will not buy, and the dealer cannot sell, and hence he is dissatisfied.

But on the other hand there can be no doubt that the 50 cent novel is sold in Canada. Editions of 1,000 and 1,500 are common, and are usually pretty well cleared out. Toronto absorbs large quantities of these books, so do Hamilton, St. Catharines, London, Berlin, Kingston, Ottawa, Montreal, etc. The North-west takes very large quantities, especially such towns as Winnipeg, Regina, Brandon, Moosomin, Calgary, Vancouver, and Victoria. Dealers in these towns order five to ten copies of each new novel as it comes out and are generally forced to repeat two or three times. In Toronto there are two dealers whose sales of each novel run up into the hundreds. The 50 cent novel is selling, and is selling well where the people are educated to the price.

Why are these novels 50 cents each? It is simply regulated by the cost of production. The novels are bought in

sheets from the United States publishers. The following list shows the elements which enter into the cost:

- Original price of sheets.
- Duty of 15 per cent.
- Freight from New York.
- Binding.
- Cover paper.
- Printing cover.
- Window bills.
- Circulars.
- Post cards.
- Loss on surplus stock.

The last element is the most important one. If a dealer buys 1,500 books and sells only 1,000, he is certain to lose heavily. The element of risk in this direction is a great one and must be calculated upon.

The total cost of production of the 50 cent novel, of which the wholesale price is 35 cents, runs from 20 to 32 cents, according to the nature of the book. The publisher in Canada has no bonanza.

The facts here set forth must prove to the dealer conclusively that he must get 50 cents for every new work of fiction, and if he desires to sell these, he must educate his customers to the price. The latter is inevitable. The Prince of India is selling well at \$2.50. The Refugees sold well at 70 cents in paper and \$1.25 in cloth. Goldwin Smith's new book sells at \$2.00. If such prices can be got, dealers should not be afraid of the 50 cent novel.

## CREDITOR vs. DEBTOR.

UNDER existing laws the creditor is at the mercy of the debtor and yet the poor fellow doesn't know it, or if he knows it is generally too indolent to attempt to remedy it.

The other day the creditors of Robins Bros., booksellers and fancy goods dealers, of Mitchell, held a meeting. It was found that Robins Bros. owed the Copp, Clark Co. about \$600, C. M. Taylor & Co. about \$500, and the other wholesale houses smaller amounts. The meeting was unanimous in declaring that things were in bad shape, and Robins Bros. were advised to sell their Clinton stock if they could. By way of explanation it may be mentioned that the main place of business was Mitchell, and Clinton was chosen a couple of years ago as a place to start a branch store. The meeting was adjourned for ten days, and Mr. Thomas, bookkeeper of The Copp, Clark Co., was appointed to look after the matter in the interest of the creditors. The lawyers were to do something else, nobody knows what. During the ten days of adjournment the creditors slept peacefully at night, but Robins Bros. hustled along. With the aid of a traveler, they managed to induce two bright young men of Clinton named Rance and Spalding, to buy the

Clinton stock, and pay \$2,700 in cash therefore. The stock was valued at \$1,000.

This sale was exactly what the creditors had advised, but they expected that any money received would be applied to the debts pro rata. Robins Bros. do not seem to have thought so, and they paid certain debts amounting \$2,500, and these debts were not the ones due in Toronto. Only \$200 of this amount found its way to the fund which was to benefit the wholesalers. In other words the wholesalers were disappointed to the extent of \$2,500.

But being the most gentle and forbearing of men, these same disappointed wholesalers are now signing a compromise with the said Robins Bros. at 60 cents, and granting them an extension of time. As an example of Christian fortitude and angelic forbearance, this instance should go down to the posterity of said wholesalers, so that the said posterity may know what generous forefathers they possessed. It will also show that the debtors of the wholesale houses may easily take a moral advantage of those to whom they owe their money, and yet be treated as "jolly good fellows."

Robins Bros. will continue their business at Mitchell. There is no reason why they should not prosper. The wholesalers will continue their business in Toronto. There are certain reasons why they may not be expected to prosper.

## A FLAGRANT EXAMPLE.

WE have not yet been able to induce the Government to pass a National Insolvency Law - is the lament of many of Canada's wholesale merchants. Here is an item from Nova Scotia, which is a very cogent example of the evils that exist under the present system:

"George E. Spurr, general store, Torbrook, Annapolis County, has assigned. He makes preference of over \$9,000, including \$5,154 to the Commercial Bank, Windsor; Amos Burns, \$3,214, and DeLong & Seaman, \$2,400. It is not likely there will be anything for the general creditors."

Every bookseller in Canada who believes in absolute honesty in its broadest and most significant sense must be in favor of a national insolvency law, and his duty is to do his best towards obtaining it. The men named in the above paragraph are not to be blamed so much as the law which permits such a proceeding.

To show that the evil exists in the United States and is recognized as an evil by its business journals, we quote the following: "The operation of a uniform bankruptcy law would be in the interests of humanity and business morality. Every man has within his

memory one or more cases of ruined credit and blasted prospects owing to the 'jump-on' tactics of the present. The danger of damage suits is no bar to such action, and every day we see men forced into insolvency when by every right they should have been saved the stigma. The fear of one creditor that another will step in and freeze him out has ruined more business reputations, and injured commerce more materially during the past ten years than a fair and equitable bankruptcy law could possibly effect in a century." The need for national regulation of this matter has been more plainly recognized in the neighboring republic during the financial crisis that has obtained this year. Creditors forced their debtors to the latter's disadvantage. A proper national insolvency law would have prevented this by making any action by a creditor subject to the approval of all the creditors. It is as much needed in Canada as in the United States, and for similar reasons.

It is not fair, much less is it honest, that one creditor should be paid in full and another get nothing. The creditor who would take his debt in full to the detriment of other creditors is not much better than a common thief in everything except in the eyes of the law, which makes his action legally proper and just. The debtor who gives preferences is an accessory before the fact in the court of Common Justice—not in a Canadian or United States court.

### MECHANICS' INSTITUTES AND THE BOOK-SELLING TRADE.

**M**ECHANICS' Institutes were established in this country to give poor mechanics and the children of such an opportunity to attend night schools to secure practical business training and to read such scientific works as would be instructive and elevating. They were designed to furnish instruction to the poor. But they have been subverted from their original purpose, and have become mere circulating libraries. For this reason they have become instruments of destruction in regard to the book-selling trade.

The bookseller now finds his trade in the books of current fiction reduced to a very low volume, owing to the fact that all the books can be secured at a much lower cost through the Mechanics Institute Library. The patrons of this library are not the mechanics so much as the other wealthier classes of the community, people who have greater inclination and more leisure for reading. The institutes are mere circulating libraries, supported by grants from the Provincial Governments and the municipality in which they are situated.

Being thus the recipients of public pay they are able to supply books at a much smaller cost than independent circulating libraries and the booksellers find it necessary to charge.

It is the current fiction from which the bookseller expects to make his profit. The circulation reports of the mechanics' institute libraries show that about 80 per cent of the books taken out by their patrons is of this class. Instead of buying these books for their own use and for the formation of private libraries, the public go to the libraries and obtain the free reading. The institutes have fallen so low in their competition with the booksellers and newsdealers that they even keep the fashion magazines on their files.

There can be no doubt that this competition of the mechanics' institute libraries has been an immense factor which has accentuated the decadence of the book-selling profession. The bookseller of to-day is fast becoming a vendor of the cheapest classes of literature—5, 10, 15, 20 and 25 cent novels. The bookseller is again a sufferer by the extension of paternal government.

If the bookseller of Canada wishes to remain a bookseller, let him be jealous of such encroachments on his domain. The lawyers jealously guard their sphere of labor; the medical profession similarly guard against all encroachments; the teaching profession have their safeguards, and why should not the book-selling profession be careful in the preservation of their legitimate preserves? But they must be their own guardians, relying on their own exertions, not on those of other classes.

### THE FUTURE OF ALUMINUM.

**T**HE progress made in the manufacture of aluminum during the last few years is an interesting study. At the beginning of this decade the process of manufacture was so crude that the initial cost of the metal prevented the goods made of it being put upon the market at anything like reasonable prices. Experiments, too, in the working of the metal seemed at first to be very discouraging, the outcome of which was that for two or three years very little has been heard of its products. This year, however, a decided step forward seems to have been made. The raw metal rolled into sheets is being turned out of the mill for less than one third of the price asked for it two years ago. The rolling process has been made so perfect that sheets of any gauge can be had. This, of course, greatly facilitates the manufacture of specialties. The next progressive step has been in the different modes of ornamenting these articles, which, until now, have been universally plain in appearance, being left a dull matte finish.

Now the engraver's tool is given an opportunity to show its skill, and very handsome some of the results are. The polishing wheel, too, is being brought into service, giving a brightness even deeper than silver, with the advantage that it does not tarnish. There are a number of other modes of "brilliating up" the surface, but we will content ourselves with the "clouded" and imitation "wood-grain," both of which styles are very pleasing. The extreme lightness, combined with its great strength, are the two first essentials of aluminum, but the rich appearance, coupled with the fact that it does not tarnish, are of even greater importance in "articles de vertu."

Alloyed with copper, aluminum gives a substance many times lighter than any cheap metal, yet as strong and elastic as Bessemer steel. If the price can be lowered and some satisfactory method of soldering discovered, aluminum will rival nickel as the great commercial metal of the future. We have recently seen some beautiful fancy articles made of pure aluminum in one of our Toronto wholesale houses. The goods were so new and yet so handsome that we found it difficult to come away without taking some to show "the folks at home." Being sold, they are, in our opinion, far ahead of silver-plated goods of a similar nature, and cannot but materially injure the status of platedware with the general public.

### NEW MUSIC BOOKS.

**W**HEN a music book sells in Canada at the rate of from 50 to 100 per day it must be an exceedingly popular one. But such is the record of "The Ideal Folio of Music for Piano or Organ," published by Whaley, Royce & Co. One important feature is that every part of the work of producing the book was done on the premises except the binding. The handsome lithographed cover is a sample of the work now produced in this large establishment, while the plate work is much above the average. From the printer's standpoint the work is first-class in every respect. Not less excellent are the contents: Eleven waltzes, four marches, three schottisches, three galops, two polkas, seven transcriptions, and thirteen miscellaneous pieces. The book, on account of its superiority, will no doubt increase in favor as the musicians learn more of its merits.

A new publication will appear about October 15, entitled, "The Favorite Folio of Comic Songs," uniform in size and price with the Favorite Song Folios published by the Toronto News Co. The Favorite Song Folios have been exceedingly successful, and the new comic collection will no doubt be equally so. The cover has a very taking design and the whole work will be of a

high grade. The News Co. are now booking advance orders for it.

Two of the newest Canadian songs published by Whaley, Royce & Co. are entitled: "Little Maggie Monahan" and "Sweet Lillian." Both threaten to become very popular.

**THE CANADIAN ALMANAC.**

**S**OME new features will be found in the Canadian Almanac for 1891. The greatest of the additions will be a list of all the post offices in the Dominion, with the railroad or steamship line on which it is situated; or if the place be not on a railway, the nearest railroad station will be given. This will be an invaluable list to shippers and travelers.

The militia list will be thoroughly revised, and will also be enlarged by a description of the crests, mottoes, and uniforms of each regiment. The names of the officers of each battalion are given.

The law list, which was introduced last year, will be revised, and full and additional information given.

An article will illustrate and explain all the points in connection with the Canadian flag. This will be very interesting and instructive.

There will be some new astronomical notes and tables which will be valuable to every owner of a telescope. The articles will be written in a popular style, and thus can be read and understood by amateur astronomers.

**BOYD, RYRIE & CAMPBELL.**

**T**HIS Montreal firm has got into trouble with the Customs authorities and it is reported have been forced to pay some \$35,000 to the Government. Whether this be true or not the firm is in a bad way. Mr. Campbell took the trouble so seriously that in a moment of weakness he ended his life.

There is a rumor that Mr. Ryrie may enter the firm of Buntin, Reid & Co., of this city, that is, presuming that the old firm is dissolved. At one time there was a firm in Montreal by the name of Buntin & Boyd; afterwards this was dissolved, and Mr. Boyd, an two former employees, Messrs. Ryrie and Campbell, formed the firm which is now in trouble, namely, Boyd, Ryrie & Campbell.

It is an unfortunate thing for any firm to be forced to undervalue their goods in the customs entries in order to be able to compete successfully in the open market. It is still more unfortunate for the discovery to be made. If this firm cheated the customs they are unworthy of patronage; if they have not done so, BOOKS AND NOTIONS will be glad to announce the fact to the trade.

