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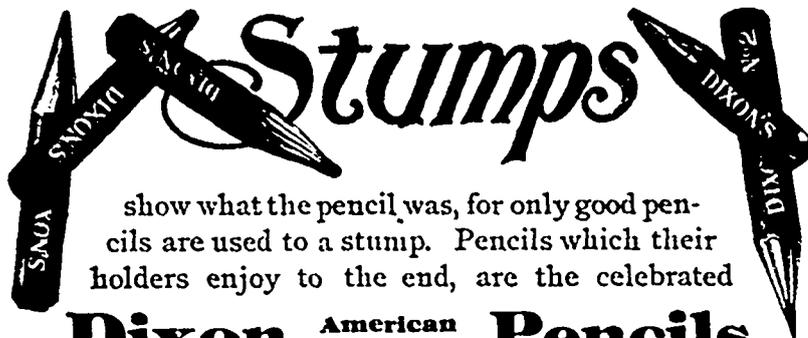
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CANADA  
**BOOKSELLER  
AND  
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JANUARY



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# Warwick Bros. & Rutter

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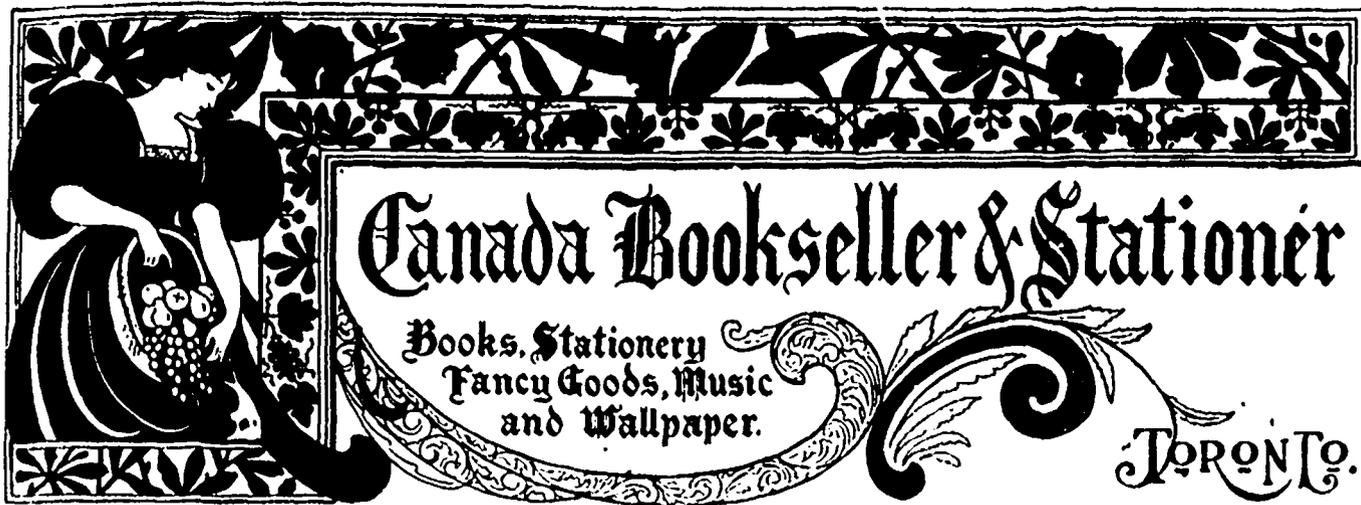
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Toronto . . .



Vol. XIII.

TORONTO, JANUARY, 1897.

No. 1.

**THE MACLEAN PUBLISHING CO.**

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**HALL CAINE COMING AGAIN.**

It is understood that Mr. Hall Caine, who visited Canada over a year ago in connection with copyright, will shortly pay this country another visit. It is a lecturing tour, not copyright, which brings him this time. The question, however, may be up again. Although the approaching session of Parliament promises to be pretty well crowded with important legislation, the friends of Canadian copyright should not let it be pushed aside. It should be brought forward early in the session before Government bills are ready, and when there is a chance for it. Not being a party issue, and with staunch champions like Mr. John Ross Robertson, M.P., and Sir C. H. Tupper in the House, there is no reason why the matter should not be disposed of. Copyright has been a football long enough.

