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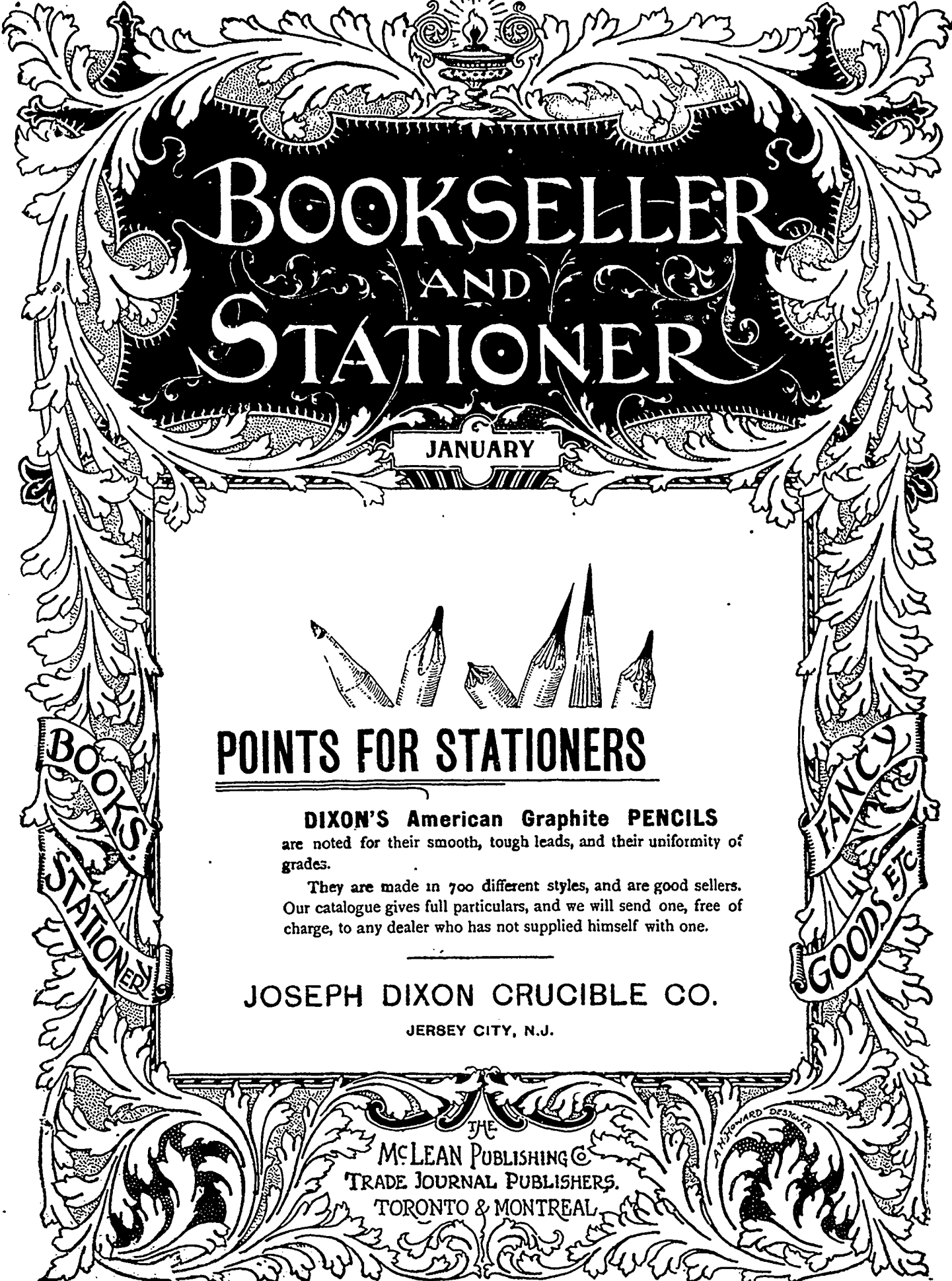
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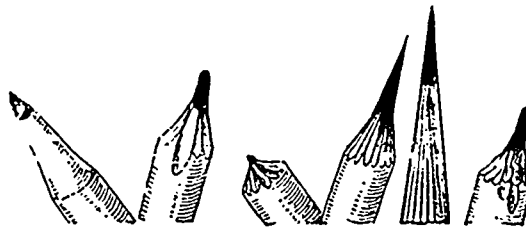
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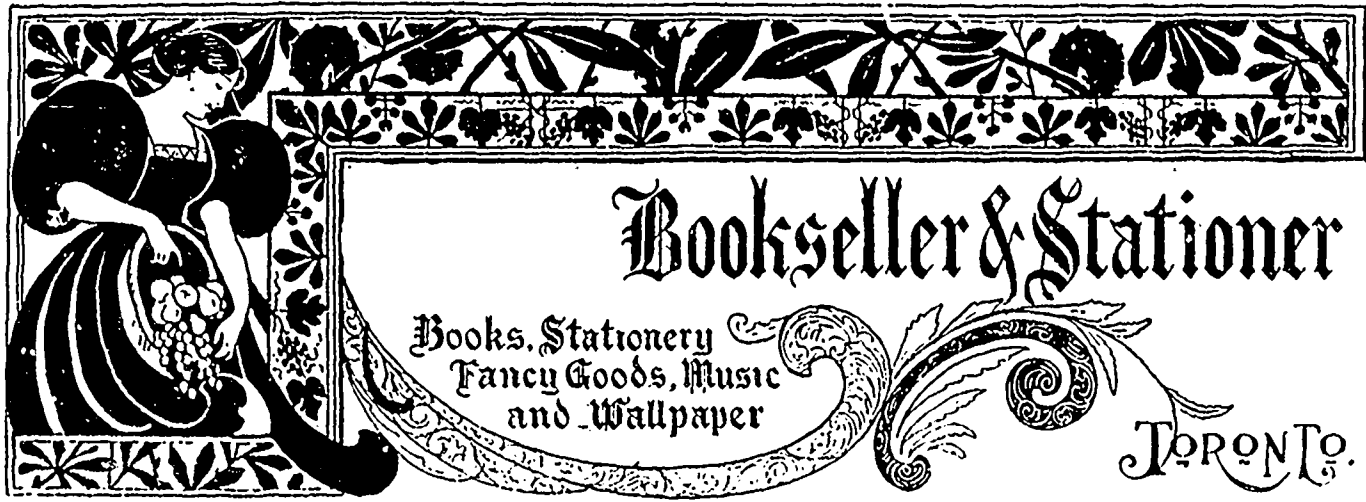
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Vol. XV.

TORONTO, CANADA, JANUARY, 1899.

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CURRENT NOTES.

A CORRESPONDENT and reader of THE BOOKSELLER AND STATIONER in Bermuda complains that when he purchases Canadian editions of books he finds himself in conflict with other editions. We have some readers in the West Indies who occasionally find it convenient to purchase books in Canada rather than in New York or England. But the defective state of our copyright law, which gives us no rights which anyone is bound to respect, makes it difficult for our firms to sell books in the West Indies. It is complained that our publishers don't mark a Canadian copyright edition "copyright." The outsider would then know that they could only be sold in Canada. But what's the use of marking "Canadian Copyright" on a book? We only think they are copyright. The cheap

colonial editions can come in here and interfere with the sale of reprints of British books, even when the British publisher has promised they shall not. They will slip in through other sources.

A. R. Forbes, of North Sydney, C.B., one of our Atlantic Coast readers, got out a Christmas card which had a fine sale. The idea is original and clever, and we do not wonder that it "took." The card is in booklet form and on the inside cover is pasted a photograph of the sender's residence. Mr. Forbes had a negative taken of the house and grounds, finished one card, which also contained a leaf with "Mr. and Mrs. — send their greetings and best wishes for the coming year" printed in gold, and submitted the idea to the lady of the house. In every case an order was given, — as indeed it deserved to be. For a town with lots of pretty residences the idea should be successful.

What has become of the agitation in Toronto against the methods of department stores? Both parties, before the general election of March, 1898, were in favor of an investigation before a committee of the Legislature. Although Mr. Middleton, the Hamilton member, who brought the matter up before, was defeated in the elections, there are others in the House who profess interest in the subject. Let them be urged to act. In Montreal, the city council is going to ask the Quebec Legislature for power to impose a special tax on each additional branch of trade carried on in department stores, leaving the principal lines to pay the ordinary tax. The department stores did a good Christmas trade in books. They cut prices on the current novels and on most of the new books. Their staples in books, however, do most of the trade. If you want a yard of Shakespeare, or a pound of Milton, and a few ounces

of popular poetry, the place to go is a department store. Their qualities are thick paper, not as tough as manila wrapping, but equally attractive, and broken faced type. These, done up in flashy bindings, constitute the bulk of the "book trade" done in some big establishments.

The largesale of Canadian editions during the holidays should commend itself to the booksellers as a hint to push these editions. They give a better profit as, in many cases, no cheap reprints from abroad come in to compete with them. Besides, all the money in producing them is spent in Canada, which is an advantage.

A determined effort is going to be made at the coming session of Parliament to secure a law on copyright. The benefits to the bookselling trade are that it will secure fixed prices on a certain number of books, that it will impose on the Canadian publishers the duty of advertising and pushing their books to such an extent as to create a demand, which the bookseller now has to pay for himself by independent effort and at much expense. If anyone knows any reason why the writers, printers and sellers of books in Canada should not have practically the same rights as the same persons in the United States or Great Britain, we would like to hear from him. Now is his chance to speak. There may be differences of opinion as to the wording of the Act. In this respect, every reasonable objection should be met. In Parliament, no one on either side of the house opposes copyright. In exists in every civilized country. It is a duty which the community owes to its author. Why should we not have it? Interest will be felt in Mr. W. P. Gundy's statement, reported in this issue, that English authors are disposed to concede the reasonableness of the Canadian contention.

MR. GUNDY'S TRIP TO ENGLAND.

BOOKSELLER AND STATIONER had a pleasant chat with Mr. W. P. Gundy, of The W. J. Gage Co., Limited, who has just returned to Toronto after a business trip to England:

"I found that the outlook for business in England was favorably regarded. In stationery, there are not so many new ideas as one would expect, and lines were shown me as novelties which have been in the market for years."

"Do they know where Canada is?"

"Oh, yes, there is a marked difference in English opinion to-day concerning Canada, and what used to greet the ear of a Canadian years ago. Canada is spoken of in very friendly terms, and the institution of Imperial penny postage has done much to increase their kindly feeling toward us."

"Did you hear anything of the competition in papers which the American mills claim to be inaugurating in England?"

"No, I heard no remarks made about it, and possibly it creates less notice from the fact that English manufacturers in all lines are continually being threatened with foreign competition from one source or another. The increase in the number of magazines is much talked of, and The Royal magazine of the Harmsworths is having a fine sale. Owing to the dispute with W. H. Smith & Sons, The Royal is being sold in London through men stationed on the streets."

"What about copyright?"

"I met a good many people who are interested in that subject. Of one thing we may be sure: The English publishing interests, as a whole, will not favor a Canadian copyright law. Perhaps they will continue to oppose it strongly. But, among authors, there is a decided feeling that a

Canadian law would be right and reasonable, and from them, as a body, there will come no opposition. One sees changes in the London publishing world, and new firms like Methuen & Co. and Mr. Heinemann seem to be prospering exceedingly."

Mr. Gundy had a tempestuous voyage back to Canada on the Paris, but looks well and is busy again at his desk.

CANADIAN TRADE CHAT.