**THIS MEANS**



We beg to remind the Trade that our exclusive arrangements with the publishers for **ADVANCE SUPPLIES** of

**Christmas Papers**

Magazines, Almanacs, Annual Volumes, etc., etc.,

Enable us to publish in Canada simultaneously with London and Paris sufficiently long before Christmas, so that they will not interfere with the sales of Holiday Goods, an arrangement which has been highly satisfactory to all our customers.

Lists furnished upon application.

Early orders respectfully solicited.

**JUST OUT  
The Favorite Song Folio, No. 5.**

Containing the popular successes

- After the Ball,
- The Song of the Steeple,
- The Song that Reached My Heart, etc., etc.

Ready October 15th

**The Favorite Folio of Comic Songs**

A collection of the very best Comic Songs of the day.

Uniform in Size and Price with the Favorite Song Folio.

**THE TORONTO NEWS COMPANY**

42 YONGE STREET, TORONTO

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

**CANADIAN COPYRIGHT EDITION**

Ready August 6th.

**THE REBEL QUEEN**

By **WALTER BESANT,**

Author of "The Ivory Gate," "St. Katharine by the Tower," "The Golden Butterfly," "The Monks of Thelema," "Dorothy Foster," "The World Went Very Well Then," Etc., Etc.

**The Lesson of "THE REBEL QUEEN."**

**I**N this great kindergarten which we call our world it has ever seemed to be Our Teacher's method to instruct by object lessons. But we are dull pupils. It has taken almost nineteen centuries to show even the finest of minds among us that there is an open book in the history of the "Chosen People."

To read this book with the earnest thought which it deserves is equivalent to granting to the author his premises, because they are the facts of history, and of our common human nature. They appeal to the latent sense of right and wrong, which is in all of us, the latent belief which we all have in the Great Master, the hope in the future, which is the light of all our hearts, the power of contrition, which is in itself regenerating, and, above all, to the great brotherly instinct of humanity, which exists in spite of all sins, enmities, and unutterable cruelties of man to man; and because it exists, must grow until its warmth and life shall penetrate and inspire "all sorts and conditions of men."

What the world owes to the down-trodden, persecuted people is not easily or quickly told. What it does not owe would be a far shorter screech. For any one who can read "The Rebel Queen" without feeling his heart expand to wider and deeper sympathies, and melt with sincere humility for the share which he or his ancestors may have had in the unjust humiliations of a persecuted race, as well as swell with gratitude for the debt which we all owe to it, we must ever feel the sincerest commiseration. In the mind which can fail (thus taught) to appreciate the lasting value of the lessons of the Law there must be some unhealthy bias, whether or not we may agree with all of Mr. Besant's conclusions. One serious thought is left burning in upon our minds: What are we, the other peoples of the earth? What are our destinies, that for our own sakes a whole people should have been in a manner vivisected for so many centuries? What shall make us worthy of receiving this costly object-lesson?

Retail Price, paper, 50c

Trade Price, paper, 35c.

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## CORRESPONDENCE.

Editor BOOKS AND NOTIONS:

Sir, We note the peculiar proportions given in the letters on the 50c. book question, and think that in many cases they are exaggerated. We do not see that in quality there is much difference in the 50 and 25 cent books, but note a marked difference in the trade price. If dealers could make as much money off one 50c. as two 25c. books I think it might alter their views a little. It is a question in my mind if the 25c. book can pay the publisher who keeps up to the times and issues new and good books as they come out (steals them or buys them as needs must). For the up-to-date buyer the 50c. book is O.K., for the man who reads to kill time and want the price regardless of quality the 25c. fits. "Many men have many minds," and both lines have their place. Someone must pay for tall ends.

KNOWLES' BOOKSTORE,

A. M. Hoare, Manager.

Hullfax, N.S., August 12.

Editor BOOKS AND NOTIONS:

Sir, 25c. novels are the sellers. The book publisher should give us the 50c. books printed on cheaper paper and with cheaper covers to retail at 25c.

Yours, etc., R. S. PORTER.

Lindsay, Ont., August 10.

Editor BOOKS AND NOTIONS:

Sir, You invite discussion on the relative selling merits of the 50c. and 25c. novels. As we have but this summer branched out into this line of business we cannot of course have much to say on the subject. Thus far, however, our experience has taught us that Toronto buyers, at least, will pay a fair price for a good novel. For example, we imported last month from Longmans & Co. 250 copies of their Colonial Edition of "The Refugees," by Conan Doyle; cabled for them, and had them on by express. We sold them at 75c. paper, and \$1 cloth, and in less than three weeks we had disposed of the whole number. Our only regret is that we had not ordered 100 or 500 copies. Another example: Encouraged by the sale of "The Refugees," we ventured to place a large order for Lew Wallace's "The Prince of India." We are selling it, of course, at selling price, \$2.50, two vols., and so far (inside of two weeks) have disposed of almost 50 sets. We filled a whole window with sets of "The Prince of India" and nothing else, and found the result the best advertisement we could have given it. Our experience, therefore, so far goes to prove that the Toronto public will willingly pay a good price for a good book.

Yours, etc.,

JAS. BAIN & SON, (per A.E.H.)

53 King street east, Toronto.

## SCHOOL BOOK CUTTING.

Editor BOOKS AND NOTIONS:

Sir,—No one should object to the trade knowing what he is openly doing, or, as for that, the public either. Indeed, some men court notoriety, even at the expense of truth; I do not, and had the paragraph in the last copy of the school book contest in Guelph. I your publication given a fair view of should not have asked you to insert this in your next number, so that your readers may have a more impartial view of the circumstances.

I was not aware that the selling of a few Pansy books at 5 cents each had anything to do with the foolish reduction in price of school books made here for a few days, and it certainly did not influence me in the least. But other circumstances did, and I wish briefly to state that some two or three years since the dealers in school books here signed an agreement not to sell any school book at less than published price under a penalty of \$5.00 for each violation of the same. This arrangement was kept by some, and, nominally by all, until last fall, when a change of owners took place, and "Woods' Fair" commenced selling the readers and three or four other school books at a reduction of about one-fifth. A business man of any tact might have passed the thing over, and the effect on his own sales would have been scarcely felt. But some people think they are entitled to the whole world, and in March last Mr. Day issued 5,000 calendars for the year, on the first page of which he announced a reduction of 20 per cent. on public school books. I at once printed a small bill with similar reductions, as, although Mr. Day occasionally makes a spurt to sustain his boast of "selling cheap," I never allow my customers to pay more for goods than other stores charge for them.

When the schools were about to re-open I announced the 20 per cent. reduction on all school books in my ordinary advertisements, when out comes Mr. Day with a 30 per cent. reduction, and of course I followed; then he announced 33-1-3 per cent., and in a few hours came down to 35 per cent. by hand bill and advertisement. Not to be outdone, on the morning the schools opened I allowed 40 per cent., and down came Mr. Day to 45 per cent. On that I offered books at 50 per cent. off, when the man who boasts that "he sells cheap," that he "leads the trade," and "keeps down prices," quietly surrendered, hauled down his flag, forgot his boasted discounts, and advertised a lot of trashily got up novels at five cents each.

Such is a true history of the school book cut, made at a loss to the trade of \$300 to \$400, but one that seemed necessary to keep down the boasting

of a man, that to buy goods at a fair price you must only deal with him. He is now silenced on that line, and, although it was an expensive operation, the result will probably prove beneficial. It may be necessary, occasionally to fight the devil with his own weapons. I did it, anyway, and defeated him.

Yours, etc.,

JOHN SMITH.

Guelph, September 12, 1893.

## C. M. TAYLOR &amp; CO.

THE following letter was sent out by C. M. Taylor & Co., a few days ago, and it caused considerable surprise:

Dear Sir,—We beg to notify you that we have placed our affairs in the hands of Mr. E. R. C. Clarkson, of Toronto, on behalf of our creditors, and we are preparing a statement of our affairs for submission to our creditors at an early date, of which due notice will be sent you. Yours, etc.,

C. M. TAYLOR & CO.

Toronto, 23rd September, 1893.

The ultimate cause of this action was the fact that the banks refuse to accept the paper of the firm, although this was the most favorable season for a continuation of the business. The firm were unable to take their goods out of bond, and consequently were forced to appoint a liquidator. As W. D. Taylor was only trustee for the estate of C. M. Taylor, his deceased wife, it appears that an assignment could not be made.

Taylor & Co. succeeded James Campbell & Son when the latter failed in 1884. The old Campbell firm did a snug business for many years, especially during the time of the American civil war, when dealers crossed the line and bought Canadian stocks at high prices. They also published the readers used in the schools at that time and had a big hold on the general book trade. Profits were larger than than now, but eventually the firm became rash in its financing and in the amount of stock carried, and then came a terrific crash.

C. M. Taylor & Co. have been doing a fair trade, but there can be no doubt the close margins now so prevalent, prevented them holding their own. They carried quite a number of the dealers throughout the country, and their liquidation must follow that of C. M. Taylor & Co. One firm in Owen Sound and another in Sarala are said to be looking around for methods to extricate themselves from difficulties.

Stock is now being taken in Taylor & Co.'s warehouse, and nothing definite can be done until the meeting of the creditors, which will likely be held between the 20th and 25th of this month. In the meantime dealers can secure parcels at slightly reduced prices perhaps, but at no reduction which can be called a sacrifice. The policy of the liquidator cannot be announced until after the meeting of the creditors.

**NEW THINGS IN WINDOW SHADES.**

**T**HE newest thing in window shades is a lace with insertions. This is shown in many varieties and in light and dark shades of cream and white. The window shades of the last few seasons have had considerable lace attached, with and without the addition of fringe, but the lace with insertions is an entirely new idea. Mr. Haas, the buyer for Geo. Hees, Son & Co., visited Europe recently, and this is one of his purchases. He also secured many other new things in fringes and laces. He visited Birmingham, and there secured the latest novelties in pull sets. All these new things are being shown to the trade by the travelers of this firm. The range of shades is an excellent one and should find a ready sale.

A new departure by this firm is the making of curtain poles with wooden brackets and rings. These were imported by some of the dry goods houses last spring, but now a supply of domestic goods of a better class can be secured from this enterprising firm. Brass sets are certainly going out of favor, and dealers would do well to keep this in mind.

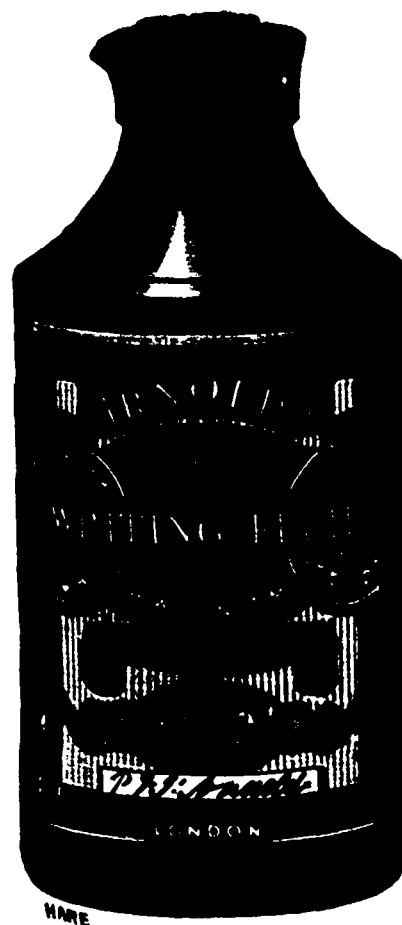
This firm intends to issue a new and extensive catalogue, and every customer will receive a copy. It will not be ready for at least six weeks.

**SELECTION FROM  
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- Extra Crown 8vo, cloth extra, with illustrations by Lookhart Bogle.
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- Bunyan Characters. By the Rev. ALEXANDER WHYTE, D.D., of St. George's Free Church, Edinburgh.
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- The Holy War. By JOHN BUNYAN. With Prefatory Note by the Rev. ALEX. WHYTE, D.D.
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- The Musgrove Ranch. By T. M. KNOWE.
- Bush and Town, a Homely Story of the Pacific Coast. By CATHARINE KIRBY FRASER.