**CANADIAN ARTIST AND WRITER.**

A CANADIAN artist who has attained enviable distinction in the important work of illustrating books is Mr. Arthur Heming, of Hamilton. Commissions from Harper & Bros. and other large American publishers have come to him in increasing

numbers, and he already stands in the front rank of book artists. His specialty is the depicting of the animal life of the forests of northern Canada, in which he is probably without an equal. To perfect himself in this branch of art, Mr. Heming has taken extended journeys through the country about Hudson's Bay and James' Bay, and along the upper reaches of the Ottawa River. There, living among the half breeds and Indians, he joined their hunting parties, and had the finest opportunities of studying the wild denizens of the woods in their native haunts. Mounted on snowshoes he has pursued the caribou till, wearied by plunging through the deep snow, they have sunk exhausted in the woods and allowed the artist to make his sketch undisturbed. Announcement was made in one of our recent numbers that Mr. J. W. Tyrrell, C.E., was writing the narrative of the journey made by his brother and himself through the Barren Lands lying between Great Slave and Athabasca Lakes and Hudson's Bay—a journey of 3,200 miles taken in 1893 under commission of the Canadian Geological Survey, and that the work would be published by Wm. Briggs under the title, "Through the Sub-Arctics of Canada." This will be undoubtedly one of the most interesting and valuable contributions yet made to the literature of travel and exploration in Canada. We are glad to hear that Mr. Heming is contributing a large number of illustrations to this work, which will be further enriched by photographic views taken by the explorers en route.

**BOOKS IN CANADA.**

PUBLISHERS and booksellers are often reminded of the fact that the daily press of Canada do not develop the literary taste of the people as systematically as the daily papers of London, or even New York and Boston, do. Our daily papers are not wholly remiss. The Toronto Globe gives a page every Saturday to literary reviews, and cheerfully devotes frequent paragraphs to new Canadian books. Several other journals in the Dominion maintain a literary column more or less spasmodically. The most valuable column of literary criticism and review, however, which has appeared in Canada for some years is that which The Toronto Mail and Empire has been publishing for several months. It appears three times a week, is given some prominence in the paper, and is evidently the work of a master hand. All the principal books of the day are referred to. The writer draws upon all the resources of a richly-stored mind, and possesses a charming literary style.

In these days, when the Canadian book-buying public is given over so much to periodicals and paper-covered novels, a bold attempt to encourage the reading of better books is entitled to sympathy. In selling well-bound and copyright books there is far more money for the trade, and it is only from the trade standpoint that THE CANADA BOOKSELLER AND STATIONER claims to speak. By awakening and stimulating the taste for something more than current fiction a real service is done to Canadian booksellers. The public libraries

are now competing with the bookselling trade, and the reader is too often inclined to borrow an expensive book (an expensive book, be it observed, is anything costing over a dollar) from the library, and put the money which would have gone to buy it to a less worthy purpose. The idea of a man making himself poor nowadays by book-buying is too grotesque a picture to consider seriously.

The daily press can do something to help booksellers in this matter, and their duty should be pointed out to them by those who support the local paper. The London papers devote many columns to book reviews. In fact, they have carried matters to such an extreme that some publishers believe the sale is hurt by the copious extracts which appear. The Canadian papers have not the space to fall into this error, and their assistance may safely be enlisted by the trade.

#### INIQUITY OF HAVING TO PAY.

ONE of the witnesses before the Tariff Commission is thus reported in the press:

A plea for untaxed literature was put in by Mr. G. T. Gorrell, secretary of the public library of Brockville. He wanted all books made free. This, he said, would knock off \$95,000 of revenue, but would be greatly appreciated by the public. It will injure no one because the copyright law will protect Canadian publications. As an illustration of the injustice of the present law, Mr. Gorrell said a short time ago Canadian booksellers purchased 15,000 volumes of Henty at 23c. each. A Toronto publisher, hearing of this, had imported the plates, printed the books in Toronto, and thereby invoked the copyright law, which shut out the foreign reprints. As a result, the trade had to pay 65 to 75c. a volume.

The amiable secretary would apparently do away with all duties and prices in connection with books. He admits the loss of revenue consequent upon abolishing the Customs duty, but thinks "the people" would appreciate it. Who get the money now collected from duties if "the people" do not?