This month, Charles L. Nelles, of Guelph, will have completed his fine new store on

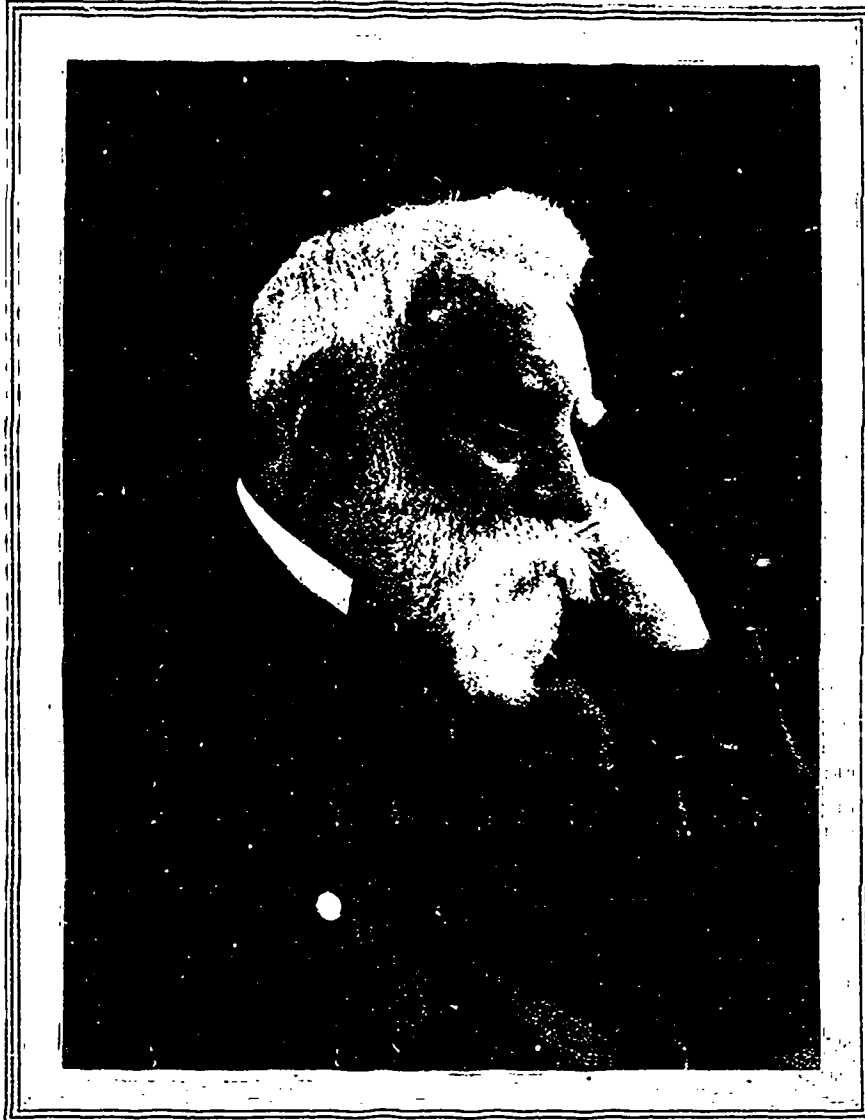
addition to the rear will make a wall paper and window-shade room.

The trade will be glad to hear that F. S. Foster, of The Watson, Foster Co., Limited, who has been so seriously ill, is now convalescent. He is in the south of France, but will return to Canada about Feb. 15.

The death of Thomas Wood, of Ingersoll, Dec. 15, removes a respected member of the trade. Mr. Wood, says The Ingersoll Chronicle, in the course of its kindly refer-

ence to the deceased, was born in Manchester, Eng., in 1846. His parents emigrated to Canada in 1850, and settled near Otterville. After several business experiences, Mr. Wood started a book and stationery store in Tilsonburg 14 years ago, which was a marked success. Over two years ago, leaving the Tilsonburg business in the hands of his son, E. J. Wood, he opened a large bookstore in Ingersoll, which has done well. Mr. Wood was a prominent Methodist, in politics a Conservative, and was held in the highest esteem by the community. His funeral was largely attended. The BOOKSELLER AND STATIONER extends its sympathies to his bereaved widow and three surviving children.

The Galt merchants have formed a retailers' protective association, and are opposing the establishment of a trading stamp company in that town. In Woodstock, the magistrate



The Late WILLIAM KINGSFORD, LL.D., the Historian of Canada.

[By courtesy of The Canadian Magazine]

Upper Wyndham street, and will then occupy what is said to be, perhaps, the largest book and stationery store in Ontario. Mr. Nelles is to be congratulated on his excellent judgment in the alterations and planning of the interior. Handsome new plate glass front, oak show tables, wall cases, offices, etc., are a feature of the front half which will be used exclusively as a book and stationery department, while the new

has decided that the concern must pay the transient traders' tax of \$75.

W. P. Gundy, of The W. J. Gage Co., Limited, writes our London correspondent, was a welcome visitor at the London office of the BOOKSELLER AND STATIONER early in December. Though eight years have elapsed since his last trip to England, he does not seem to have forgotten his old haunts in "the Row."

NEW PUBLISHING PREMISES

COMMENCING with January 1, the publishing business of Mr. George N. Morang, Toronto, will be conducted under the firm name of George N. Morang & Company, Limited. The change is coincident with the removal of the business to its well-appointed and commodious home at 90 Wellington street west.

In these new premises Mr. Morang has

and beams of a solidity now often deemed superfluous, Mr. Morang has planned a highly suitable house for his expanding publishing business.

All the arrangements impress the observer as having been made with due regard to convenience, comfort and good taste. The whole building, with its three storeys and cellar, is occupied by the firm. Both without and within the decorations are after the Colonial style, a porch with pillars in front, and the tinting done in the orthodox way. Inside, the suites of offices and rooms give the idea of spaciousness and real comfort

There is an air of comfort in the new establishment, with its fresh fittings and tints, and its division into separate offices for each branch of the business, which accords well with the avowed purpose of Mr. Morang to build up a publishing house in Canada abreast of the successful efforts made in the older cities of the world. This purpose will meet with the appreciation of the book trade whose members are getting a share of the renewed prosperity of the country, after a somewhat prolonged depression. There is no reason why Canada should not show the same relative advances



GEORGE N. MORANG & COMPANY, LIMITED'S NEW BUILDING.

followed the ideas of old publishing firms in London, Edinburgh, Boston, Philadelphia and other literary centres, ideas which are based upon the notion that the purveyors of literature should have congenial surroundings. As is so often done in these old and famous centres of publishing, Mr. Morang has taken what was formerly a well known private residence (on the street in question) in a region of the city which was once a residential locality of considerable pretensions and solid buildings. Here, where the builders of a former day put in brickwork

not always associated with the modern business premises. The arrangements include business offices, shipping and stock rooms, a large and well lighted private office for the publisher himself, with fine bookcase accommodation, an editorial office, etc. The building is heated by the hot-water system in the most modern method, and is lighted throughout by electricity. The design appears to have been to have a place for everything, and to please both publisher and bookseller by the completeness of the arrangements,

in publishing that other communities have had in recent years, as there is a growing demand for better books here, and every edition appearing in Canada, with an appearance equal to editions produced abroad, has had a ready sale.

From the first, Mr. Morang has appealed to the best taste with well bound, cleanly printed and artistically decorated books, and his success has not been slight. To associate the Morang editions with a high standard of publication has been the aim, and this has been faithfully adhered to.

BOOKS AND PERIODICALS.

MR. MORANG'S JANUARY LIST.

THE success of Ernest Seton Thompson's fine book, "Wild Animals I have Known," has been a surprise to people on both sides of the Atlantic. Canadian booksellers have found it a very ready seller, which, for a two-dollar book, means something. One reason for its great popularity is, perhaps, to be found in its capacity to suit the tastes of so many different kinds of readers. While a boy's book, par excellence, there are few intellectual men who would not read it with avidity, and the women are as enthusiastic as the men. The truth would seem to be that there is a deep love of nature, and especially of animals, in most people. Whether this is a remnant of older days when we were all "wild animals," is just a point. It may be predicted that the book will be popular for many months. The reviews in both the British and American press are of the most favorable description, and much praise is accorded the author for his true descriptions of nature, and his scientific accuracy in dealing with the records of animals he treats of. When you add to this a style which has been compared to Kipling's, and also the fact that the book is illustrated by the author in the most charming and spirited way, you can realize somewhat the foundation of the success which Mr. Thompson is building up.

In bringing out a Canadian edition of "Aylwin," Mr. Morang has afforded readers an opportunity of becoming acquainted with a novel of which, perhaps, more has been written in the reviews and elsewhere, than of any recent fiction. It is not often that a literary man like Mr. Watts-Dunton (who was for many years the literary critic of *The Athenæum*, the intimate friend of Tennyson, Browning, and William Morris, and the house mate of Rossetti and Swinburne) blossoms out comparatively late in life into the writer of a novel of the dimensions and pretensions of "Aylwin." Evidently the author has intended to make it a monumental work. Several of the notable men before mentioned figure in it under a thin disguise, and the book may be said to be not only a story but an episode of great literary interest. The author has chosen to give to the volume the form of a series of books which might make it appear, to the casual observer, one of short stories. This, however, is not the case, the work being continuous and harmonious. It may be predicted that much more will be said

about "Aylwin" than has yet found utterance and it is one which every person of literary proclivities should have on his shelves.

Lewis Carroll, the author of "Alice in Wonderland" (Rev. C. L. Dodgson), is a personality which has been of interest to the public for many years on account of the extraordinary vogue of his unique book. The public have been able hitherto to find out very little about him. Now that he has passed away his life has been written by his nephew, Mr. S. D. Collingwood, B.A., and it may be predicted that "The Life and Letters of Lewis Carroll" (Morang) will be received with a large amount of interest. It will appear immediately. Mr. Collingwood is in the very best position for writing such a book. He knew Mr. Dodgson intimately during his life, and since his death has had full materials placed at his command. The position of Lewis Carroll was unique. He kept a synopsis of every letter he wrote and received. Those he wrote, especially to children, are very delightful. They read like pages from "Alice," and are full of droll humor. Permission to use several has been given. Carroll himself was no mean artist; he was clever in obtaining humorous effects; in the art of photography he excelled, and possessed a fine collection. The volume has upwards of a hundred illustrations, mostly reproductions from the work of his camera. These include portraits of Tennyson, Geo. Macdonald, Ruskin and other noted people, and the book thus forms one of the most interesting records of contemporary life and manners.

Mrs. S. Frances Harrison's "Forest of Bourg Marie" has been received with considerable favor by the Canadian public, as was to be expected from the popularity secured by this writer under her pen name of "Seranus." The second edition of the book has been issued, and it may be recommended to all live and intelligent houses.

Mr. Morang's Florin Series has, so far, scored a marked success. The second edition of No. 1, "Bob, Son of Battle," has had to be provided, and No. 2, Jokai's "Nameless Castle," has at once proved its superior quality. No. 3 of the series, to be issued this month, is Geo. Gissing's "Town Traveller." This is another of the author's studies of London life, in the very atmosphere of Dickens. There is a hero of a wholesome type pitted against a high-spirited young woman, and a peer married

to an estimable woman who keeps a shop, but who does not know her real rank, and this gives you the material for an interesting story.

Another new book of importance which Mr. Morang now places on his list is "With Nansen in the North," by Lieut. Hjalmar Johansen. The narrative by no means repeats Nansen's own book, which was quickly written immediately after the explorer's return home. Mr. Johansen has had time to deliberate over his experiences, and his book contains the thoughtful conclusions of a practical man, as well as the vivid adventures of the explorer. It will, doubtless, score a success as a personal narrative of the dangers in that region where Prof. Andree has since lost his life.

Paul Lawrence Dunbar's "The Uncalled" is working its way into the favor of the public, as it well deserves to do. A competent critic, after reading it the other day, was so charmed with its fidelity that he at once bought two copies to send to friends. This is an item on which booksellers may well take the trouble to exercise their private judgment.

Mr. Morang's holiday edition of Kipling's "The Day's Work" with its fine get up, its gilt top, and its spaciousness of margin, has secured the approval of the trade in a marked manner. There is no doubt that this book will be in demand for a considerable time to come.

Wallace's "Wonderful Century" is also receiving due appreciation. As a handy work of reference as to what has been done by science during the past century, it supplies a need which many busy men have frequently felt.

A PAPER EDITION.

A paper edition of "Molly's Prince," Rosa Nouchette Carey's new book, to sell at 50c., is announced by The Montreal News Co.

BOOKS THAT SELL WELL.

The booksellers say that Steevens' "With Kitchener to Khartoum" was one of the best sellers of the holiday season. Kitchener, of course, is quite the man of the hour in Great Britain, and the numberless tributes which he has received, have, no doubt, acted as indirect advertisements for the book.

"The Habitant" sold last month with a vigor which rivalled its record last year. Dr. Drummond's new book "Phil-o-Rum's Canoe," had a remarkably large sale also. It is said that these books are almost as popular in New York and London as they are in Canada. They are attractively bound, and Mr. Coburn's illustrations are

GEORGE N. MORANG & COMPANY

LIMITED

Books for the New Year

Aylwin. By Theodore Watts-Dunton.

Cloth Paper

A vivid, enthralling, absorbing love-story, full of movement and life and vigor. Its open-air freshness, its thrilling interest and its intense and noble passion, will make it one of the most eagerly read novels of recent years.

The Seventh Edition of this remarkable work, by the friend of Tennyson, Browning, William Morris, and George Meredith, is now selling in England. Crown 8vo..... \$1.50 75c.

The Life and Letters of Lewis Carroll

(Rev. C. L. Dodgson), author of "Alice in Wonderland," etc. By S. D. Collingwood, B.A., nephew of Lewis Carroll. With 100 illustrations from photographs.