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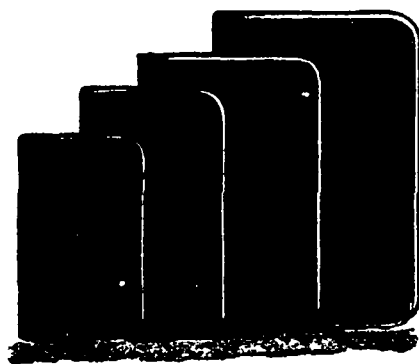
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We claim to have the largest line and finest assortment in the Dominion. Besides our own manufacture, we have just received a large stock of

**NOVELTIES IN PURSES**  
Of French, German and American make. Special line of Sterling Silver Mounted Goods.

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**Brown Bros., Ltd.**

HEADQUARTERS FOR  
LEATHER GOODS, ACCOUNT BOOKS,  
STATIONERY, OFFICE SUPPLIES, ETC.  
64-68 King St. East, Toronto

### AMONG THE WHOLESALERS.

**P**ROBABLY the most handsome parlor lamps ever shown in Canada is a line shown by Nerlich & Co. The stands are of the most exquisite china finished with leaves and blossoms of most delicate texture and natural coloring. They are marvels of ingenious workmanship. They are sold without shades at prices varying from \$3.25 to \$20.00 each. The burners are American double style, and a full stock of fancy silk shades is carried. The firm is showing a great range of the French China, known as Limoges, in cups and saucers, plates, salt and pepper sets, fish and game sets, and dinner and tea sets. The decorations are of the most artistic kind, and clouded gold edges is a feature of most of the ware. French plain china for decorative purposes is also carried. The range of candleabra shown this year is much ahead of last year in regard to size and price. They are doing a nice trade in fancy candles and candle shades. Brush and comb trays in china is a new line. Pen trays and hairpin trays are also shown.

A. S. Irving, president of the Toronto News Co., is spending a few weeks at the World's Fair.

The Copp, Clark Co. are offering a few lines of photo albums and plush and leather goods at clearing prices.

Nerlich & Co. have a new game entitled "The Ocean Race." It is taking well, being instructive as well as amusing.

The Canada Publishing Co.'s new series of drawing books will be ready first number at least—in about a month.

Mr. W. A. Davis, manufacturer of the U. S. Treasury Writing Inks and Mucilage, Boston, Mass., was calling on Toronto wholesalers a few days ago.

Buntin, Gillies & Co. report that they are in receipt of their third and final shipment of Stephens' Inks, consisting of one hundred and twenty-seven packages (cases and cases) ex SS. Lydia.

Messrs. Bröbbs and Allen, of the Methodist Book and Publishing House, are starting on their fall trips with a complete line of samples, including many new lines not shown in the spring.

Nerlich & Co.'s warehouse has been fitted up with two large plate glass show windows, and the handsome goods shown in them during the Exhibition stopped scores of passers by every day. They have the goods which attract.

The Map and School Supply Company have made quite a few new additions to their map and globe publications. Their new series of wall maps are meeting with quite a demand; among the many features is a map with key to

the different possessions at bottom for teachers' use. The whole series is beautifully lithographed and remarkably cheap.

The Napanee Paper Co. has applied for a winding-up order. This company had an office in this city at Bay street, under the management of Mr. Challen. The capital stock is \$150,000, and the liabilities are about \$100,000, so that creditors will lose little if anything.

A neat circular catalogue of paper fasteners has been issued by the Copp, Clark Co. Besides the ordinary lines, it includes the Middleton paper fastener which is said to be quite popular with large users, as there is no perforation of the paper in its use.

Mr. J. A. Taylor, of the National Publishing Co., is in New York at present straightening up the affairs of his publishing business there. It is said to be held at present by Buntin, Reid & Co. The National Publishing Co. will continue to do business in this city as usual.

Attention is called to C. R. Somerville's "Big 4" game. Mr. Somerville doesn't touch anything unless it is good, and when he gets a good thing he pushes it. His games are of the popular kind, suitable for old or young, and will have a large sale this fall. It is sold by the wholesalers.

On their fall trip the travelers of the Methodist Book Room will show a very complete line of Bibles and Presbyterian Hymns, and Psalter and Hymns, also Methodist Hymn Books and Bible and Hymns combined, in single volumes and combination cases. All of these in the special bindings of the house.

Mechanical steam model toys are in large demand; magic lanterns and slides are also favorites in the trade this season, proving the correctness of BOOKS AND NOTIONS' prophecy in June last that good toys were rapidly taking the place of junk goods. H. A. Nelson & Sons fall catalogue contains a full line of these desirable goods.

Mr. Emil Nerlich, of Nerlich & Co., is back from a two-months' trip through the Maritime Provinces. Mr. Nerlich says that trade is very fair in the provinces, and that he secured larger orders than ever. He remarked that BOOKS AND NOTIONS had a huge influence in that part of Canada, and everybody spoke kindly of it.

The Ontario Government contract for supplying printing paper for the next five years will be let in a few days. Barber Bros., of Georgetown, had the contract for the past five years. The contract for the printing and binding for five years was let last month, Warwick Bros. & Rutter securing the contract. Their tender was \$600 below C. B. Robinson, \$6,000 below the Methodist Book Room, and \$10,000 lower than

Borritt & Co. This same firm has done the Government printing and binding for many years, and have given, seemingly, good satisfaction.

"On Service" is the title of a writing pad which Warwick Bros. & Rutter have added to their already extensive series. The design, a mounted officer of the Grenadier Guards, on duty, is handsomely printed in gold and black. The name is appropriate, as the tablet is intended to be "on service" whenever required.

Buntin, Gillies & Co. have issued a price list of wedding stationery—announcement folders and cards, programs, menus, etc. The line is a fine one, and samples should be in every stationer's hands. A complete sample book costs fifty cents, which the firm agrees to refund when orders reach the sum of five dollars.

To meet a demand for a writing tablet of larger size than the ordinary octavo, but smaller than quarto, Warwick Bros. & Rutter have placed on the market two of their well known lines, namely the Osgoode Linen and the "Inland in Royal Sco., or the same size as pocket note. This will be found a very convenient size for many purposes.

H. A. Nelson & Sons report a big trade in dolls. Their stock still includes some of their specially imported leaders, so that dealers who have not availed themselves of the many advantages pertaining to so large an assortment, should do so at once. They should bear in mind the "plums" will not last forever, and also that "first come first served." Xmas week will find their stock weighed in the balance and found wanting.

H. A. Nelson & Sons are doing a good football trade this season. The trade fully appreciate a really first-class ball, such as their "Glasgow Match." The leather used in making the covers is tanned especially for this purpose, and is put together by only skilled workmen. The leather is so cut that the ball will always retain its shape. The rubbers are McIntosh's best English red rubber. The "Glasgow Match" ball complete is second to none. Leading players endorse it as "The ball of the season."

Twenty-three kinds of travelers' order books are now shown by the Copp, Clark Co.; previously they had only eleven. Linen receipts, two on page, bound in cloth, with leather back, are taking well. Salesmen's blotters No. 810 and 811 at \$2.40 and \$3.20 are splendid lines. Among other new stationery novelties is a pencil case containing a dozen assorted silver pencils and pens, which is sold at \$3. Polished wood inkstands of large size are a new and taking line. The Koh-i-noor pencil is made of extra compressed lead

and the point is said to last five times as long as a corresponding number of the ordinary graphites.

The Brown Bros. do a huge trade in office stationery, and have just received some new lines of special pens and penholders. They have a new pencil sharpener, "The Acme," made by Johann Faber. It is of heavy brass, with an excellent double-edged blade. It is of superior quality and retails for 25 cents. Fancy pocket inkstands, with leather outside and brass fittings, are shown in several varieties. They have restocked McNiven & Cameron's celebrated Waverley pens, Brown Bros. series of pens, and several other lines. Writing cases and desks of new designs are shown at present.

In note papers, two lines sold by the Copp, Clark Co. are worthy of mention. One line is a fancy note, having a corner design in four varieties, embossed in colors. It is shown in white and cream, ruled or plain. Another line is in tablet form. "Flax Fibre" is a linen paper tablet, "Kensington" a vellum, "Davenport" a cream, and "Buckingham" a white. All these have fancy embossed covers with gold stamped titles. The octavo sizes sell at \$1.50 and the quarto at \$2.40.

The press of business in the manufacturing departments of the Methodist Book and Publishing House has of late been such as to necessitate a large increase in the staff. Their great press room, with its thirteen large presses and a number of Gordon presses, is going night and day, and, indeed, occasionally with a fresh staff of pressmen, engaged from other houses, running the night through. In the bindery, with some twenty extra help, equal activity prevails.

A lead pencil sharpener that cuts away the cedar but at the same time breaks the lead, is a delusion. So many of these have been introduced from time to time and proved worthless that the public have almost lost confidence in the article, and preferred using the old fashioned method—the penknife. At last, however, a new invention by Johann Faber, called the "Acme Pencil Sharpener," seems to fill the bill. It is made of brass, and the knife, which is two-edged and reversible, can be so regulated by an adjusting screw that it will shave the pencil point to any degree of fineness without breaking. It has been introduced by Warwick Bros. & Rutter, and appears to be the most reliable article of the kind that has yet appeared.

Mr. Mark F. Smith, who for several years past has carried on successfully a book and stationery business at Port Hope, Ont., has disposed of the same to Mr. B. L. Randall, a well known, upright and obliging young man, well acquainted with the requirements of the trade.

THREE VOLUMES OF POETRY.

THE busy bookseller, if he is also an earnest bookseller, will notice that during the past three weeks three volumes of Canadian poetry have been issued. They have been published not for the benefit of Canadians alone, but also for the benefit of the English and American public—this fact is mentioned for the simple reason that the Canadian reading public does not seem to care for reading anything until it has first been commended by the book lovers of Great Britain and the United States. The truth is that Canadian

Thomas O'Hagan, published by the Williamson Book Co. BOOKS AND NOTIONS has received no copy of this work, hence an extended review cannot be given. But from the very charitable review in the current issue of the Canadian Magazine the dealer may gather some points which will give him material aid in selling the book. This is Mr. O'Hagan's second volume of poems, so that he is not unknown. His patriotic poems are excellent, and those which deal with his memories of childhood are exceedingly touching and melodious.

William Wilfred Campbell has been



CHARLES G. D. ROBERTS.  
Author of "Green and Other Poems," "In Divers Tones," and "Songs of the Camp and Day."

poetry is more appreciated outside of the country than in it—much to our own disgrace. These three new books are published in good time for the holiday trade, and dealers would do themselves credit by laying in a stock of a size consonant with the requirements of their trade, and see that these books are brought to the notice of the reading public.

The first volume is entitled, "In Dreamland, and Other Poems," by

introduced to the readers of this journal several times and an excellent portrait of him was given in a recent issue. Most dealers are well acquainted with his "Lake Lyrics," and his new volume should meet, in fact, has met, with a very favorable reception. This volume contains his most famous poem, "The Mother," although another poem, "The Dread Voyage," gives its name to the volume. "The Last Ride," "The Confession of Tama the wise," "Six

Lancelot," and "Unsolved," are the titles of the more pretentious poems in this volume. This poet seems to have a predilection for the horrible and the tragic side of life, and treats these subjects in a most thrilling and interesting manner. But it is in his effects of imagination that Campbell is most powerful, and he thus shows that he has the capacity for producing poems original and powerful. His poems have done much to make Canadian literature noticeable abroad, and his careful painstaking work should receive full and ample recognition at home. This volume is published by William Briggs.

The third volume is entitled "Songs of the Common Day," by Charles G. D. Roberts, whose portrait is presented in this issue through the kindness of William Briggs, the publisher of the volume. In 1880 Roberts' first volume, "Orion, and Other Poems," was given to the public, and in 1887 his second volume, "In Divers Tones," was published. His third volume is now given to the public, containing a large number of his best sonnets and also "Ave," an Ode for the Centenary of Shelley's Birth, which was first published by The Williamson Book Co. in December, 1892, in a limited edition of two hundred copies. Most of the sonnets deal with out door life, and show the poet's intense love for natural beauty. He deals with phases of the common life around him in a most charming way, and yet after all if one dare wish for anything, it would be that the poet were more ambitious—use his imagination more, and deal with higher and more philosophical subjects. Only a poet-lover of nature could find anything poetical in The Cow Pasture, Frogs, The Pea-Fields, Burnt Lands, Buckwheat, The Potato Harvest, The Autumn Thistles, Fades, Rain and Mist. Yet these sonnets are finished and melodious. If one fails to see poetry in these common subjects let the poet's wish be his.

"Make thou my vision sane and clear  
That I may see what beauty clings  
In common forms, and find the soul  
Of unregarded things"

A Christmas-Eve Courtin' reminds one of Bret Harte, showing that the poet has the sympathy with the common people necessary to make him their favorite if he cared to indulge in this kind of theme. "The Succor of Gheskap" is a Micmac legend, and "How the Mohawks set out for Medoctee" is another Indian tale in poetry. Both of these are essentially Canadian, while "The Wood Frolic" is a song of the woodman's axe, which has played so important a part in the making of this country.