Then he is indignant because books which he says were 23c. apiece now cost 65c. and 75c. each. Apparently the author, the printer, the publisher, the binder, the pressman are to have nothing for their labor. They are to work free in order that

that benevolent crowd "the public" may have "literature untaxed." After a while we shall hear a proposition, perhaps, to vote a *casu bonus* to the man who reads the most books in a year.

#### ALDERMAN RUTTER.

IT sometimes happens that really good men are appreciated. At a late stage of the municipal campaign in Toronto, Mr. A. F. Rutter, of Warwick Bros. & Rutter, wholesale stationers, was pressed by friends to present himself as candidate for the City Council. Alderman Rutter headed the poll in Ward 3, one of the big down-town business districts. We congratulate the city rather than Alderman Rutter himself, because he is a busy man. But the prompt piling up of votes for a first-class business man makes one more hopeful of civic politics.

#### THE QUEEN'S YEAR.

BOOKSELLERS will do well to remember that 1897 is the Queen's year, and be ready for any demand that may spring up for books about the Queen. It would not be hard to create such a demand.

A forthcoming book on this subject, which promises to be of unusual interest, is being done under the supervision of Her Majesty. The volume announced by Messrs. Bousso, Valadon & Co., entitled "Queen Victoria," and nominally "by Richard R. Holmes, F.S.A., librarian to the Queen," will really embody to a large extent matter personally contributed, dictated and revised by the Queen herself. In this book various misstatements as to the Queen's childhood, education, and early years on the throne will be corrected by royal authority, and the whole story will be told of Her Majesty's reign as Her Majesty herself looks back on it. Her Majesty is taking the greatest interest in the preparation of the work. She has ordered every facility to be given for the illustrations to be reproduced, both from pictures, and from the royal palaces, where, in some cases, the rooms and furniture are to be specially put back into the condition of earlier years, in order to be photographed, and she has consented to examine every detail in the book while it is in progress. Great interest is taken in the forthcoming publication, and a large number of subscriptions have been already received.

#### THE DUTY ON BOOKS.

MR. DRYSDALE appeared before the Tariff Commission at Montreal last month on behalf of the book trade. He said that he was not prepared with a statement, as the notice had been so short. They were in favor of a specific duty on books. A specific duty on books would favor the book buyer also. They could not carry a large stock of books. When librarians wanted to replenish their libraries they would come to them, and, after looking over their stock, tell them that they could get their books in without duty. In many cases the bookseller took orders just to keep the trade. They had also much trouble in getting books past the Customs for libraries. They got students' text books in free, but they had great difficulty when they sold them, as the clerks might sell a book to other than a student. As they could not produce Bibles or hymn books in this country they were admitted free and he thought that that should be left as it is.

In answer to a question, Mr. Drysdale said that they had not the type to produce the hymn books with the music here. There had been a cry raised by Canadian publishers because the order for Presbyterian hymn books had been sent to the Old Country, and if he had received the order he would have sent it there also. He believed that there might be a cry raised against the taxing of libraries and so forth, but he thought it only fair that the poor bookseller should not be crushed into a corner.

#### THE ENGRAVING CONTRACT.

THE contract for the Dominion engraving being about to expire, new tenders were called for last fall. The lowest tender was put in by the American Bank Note Co. of New York, who have been awarded the contract for the term of five and a quarter years from July 1. The work consists of engraving Dominion notes, postage stamps, postal cards, revenue stamps, and so forth. Under the terms of the contract the company are required to provide an establishment in the city of Ottawa, where the work must be done under Government supervision. The work has been done by the British American Bank Note Co., known as the Burland Co., for a number of years. They tendered again, but lost it. By the change, and under the new contract, a saving will be effected of \$120,000 as compared with prices paid under the present contract. The American Bank Note Co. is one of the largest and best known concerns in the world, and prints the notes of the Canadian Bank of Commerce and other banks in Canada.

## NOTES OF BRITISH BOOKS.

London, Jan. 2, 1897.

**T**HE Queen has accepted the dedication of the little collection of hymns for use at the celebration of the 60th year of her reign which Messrs. Skeffington and Son will publish during this month.