The Life of Lewis Carroll is the life of Rev. C. L. Dodgson, an Oxford man, but it is also the life of the author of "Alice in Wonderland," of "Sylvie and Bruno," of "The Hunting of the Snark." Mr. Collingwood is a nephew of Lewis Carroll, and knew him well. In the task which he has completed, he has suffered almost from an embarrassment of riches. In the photographic art he excelled, and produced a unique collection, as a glance at the list of illustrations to this volume attests. Crown 8vo... 2.00

With Nansen in the North. By Lieut. Hjalmar Johansen.

A Record of the Fram Expedition, with numerous illustrations from photographs.

In arranging for a Canadian edition of Lieutenant Johansen's interesting work, Mr. Morang feels sure that he has met the wishes of a large constituency of readers. It must not be supposed that "With Nansen in the North," is but a repetition of the material contained in Nansen's great book of last year. That book was, of course, written immediately on the return of the great explorer, and, intensely interesting as it was, it still left something to be narrated by one who shared his perils and his glory. Whether Johansen deals with the voyage to the ice-fields, the precautions taken to preserve health, or the minutiae of experiences during the long exile among arctic snows, his narrative is always intensely interesting. Crown 8vo..... 1 50 75c.

The Town Traveller. By George Gissing.

Being No. 3 of "Morang's Florin Series".

This is a decidedly cheerful story of lower middle-class English life, and the scene of it is laid in Dickens' London. That is to say, not only is it occupied with the classes of society with which Dickens chiefly and most successfully dealt, but even with situations and individuals that might have been the elder novelist's own. Above all, the atmosphere is that of Dickens. The Town Traveller himself is one Mr. Gammon, "a short, thick-set man with dark, wiry hair roughened into innumerable curls, and similar whiskers edging a clean razor-line half way down the cheek. His eyes were blue, and had a wonderful innocence, which seemed partly the result of facetious affectation, as was also the peculiar curve of his lips, ever ready for pipe or laughter, yet the broad, mobile countenance had lines of shrewdness and of strength." Given a hero of this wholesome type, a sharp-tongued, high-spirited and shrewish young woman to pit him against; an interwoven romance all about a peer married to a comely and estimable woman, who kept a china shop, and was unaware that her husband occupied such an exalted sphere, and you have the material of an interesting story. Crown 8vo..... 1 00 50c.

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PUBLISHERS

90 Wellington W. - TORONTO

BOOKS AND PERIODICALS—Continued.
a feature which helps to make them popular as gift books.

"Anercestesthe Gaul," Mr. Edgar Maurice

be ready very shortly. They are also issuing 50c. paper editions of "Barabbas" and "The Sorrows of Satan," by Marie Corelli. These books have been out of print in Canada.

dealing with winter sports and adventures. Among these may be mentioned "The Passing of the Ice Carnival," which, disappearing, seems to have carried tobogganing away with it, and "The Perils of Whaling."



Specimen illustration, made by Reginald B. Birch, for Mrs. Sheard's "Trevelyan's Little Daughters."

Smith's clever historical novel, is said to have gone off very rapidly, both in Montreal and elsewhere. The book has been spoken of in the highest terms by literary men of the standing of Dr. Drummond, Sir John Bourinot and Geo. Murray, which may have affected the sales favorably. In any case, its popularity goes to show that Canadians are not as indifferent to local talent as they are believed to be.

THE CATHOLIC ALMANAC.

The Toronto News Co. are handling The Catholic Almanac of Ontario (ret. 25c., trade 16c.), which is issued with the approval of the church authorities. It contains an accurate clergy list and a complete directory of the church in Ontario.

NEW 50c. NOVELS.

The Montreal News Co. are issuing a 50c. paper edition of Mrs. Alexander's latest novel, "The Cost of Her Pride." It will

DEMAND FOR CHRISTMAS PAPERS.

There was a larger demand for the Christmas editions of the English illustrated papers this season than there has been for years past. No one seems to know the reason, but the fact remains that it was almost impossible to fill all the orders which were received. Canadian Christmas editions are reported to have sold well also.

JANUARY MAGAZINES.

There are several interesting features in The Canadian Magazine—a sketch and portrait of Kingsford, the historian, by R. W. Shannon, an illustrated article upon the city of Victoria, by Julian Durham; the second of the Red River Expedition series, by J. J. Bell, and a lively racing story by W. A. Fraser. The half-tone illustrations in this number all show superior work.

Outing has a pleasant programme of articles

The complete novel in Lippincott's is "The Mystery of Mr. Cain,"—the mystery being that the Mr. was a Miss. There is a sketch of the unfortunate Carlotta, Emperor Maximilian's widow, one or two short stories, and a fragment of verse by Chas. G. D. Roberts.

WILLIAM BRIGGS' JANUARY LIST.

The Wesleyan Methodist Book Room, London, have arranged to publish an English edition of "Dwellers in Gotham." The Canadian edition, issued by William Briggs, is selling well and finds favor with the reviewers.

A new volume of poems, by Duncan Campbell Scott, entitled "Labor and the Angels," has just been published by Copeland & Day, of Boston.

W. W. Campbell's forthcoming book is announced by T. Fisher Unwin for early issue.

William Briggs has secured the Canadian market for a new story by Mrs. Kingsley, entitled "The Cross Triumphant," and will issue a Canadian copyright edition.

Rev. Thos. Crosby, the well-known Methodist missionary, who spent twenty-five years among the Indians of Northern British Columbia and Alaska, is engaged on a volume of reminiscences. Mr. Crosby is making a platform tour of Eastern Canada, in the interests of mission work, and if his written descriptions of his experiences are as vivid as those given by him from pulpit and platform, his book should be a success.



W B

Specimen illustration for Henry Cecil Walsh's "Bonhomme," by William Brymner, R.C.A.

BOOKS AND PERIODICALS—Continued.

Harold Frederic's last story "The Market Place," which The Frederick A. Stokes Company, of New York, were fortunate enough to secure, is to be issued in May. William Briggs has arranged for the Canadian market. Growing improvement was the characteristic—by no means common among authors—of Mr. Frederic's work. Each story of his was considered stronger and better than any of its predecessors. At this rate we may look for this, his last, to be his best.

A series of illustrations are being made for Henry Cecil Walsh's French-Canadian story "Bonhomme," by William Brymner, R.C.A., the well-known Montreal artist. By courtesy of the publisher, William Briggs, we are enabled to show one of the drawings in this issue.

COPP, CLARK CO. LIMITED'S LIST.

As it is the custom to rush through all available books in time for the Christmas trade, the January list is naturally small in consequence. Among them the most notable is probably David Lyall's latest success, "Neil Macleod," a tale of literary life in London (50c. and \$1.25). As a review of this clever story appears in another column it is unnecessary to say more of it here than that it gives a most realistic picture of the social side of literary London. An exceedingly attractive and appropriate cover design encloses what ought to be one of the best selling books of the season.

Of the other more recent novels, "The Battle of the Strong," "The Adventures of Francois" and "The Castle Inn" still hold their place as three of the five books having the largest sale in America; while it is doubtful whether any novel of the season has called forth so much notice in England as "The Battle of the Strong." Here are one or two comments of British critics:

"It is a more complicated and elaborate work than 'The Seats of the Mighty.' It is also more purely imaginative, and the creative work is more ambitious * * * It shows at least equal success on a grander scale * * * It is splendidly dramatic. Mr. Parker has in this book finally proved himself a master of imaginative fiction * * * He has given us of his best, and his best deserves very high praise * * * Modern fiction has few finer examples of the perfect woman."—Scotsman.

"Guida is a fine character, finely and convincingly presented. Wars, panics and massacres, brave actions and dark deeds, touched with force and vividness, are the background from which is detached the figure of this girl and the tragedy and romance of her life—the main motive of the story. The book is full of varied

BIG SELLERS.

Read the Criticisms.

DWELLERS
IN **GOTHAM**

A Tale of Modern New York.
BY ANNAN DALE.
Cloth, \$1.25.

Prof. C. T. Winchester, of the Wesleyan University, Middletown, Conn., writes—"I have read the book. When I once struck into it I didn't quit till I had finished it. And I didn't want to. I assure you I did most heartily enjoy it. It is racy, sparkling, suggestive, from cover to cover."

Rev. J. E. Lancelot, writes—"I read this book. I read it all. That means something, for I soon tire of a shallow story. . . . It is a living picture of the dwellers in a large city. It turns the tenement and the mansion both inside out, and deals free-handed with the great problems at which too many look askance. . . . Society in all its branches is portrayed by a mind evidently not untutored in its wise and foolish thought and deed. The story will interest all classes, because it deals with all classes—mother, father, master, servant, wealth, poverty, self and myself, all have a faithful incarnation in the char. etc's portrayed."

DIANE OF
VILLE MARIE

A Romance of French Canada.
BY BLANCHE L. MACDONELL.
Paper, 50c.; Cloth, \$1.00.

The Toronto Globe—"A romance of a high-class order—a living romance. . . . There is also a charm all its own in being written in a more refined vein than the general novel where love and sacrifice are the theme."

The Montreal Gazette—"Miss Macdonell must have become immersed, so to speak, in the 'good old times' . . . in order to present so vivid a picture of the society of that distant past. . . . Indeed, apart from its interest as a story, her book is a treasury of antiquarian lore."

Trevelyan's
Little Daughters.
BY VIRNA SHEARD.

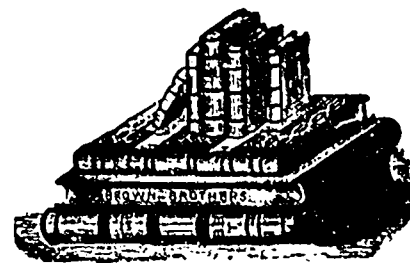
With Illustrations by Reginald B. Birch.
Cloth, \$1.00.

The Westminster—"Mrs. Sheard's pretty story will be read with a great deal of interest by her many friends. It is one of those stories of children that are not for children, however, the interest about the heroines being plainly in their quaintness and coyness, or rather in their mannerisms, and the point of view being that of the grown-up, a combination too apt to teach children self-consciousness, if they took an interest in it at all. In fact the weakness of the story is the obvious creating of the aesthetic rather than the appreciation of true beauty. Yet it is pleasing. The plot is pretty, the people are pretty, so are their ways, words and clothes, as well as the illustrations and the binding. The story can scarcely be ranked as literature, but is marked by good taste and good feeling, and is written with spontaneity and ease, characteristics welcome in our Canadian bookshelf, where the wooden hand of the mechanic is too often apparent."

They are selling.
Are you having a share of the sale?

WILLIAM BRIGGS

Publisher
20-33 Richmond Street West TORONTO



Special
Announcement.

Account
Books.

At the commencement of a **NEW YEAR**
we again beg to call the **ATTENTION**
OF THE **TRADE** to our
limited stock of

ACCOUNT
BOOKS.

We have now been to the front for
Nearly Half a Century

and each year has been in advance of the former.
We have been foremost in every New Improvement.
Established the Full Quire and 100-page System.
Our method has been, and will be:

PERFECT GOODS.
HONEST COUNT.
CLOSE PRICES.

We make and keep in stock

LEDGERS,
JOURNALS,
CASH BOOKS,
DAY BOOKS,

and every conceivable description of
BLANK BOOK.
All sizes and all styles of binding.

We make a specialty and excel in

Letter Copying Books.

Any special pattern or size of Account Book made to order.

This Department has special oversight and care
Estimates and prices cheerfully given

The Brown Bros.

... Limited
Premium Account Book Makers
and Stationers.
64-68 King St. East Toronto

BOOKS AND PERIODICALS—Continued.

emotion * * * The story gathers in force and dramatic intention to its close."—Daily News.

"An admirable tale, admirably presented. A tale that commands the affections from the opening to the conclusion. Unusually rich in quiet charms as well as in strenuous incidents."—Literary World.

"No one who takes a pleasure in literature but will read Mr. Gilbert Parker's romance with keen enjoyment. The mere writing is so good as to be a delight in itself, apart altogether from the interest of the tale."—Pall Mall Gazette.

Unfortunately the edition of "With Kitchener to Khartoum," published for the Christmas trade, proved entirely inadequate to the demand for Mr. Steevens' great war book, causing many disappointments among both booksellers and bookbuyers. When the book was again on sale, even though it was after Christmas, the steady demand showed that the public are willing to wait when the book is worth waiting for. Besides the regular cloth edition at \$1.50, a paper one will be published in a few days, at 75c. It is probably this Empire spirit, and the rumors of war in the air, which have given such popularity to books like "Britain's Roll of Glory," by Parry, and "Deeds that Won the Empire," by W. H. Fitchett, editor of *The Australian Review of Reviews*.