Too much credit cannot be given The Methodist Book and Publishing House for their earnest efforts in behalf of Canadian literature. It is too true that

there is little if any profit to the publisher or author of these works, nor will there be until Canadian booksellers make an earnest effort to push our own literature. Let it be hoped that the time will soon come, when neither author nor publisher will have, as at present, only glory for their reward.

### STORIES FROM CANADIAN HISTORY

**H**ISTORY is an exceedingly interesting subject, but Canadians know too little of their own history—despite the thrilling episodes with which it is pregnant. Canadian history is, by the new policy of the Education Department, to be more extensively studied in the public schools, by doing away with the study of English history. However much the necessity of delaying the study of English history until the student reaches the high schools and collegiate institutes, may be lamented, every person must acknowledge that Canadian history is of prime importance. From this time forward a greater interest in the history of this young nation may be expected to show itself.

The Copp, Clark Co. have just issued a little book at 25 cents, entitled "Stories from Canadian History." Some of these stories were written by Agnes Maule Machar, the well known Canadian authoress, and some by the editor, T. G. Marquis, of Stratford. These stories are supposed to tell those interesting pieces of history which an outline text book is forced to omit. The tales are admirable and stranger than fiction. The list comprises seventeen such titles as "The Story of Tecumseh," "The Story of Brock," "A Canadian Thermopylae," "Heroine of Castle Duncross," and "Story of Port Royal." At the beginning of each story there is placed a quotation from a mentioned page of the High School History, indicating where each story can be used as supplementary reading. Teachers of history will no doubt be delighted with this little volume, and even the general public should appreciate it.

### PHYSIOLOGY AND TEMPERANCE.

**T**HE new public school text on Physiology and Temperance has one merit, and that is, it is cheap 25 cents. Moreover it is well printed and suitably illustrated. The opening chapter deals with the skeleton, and the way it is built up. Then follow chapters on the bones, muscles, skin, digestion, circulation, respiration, nervous system, special senses, first aids to the sick and injured, how to prevent disease, and physical exercise. The book is well written, and the information is placed in a very presentable manner and in not too technical language. Pope spoke truly when he

said that the greatest study of mankind is man, but he meant it in a way that was hardly what the scientists of to-day mean when they use the same words. The study of physiology in all its branches, zoology in general, and a host of similar subjects has received a great impetus during the last twenty years. Man is fast becoming desirous of knowing how to live, as well as how to die.

### NEW PUBLICATIONS.

**B**RANDON COYLE'S WIFE, by Mrs. E. D. E. N. Southworth, is a sequel to "A Skeleton in the Closet," and is equally interesting. A young man is secretly and irregularly married to a young girl of low birth, and afterwards desires to marry a young lady of fortune. Just on his wedding day he is frustrated by information coming to his intended bride from a friend of his wife's. This mystery is solved, but its solution is a long and interesting tale. Robert Bonner's Sons.

LA BEATA, by Thomas Adolphus Trollope, is No. 181 in the Globe Library, published by Rand, McNally & Co., Chicago. This is a tale of art and Italian cities. The plot is admirably conceived and well worked out. The interest is well sustained and the descriptions worthy of perusal.

LOVE, by Honore de Balzac, is a dash-ing French story in Robert Bonner's Sons' Ledger Library. The tale is not so light as the title might suggest, the author treating his characters in a very thoughtful and philosophical manner. The reader's interest in the tale is roused early and it is not allowed to flag until the story ends. Paris life is the one chosen for description by the author.

THE PASSING OF A MOOD is an interesting tale published by T. Fisher Unwin in the Pseudonym Library. This library now comprises thirty titles. This novel is a worthy addition. No. 29 is entitled "Cavalleria Rusticana," and No. 28 "The Sinner's Comedy." The series is published in both paper and cloth, the former being sold by The Toronto News Co. and the latter by The Copp, Clark Co.

EASY LETTERING, by I. H. Cromwell, is a neat pamphlet which shows an easy method to make any style of letter desired for sign cards or designs of any sort. Spon & Chamberlain, 12 Cortland street, New York. Price 50c.

Rance & Spalding is the name of a new firm which succeeds Robins Bros. in Clinton. Mr. Spalding is a young man who was formerly in a stationery store, but of late has been an organ tuner. He is bright and energetic, and may succeed. Mr. Rance is the partner with the purse.

**AUGUST IMPORTS.**

THE following tables show the imports during the months of August 1892 and 1893 :

Month ending Aug. 31st '93.	Value.	Duty.
Books, Pamphlets, etc.....	\$ 95,958.00	\$19,674.06
Fancy Goods.....	164,986.00	49,909.86
Musical Instruments.....	29,790.00	6,001.90
Paper and Mfrs. of.....	83,770.00	26,460.70

Total Dutiable goods.....	6,750,760.00	
Coin and Bullion.....	579,672.00	
Free Goods.....	4,045,110.00	

Grand Total..... 11,375,562.00

Month Ending Aug. 31, '92	Value.	Duty.
Books, Pamphlets, etc.....	\$ 95,490.00	\$18,970.51
Fancy Goods.....	177,960.00	52,540.31
Musical Instruments.....	23,881.00	6,322.55
Paper and Mfrs. of.....	97,570.00	27,925.78

Total Dutiable goods.....	6,604,130.00	
Coin and Bullion.....	1,323,922.00	
Free Goods.....	5,293,484.00	

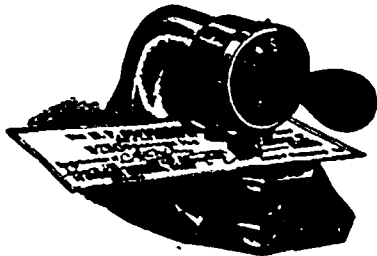
Grand Total..... 13,518,575.00

The figures show that the total dutiable goods imported were larger in August this year than August of last year, although less free goods were imported. Books show a slight increase, but paper and its manufactures show a decided decrease, as do also fancy goods. The quantity of coin imported in August was less than half the amount imported last year, owing no doubt to the very high premium on gold during that month.

It cannot be asserted that trade in books, stationery and fancy goods shows decided progress, unless it can be assumed that domestic papers and fancy goods are taking a more prominent place in the country's trade. This is undoubtedly true of stationery, but doubtful as to fancy goods.

**CHEQUE PERFORATORS.**

By the kindness of The Brown Bros. an illustration of a check perforator is given the readers of this journal. This instrument stamps the amount of the check on it in such a way that there is no uncertainty as to its value, nor is there any danger that figures



can be added to increase the face value of the check. It is small in size, simple in construction, and quick in operation.

This firm also sell check mutilators. These machines are of a larger size, and by their use 25 checks, drafts or notes can be simultaneously stamped "Paid" in an unmistakable manner. It is a great expedient for saving the labor of marking each check separately.

M. Salisbury, of M. Salisbury & Co., of Cobourg, for 43 years a bookseller, called on BOOKS AND NOTIONS recently. So venerable a representative of the retail trade has seldom visited our office.

Don't Fail TO INSPECT OUR Samples of  
**WALL PAPERS**

Before placing your order for Spring of 1894. You will find

ATTRACTIVE PATTERNS,  
POPULAR COLORINGS,  
and QUICK SELLERS

Travelers now on the road.

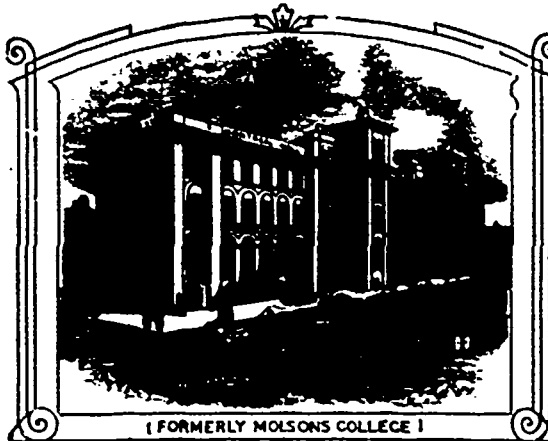
IN EVERY GRADE.

**M. STAUNTON & CO., Toronto,**

SHOW ROOMS, 6 KING W.

FACTORY, 960 YONGE ST.

**MONTREAL WALL PAPER FACTORY.**



(FORMERLY MOLSONS COLLEGE)

First Prize Awarded  
wherever Exhibited

**COLIN McARTHUR & CO.,**

15 Voltigeur St.,

Cor. Notre Dame St.,

**MONTREAL.**

Samples on application. Don't buy until you have seen our samples.

Prices cheaper than ever before

ENCOURAGE HOME MANUFACTURES

**WATERSTON'S (Bee Brand)**  
**FANCY COLORED AND PERFUMED SEALING WAX**

In all Shapes and Colors, as used by Ladies in Society in London and Paris.

Sold by all Canadian Dealers.

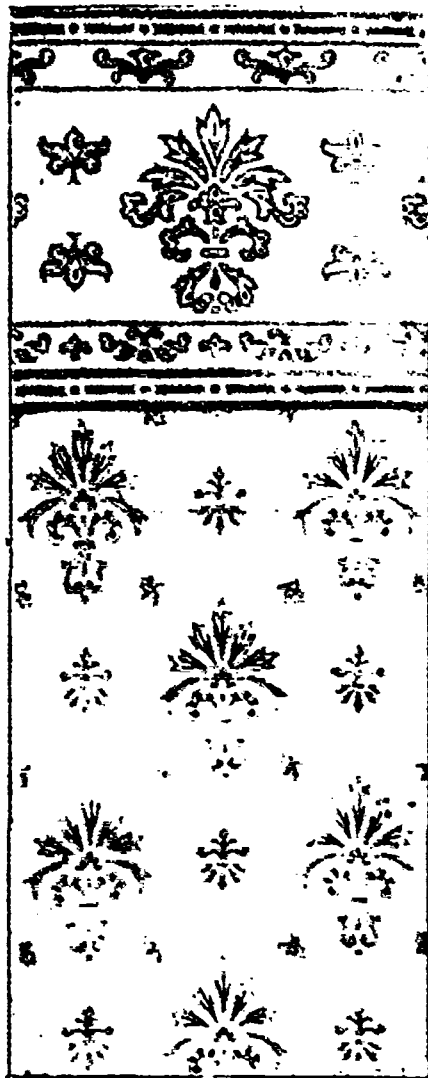
### WALL PAPER.

**A** DEALER in wall paper who resides in Huron County of this province remarked to the editor, who called on him for a few minutes that a couple of weeks ago, that he didn't care whether any jobber of American paper called on him or not. He declared that the statement in **BOOKS AND NOTIONS** that domestic wall papers were as good as imported style were perfectly correct, and that in future he was going to handle only Canadian papers.

There are many other dealers in this country who could come to this same conclusion with credit to their patriotism and an increase to their profits. Domestic papers are as good as imported in all the medium and lower grades; in many cases being better. A considerable amount of United States paper will always be used, especially in the finer grades, but domestics are perfectly suitable for the general trade.

#### A HANDSOME DESIGN.

The accompanying cut is taken from one of M. Staunton & Co.'s patterns for



Hanging No. 956. Frieze No. 1976

the present season which is having a run. It is shown in several colorings such as embossed, gold, and white blacks, with eighteen inch frieze and ceiling to match.

Their line this year is meeting with very favorable reception by the dealers. This is a gratifying proof of their ability to foresee the requirements of the trade.

M. Staunton & Co.'s special church patterns continue to have a large sale.

#### A NEW FIRM.

A. O. Hurst and H. C. Cooch, late with C. M. Taylor & Co., have the sole agency for Canada for the New York Jobbing Branch of the National Wall Paper Co. They are now out on the road with their samples. Their Toronto sample room is at 81 York street.

#### J. C. WATSON & CO.

John C. Watson & Co., of Montreal, say that they are well pleased with this season's business so far, which shows a satisfactory increase over last year, and although they have already manufactured over one million and a half rolls of this season's papers, they now find it necessary to run overtime in order to make shipments in good time. Their papers seem to be finding increased favor with the trade.

#### JANEWAY & CO.

R. J. Salisbury, one of the best known travelers on the road, and who has been with C. M. Taylor & Co. for some six years, has accepted the position of representative for Janeway & Co., of New Brunswick, N.J. This firm is in the National Wall Paper Co., but nevertheless controls its own patterns, so that none of the styles shown by Mr. Salisbury will be shown by any other representative of the National. He starts out in a few days with samples of all classes of papers, and dealers will no doubt give these due consideration.