The unpublished works of Gibbon, the historian, which Mr. Murray has had in preparation for some time, will appear this month in three volumes. About the same time Mr. Murray will also issue Sir Mountstuart Grant Duff's "Notes From a Diary."

Messrs. A. and C. Black will publish immediately "A Dictionary of Birds," which has been compiled by Mr. Alexander Newton from contributions by leading authorities.

The Poet Laureate has a new volume of verse in hand, entitled "The Conversion of Winklemann and other Poems." It will be published shortly by Messrs. Macmillan.

Sir G. O. Morgan, M.P., is translating Virgil's "Eclogues" into English hexameter verse. The volume is dedicated to Mr. Gladstone, and will be published by the Clarendon Press.

An up-to-date new edition of Mr. G. Barnett Smith's "Life of her Majesty Queen Victoria" has been issued by Messrs. George Routledge & Sons. It first appeared on the eve of the Jubilee of the Queen's reign, and it is an admirable epitome of the many interesting events associated with the private and public career of Her Majesty. The new chapters include details of incidents—both joyful and sorrowful—which have occurred since the celebration of the Queen's Jubilee. The volume has a number of illustrations, and is prettily got up, making it suitable for a Christmas present.

Mr. Phil May is now one of the specially-retained artists of Punch and The Graphic. Twelve years ago he came to London, and was glad to sleep on the Embankment, and to exchange his walking-stick for a share of a child's bread and bacon. So he tells The Idler. He is a notable instance of the triumph of genius over difficulties.

Messrs. Ward & Downey have in preparation a new book for boys entitled "Three Boys in the Wild North Land," by the Rev. Egerton R. Young. The author's residence abroad among the Indians in Canada and the Northwest has given him a wealth of experience, from which he has drawn the materials for his forthcoming story.

Miss Catherine Stafford Spence has been wandering through an interesting bypath of history, and has brought together the fruits of her investigations in a volume entitled "Earl Rogwald and His Forebears," which

Mr. Fisher Unwin will publish. This book is an account of the doings of the Early Norsemen in Orkney and Shetland, drawn mainly from the Sagas. Miss Spence is already favorably known as the translator of Martensen's "Christian Ethics," etc.

Capt. Mahan, the author of "The Influence of Sea Power upon History," has completed his "Life of Nelson." It will contain 18 portraits and several battle plans, and Messrs. Sampson Low expect to have it ready in March.

The middle of the month is now mentioned as a probable date for the publication of Lord Roberts' reminiscences of India.

Professor Max Muller's new book, "Contributions to the Science of Mythology," is nearly ready. It will be in two volumes.

The biography of Sir George Tryon, which Rear-Admiral Fitzgerald has written, may be looked for at once.

Mr. Murray's new edition of Byron's works will see the light early in the year. It is being prepared by the help of almost all the original MSS. and proof sheets, and the result proves, says Mr. Murray, that all other texts are corrupt and imperfect. It also throws a curious light on the poet's methods, and shows the remarkable additions and interpolations which he made after the poems were printed, and sometimes after they were published. Among the letters will be found many which Moore was unable to insert sixty years ago, and some which he never saw, drawn from the collection made by Mr. Murray himself during fifty years, and from the documents in the possession of the Earl of Lovelace, grandson of Byron, who is editing this definitive edition.

A curious book has just been published by Mr. John Murray. It is "The Story of a Great Estate," by the Duke of Bedford, dating from 1815 to the present day. Giving the income and expenses of the Woburn, Thorney and the Buckinghamshire estates of the Russell family, it will enable the public for the first time to observe the financial matters of a large estate for a long period. The districts represented include every variety of farming in the Midlands.

The Queen has sent a message of thanks through Col. Sir Arthur Bigge to Mrs. Sarah A. Tooley for a copy of her "Personal Life of Queen Victoria." Princess Christian has also expressed herself as "much pleased" to accept a copy of the work.

Messrs. Kegan Paul & Co. have just published Mr. W. Y. Fletcher's "Foreign Bookbindings in the British Museum," a sequel to the "English Bookbindings" which was published last Christmas. This handsome volume in folio contains 65 illustrations, with descriptions of the most beau-

tiful and interesting examples of the Byzantine, Italian, French, German, Dutch and Spanish bindings preserved in the Museum.