Mr. Fitchett has been prompted, by the success of the latter work, to bring out another fascinating volume of British battles under the title "Fights for the Flag." (Paper, 75c.; cloth, \$1.25.) This class of books cannot be too strongly commended. Although we should feel sorry for the man who could not appreciate them, to the older boy reader they are a positive boon, and are eagerly sought after by the more sensible class of parents, who very rightly object to the penny dreadful tone of so many of the modern boys' books.

FLEMING H. REVELL'S BOOKS.

To a representative of BOOKSELLER AND STATIONER, Mr. Anderson, manager of the Canadian branch of The Fleming H. Revell Co., Chicago and Toronto, stated the other day that the jobbing trade in the books handled by his firm has been, all Fall, and especially during the Christmas season, extremely satisfactory. The general demand has been one of the most active noted for years. The leading books have done well, indeed.

The second volume of Rev. F. B. Meyer's exposition of the "Gospel according to St. John," will be ready in a few days, and is expected to be in large demand, especially

for the reason that the international Sunday-school lessons are at present taken from St. John's Gospel.

The first edition of "Afterwards" is almost exhausted, "Friendship" and "The Master's Blesseds" have both proved popular, even beyond expectation.

In about two weeks the Canadian copyright edition of Dr. George Adam Smith's life of Prof. Henry Drummond will be issued by this house. The edition will be bound in cloth, and will contain two portraits of Prof. Drummond. The price of the Canadian edition will be but \$2 net, though the United States edition will be sold at \$3 net.

Another book soon to be issued by this firm, which is calculated to attract considerable attention, is a book of Scotch humor, by Rev. Canon McKenzie, entitled "Scot

land's Character, and Her Influence in Enlightening and Civilizing the World." The publisher's price of this work will be \$1.

ADVANCE IN U.S. WALLPAPER.

Commenting upon the question of advancing wall paper prices, a well-known retailer said the other day: "Although I am a retailer, and the sale of wall papers forms by far the largest part of my business, I, for one, would welcome an advance in prices. Such an advance on the part of the manufacturers would compel corresponding action on our part, and would enable us to add enough to make a reasonable profit on our goods. It might get some retailers out of a rut, in which they have been too long for their own or others' good."—W. P. News.

M. Y. Keating, of St. Catharines, has been re-elected mayor of the city.

— NOW READY. —

NEW MAP OF THE DOMINION OF CANADA

Compiled from latest Government surveys. Contains many new features not usually found in other maps. Size, 84x60, extending from 40° south to 83° north latitude. PRICE, \$6.00.

NEW MAP OF ONTARIO

Showing new Townships, Post Offices, Railways, etc. Size, 63x49. PRICE, \$4.00.

Published by

The Copp, Clark Co., Limited, - Toronto.

IMPORTANT ANNOUNCEMENT To the Trade.

READY SHORTLY
CANADIAN COPYRIGHT EDITION OF

THE LIFE OF HENRY DRUMMOND

By George Adam Smith.

Crown, 8vo, cloth, two portraits, \$2.00 net.

FLEMING H. REVELL COMPANY

154 YONGE STREET

Also Chicago and New York

TORONTO

A NEW ERA IN INK.

THE SAFETY BOTTLE AND INK CO. have inaugurated in Canada the manufacture and sale of their renowned ink and mucilage with an energy and completeness which promises to yield a hitherto unequalled measure of success.

The features in this undertaking which most commend themselves to the trade and the consuming public, are the high standard quality of Paul's ink and mucilage; the ingenious patent bottles used; the artistic manner in which they are put up, extending to the smallest detail, and the large number of lines offered, a range which meets every want for office, domestic or individual use.

A visit to the warehouse and factory of The Safety Bottle and Ink Co. reveals the extent to which operations are being carried on, the well planned thoroughness with which every branch of the business is being conducted, and the care exercised in every process of manufacture. In the warerooms are to be seen the various lines. Paul's inks, mucilage, paste and liquid glue are guaranteed equal to the best and inferior to none. The ink is free-flowing, non-fading and rapid-drying. The mucilage is compounded from the best materials, and will neither weaken nor become thick with age. Paul's inks have now an unsurpassed reputation. They were tested by the chemists of the United States Government, and have been adopted for official use in the War, Navy, Post Office and other Departments of the Government at Washington. In Canada their success is being equally well attested, and they are in use in the Departments of the Government of Canada and the Government of Ontario.

The automatic safety bottles are a wonderful invention, being non-spillable, non-evaporating, and perfectly automatic, the contents outlasting those of any corked bottle ever made. It is a simple contrivance, but not readily described in a few words. By means of a patent flexible rubber cover or top, which opens or closes as the pen is inserted or withdrawn, the contents remain untouched by air or dust. The sizes are 2 oz., 3 oz., 4 oz., 1/2 pint, 1

pint and 1 quart. The three last are of large caraffe shape, are for filling the smaller bottles, and possess a patent "pour out," which does away with the use of corks. The mucilage bottles are similarly fitted. When the caraffe sizes are emptied of ink or mucilage they become handsome glass ornaments for vases, water bottles, etc.

The 2 oz., 3 oz. and 4 oz. safety inks are all non-spillable. The 2 oz. size is being put on the market at \$5 per 100 retail, as an advertisement of the Safety inks, and to introduce the line. The bottles cannot be used again. The 3 oz. and 4 oz. sizes are refillable or non-refillable as desired. The company also show sets of inks and mucilage which are extremely attractive. For instance, the Safety Office Desk Stand, with two non-spillable and refillable ink stands, and a mucilage bottle, the whole on a handsome solid metal stand, is an introduction set now



Sectional View of Bottle.

being canvassed. Who ever sees this set has wanted it. It is sold at \$1, with a retail value of \$2.25.

The Household Set, in a neat box, contains a 1/2 pint of blue-black writing ink, a 3 oz. refillable bottle of the same, and a 2 oz. bottle of mucilage. The whole set sells retail at 50c., the business man being glad to take the set home for use there.

It should be added that a striking characteristic of the Safety line of inks and mucilage is their handsome appearance as to labels, size, etc., while the perfect way in which the patent works makes the Safeties attractive to the buying public.

A glimpse of the factory, where the manufacturing processes are carried on, is not without interest. Controlling for Canada, as they do, the entire patent rights for Paul's inks and mucilage, the company have facilities for making enormous quantities, and the goods, as the public see them, are turned out in the spacious factory on Wellington street east, Toronto. The vat room for mucilage is separated from that for the inks, in order that the color and quality of the mucilage may be preserved intact. The making of the ink is, of course, a secret process. The enormous ink vats, holding 200 gallons each of writing fluid, are arranged along one side, while in the same

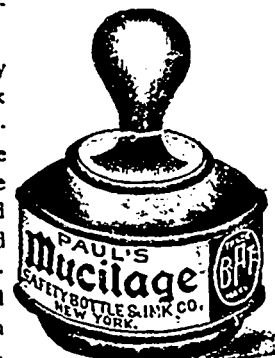


The Automatic Safety Bottle.

compartment are small vats for filling purposes. These are connected by long rubber tubes with another portion of the factory where the bottles are charged with the liquid at the filling table. Once filled, the bottles are taken to the rimmer machines, which fit on the patent rubber rims thus rendering the bottles unspillable. This is a delicate process. The rubber rims are first made ready by being put through a cutting machine. The bottles are heated, so as to provide against breaking from subsequent expansion, and then submitted to the rimmer machinery. Having passed this test, the bottles have become "Safety" and may be labelled and got ready for the trade. The various machines are run by electricity. The whole process requires exactness as to the degree of temperature required for the glass bottles, and, like the making of the ink itself, is a skilful scientific piece of work.

Mention should be made of the pure white paste which is now in so much vogue in many offices instead of mucilage. The paste bottles are pleasant to handle, as is the material itself, and an air-tight cap fits over each bottle, and a special brush is provided. The brushes, when pushed back into the automatically closing apertures of the mucilage bottles, may appear to split awkwardly into masses of individual hairs; but one of the neat triumphs of this patent is that, once in the liquid below, the hairs straighten out, and the brush comes out as compact and shapely as before.

The Safety Bottle and Ink Co. have prepared for the Canadian trade a nicely printed price list and illustrated circular, giving all the information required regarding these lines for the trade. A copy will be sent to anyone writing for it to the head office of the company, 10 Wellington street east, Toronto.



Paul's Safety Mucilage.

WALL PAPER AND DECORATIONS

NEW DESIGNS.

THE WATSON, FOSTER CO., LTD., of Montreal, are showing a very extensive range of samples, which is creditable in every respect. In the 22-inch goods are some high quality ideas, including tapestries. One of these, 661, is English in both coloring and drawing. Two fine parlors are 698 and 699. Several of the patterns in the higher end of the line appear over dainty

The Watson, Foster Co., Ltd., Montreal.

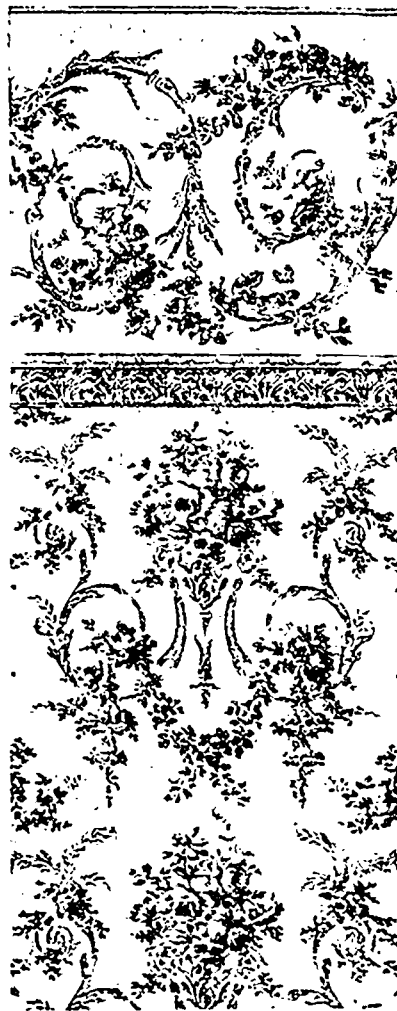


Pattern No. 684.

underprints. In some of the 22-inch tapestries, there appears a gold line treatment. An Empire, 731, has several rich colorings, including especially good red, green and blue. There are several rich patterns in pressed embossed goods on 24-ounce stock. A strong Empire medallion, of wreath and winged torch, has a small set figure background; it is strong in red, blue and green; on a green bronze ground it would make a great cafe paper. There is a popular offering of blanks and gilts. A small stripe, 687, is best in its blue coloring. A medallion stripe, 664, is best in soft green. There are two novel lace effects, 646 and 678. Blossoms treated in groups, 658, form a popular pattern that sells well. In the gilts, a semi-

heraldic hall, 697, is strong over an underprint; its blue and brown ways are best. There is a book of small figures, single prints, with one-band embossed friezes. Tobacco brown and sage green are two of the best colorings. There are more than 100 combinations in this line.

The Watson, Foster Co., Ltd., Montreal.



Pattern No. 688.

THE MANUFACTURE OF WALL PAPER.

The printing of textiles with the dry colors is one of the most ancient arts.

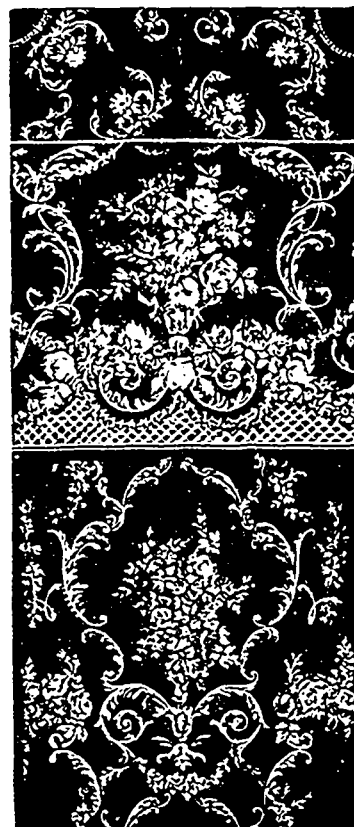
Pliny describes a dyeing process employed by the ancient Egyptians in which the pattern was probably formed by printing from blocks. The use of printed stuffs is of antiquity among the Hindoos and Chinese and was practised in western Europe as far back as the thirteenth century. In the South Kensington Museum there are specimens of thirteenth century block printed

silk, made in Sicily, of very beautiful design.

It was in the eighteenth century before wall papers began to come into common use in Europe, though they appear to have been used much earlier in China. A few rare examples, which may have been made as early as the sixteenth century, exist in England, but these are imitations, generally in flock, of the old Florentine and Genoese cut velvets, and hence the style of the design in no way shows the date of the wall paper, the same traditional patterns being reproduced with little or no change for many years.