### WAR ON WALL PAPER JOBBERS.

**T**HOUGH the National Wallpaper Trust has been in existence only a little over a year, it has already secured a great part of the wall-paper trade, and within the last few weeks it has made a move that will practically wipe out of existence fifty of the largest and best-known wallpaper jobbers in this country.

When the trust was formed all the large firms in the country that manufactured wallpaper became members of it except William Campbell, of West Forty-second street, and M. H. Birge & Co., of Buffalo. Its present move is designed, if possible, to crush these manufacturers, as well as the jobbers. At a meeting held two weeks ago it was decided to send out a circular to the retailers all over the country, offering them inducements to deal directly with the manufacturers, and not through

the middlemen. This circular stated that if the retailer would buy for one year all his wallpaper from the trust, then the National Wallpaper Co. would pay to the purchaser on August 1, 1894, twenty per cent. of the net amount of his purchase. The purchaser, however, must first pay in full for his goods. The company disavows any obligation to sell on or extend credit in consideration of the purchaser's dealing with it directly. Claims for the rebate cannot be assigned or made payable to others than the purchaser, except in case of his death, and then it will be paid only to his legal representatives.

This scheme was sprung on the jobbers without any warning. When they gave their orders for the coming year, as they had done in years past, they were told quietly that they would not be allowed to buy any goods, and that the best thing they could do would be to go out of business. One of these jobbers went into the office of the Trust at the Alpine, in Broadway, while a number of directors were there and asked what he would be able to do. "Oh," said one of the directors, "we'll buy your old stock and take your drummers and put them on the road." Rather cold consolation to a man who had been purchasing goods from this dealer for years, and who had been dealing with him long before the trust was in existence.

"What this trust proposes to do," said a man who knows something of the schemes of the corporation, "is to squeeze out of existence every large jobbing house in the United States. There are only two firms that are not members of the trust, and, though they have large plants they could not pretend to fill the orders of the jobbers now in existence. These manufacturers are William Campbell, of New York, and M. H. Birge & Co., of Buffalo. It would be folly for these two concerns to try to meet the demands that these jobbers would send in. All that the trust will allow the jobbers to do if they wish to exist is to operate little retail stores, and they must throw overboard the business that probably took years and years to build up. There are fifty large and well-established houses in the United States that may be said to deserve the name of representative wallpaper jobbing houses. Unless the plans of the trust fail, there will not be one of them in existence in three years. The majority of them will be wiped out long before that. This thing is also aimed at the two manufacturers who are not in the trust, but whether they will manage to keep their heads above water outside of the trust is problematical. They think they are all right, and maybe they are, but it will be a bitter fight between them."—New York Times.

WALL PAPER

WALL PAPER



“John C. Watson & Co.’s new samples of Wall Paper are the best value in the market,” is the opinion of some of the largest dealers in Canada. If you have not already seen our lines we shall be glad to hear from you. . . . .

**JOHN C. WATSON & CO.**

OFFICE AND WORKS:

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

IT WILL PAY YOU TO  
HANDLE OUR GOODS

**Something New for the Boys**

**SOLDIER SUITS**

Consisting of Helmet, Breastplate, Bayonet, and Gun. . . . .

**Especially Manufactured**

TO RESEMBLE

**SAILOR SUITS**

Consisting of Cap, Breastplate, Cutlass and Gun. . . . .



Queen's Own Rifle's **Uniforms**  
and Royal Grenadier's

**FIREMEN SUITS**

Consisting of Helmet, Belt, Hatchet, and Signal Horn. . . . .

Each set put up on a card, making a very saleable toy. . . . .

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

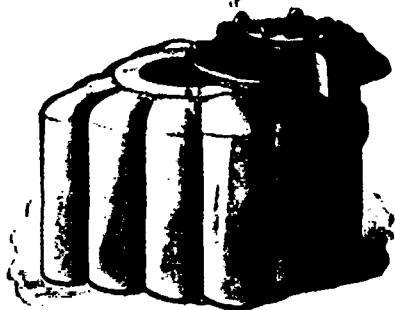
Wholesale Toys and Fancy Goods.

See our New Games: “Over the Garden Wall,” “Ocean Race,” “Jumpkins,” etc.



### NEW OFFICE SUPPLIES.

**I**NK STANDS, with and without pen-racks are shown in the accompanying illustrations. The line is new and taking on account of its real merit. The substantial pen rack shown can be secured separately. No. 159 is \$2.40



No. 159.

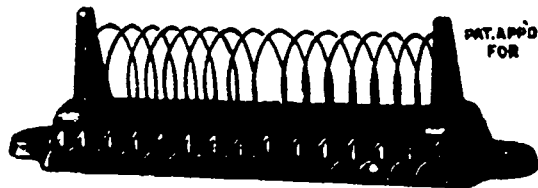
per dozen; No. 399 is \$4.20, and the pen rack No. 5 is 75c. per dozen. A special feature of the stands is the



No. 399

little space occupied, and a second feature is the revolving close-fitting cover.

The other illustrations show two staple lines of sponge cups, which, as



No. 5.

well as the ink stands, are sold by The Copp, Clark Co. The larger one is the ordinary bankers' size, while the oval



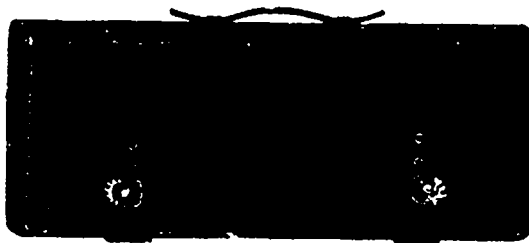
and smaller one is suitable for ordinary office use. Besides these two styles they have also two special fancy styles in neat shapes and artistic decorations.

Another line similar in kind to these illustrated here, is a line of pen wipers of the hair brush variety in very neat china stands.

### NEW LEATHER GOODS.

**A** NEW handbag illustrated here is being put on the market by The Brown Bros., who had a similar design last year. This year plush is not used at all, the materials being leather and silk. Improvements have been made in the design also, and the line now comprises three sizes and several varieties of each. The leathers used are seal, morocco, and calf. The small purse on the outside of the bag is furnished with an automatic pencil and a celluloid tablet, two necessary articles for the busy shopper.

The music roll or holder illustrated here is an improvement on those round



holders which require the music to be closely rolled. This one simply requires the music to be folded once, and then not tightly, and no crease is made in the sheet. It is shown in morocco, seal and Persian, and in different designs.

The Brown Bros. Co. are paying special attention to their leather goods this season, and have produced many new

Extending large lines of credit on long time.

Lack of good judgment in assorting the purchases.

Competing on prices below a safe margin of profit.

Want of sufficient capital to sustain the business.

Extravagant methods of conducting business.



A disregard for the interests of the public.

Spending too much money for personal expenses.

Not sufficient nerve to cope with the difficulties.

A lack of business sagacity, or commercial tact.

Depreciation of values due to goods being carried too long in stock.

A mistake in the location and class of trade.

Undue anxiety to transact a large business for "love."

Dependence upon one class of customers for support.

### REMEDIES.

Strict attention to collecting accounts due.

A close inspection of the relations of expenses to profits.

A frequent turnover of the entire stock.

Exercise of great caution in extending credit.

Pausing business ambition with old fashioned prudence.

Conscientious treatment of customers; practical honesty.

Economy in business and personal expenses.

A systematic avoidance of speculation of all descriptions.

Appreciation of the primary laws which govern business.

Proper self-confidence and stamina of disposition.

### CAUSES OF FAILURES.

**T**HE following causes of failures and the list of suggested remedies, are tabulated from a series of letters published a short time since in "Metal":

Purchasing too large quantities of goods on limited capital.

**CURRENT LITERATURE.**

**P**ROBABLY the most original and forceful plea for silver that has been made in this exciting campaign, where so much has been said, is advanced in the October Review of Reviews by Edward B. Howell. By means of carefully prepared charts, showing the amount of silver and gold, of cereals and cotton and other staple products he aims to show that the production of silver keeps approximate pace with the production of cereal crops. Furthermore, his evidence goes to show that while silver does vary about as the goods which we buy with it, gold does not keep pace with them. In other words, Mr. Howell's very interesting arguments would lead to the conviction that we should be talking of a \$1.50 gold dollar instead of a \$0.60 silver dollar. While put forward in a very concise and unpretentious manner, the charts which this young Western political economist has prepared form a very valuable addition to the literature of the much-vexed currency question.

In the October Arena the editor has a timely discussion on "The Coming Religion," in which he examines the various causes which have operated during recent years in so wonderfully broadening the religious thought of civilization. In the same issue Rev. W. E. Manley, D.D., contributes a scholar-

ly paper entitled "Alonian Punishment Not Eternal."

C. Kinloch Cooke tells us, in McClure's Magazine for October a great many new and interesting things about that thoroughbred Irish gentleman and sportsman, the Earl of Dunraven.

Walter Besant has a short story in McClure's Magazine for October, which is a very powerful sermon on the evils of moderate drinking. It is called "A Splendid Time—Ahead," and the fog and squalor of London permeate it; but it is true to the life.

Among the wealth of good things, Outing for October has a strikingly clever story by Frank M. Bleknell. It is called "Antaeus," and is a romance of a steam roller, in which the roller figures as one of the heroes. The plodding "Antaeus" falls desperately in love with a rather flashy fire engine, Miss Electra; a bright young man and a fair young maid also figure prominently, and before the author gets through with the experiences of these four lovelorn ones some very funny situations arise. The originality and quaint humor of the story make it very pleasant reading. The entire number, in text and illustrations, is fully up to the usual high standard.

Early first among the attractions of the October Century is the account of "Taking Napoleon to St. Helena," from an unpublished diary of the trip, writ-

ten by John R. Glover, secretary of Admiral Sir George Cockburn, to whom this duty was assigned. It is rather a curious circumstance that the Century has also recently published (in the March number of this year) a similar narrative, "The Deportation of Napoleon to Elba." Mr. Glover's account makes record of Napoleon's conduct on board ship, and of his familiar table talk on a large variety of topics, including many notable events of his own history. The diary bears evidences of the most accurate record of the Emperor's unrestrained conversation with Admiral Cockburn. It will be remembered that Las Cases in his memoirs makes some record of his trip, but both in its resemblance to that account and in its variation from it (which are mainly due to the point of view), and also by reason of a large amount of new material, this publication has unique and novel interest.

The complete novel in the October number of Lippincott's is "The Hepburn Line," by Mrs. Mary J. Holmes. It is a pleasing tale of an old Kentucky family and a neglected heroine who comes to her own at last. The eighth in the series of Lippincott's Notable Stories is "A Deal with a Capital D," by Charles M. Skinner. Other stories are "Poor Yorick," by Robert N. Stephens, and "The Pass'n's Grip," by Rosewell Page; both are illustrated. (c.w.)

◁ What do Your Customers Know of Aluminum ? ▷



**Just Enough to Make Them Curious**

The Lightness, the Strength, the Richness of Aluminum as compared with other metals, seem to have a peculiar faculty for enticing the curiosity of the public, which, translated into Commercial Saxon, means that

**Goods made of Aluminum Sell Readily.**

If you are interested in a line of Aluminum novelties for your Xmas trade, write for our descriptive Illustrated Catalogue. . . .

Aluminum Fancy Goods . . . are made by **ONE FIRM ONLY** On this Continent

-- WE ARE THEIR --

**SOLE AGENTS FOR CANADA.**

THE GOODS ARE HANDSOME AND NOVEL.

THE PRICES WITHIN THE REACH OF EVERYBODY.

**THE HEMMING BROS. CO., LTD., 76 York St., TORONTO**

"Belligerent Southrons," by Florence Waller, tells of the bloodless duel between Clay and Randolph, and includes documents never before printed. It is accompanied by two portraits, as are also Virginia Butler's account of "An Hour at Sir Frederick Leighton's," and the pair of professional articles, "Necromancy Unveiled" and "Confessions of an Assistant Magician," by Prof. and Miss A. Herrmann.