It was not till the end of the last century that the machinery to make paper in long

The Watson, Foster Co., Ltd., Montreal.

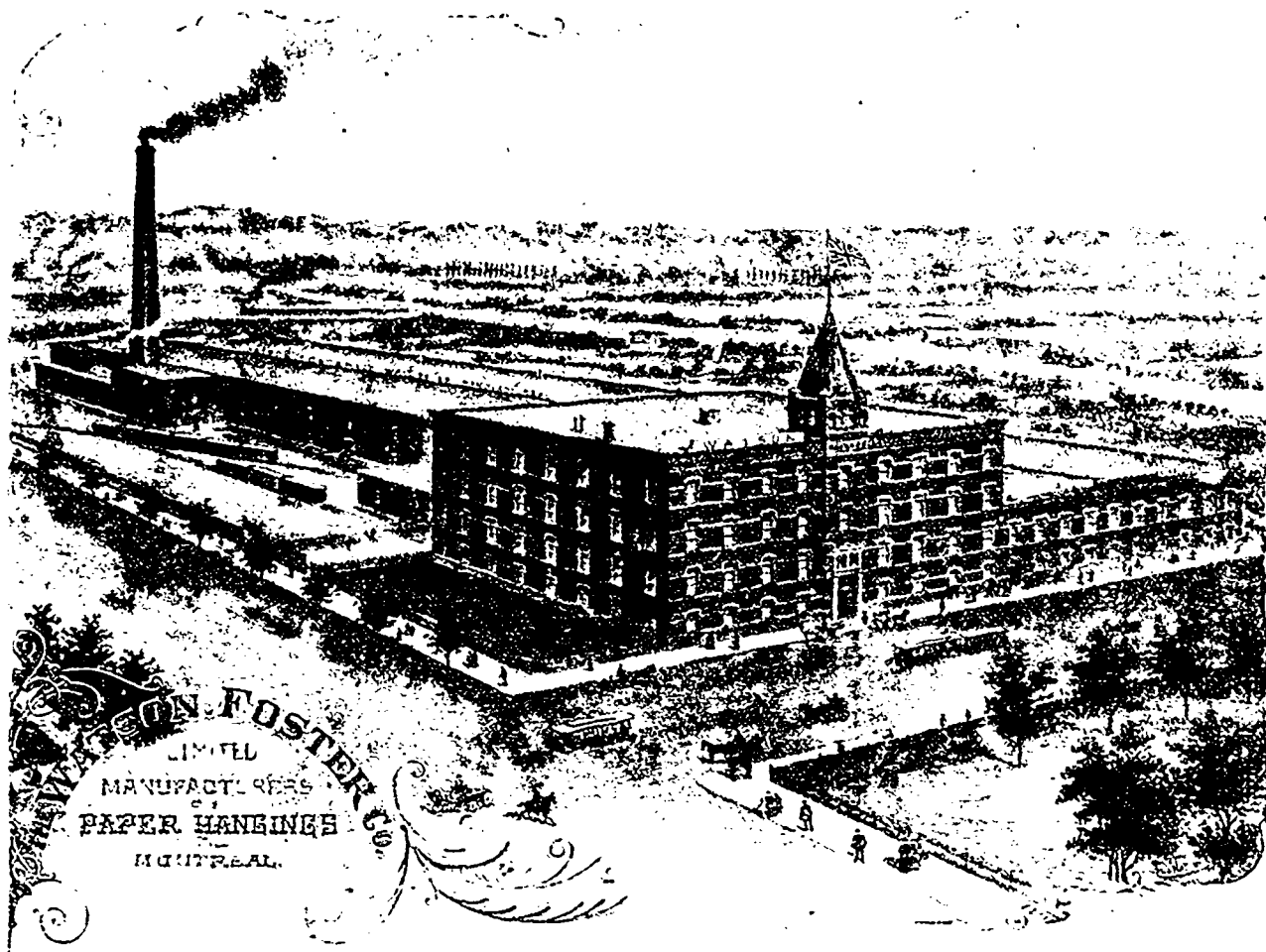


Pattern No. 659.

strips was invented. Up to that time wall papers were printed on small, square pieces of hand-made paper and were very expensive. On this account wall paper was slow in superseding the older mural decorations, such as tapestry, stamped leather and paper cloth. A work printed in London in 1744 throws some light on the use of wall papers at that time:

"The method of printing wall papers of the better sort is probably the same now that it has ever been. Wooden blocks, with the design cut in relief, one for each color, are applied by hand after being dipped in an elastic cloth sieve, charged with wet tempera pigment, great care being taken to lay each block exactly on the right

The
WATSON, FOSTER COMPANY
MONTREAL.
Limited



**The Most Modern Wall Paper
Factory on the Continent.**

Output 60% of all the Wall Paper used in Canada.
Manufacturers of every grade of Wall Papers.
116 complete new combinations to select from, the
largest line in America.

Buyers who have not yet placed their orders, or who wish to fill in, will be furnished, on application, with a complete set of samples of our best sellers to select from.

WALL PAPER AND DECORATIONS—Cont'd.
place, so that the various colors may 'register' or fit together.

"In order to suit the productions of the paper mills, these blocks are made in England 21 inches wide, and in France 18 inches wide. The length of the block is limited to what the workmen can easily lift with one hand—two feet being about the limit, as the blocks are necessarily thick, and in many cases made heavier by being inlaid with copper, especially the thin outlines which, if made of wood, would not stand the wear and tear of printing.

"In 'flock' and gold and silver printing, the design is first printed in strong size, the flock (finely cut wool of the required color) or metallic powder is then sprinkled by hand all over the paper, it adheres only to the wet size, and is easily shaken off the ground or unsized part. If the pattern is required to stand out in some relief, this process is repeated several times, and the whole paper then rolled to compress the flock.

"Cheaper sorts of paper are printed by machinery, the design being cut on the surface of wooden rollers under which the paper

passes. The chief drawback to this process is that all the colors are applied rapidly one after the other without allowing each to dry separately, as is done in hand-printing. A somewhat blurred appearance is usually the result."

To-day, with the great improvement in machinery and a thorough knowledge of preparing the colors, equally as good effects are produced by machine work as by hand-printing. The principal difficulty has been that a sufficient number of colors to produce artistic effects would not be procured in machine work, but, as wall paper printing machines are now made which will print 12, 18 and 24 colors, as fine results may be obtained this way as by hand printing, at one-third the cost, thus bringing artistic wall papers within the reach of a large proportion of the population who thoroughly appreciate mural art decorations in their homes, and no wall paper factory is complete to-day without one of these many color printing machines. Fully appreciating the growing demand for art papers, The Watson, Foster Co., Limited, of Montreal, in addition to the large 12-color machine which they have in their already well equipped factory, are put-

ting in another machine of the most improved pattern for printing 12 colors, which will enable them to keep easy pace with the demand for these high-grade goods.

MR. FOSTER IN PARIS.

Mr. F. Stuart Foster, of The Watson, Foster Co., Limited, who is now in France, has cabled his company, advising the purchase of another improved 12-color printing machine.

This machine has been ordered, and will be placed in the company's factory early in February.

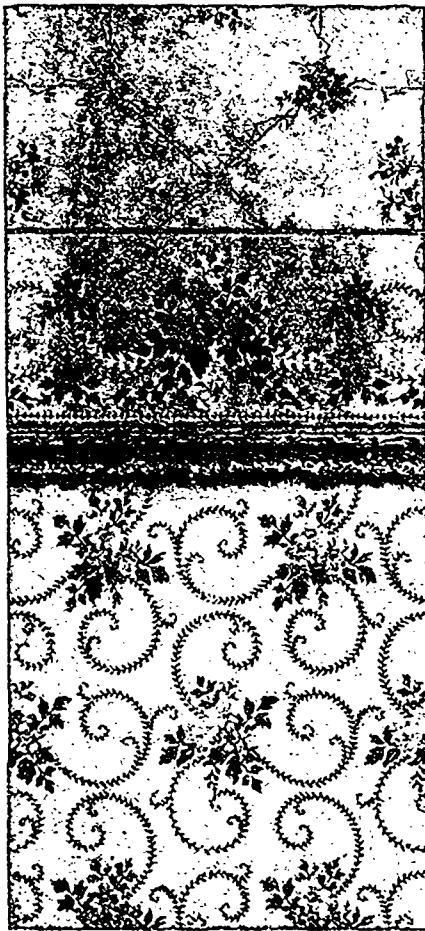
Mr. Foster has purchased in France a large number of art designs which can only be produced in 12-color effects, thus making the acquirement of another 12-color machine a necessity. The company state that the range of samples which they will issue next Spring will be far in excess of the large line which they produced last season, and of an exceedingly high order.

A GREAT YEAR.

Colin McArthur & Co. report a most satisfactory season's business. Since September, all hands have been working day and night to fill orders. The rush is now pretty well over, and the firm are able to look back upon the biggest year they have ever had.

Extract from a Letter :

Your paper was the best I ever had at the money, and I shall, when the time comes around, call on you for a fresh supply."



Returned - 2-99 109

"Staunton" Wall Papers

If you have not placed your order for Spring delivery, arrange to

See Our Traveller

or have samples sent to you to make your selection from. The rapidly increasing demand for "Staunton" made goods is evidence that the papers are popular with the people and profitable to the dealer. No retailer's range will be just quite perfect without a line of them.

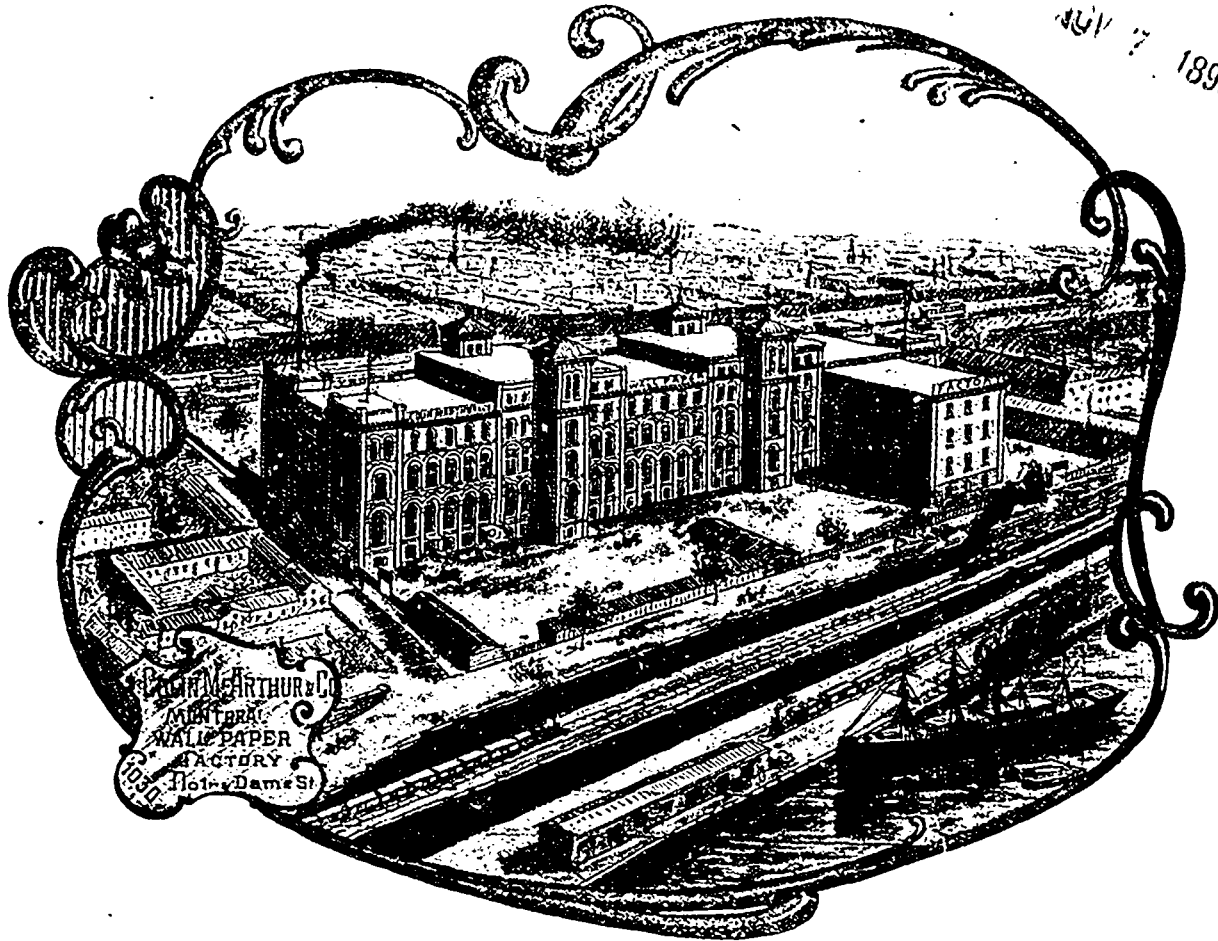
M. Staunton & Co.

MANUFACTURERS

TORONTO.

HAVE YOU PLACED YOUR ORDER?

JULY 7 1899



New designs of

WALL PAPERS

for 1899. Our line is now complete, and embraces everything necessary to fill all requirements.

Samples sent to the trade on application.

COLIN McARTHUR & CO.

Manufacturers

1036 Notre Dame Street

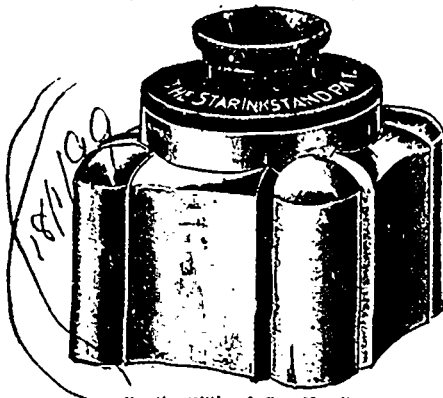
Montreal.

FANCY GOODS AND STATIONERY

PENCIL DISPLAY.

WE show, on this page, a cut of a novelty in pencil display cases calculated to increase the sale of the goods shown. These cases contain 1/2 gross each of Faber's "Stenographic" pencils and Faber's "Editors" pencils, packed in boxes of 1/2 dozen of one kind, to retail at

a carload of which had just arrived and were being placed in stock. Other new arrivals consisted of large importations of American, English and foreign goods, including blotting papers, stationers' hardware, drawing and tracing paper, steel pens,



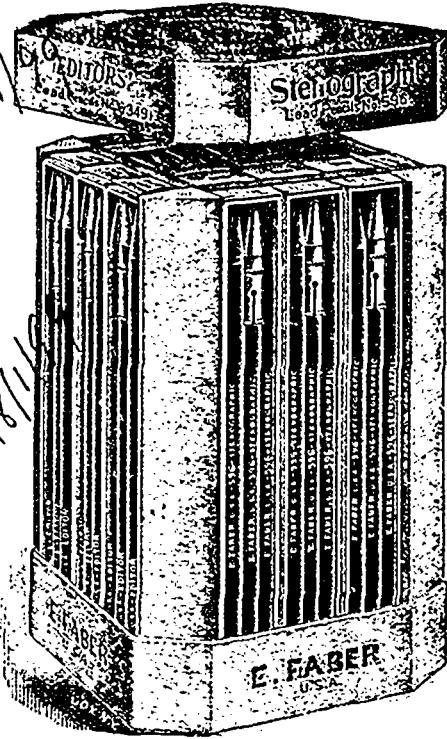
Buntin, Gillies & Co., Hamilton.

25c., or the pencils can be sold singly at 5c. each. Buntin, Gillies & Co., Hamilton, can supply these goods.

AN ENLARGED ESTABLISHMENT.

The writer recently had an opportunity to inspect the alterations and additions to the premises of Buntin, Gillies & Co., Hamilton.

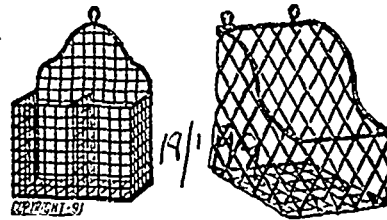
The already extensive building has been enlarged and improved to accommodate the growing needs of the business, the new



Buntin, Gillies & Co., Hamilton.

memorial cards, Faber's pencils, foreign note paper, in linear and quadrille, black bordered stationery, etc.

Owing to the large amount of work entailed, Buntin, Gillies & Co. are not issuing a calendar this year.



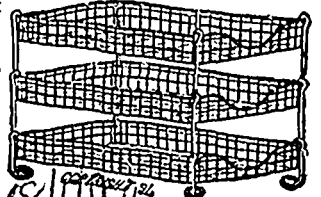
Buntin, Gillies & Co., Hamilton.

AUTOMATIC INK BOTTLES.

What appears to be one of the very best and the cheapest of the numerous automatic ink bottles on sale is the "Star," offered by Buntin, Gillies & Co., Hamilton. This bottle can be retailed for 40c., and is quite as good as those formerly sold for \$1. No doubt the sale of this article will be large; and every dealer should have them in stock.

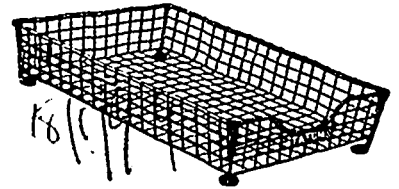
LETTER SCALES.

Without doubt the finest letter scales at present on the market are the "Victoria" and "Princess" scales. The "Princess" weighs up to 1 1/2 lb., and sells retail in Canada at \$4. The "Victoria" weighs up to 3 lb. and sells retail at \$5. The exact weight of the parcel or letter is immediately indicated on the dial, and, as a time saver, this scale will surely pay for itself in a very short period. Buntin, Gillies & Co., Hamilton, carry a stock of these fine goods.



WIRE GOODS.

Buntin, Gillies & Co., Hamilton, are showing a large assortment of stationers wire goods, including letter trays (single, double and triple), waste paper baskets,



Buntin, Gillies & Co., Hamilton.

post and delivery boxes, hook files, etc. Stationers whose stocks are not complete will do well to inquire the prices.

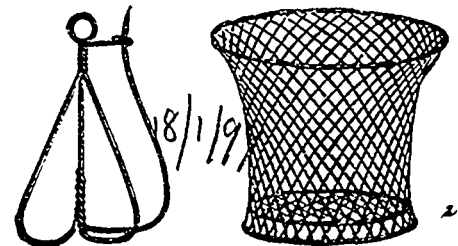
RUBBER BALLS AND SPRING GOODS.

Nerlich & Co. record their success in placing a large order for rubber balls before the recent increase of price. They are of standard quality and are being cleared out at a really low price. The dealers who want a supply can get a sample by dropping a card to the firm.

This firm also note special prices in early Spring goods, such as marbles, allys, toys, skipping ropes, etc., and advise an inquiry in case their travelers do not call in time.

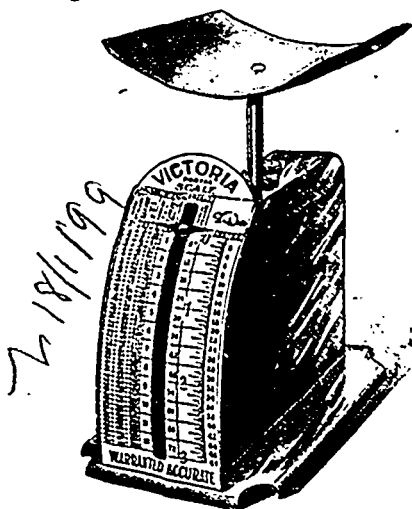
THE PAPER TRUST IN THE STATES.

A Rhode Island firm of bankers and



Buntin, Gillies & Co., Hamilton.

brokers have taken charge of the arrangements to consolidate the paper manufacturers of the United States. The deal will involve about \$40,000,000 and will include the mills making writing paper, bond



Buntin, Gillies & Co., Hamilton.

portions being already entirely occupied with goods, partially in the form of cased stock.

The added space will enable the firm to carry a larger supply of Morgan envelopes,

WE ARE GROWING.

During 1898 we more than doubled the size of our warehouse and manufacturing premises by purchasing, enlarging and adding to them the buildings, 56 and 58 Front St. W., extending through to Piper St. This now gives us by far the largest establishment of the kind in Canada. That we were justified in making these extensions, the business of the year fully proves, as it far exceeded that of any previous one in the history of our firm.

We have faith in the great future that is before the country we live in and do business in. That is why we have so largely increased our premises and facilities; confidently anticipating a still greater increase in the future, we heartily thank our numerous friends in every part of the Dominion for past favors, and assure them that during 1899 nothing will be left undone on our part to give them prompt and efficient service and to merit a continuance and increase of their patronage. We cordially wish them all a Happy and Prosperous New Year.

The **W. J. GAGE CO.,** Limited

WHOLESALE AND MANUFACTURING STATIONERS,

54, 56, 58 Front St. W. and
1, 3, 5 Piper St.,

Selling Agents for the
ROYAL PAPER MILLS CO.

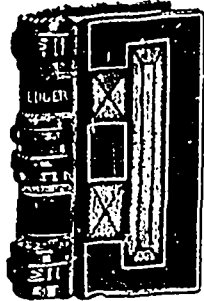
 **TORONTO ONT.**

FANCY GOODS AND STATIONERY—Continued. paper, wrapping, ledger, envelope and news paper.

The Salem Press Co., of Salem, Mass., write to BOOKSELLER AND STATIONER: "Can you place us in communication with some Canadian envelope manufacturers? We want to see if we can buy to advantage in Canada since the rise in prices here."

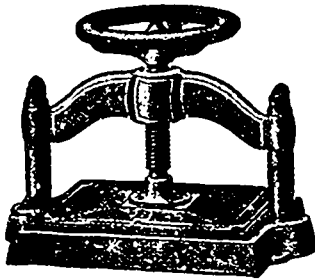
OFFICE OR OTHER STATIONERY.

Ledgers, journals, day and cash books, and all other blank books, are in great demand at the beginning of the year, and The



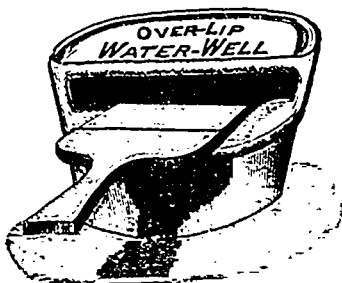
The Brown Bros., Limited.

Brown Bros., Limited, have their immense factory going day and night to fill orders. The extensive line of these goods made by this firm would take up too much space and time to enumerate in detail. Suffice it to say that if you want a book, they have it, or, if not in stock, can make it. The trade can depend on getting anything in that line with good stock and fine workmanship, and, if special lines are wanted, such as are used by loan and insurance companies, banks, etc., they can be gotten up to order at short notice, in any style of ruling and binding.



The Brown Bros., Limited.

Memorandum books, all sizes and styles, also workmen's time books, household expense books, tally books, receipt, note and draft blanks can be had in endless variety at The Brown Bros., Limited, King street east, Toronto. Almost any article

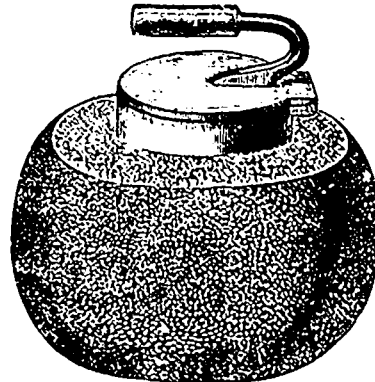


The Brown Bros., Limited.

required in furnishing an office can be procured at the warerooms of The Brown Bros., Limited, who aim to have the most complete

stationery house in the Dominion, and second to none on this continent.

In pens, all the best makes, such as Esterbrook, Spencerian, Gillott's, Mitchell, ball pointed, Russia, Moheta, and, in fact,



The Brown Bros., Limited.

almost every kind in present use are to be had. Penholders, pencils, inkstands, baskets, both waste and document, are to be had, or can be procured by writing The Brown Bros., Limited.

NEW CALENDAR.

As usual, Morton, Phillips & Co. have issued a useful and business-like wall calendar, without any nonsense about it. The figures are large and clear, and the holidays are printed in red. It contains, in addition to the monthly calendar, a condensed calendar for the year 1899 on one page, postal information, bank holidays, etc.

THE GROWING TIME.

This is truly said to be Canada's growing time, and no better exemplification can be found than may be seen by a visit to the enlarged premises now occupied by The W. J. Gage Company, Toronto.

For sometime the firm found themselves hampered for lack of room in the premises at 52-54 Front street west, which they owned, and were looking about for a site on which to build larger and more extensive premises, fortunately, they found themselves able to secure the required space by purchasing the warehouse next door, formerly occupied by H. A. Nelson & Sons Co., with a frontage on Front street, and extending through to Piper street. After securing these premises they enlarged them by building additions, practically making them, and the premises they already occupied, one immense building, and can now claim to have the largest wholesale and manufacturing stationery establishment in the Dominion. They are extensive manufacturers of envelopes, blank books and memorandum books of every description, writing tablets, etc.; they also rule and put up nearly all the lines of ruled

papers which they handle. The trade they do in printing and flat papers, printers' supplies is also an immense one. Some idea of the size of the premises and the immense stock carried may be gleaned from the fact that they have on hand at present, outside of manufactured stock, statements, sundries, etc., over 600 tons of book, printing and writing paper, bristol cardboards, etc. Nowhere else in the Dominion can such a stock be found suitable for stationers, publishers, manufacturers and printers.