The Canadian Magazine for October shows the steady improvement of this interesting magazine. The illustrations are numerous and excellent; the articles are timely, racy, and as entertaining as those of any magazine on this continent. Wm. Ogilvie, F.R.G.S., continues his interesting story of his remarkable journey down the Yukon, and furnishes many views of the scenery on that great river of the north. Attorney General Longley furnishes a well-written illustrated article on "Fruit-Growing in the Annapolis Valley," and Henry J. Woodside, an excellent article, well illustrated, "With a Fishing Tug on Lake Superior." Dr. John Ferguson, of Toronto, writing on "Consumption," says much that will be pleasant and useful reading to people with a tendency to that disease. Prof. Russell, Q.C., writes entertainingly of olden times and laws in Nova Scotia. In his article, "An Old Provincial Statute Book." Other contributions are: "Origin of the Social Crisis in the United States," by Viscount de Fronsac; "Technical Education for Women," by Helen Cameron Parker; "The Influence of the French School on Recent Art," by W. A. Sherwood; "O'Hagan's Poems," by Emily McManus; "Moving House," by Bernard McEvoy; "Emerson's Choice of Representative Men," by Jean McIlwraith; "The Ontario Law School," by Historicus; "A Canadian Ghost Story," by Rev. Herbert H. Gowe; "An Old Flame," by Charles Gordon Rogers, and a number of poems of considerable merit. The magazine is a credit to the country and should be warmly supported.

### TRADE CHAT.

J. S. McDonald, who is doing a good business in books, fancy goods, and picture framing in Springfield, N.S., is an old friend of BOOKS AND NOTIONS, of which he is a constant reader.

Chas. Baker & Co., fancy goods, Montreal, have sold out to Chas. Collek.

The stock of Alderle Payette, toys, etc., Montreal, was sold at auction on the 6th.

The stock of L. E. Bachaud, books, etc., Montreal, is to be sold by auction on the 12th.

W. F. Mitchell, stationery and wall paper, Guelph, Ont., has assigned to Richard Pallthorpe.

The stock of Cameron, Currie & Co., advertising specialties, Montreal, is advertised for sale by tender.

Mr. Janeway, one of the executive officers of the National Wall Paper Association, of the United States, was in

Toronto recently interviewing the Customs Department on tariff matters affecting wall paper.

Mr. Scott, of the pulp mills at Fenelon Falls, has returned from Chicago fair.

Geo. Robertson, stationer, London, lost \$12 from his till during his temporary absence one day recently.

Miss E. J. McCallum, fancy goods and stationery, Fort William, Ont., has been succeeded by F. S. T. Smelle.

It will surprise many to find, from the elaborate statement of bank failures published by Bradstreet's, that no less than 549 such institutions failed in the United States during the first eight months of the year.

Sheriff Mowat has sold the goods and chattels of Annie Baker, 252 Yonge street, valued at \$5,000, to G. A. Weiss, for 36 cents on the dollar. The goods were seized at the instance of Nerlich & Co.

The National Publishing Company have applied for an injunction to restrain Robert Simpson from selling "The Fog Princess," by Florence Warden, and "A Troublesome girl," by The Duchess, on which books they claim to have a copyright.

Messrs. Hound & Keenleyside, of the Dominion Baby Carriage Co., London, have arranged their business difficulties, and will resume manufacturing immediately. The embarrassment was caused by the firm's having lost \$7,000 during the past three years by bad debts.

Stewart, Hartshorne & Co., of Montreal, have obtained judgment for \$2,177 against A. R. McKinlay & Co. Sheriff Mowat also recently made an interpleader motion in the Merchants' Manufacturing Co.'s suit against E. R. C. Clarkson as assignee of A. R. McKinlay & Co. as to the ownership of the assets. The motion was, however, enlarged for one week. The liabilities of the firm are about \$30,000, and the assets nominally the same.

For the first time in its history the Appleton Company, publishers, of Williamsburg, has had to discharge 100 employes, and those remaining work only four instead of six days a week. At the office of the company it was said that this was due to dull trade. McLaughlin Brothers, publishers, also of Williamsburg, stated that their working time had been reduced and that the firm might have to reduce the force.

The new proprietors of the Danville, Que., slate quarry, of whom Messrs. Bons and Greenfields, Q.C., are the chief, propose seeking a market for their product in Germany, among the Saxon school slate manufacturers. A new opening has been made in the quarry, a splendid quality of slate having been unearthed, free from faults and in a compact and large quantity.

The mining will call for a large addition to the machinery, and this is about to be put in. About 70 hands are employed in the work.

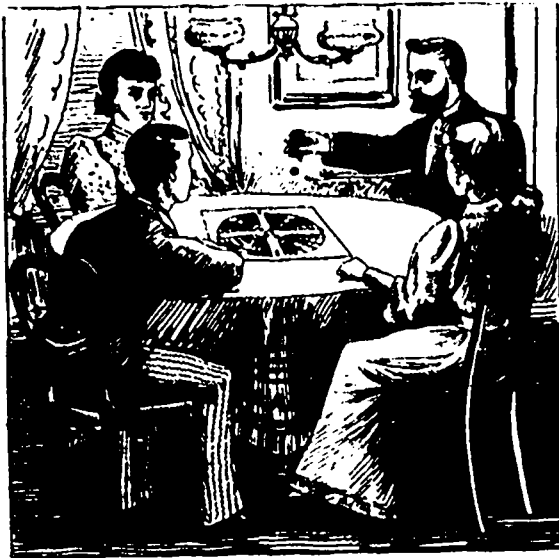
A Windsor, Ont., paper says: "N. Clarke Wallace, M.P., Comptroller of Customs for Canada, was in Windsor Wednesday. Respecting the order recently issued by the department stating that hereafter all papers must be filled in by the clerks at the custom houses in order to do away with the custom brokers, Mr. Wallace said only applied to settlers' effects in the North-west, and the brokers there would be the only ones to suffer by the change." What a pity it would not do away with the brokers all over. They aggravate the weight of the duties imposed.

The Board of Trade of St. John, N.B., is calling attention to new facilities for receiving and despatching freight which that city now has. The citizens have purchased the short line of railway running from the C. P. R. to Sand Point wharf, and the C.P.R. are allowed to use it free of charge, thus giving the city equal advantages with any on the main line. The harbor has been improved, and \$40,000 spent on grain elevators. The St. John people are anxious that as many business men in Canada as possible should know this, and bear it in mind while shipping.

A meeting of the creditors of the Williamson Book Company will be held at its office, 99 Yonge street, on Wednesday, the 11th of October, 1893, at four p.m. They are making an offer of 50 cents on the dollar. It will be a bonanza for them, if they can get it accepted. An order was granted on Sept. 28 for the winding up of the company. A. P. Watts and H. W. Williamson have been appointed liquidators. The company's liabilities are only \$14,000, while the assets amount to over \$30,000. The winding-up order was obtained, however, owing to dullness of trade.

At a meeting of the creditors of A. R. McKinlay & Co., window shade manufacturers, of this city, held on the 22nd inst., the firm made an offer of composition of 25 cents on the dollar, one-third cash, balance at three, six, nine and twelve months, which was accepted by the creditors.

Mr. Hunter, the Canadian and American representative of Alex. Pirie & Sons, the well-known paper manufacturers of Aberdeen, Scotland, has just completed his fall trip through Canada, and reports business poor in the States, but now improving and likely to do so, but in Canada, although there are some some complaints of slack times, he has found his trip fully as good as ever. They have brought out a new series of note papers in fancy designs. These have sold well and are likely to prove leaders in the trade for fancy stationery. They are branded Royal York, Pure Alabaster, Carrara, Augustine, Grecian, Claudian, Livanla, and Qu'Appelle. The papers are specially good in quality and handsome in design, and should prove good sellers. They are also putting a new "Bankers' Ledger" paper on the market, of which samples are in the hands of the wholesale trade. It will be remembered that Mr. Hunter, when here over a year ago spoke very encouragingly of business in Canada, and pointed out that sooner or later American business would collapse owing to their rotten financial system. It came sooner than he anticipated.



**THE WHIRLPOOL GAME.**

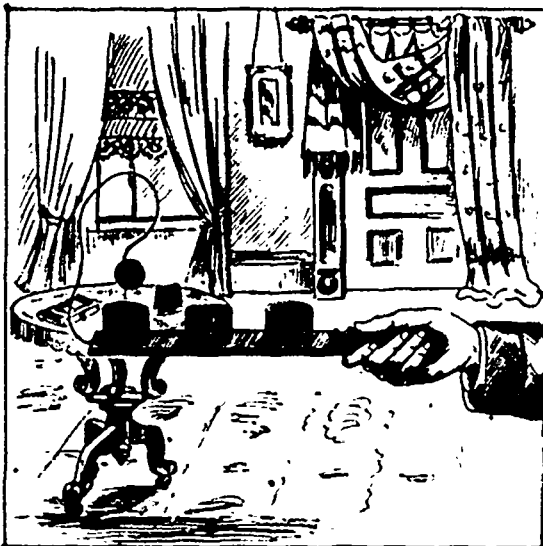
Size, 14½ x 14½. Biggest 25 cent game published.  
 . . . . Selling fast. . . .



**OVER THE GARDEN WALL.**

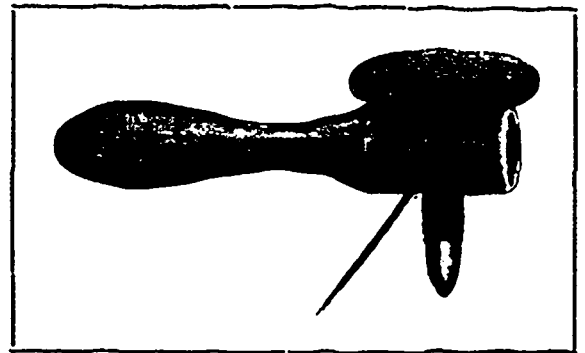
Popular Price, 25 cents. Flips revised and enlarged.

# Somerville Big 4 Games



**CATCH BALL.**

Game of skill. 25 cents.



**BOUNCER TOP.**

Newest thing out. 5 cents.

These Games are all new this year and copyrighted circulars with directions will be supplied on application. They are for sale by the Wholesale Fancy Goods trade.

MANUFACTURED BY

**C. R. SOMERVILLE,** London, Canada

• GET A SUPPLY EARLY  
 • THEY ARE ALL SELLERS

### TRADE IN MONTREAL.

**T**HE fancy goods houses all speak of a good trade in toys and holiday goods, reports from their travelers being quite as encouraging as at the same period a year. The goods offering this fall are some of them strikingly handsome, and will be sure to tempt holiday buyers.

Mr. A. J. Bay's, the well known representative of the Grand Trunk Pen and sunlight sketches, was in town during the last week. He was going west to Battle Creek, Mich. in the interests of his business.

There is shortly to be published in Montreal a series of political sketches, the work of one of our best known French writers, which will take up the public ear of many of our leading public men during the last decade.

Mr. Girouard, M.A., has got out a very handsome volume dealing with the history of Lachine during the stirring scenes of the old days. It is handsomely illustrated with cuts, etc. and the letter press leaves nothing to be desired.

It is on dit that Mr. E. Desbarats, the Montreal business representative of the J. B. McLean Publishing Co., is shortly to become a benedict.

The book trade are very busy at present with school and college text books, which is, in fact, the sole run at present with many of the stores.

Mr. W. Foster Brown got out this fall two new Latin grammars for the Protestant Board of School Commissioners. He says that his up town store is principally busy on school and text books, but that the down-town establishment is running on the usual general line.

The Sabiston Litho. and Pub. Co. have been running up to 11 p.m. every night this month on their work. They are still working hard on their big contract for canneries labels which they secured early in the season. In fact their business is increasing so much that they contemplate increasing their capacity shortly.

The Sabiston Litho. and Pub. Co. has been meeting with unqualified success with their Montreal Board of Trade number. They are also at work at present on a similar number on the Toronto Board of Trade. Your correspondent has seen some of the lithographs and letterpress and they are really fine. The writer of the historical sketch is the well known Journalist and Historian of The Empire, J. Castell Hopkins. A full list of articles will also be contributed by specialists on the different lines of trade represented by the Board.

The "Kalamazoo Whist," handled by W. Foster Brown, who is the sole agent, is having a remarkably good

demand, whilst players finding it very interesting when they desire to sit down to a dummy hand at the most scientific game of cards there is.

"Castorologia," the work by Mr. Horace Martin, has sold so well, especially in Great Britain, that it is very likely that a new edition will be got out shortly.

Porter, Teskey & Co. have been appointed Canadian agents for the violins made by Martin Schuester & Co., of Germany.

J. C. Wilson & Co. now have on the market a full line of new candy boxes for the Christmas and holiday trade of 22 different descriptions and as many different sizes.

Holland & Co. say that trade is quite satisfactory with them. They are offering special value this month in fancy cutlery, pipes, china goods, cups and saucers, vases, stationery, etc.

Messrs. Collin McArthur & Co., wall papers, say that their travelers are still out, and up to within the last two weeks business has been better than last year. Since that time, however, it has fallen off a trifle.