FANCY STATIONERY AND PAPERIES.

A new line of fancy notepaper and envelopes is being got out by The Copp, Clark Co., Limited. The size is the fashionable Salisbury size, nearly square, and it comes in four tints of crushed note—Tyrean, pink, blue and white. In the same size, ripple note in Tyrean tint, and mottled bond, in Tyrean, pink, and blue are shown also. This is very stylish stationery and will be popular.

The same firm are getting out a large line of new paperies. The names are: Apple Blossom, \$1.80 per doz.; Imperial, \$2 per doz.; a box of fine stationery, \$2 per doz.; ivory, \$2 per doz.; ruby, \$2 per doz. These furnish a popular 25c. line of nice papers.

A new line of 5-lb. velvet finish, plain or ruled, in a handsome wrapper, 50c. per ream is shown.

The Copp, Clark Co., Limited, report large repeat orders for the "Neverwear" and "Everlasting" blank books which, at the low price, are meeting a real trade want. The firm are carrying a large line of leather memorandum books. There is a phenomenal sale this year for pocket and office diaries. All the firms report this.

NEW MAPS OF CANADA AND ONTARIO.

The splendid new map of the Dominion of Canada, got out by The Copp, Clark Co., Limited, is now on the market, and samples are in the hands of the firm's travelers. The map has attracted attention all over Canada. Its leading features have been pointed out in these columns before, and constitute it the best map for educational and business purposes yet turned out in Canada or elsewhere. Its mounting and appearance are excellent. The list price is \$6, with a discount to the trade.

The new map of Ontario, which this firm have just completed is also brought down to date in the most complete manner. The new northern townships, the new lines of railway, and recently-established post offices are all marked. The size is 63 x 49. The list price is \$4, with trade discount.

BOOKSELLERS AND COPYRIGHT.

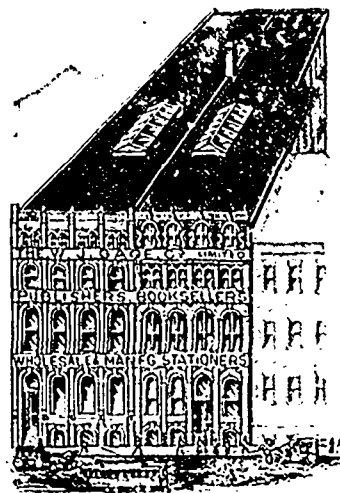
MR. GRAFTON'S VIEWS.

As I was chatting, the other day, with Mr. F. E. Grafton, of Grafton & Son, Montreal, the conversation turned on the copyright question in general and Mr. Bain's remarks in last month's BOOKSELLER AND STATIONER in particular.

"Are you in favor of a Canadian law?" I asked.

"Well, that depends," he replied. "Of course, I believe that both author and publisher are entitled to some protection in this country, but I would not support a law which would debar a bookseller from importing a book if a Canadian edition existed, and yet allowed the ordinary bookbuyer to secure a copy in New York or elsewhere. That's what the advocates of a copyright law propose doing, I believe, and it practically means educating the book-buying public to make their purchases outside of Canada. You see, fastidious people do not care for Canadian editions. They say the binding and general get-up are inferior, and, when they want a book for their library, they ask for the English or American edition. Unfortunately, the Canadian field is limited—very limited—and we can't hope to get books from our own publishers

which will equal the foreign editions. A well-known Canadian litterateur told me, recently, that he would never publish another book in Canada. He had found



The Gage Company's New Establishment.

that the people did not take to Canadian books. Publish it in New York, however, and the sale is almost sure to be good."

"Are you afraid of the local publishers charging extortionate prices if they were given a monopoly here?" I asked.

"Oh, no," said Mr. Grafton. "I quite agree with Mr. Bain that there is no danger of that. If a publisher were to put too high a price on a book, it would not sell, that's all. But, all the same, I do not favor a law which gives Canadian editions exclusive control of the market."

MR. DRYSDALE'S OPINION.

Probably no man in Eastern Canada has a more thorough grasp of the book situation than Mr. Wm. Drysdale, of Montreal. I asked him what he thought of Mr. Bain's views on copyright, as affecting booksellers. "Well," he said, with a smile, "I feel rather diffident about saying anything, because I am a publisher as well as a bookseller. Speaking from the latter point of view, however, I am certainly in favor of allowing the trade some latitude in the matter of importing. I believe, of course, that Canadian publishers should be protected, but, still, if the bookseller is to meet all demands, he should be allowed to import foreign editions. Some of our best customers don't want to buy Canadian editions, and though this, perhaps, is only a relic of the old time prejudice against things colonial, still, it undoubtedly exists. In short, I believe that the Canadian book trade is better served by the present condition of affairs than it would be by a rigid copyright law."

5,000 DOZEN RUBBER BALLS

We will have in shortly a shipment as above, being an "early delivery" order placed with the factory **just before the last advance** in price resulting from the rapidly increasing scarcity of Raw Material. We are offering these Balls at prices that will not leave them on our hands long, but orders placed at once will secure the goods until suitable time for shipment.

It is important for you to have our prices before you buy, and, as our traveller may not reach you in time, we would suggest that you drop us a card, and we will furnish price list of Rubber Balls, and any other **Spring Goods** you require.

Nerlich & Co.,

35 Front Street West
TORONTO.

NEW BOOKS REVIEWED.

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

THE SECRET OF ACHIEVEMENT.

—By O. S. Marden. 12 mo., cloth, 372 pp., \$1.50. T. Y. Crowell & Co., New York. Like Dr. Smiles' "Self Help," and similar works, this volume is intended to aid the young man or woman in the development and building up of character, and the achievement of success of life. The writer of it has made a great collection of anecdotes and aphorisms from ancient and modern literature, and has weaved the material, with some skill, into a readable and instructive book. The publishers have made a handsome volume of it.

HER MEMORY.—By Maarten Maartens. Paper, 281 pp., colonial edition, 75c. The Copp, Clark Co., Limited, Toronto. The story of Sir Anthony Stollard and his motherless daughter, Maggie, is a study of the emotions, of an artist-soul struggling against the practical, and a final capitulation to the conventions of life. Anthony spends happy years with his young daughter, in Italy, painting and dreaming. Called to England, to politics and to social rank and wealth, by the death of his brother, Sir Anthony marries a sensible woman. The commonplace reader wonders what all the pother is about, but is firmly conscious of the refinement, humor and grace of the story.

DIANE OF VILLE MARIE.—By Blanche Lucile Macdonell. Cloth, 251 pp., \$1. paper, 50c. William Briggs, Toronto. Miss Macdonell has selected for her story of French-Canadian life the materials afforded by a study of Ville Marie (Montreal) in the closing years of the seventeenth century. Diane de Monestrol, a romantic, high-minded girl, with the ideas of the French noblesse and the simple pious religion of the period, is the beauty of the little colony. The adopted daughter and ward of Jacques le Ber, a rich merchant, Diana loves his son who, regarding her as his sister, loves Lydia, a captive English girl brought by the Indians from New England. Young le Ber is killed in a fight with the English who attack the colony, and Diane marries, to please her mother, a rich, elderly Canadian who becomes a peer of France and takes his wife to live at court. The tragedy of the heart is very tenderly told, and the character of Diane is drawn with sympathy and skill. A careful study of the period has evidently been made, and the old days and the old customs are depicted with insight and com-

prehension. Miss Macdonell has undoubted talent for the domain of romantic fiction, and her literary style is graceful and natural.

TREVELYAN'S LITTLE DAUGHTERS. By Virna Sheard. Cloth, 197 pp., illustrated, \$1. William Briggs, Toronto. Trevelyan is a sea captain whose wife dies, leaving him with three children. The girls are given into the hands of their aunt, Mrs. Van Norman, who, losing her own child, is doubly kind to them. The story is a very innocent and simple one, without much plot, but, on the whole, readable.

FORTUNE'S TANGLED SKEIN. By Jeanette H. Walworth. Cloth, 286 pp., \$1.25. The Baker & Taylor Company, 5 and 7 East 16th street, New York. This is a lively and attractive story of modern life in the Southern States. The Leightons are a proud, impoverished family. A wild, but attractive younger son had left his home, harboring the deepest resentment toward his mother, who had separated him from his wife, a girl of inferior social position. The care and anxiety of managing an unprofitable estate, and responsibility for the welfare of the disunited family, fell upon the eldest son, Oscar, who is a devoted and unselfish man. Owing to a singular combination of circumstances, he is accused of making away with a man who was last seen in his house and company. In reality, he is a witness to a scene between the woman he loves and this man, who is killed by accident. All is straightened out in the end, the unraveling of the mystery holding the reader's attention.

THE "PARADISE" COAL BOAT.—By Cutcliffe Hyne. Cloth, 370 pp., \$1.25. M. F. Mansfield & Co., 22 East 16th street, New York. Mr. Hyne is known in Canada as the writer of a good short story. In this volume are fifteen of them, written with vim, humor, and a dash of adventure here and there. The sea stories are particularly good, and, if we say there is a touch of the Kipling manner, it is no disparagement to Mr. Hyne, who tells a story in his own way and well.

WITH THE DREAM-MAKER.—By John Habberton. Cloth, illus., 112 pp., 50c. Geo. W. Jacobs & Co., Philadelphia. The latest work from the author of the famous "Helen's Babies" has struck a quaint and original idea for a pretty little volume,

namely, a visit by a boy to a supposed establishment where they manufacture dreams every night for people. The system by which the dreams are distributed to the various classes of population, and the machinery by which the distribution is effected, is amusing and interesting to any child. As the manager said: "I don't determine what dreams people are to see. They do that themselves. My business is simply to supply what is demanded by each person. That," pointing to a set of hooks covered with cobwebs, "is the Salem witchcraft set." Altogether, a clever little book.

RILEY CHILD RHYMES.—By James Whitcomb Riley. Cloth, 188 pp., square 12mo., \$1.25, illus. The Bowen-Merrill Co., Indianapolis. Riley's poems are popular in Canada. This is a collection of his rhymes about children, "Little Orphant Annie," etc., with many capital illustrations, which set off the verses to perfection. It is nicely bound, and makes a good book for young folks.

THE TRUE STORY OF BENJAMIN FRANKLIN.—By Elbridge S. Brooks. Cloth, 4to, illus., 254 pp. Lothrop Publishing Company, Boston. This is indeed a handsome gift book. Written more particularly for the boys and girls of the United States, it is not without features of interest to foreigners like ourselves. Franklin was, in many ways, a wonderful man, and the telling of his story is carried out in an instructive and by no means offensive manner. The following is a specimen: "The King of England was George IV. He was an honest and worthy gentleman, an excellent father, a good King, as Kings go, and a good man. But he had one defect and one fault—he was stupid and he was obstinate." This is very near the exact truth. All through the book the honest candour of the writer is observable and it is generously conceived throughout.

NEIL MACLEOD: A TALE OF LITERARY LIFE IN LONDON.—By L. Gladstone. Cloth, \$1.25; paper, 50c. The Copp, Clark Co., Limited, Toronto. The English Bookman says of this novel: "To warn young literary aspirants of the dangers and pitfalls that await them in that enchanted land of London—to which their steps, sooner or later, inevitably turn—is no more than the duty of those more experienced. Every day, young men are coming up, little guessing how much of heartbreak and disillusionment may be awaiting them. But these are not the severer tests, nor is it these that the writer chooses to deal with. He discusses that still severer trial of moral calibre—success. Neil Macleod has made a hit, and becomes immediately the darling of would-be literary society, wastes time in

gaities and entertainments and turns his back upon his duty. He is redeemed at last, through the influence of the woman who loves him, and whom he has almost forgotten. The purpose of the book is a valuable and excellent one, the story itself is interesting, and the manner of writing has an ease and freedom which carry the reader pleasantly on from beginning to end."

POLLOK AND AYTOUN. — B, Rosaline Masson. Cloth, 156 pp., 1s. 6d. Famous



R. H. Russell, Publisher, New York.

Scots Series. Oliphant, Anderson & Ferrier, Edinburgh. The latest volume in this series contains short biographies of two noted Scottish poets, Robert Pollok and Prof. Aytoun. There is something very interesting in the somewhat unsympathetic sketch of Pollok, the now half-forgotten author of "The Course of Time"—his humble origin, poverty, success and brief career. Aytoun, the writer of those stirring ballads that have pleased the patriotic Scot in all parts of the world, enjoyed a moderate prosperity and a fame which still lasts. The two careers are strangely dissimilar and make the book a readable one.

R. H. RUSSELL'S NOTABLE BOOKS. — For highly decorated and ornamented gift books, R. H. Russell, 3 west 29th street, New York, is famous. The recent series includes "Sketches and Cartoons" of Chas. Dana Gibson (\$5), a splendid collection of this famous artist's illustrative work and one of the finest productions of the day. Another timely issue is the Maude Adams edition of Barrie's "Little Minister." This is sumptuously bound and is really a stage edition, showing how the various situations in the novel have been represented in the play. There are numerous illustrations (price, \$2.50). Wm. Nicholson's "London Types" is a series of characteristic drawings in black and white, and will be much appreciated as a study of English character.

Edward Penfield's "Golf Calendar" (\$1.50) is a handsome and unique piece of work, very appropriate at this time when the game is so popular. A gorgeous book (\$3.75) is an edition of "The Idylls of the King," containing the principal poems in this collection, set in an old English pica type, and illustrated by 64 beautiful pen-and-ink drawings. All these volumes, while expensive, are well adapted for the better trade which is growing in Canada.

L. C. PAGE & Co.'s BOOKS.—L. C. Page & Co., Boston, have lately issued some very attractive books for young people of both sexes, which are well adapted to the Canadian market. One of the Cosy Corner series, (cloth, 50c.) is "A Little Puritan Rebel," a religious tale of Massachusetts in the old colony days. Another, in the same series, is entitled "The Sleeping Beauty," and is a strictly modern version of this fairy tale with American surroundings. These books are nicely illustrated, and make cheap and pretty gift books.

"The Road to Paris," by Robt. N. Stephens, (cloth, \$1.50), is an historical romance, dealing with the career of an American who goes to London and Paris in the last century before the Revolution, and meets all sorts of adventures. A portion of the story relates to General Arnold and the campaign against Canada. The adventures of Dick in England and France are not less interesting.

"Omar, the Tentmaker," by N. H. Dole (cloth, \$1.50), is a romantic tale of old Persia, and the famous poet, whose verses are on everyone's lips now, Omar Khay-

yam, figures in the tale. The time is about the period of the first crusade, and the author having made a special study of Persian literature and history, is well qualified to write a romance of absorbing interest. The two last-mentioned books are picturesquely bound and well illustrated.

THE WILLIAMS & WILKINS COMPANY.
—The Williams and Wilkins Company, 6 South Calvert street, Baltimore, have re-



London Types By William Nicholson.

R. H. Russell, Publisher, New York.

issued that ideal and clever book, "Twixt Cupid and Croesus," a love episode in a series of fac-simile letters. It is beautifully mounted and illustrated. The "Sambo Book" is an amusing book for children, with large, full-page drawings. "The Little Dame and the Wild Animals" is a pretty booklet, with quaint drawings. All these are capital gift books.

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Envelopes, Note Papers, Flat Papers, Papeteries, Tablets and General Stationery.

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If you are not handling our goods, let us have a trial order. We know the result.

The Barber & Ellis Co., Limited

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NEW CANADIAN COPYRIGHTS.

Registered at Ottawa from December 7, 1893 to January 4, 1899.

10316. Song of Yesterday. By Edmund Hardy, Mus. Bac. Anglo-Canadian Music Publishers' Association, Limited, London, England.
10317. Song of To-morrow. By Edmund Hardy, Mus. Bac. Anglo-Canadian Music Publishers' Association, Limited, London, England.
10318. A Critical Study of In Memoriam. By Rev. John M. King, Winnipeg, Man.
10320. L'Avenir. Townships de Durham et de Wickham, Notes Historiques et Traditionnelles, avec Précis Historique des autres Townships du Comte de Drummond. Par J. C. St. Amant, l'Avenir, Que.
10321. The Dominion March. By Philip E. Layton, Montreal.
10322. Diane of Ville Marie. A Romance of French Canada. By Blanche Lucile Macdonnell. William Briggs, Toronto.
10323. Alba. Dawn. By Ethelbert Nevin, Op. 25, No. 1. The John Church Company, Cincinnati, U.S.
10324. Gondolieri. Gondoliers. By Ethelbert Nevin, Op. 25, No. 2. The John Church Company, Cincinnati, United States.
10325. Canzone Amorosa. Venetian Love Song. By Ethelbert Nevin, Op. 25, No. 3. The John Church Company, Cincinnati, U.S.
10326. Buona Notte. Good Night. By Ethelbert Nevin. Op. 25, No. 4. The John Church Co., Cincinnati, U.S.
10330. The Galt Cook Book. Revised edition. By Margaret Taylor and Frances M. Naught, Galt, Ont.
10331. Tax Notice Forms, 1898. R. D. Richardson & Co., Winnipeg, Man.
10332. Almanach du Peuple. Illustre, 1899. C. O. Beauchemin et Fils, Montreal.
10333. Notes Historiques sur Saint Thomas de Montmagny. Droit Temporaire d'Auteur. Public dans Le Courrier du Livre, Quebec. Raoul Renault, Quebec.
10334. Dwellersin Gotham. A romance of New York. By Annan Dale. William Briggs, Toronto.
10337. Cours de Stenographie par Correspondence. Alex. Clement, Montreal.
10338. Aux Jeunes Gens qui Veulent reussir. Alex. Clement, Montreal.
10339. La Belle Canadienne. Two-step. Golden Moments. Arranged by Paul Keller. Nordheimer Piano and Music Co., Limited, Toronto.
10340. The Ground-Work of Number. A manual for the use of primary teachers. By A. S. Rose and S. E. Lang. The Copp, Clark Co., Limited, Toronto.
10342. Champion March. Golden Moments. Arranged by Paul Keller. Nordheimer Piano and Music Co., Limited, Toronto.
10345. Trevelyan's Little Daughters. By Virna Sheard. With illustrations by Reginald B. Birch. William Briggs, Toronto.
10346. Canada: An Encyclopædia of the Country. Edited by J. Castell Hopkins. Illustrated. Volume IV. Bradley-Garretson Co., Limited, Toronto.
10347. My Sal. Song. By Annie I. James, Portage la Prairie, Man.
10348. Money Investment Book. Gustave Levesque, Montreal.
10349. Snow's Legal Compendium and Diary for 1899. John Lovell & Son, Montreal.
10352. Saint John, New Brunswick, Canada, taken from West Saint John, showing the city proper on the Eastern side of the Harbor. Engraving. John R. Hamilton, St. John, N.B.
10353. The Spirit of '98. March. By Wm. C. G. Wright. William Walker, Detroit, U.S.
10354. I Heard the Voice of Jesus Say. Sacred Song. Words by Horatius Bonar, D.D. Music by Charles E. Wheeler. Anglo-Canadian Music Publisher's Association, Limited, London, Eng.
10355. The County Club. Two-Step March. By F. J. Hatton-Moore. Anglo-Canadian Music Publisher's Association, Limited, London, Eng.
10356. Constitutional Development—Ontario and Quebec—Section 1, of a History of Canada on the Goodwin Method. Chart. Eli Nash Moyer and Ethel Jean Goodwin, Toronto.
10357. Blank History Chart—The Goodwin Method. Eli Nash Moyer and Ethel Jean Goodwin, Toronto.
10358. Time Ruler—The Goodwin Method. Rule. Eli Nash Moyer and Ethel Jean Goodwin, Toronto.
10359. Le Grand Almanach Canadien. Illustre, 1899. Edouard Zotique Massicotte et Louis Joseph Belliveau, Montreal.
10360. The Educational Music Course. By Alex. T. Cringan. Books I and II. Canada Publishing Co., Limited, Toronto.
10361. Canadian Series Map of Dominion of Canada. The Map and School Supply Co., Limited, Toronto.
10365. Les Trois Legendes de Madame Sainte Anne. Par le Pere Paul-Victor Charland. Premier Volume. Wm. Charland et Cie., Montreal.
10366. Salome. Intermezzo. By William Loraine. F. A. Mills, New York.
10367. Table for Finding the Hour Angle without Logarithms. Peter John Leech, Victoria, B.C.
10368. Insurance Agents' Perfect Record. Bruneau Frederick Steben, Montreal.
10369. John Bull's Children. A patriotic song. By H. H. Godfrey. J. L. Orme & Son, Ottawa.
10370. Lovell's Commercial Compendium and Diary for 1899. John Lovell & Son, Montreal.
- 10371 to 10375. Bills payable and receivable records; stock, profit, and loss record; purchase record; sales record. By John Franklin Brown, Toronto.
10377. Whistling Rufus. A characteristic two step march. By Kerry Mills. F. A. Mills, New York.
10378. The Accountant's Indicator. Octavius Smith, Montreal.
10379. Analysis, Parsing and Supplementary Reading. By Rev. J. O. Miller, M.A. The Copp, Clark Co., Limited, Toronto.
10380. Before the Evening Service. Photo. J. Andison Cockburn, Paris, Ont.
10381. The Practice of the Supreme Court of Canada. By Robert Cassels, Q.C. Second Edition. By C. H. Masters, Ottawa.
10382. Map of Greenwood and Wellington Camps of the Boundary Creek District. Compiled and published by Sydney M. Johnson, B.A. Sc., P.L.S., Greenwood, B.C.

INTERIM COPYRIGHTS.

570. Alvira alias Orea. Book. James Duff Henderson, Deseronto, Ont.
571. Life of Professor Henry Drummond. By George Adam Smith. The Fleming H. Revell Co., Toronto.

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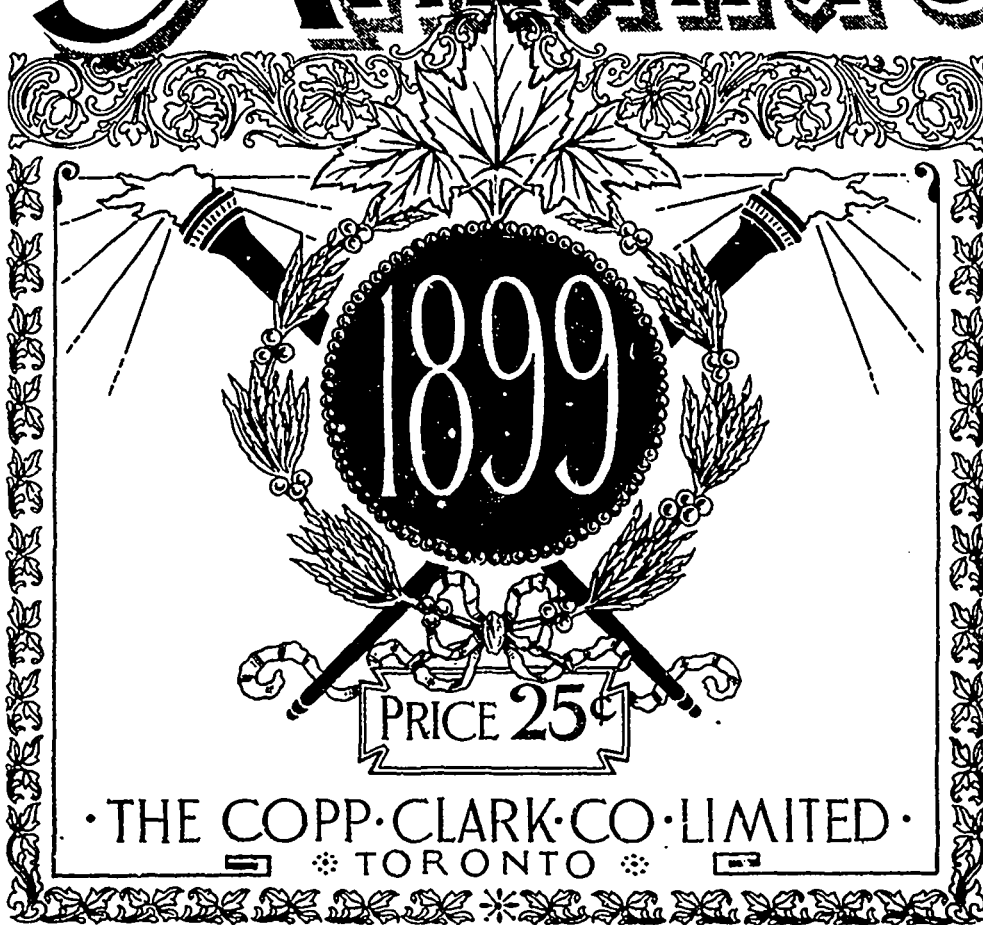
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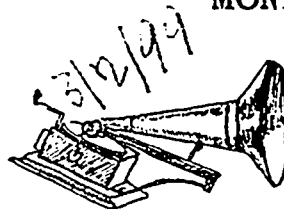
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