Messrs. J. C. Wilson & Co.'s mills at Lachine, are starting up after a month rest, necessitated by a new flume which they are building, work on which was interrupted last month by the severe storm. They are very much behind with their orders in consequence.

The Canada Paper Co. note a good business in their heavy lines of paper. This company have asked the "True Witness," a weekly publication here, to make an abandonment of their property to the benefit of their creditors. Their indebtedness to the Canada Co. is in the vicinity of \$1,500, and there are other large creditors.

Messrs. H. A. Nelson & Co., of St. Peter street, have now on exhibition what they consider to be one of the handsomest, most extensive, and best exhibits of various kinds of holiday goods, toys, games, toy books, etc. They expect that mechanical and electrical toys will be one of the strong features this season.

A new trade catalogue worthy of mention is that got out by Messrs. J. C. Wilson & Co. Its cover is handsomely gotten up in colors, the front bearing a view of the warehouse on Craig street, while the back has a group of sketches of the various mills of the firm at Lachine, and the interior contains a full list of goods and their prices handled by the firm.

A new and attractive line of fancy goods that is sure to be in demand for holiday presents is a line of odor stands which Messrs. Porter, Teskey & Co. are offering. They comprise some fifteen different patterns handsomely

mounted in plush, with metal trimmings, mirrors, etc., and range all the way from \$1.25 to \$12.00 the dozen. They are offering also a cheap and taking line of fancy straw work baskets in all sizes.

Wm. Drysdale & Co., publishers, of St. James street, have got out several new works this month, which are now ready for the market. Among the more notable are "Sparks for Your Tinder," by Rev. G. R. White, of Amherst, N.S., and a work on children and the church, their relation to it, and proper Christian nurture, which has received testimonials from clergymen all over the country. It is from the pen of Rev. Thompson, D.D., Sarnia.

Messrs. Porter, Teskey & Co. note a run on photograph frames in silver, metal, etc. An entirely new line which they are offering in this connection is a frame of enamel, white, and gilt or colored, of very handsome design. It is an almost exact imitation of the famous Vienna enamel goods of this sort which cost all the way from \$6 to \$12 each, whereas these goods range from \$1 to \$2 each.

P. Kelley, of St. Antoine street, is doing his usual big business in sheet music. The inexhaustible mind of "Jim Thornton" is to the fore as usual with characteristic comic song of the day. Two of his latest which Mr. Kelly is offering is "When Summer Comes Again," sung by Tony Pastor's star, "Bonnie Thornton," and "Yours Truly, Mr. Dooley," the name of the latter being significant of what it is.

The Reinhart Mfg. Co. expect to be busy on old orders for the balance of the year, and note that the demand runs to assortments of plush, leather, celluloid, and felt goods, the latter finding an especially good call from buyers who want a cheap and taking line of stock. They note with satisfaction also that they are getting quite a few repeat orders from wholesalers.

Your correspondent noticed a new contrivance for showing off goods in Messrs. H. A. Nelson & Co.'s warehouse which is certain to be generally adopted. It is an idea of Mr. Fred Nelson, one of the partners, and consists of a hanging platform triced to the ceiling by cast iron supports. This is placed just sufficiently high enough so that customers can walk all around it and plainly see the goods it contains. The one in question has 130 odd feet of show room, and can be ascended to when desired by a circular iron stair.

The travelers for Messrs. J. C. Watson & Co., the wall paper men on Grey Sun street, are through with their first trip and report business better than for the same time last year. It is usual for a wall paper factory to shut up for a short period in the summer, but this

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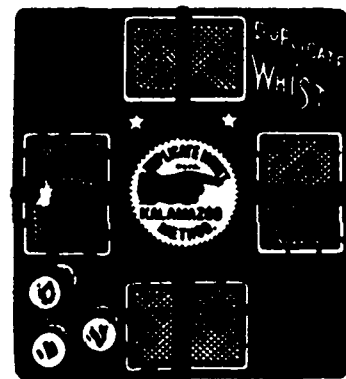
GENERAL LEW WALLACE.

Author of "The Prince of India," "Ben-Hur," etc.

and appearance of our Canadian Copyright Edition.

The second edition is being rapidly put through the press. This is unquestionably the "Book of the Year," and by many is considered a better story than even "Ben Hur" itself.

The exhaustion of the first edition of one thousand copies within little more than five weeks time, is perhaps a better tribute to the merits of this story than the adulations of the press. On all sides we hear good opinions of this book—with not a few complimentary references to the style



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The trade supplied by **WM. FOSTER BROWN & CO.**  
PRICE LIST UPON APPLICATION. **MONTREAL.**

year Messrs. Watson's establishment has been compelled to work right along on account of forces of orders for new goods. They have at present over one million and three quarter rolls on hand but yet running to 8 o'clock every evening.

English toy books, according to Porter, Fleckey & Co., are taking a lot of trade from American goods of the same description owing to their superior finish. The writer was shown some the other day which certainly bore out this in lithograph work, letterpress and paper, as well as general finish. Among the more attractive lines were ABC dlekey bird books, which should convey quite a knowledge of ornithology to the juvenile mind, flag books, with one page colored and the other in outline for the child to fill in, giving a knowledge of every national flag, etc., all of which can be had down in Montreal. It is claimed a good deal cheaper than American goods of a similar kind. Another line of toys that the same firm are offering are some brass designs from France which only cost \$2 had down, against \$3.50 for American goods of a similar kind. Some violins, in half and three quarter size which they are offering also should take well for boys and girls.

Mr. Hardisty, the Montreal manager for E. B. Eddy & Co., reports business quite active for the lines of goods his firm handles. He states that his company have added largely to their plant in the No. 3 mill at Ottawa, putting in at present one of the finest paper machines on the continent, which will soon be in running order, which is necessitated by their inability to keep up with the demand for their goods. A new store warehouse is also in course of erection across the Aymer road from the No. 2 mill, which is 285 feet long and 85 feet wide, and so arranged that railway cars can be loaded from both sides.

### CUT COSMOPOLITANS.

The publishers of the *Cosmopolitan* have done a good thing in making it possible for any dealer to supply trimmed copies of that magazine without the expense of sending them out to be cut after their arrival. Nearly all magazine readers prefer their copies trimmed, and will walk out of their way to get them. Now a dealer can order as many copies trimmed of his news company as he is certain of selling, and take uncut copies for late purchasers, as these can be returned, while the trimmed ones, of course, cannot. I believe the trade will be glad of this opportunity to get at least a part of their *Cosmopolitans* machine trimmed free of trouble and expense.

### BOOK AND LITERARY NOTES.

THE old firm of F. J. Schulte & Co., New York, has been reorganized as the Schulte Publishing Company, and the new concern has begun operations by issuing "Old Kaskia Days," by Elizabeth Holbrook, and "The Railroad Question," by William Larabee. Of this last named book a new edition is now in press. The Schulte Publishing Company will also issue this fall a popular edition in boards, at 50 cents, of Arthur Young's, "Hades Up to Date," and a new edition of Armstrong's "Little Giant Cyclopaedia," bringing the sales of that book past the 200,000 point. A new reference-book by the same author, intended solely for the subscription trade and entitled "The Giant Cyclopaedia," will appear in December. The Ariel Library of paper covered fiction has been discontinued, and the Schulte Publishing Company will put forth for the present books in cloth and leather bindings only.—Publishers' Weekly.

Engineering books and works on electricity can be procured from Spon & Chamberlain, 12 Cortlandt street, New York.

T. Fisher Unwin has a neat set of autumn announcements. The new books are numerous. "Lord Tennyson and his Friends" is a new book which dealers will no doubt find a ready seller.

Mr T. Fisher Unwin has decided to raise the price of the Mermaid Series from half-a-crown to three-and-six. The sales on and after the first of January, 1891, will be at the increased price. Prospective purchasers will do well to secure a set before the date mentioned.

With the completion of their new unevenly written romance, entitled "Ebb Tide," it is understood that the literary partnership between Robert Louis Stevenson and his stepson will be permanently dissolved. This decision of the Samouit hermit is a severe blow to the budding notoriety of Mr. Lloyd Osbourne.

The new book on present economic conditions, which Mr. Erasmus Wiman, of New York has been writing during the summer, is now complete, and in the hands of the printer. It is entitled, "Chances of Success: The Episodes and Observations in the Life of a Busy Man." F. R. James, of Toronto, has secured the Canadian copyright, paying a considerable sum thereon.

W. & A. K. Johnston, Edinburgh, will shortly publish a work on "Ecclesiastical Heraldry," containing numerous emblazoned and other plates, by the Rev. John Woodward. The book will form a companion volume to "Heraldry, British and Foreign," by the same author, which was published last year, and is now out of print. The same firm have in preparation an "Atlas of In-

dia," with accompanying letter-press, historical and statistical, by Sir W. W. Hunter. It will contain 10 plates of maps and plans of cities, with an index of names.

Here's a rather peculiar literary coincidence: While Henry B. Fuller's serial story, "The Cliff Dwellers," is running through Harper's Weekly, the *Cosmopolitan* appears with an apartment house story called "The Cliff Dwellers of New York." When Mr. Fuller's first instalment was printed it is probable that the *Cosmopolitan* was already in press, if not actually printed.

One of the objects of historical interest in the library of the Royal Academy at Clonsath, in the Hars, is a set of books in which visitors to the famous Dorothea Meane have inscribed their names. Here may be seen the signatures of Goethe, Heine and Humboldt, together with those of many others renowned in science and literature, and numerous royal personages. The library, which includes some 20,000 volumes of a technical nature possesses an excellent copy of Agricola's "De Re Metallica," edition of 1546, and a number of ancient maps and other relics of early mining operations in the Hars.

The Century Co. has bought well nigh the complete literary output of Mark Twain during his year of residence abroad, and both *The Century* and *St. Nicholas* will have serial stories by this popular humorist among the attractions of the new year. For *The Century* he has written a novel which is said to abound with humorous and dramatic incident, and in some chapters to be a revelation of tragic power. Its plot includes a most ingenious employment of science in the detection of crime. It is called "Puddin'head Wilson," and like "Huckleberry Finn" and "Tom Sawyer," is a story of a Mississippi steamboat town. For the boy and girl readers of *St. Nicholas* he has written "Tom Sawyer Abroad," being the adventures of Tom Sawyer, accompanied by Huckleberry Finn and the negro "Jim," in the Eastern hemisphere,—which is not reached in the ordinary way, but accidentally, as it were, and in a flying-machine.

Gilbert Parker, the man whose tales of Canadian life are having a great vogue just now, has written a very clever story in "The Translation of a Savage." The "savage" is an Indian girl, whom a fitted lover, an Englishman in the North-west, marries in a fit of pique and sends home as a retaliation on the parents who have abetted his fiancee in throwing him over. She is a chieftain's daughter, however, and her native dignity carries her through the hard ordeal until, in a few years, she takes and holds her place as the

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daughter-in-law of one of the great county families. But, as she comes to know her surroundings, she also learns the wrong her husband has done her; and, when after four years' absence he returns home, he finds a wife who does him honor before the world but whom he has to woo again. The theme is not a new one, perhaps, but it is handled with much art, the development of the woman's character being skillfully portrayed.

Comparatively few Canadians know anything of the writings of E. A. Cruikshank, of Fort Erie, Ont. That this is so is a misfortune, for he is, in the opinion of many, one of the best military historical writers in the Dominion. Mr., or, rather, Captain Cruikshank, for he holds that rank in the 44th Battalion, has written a number of description pamphlets about the different battles of the war of 1812-14. These books, although pamphlets in size, are among the most reliable yet published on that war. Capt. Cruikshank has evidently studied official documents at both Ottawa and Washington, as he gives his authority for every important statement he makes. That he gives fair and honest descriptions of the fights goes without saying, for had he not wished to do so he never would have gone to the great trouble to get American official information on the subject. His principal works are: "Queenston Heights," "Lundy's Lane," "Beeswicks," "The Battlefields of the Niagara Peninsula" and "Butler's Rangers." Capt. Cruikshank had his books made up as pamphlets, so that the price would not prevent them from being widely read. Some of them were published by the Lundy's Lane Historical Society, which has done so much to spread a knowledge of Canadian history. The work of both the society and the captain will live after them.

A new work by a Canadian is a volume of stories by Luke Sharp (Robert

Barr), which take its title from the first tale, "From Whose Bourne?" (London: Chatto & Windus.) Mr. Barr has spent all his literary years in foreign lands, but we are surely still entitled to claim him as one of us, just as we urge a certain right and title to Grant Allen, Sara Jeanette Duncan and Gilbert Parker. Mr. Barr spent many years in the United States. He is now located in the world's capital, where his active spirit and bright talents find an adequate field. No one should miss reading this latest production of his pen. It spools a story such as "From Whose Bourne?" is to give a prospective reader an advance inkling of its ingenious construction. It may be said, however, that we can promise the reader a story that is fresh and original, and of remarkable interest and power. There is no attempt at profound readings in human nature, but a supreme exercise of the art of telling a story. Mr. Barr with these stories easily takes a place among the first rank of writers of the short tale.

**LABOR AND THE QUEBEC SCHOOLS.**

THE following newspaper report shows the attitude of the Labor Congress, which met at Montreal on September 6th, towards the Quebec school system:

"A resolution dealing with the educational system of this province evoked a lively discussion. The first thing demanded was uniformity of text books. The congress was unanimous on this point, but they did not seem to agree so well on propositions to make the Council of Public Instruction elective and to have a department of education under the control of a responsible Minister established. Some hard things things were said about the way the educational system is conducted at present.

"Mr. J. A. Rolfer declared that it was shameful, and that Quebec was be-

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Send all the other provinces in this respect.

"Mr. Campeau complained that the authorities thought more of the catechism than of grammar and of scripture history than Canadian history.

"Finally it was resolved that the Board of Public Instruction should be elective."

This question should be well agitated, and improvement may result. Still the defects are so connected with the religion of the province that it will be hard to separate them.

Hon. Mr. Bowell, Minister of Trade and Commerce, who has gone to Australia to discuss closer trade relations between those colonies and Canada, has taken copies of the McLean Publishing Co.'s papers—The Canadian Grocer and General Storekeeper, The Canadian Hardware Merchant, The Canadian Dry Goods Review, The Canadian Printer and Publisher, and BOOKS AND NOTIONS. He will use them in discussing matters with the various trades represented. The quotations in each paper are the only complete ones published in Canada, while the announcement of the various advertisers will give the Australians an idea of what the leading manufacturers of Canada in the various lines produce.



## OLD AND NEW TIME BOOK PRICES

**T**AKING a retrospective view of the twenty years just past and noting the great changes in the price of books, it occurs to me that the book buyers of to-day do not appreciate the advantages they have over the book buyers of twenty years ago. It may therefore be interesting to see a comparison of prices on some standard books, popular then and now.

In making this comparison I will use the full publication price in either instance, for books were sold at that time very much the same as they are to-day. There were always dealers to be found by the knowing ones, who were willing to dilute their profits with the custom, by making one's account from the publisher's price. For the first illustration I will take the works of Charles Dickens, which had then, as they have to-day, the largest sale of any set of books. At that time what was called a cheap set of Dickens, in fifteen volumes, sold for \$16 to \$18. There were several other editions, undesirable on account of the small type that sold for \$10 a set. The stereotype plates of one of these sets is now doing duty for a cheap series of twelvemo books that sell for 30 cents a volume. Another edition, in six volumes, printed in double column, sold for \$8. At the present day this would hardly bring \$1.50 a set. The stereotype plates of this edition are used in making the poorest of the cheap paper editions. Today one may buy a good readable edition of Dickens for \$7 that will compare favorably with the style sold for \$16 twenty years ago; and editions are sold for \$5 and even for \$3.75, as readable as those that sold for \$10 at that time. With the higher priced editions the changes have perhaps been a trifle less marked, but a comparison will show a decrease of forty per cent.

With the works of Scott, Thackeray, Butler, Carlyle, Ruskin, Macaulay and our own Washington Irving and Cooper the change has been fully as great; although no one of these mentioned has been published in any large variety of editions or forms like Dickens has. Space will not permit me to go over the long list thoroughly, item by item, but I will give a few instances. Where a twelve volume edition of Sir Walter Scott's novels in the old time cost \$15, the price now is \$6 or \$7. When the Library edition of Thackeray's works was issued by Smith, Elder & Co. in 1869, \$2.75 per volume was the cut rate price, along Nassau street, New York (then the centre for cheap books). Today \$1.50 per volume is the price for the same edition, which by the way is still the best edition for

actual use as it was then of Thackeray's works. The writer has sold sold many a copy of Thackeray's Newcomes, Vanity Fair, Pendennis and Virginians at eighty cents each in paper covers. Each can be bought to-day for ten cents a copy, and if not printed on as good quality of paper, the reading will be found as easy for the eyes. When an edition of Thackeray, in eleven volumes, printed in double column, was made in Boston, from \$10 to \$11 was the price for a set. A better one is sold to-day for \$5. Macaulay's England, in five volumes, had a large sale at \$5.50 for the set; \$2, and even \$1.50 will get a set now.

Previous to the publication of "Middlemarch," in 1872, a set of George Eliot comprised "Adam Bede," "Romola," "Felix Hold," "The Mill on the Floss," "Scenes of Clerical Life," and "Silas Marner." These were put up in five undersized twelvemo volumes. One edition sold for \$3, and another for \$3.75. Since "Middlemarch," "Daniel Deronda," "Theophrastus Such," "The Poems and Essays" and some minor works have been added, a set contains twice as much matter, yet a well printed edition, bound in six or eight volumes, sells for \$3.50, and a readable set in six volumes, is now sold for \$1.40. While the books have, I believe, always appeared with the name of George Eliot, it was not an uncommon thing for the bookseller of twenty years ago to be asked for Miss Evans' novels, when a volume was wanted. This probably led to the ludicrous mistake I once saw in print, where the writer said that George Eliot was the nom de plume of Augusta J. Evans. The sale for these books seems to increase each year, until with the single exception of Charles Dickens' works they have the largest sale of any set of novels published.

Another great opportunity that a book buyer has to-day, which was hardly known twenty years ago, is in the libraries, as they are called—volumes bound in paper and selling for ten to twenty cents a book; and in what are known to the trade as the lines of twelvemos—cloth bound and selling for from eighty to thirty cents a volume. But perhaps some one says, "These are nothing but trash." That can be answered with a single statement. Every author I have mentioned in this article is largely represented in one or the other of these libraries, and some have been published entire. With this fact before us no one would be justified in calling these libraries trash. Several years ago a United States Senator said these libraries were having a pernicious effect on the morals of our people. The Senator's term of office has expired, but let us hope that he had a better knowledge

of the affairs of government than he appears to have had of the contents of these "libraries."—Warren Snyder, in Book News for August.

## BOOKS IN DRY GOODS STORES.

**A** NOTICEABLE feature, says a Chicago dry goods paper, in many of our large retail dry goods stores to-day is the prominence given to the book department. This department is comparatively a recent creation, at least, as far as Chicago is concerned. For years a generous space has been devoted to books in large Eastern houses.

To judge by the attention given to the department it must result in a fair profit, which is a first consideration in the adoption of a new line of trading.

The book trade of dry goods stores differs from that of the regular book stores, inasmuch as that little of a heavy or technical nature is kept. The stock is almost entirely made up of light literature, in which all the standard and popular novels find a place. Novels in paper or cheap cloth covers find readiest sale.

Books are generally allied to the stationery, of which department it is an outgrowth. In the case of many local houses the department is not run by the firm, but by some firm of publishers, who, in the ever-crowded dry goods stores find a ready market for their goods.

## McCLURE'S MAGAZINE.

The publishers of this new comer in the magazine field do not seem to care a snap how it reaches a market so long as it is sold. Newsdealers have to pay ten cents for it at wholesale, and the publishers of Jay (and other) journals all over the country are supplied on terms so favorable that they can and do give McClure's Magazine free to yearly subscribers. As if this were not going far enough, they offer to sell it to all corners for ten cents a copy delivered, payable once a month. No one can believe that anyone rakes in the dimes for McClure's for the glory of it, so it is clear that the publishers are knitting the trade by selling to other publishers at a much lower figure than to retail newsdealers. Dealers will refuse to handle McClure's if the publishers continue to have it retailed to every Tom, Dick and Harry at the wholesale price. This sort of thing must be stopped.—Book and News Dealer.

It is said that \$2,000 was paid by F. W. Helmick, 265 Sixth avenue, New York, for the privilege of publishing a new sacred song entitled, "Deal Gently with the Erring."

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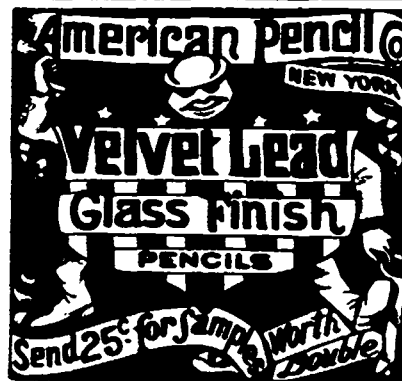
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7030. Rapports Judiciaires Revistes de la Province de Quebec, par l'Honorable M. Mathieu, Tome VI. Wilfrid John Wilson, Montreal, Que.

7031. Catriona; or, Adventures of David Balfour. (A Sequel to Kidnapped). By Robert Louis Stevenson. William Bryce, Toronto, Ont.

7032. Health Reader, No. 1. Progressive School Series. Thomas C. Allen, Halifax, N. S.

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7043. Table for the Payment of Bonds by a Dividend System. A. S. Palmer & A. J. Rheinbottom, Winnipeg, Man.

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7049. Glimpses of the White City. Photographic Medley. Stephen J. Thompson, New Westminster, B.C.

7050. Bill and Polly. By D. V. Lucas, D.D. Wm. Briggs, Book Steward of the Methodist Book and Publishing House, Toronto, Ont.

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7060. Mats and Rugs. Art Work-Fancy Work. The Wells and Richardson Co., Montreal, Que.

7061. Les Canadiens des Etats-Unis. (Ce qu'on perd a Emigrer.) Telesphore St. Pierre, Montreal, Que.

7062. Welcome Waltzes. By Chas. G. Spross. Dedicated to their Excellencies Lord and Lady Aberdeen. I. Suckling & Sons, Toronto, Ont.

7063. Progressive French Reader, Part II. Edited by W. H. Curtis and L. R. Gregor, B.A. W. Drysdale & Co., Montreal, Que.

7064. Form of Contract re Cycle Repair Company of Toronto. John Hamilton Ewart, Toronto, Ont.

## INTERIM COPYRIGHT.

122. Standard Interest Time Tables. Edward Augustus Boz. Campbellford, Ont.

## THE HOLYOKE OF CANADA.

A PAPER-MAKING machine valued at \$25,000 will arrive in Hull in a few days, says The Ottawa Journal. It is to be placed in the E. B. Eddy Company's new mill, on which a large gang of men are now putting the finishing touches. The duty on this machine, which comes from New York State, will be \$6,000.

The new mill, which, by the way, is the third the company has started since it began operations about a year and a half ago, is the old sash and door factory altered to suit paper-making. The alterations have been extensive, amounting practically to an entire gutting of the building. So extensive are the changes that a big force of men have been working since May. When ready for operations, the new mill, with the machinery will cost between \$60,000 and \$70,000. The building is two storeys stone, and in size is 189 feet long and 60 wide.

The new mill will be used principally for making book and writing paper, and the machine will be one of the finest anywhere in America. In this building there will be four water filters, which will filter 1,000,000 gallons of water daily. Several additional water wheels will also be put in.

It is also likely that before long, to meet the growing demands of the com-

pany's business, the big three-storey stone store-house, 227 feet long and 80 feet wide, will be turned into a paper mill.

When the suggestion was made to Mr Eddy by the Journal reporter last evening, he smiled significantly, and said, "Perhaps."

"Look here," he added, in his characteristic way, "let me tell you something. This place is going to be the Holyoke of Canada. And don't you forget it."

"Why ever since we started, a year and a half ago, the only time these machines have rested was on Sunday. Day and night they have gone, and, even so, we have been unable to fill the orders."

"Every 24 hours we turn out 15 tons of paper for the newspapers. Nearly every newspaper of any account in Canada is on our order book."

"A newspaper man from Australia was here recently and talked of us exporting to Australia, but until we get more machinery, we can't do any such thing. But we will," said Mr. Eddy, with another of his own little smiles.

The various buildings and machinery used by the company have involved an expenditure of between \$450,000 and \$500,000. The labor employed is principally skilled, and high priced. Several of the men have been brought out from England.

The company now make, besides newspaper, wrapping and tissue.

"Will you likely make note-paper or wall-paper?" Mr. Eddy was asked.

"Perhaps, perhaps," he replied, "goodness knows where we will stop. It's all within the bounds of possibility. We can do it, you know," he added confidentially, and, judging by present evidence, the chances are certainly pretty much that way.

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