Messrs. Chatto & Windus have in press for early publication a new volume of Mr. W. S. Gilbert's comic operas, uniform with "Original Plays" from the same source, issued in December, 1894.

Messrs. Gowans & Gray, Glasgow, and Messrs. S. W. Partridge & Co., London, will issue immediately a new handy-sized illustrated Bible, containing 135 views from photographs of the Holy Land.

Mr. Andrew Lang's new "Life of J. G. Lockhart," having brought the name of Scott's biographer into prominence, it is not surprising to hear that his novels are to be reprinted by Messrs. Dent. Mr. Andrew Lang is to supervise them, and the issue will commence with "Adam Blair," in which Lockhart largely anticipated Hawthorne's "Scarlet Letter."

## NOTES.

**T**HE entire stock of David McFarlane & Co., wholesale stationers, St. James street, Montreal, was destroyed by fire last week. The origin of the fire is unknown. It occurred Saturday afternoon, when no one was in the building. The stock was valued at \$55,000, fairly well covered by insurance. They will open up again on Craig street.

Dr. Grenfell, author of "The Vikings of To-day," the most entertaining of recent books on Labrador, is in Toronto just now in connection with his work for the deep sea mission.

G. Mercer Adam, formerly of Toronto, is now editing "Self Culture," the "magazine of knowledge," issued by the Werner Co., Chicago.

## THE CELEBRATED INDIA PAPER.

In the organ of the Clarendon Press, The Periodical, we find an account of the discovery of the Oxford India paper, that wonderful preparation which makes it possible to print all of Browning in one volume. It was first brought from the East by an undergraduate in 1841, and 24 copies of the Bible in 24mo. were printed by the University Press, to be presented to the Queen and other eminent persons. All attempts to re-discover the material failed until 1874, when Mr. Frowde began experimenting in its manufacture, with the result that another issue of the tiny Bible was possible in 1875. Since then the paper has been employed by other publishers. One of the recent books printed upon it is the Clarendon Press thumb edition of the "Pilgrim's Progress," a mite of a book.

## FANCY GOODS AND STATIONERY.

### OFFICE SUPPLIES.

At the beginning of every year there is an increasing demand for blank books and office supplies, and the Brown Bros., Ltd., have made extra efforts to meet the demand. Their stock of blank books being very complete, comprising everything, from



The Brown Bros., Ltd.

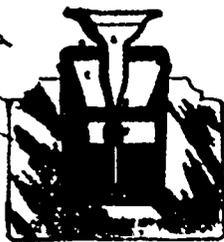
the massive ledger to the smallest pass book, they are in a position to supply the trade with anything required. Their assortment of office supplies is claimed to be the most complete of any house in the Dominion. Pens, pencils, ink, mucilage, inkstands, copying presses, files, etc., in endless variety. Type-writers' ribbon and carbon paper are always to be had at the Brown Bros., Ltd., who are agents for the celebrated Caligraph type-writer.

### WILL CARRY SPORTING GOODS.

An important announcement is made elsewhere by Nerlich & Co., who express their intention to handle sporting goods for the first time. The firm's travelers will show Spalding's tennis rackets, baseball goods, including mitts, catching gloves, clubs, masks, etc. Among other sporting goods will be found lacrosse sticks, balls, etc., croquet sets. The firm will also carry children's wagons and carts, tricycles and velocipedes. Special attention will be given to this new department, and the firm hope their customers will reserve their orders in the above lines.

### A NEW LETTER OPENER.

A patent device for opening letters is reported from Chicago. Inside the envelope is fastened a small piece of twine across the bottom. One end sticks out at the corner. A single pull of the string is sufficient to open the envelope. James Readdy, of 1,275 State street, Chicago, is the patentee.



The Brown Bros., Ltd.

### IMPORT ORDERS.

Mr. H. Nerlich, Jr. of Nerlich & Co., is just returning from his European trip and

has selected a complete and large line of import samples. He has been through all the important manufacturing centres of Europe, and this year's assortment will excel any previous year in novelties and pretty designs. The firm believe it will be impossible to show a greater variety than they will do in stock this fall. Therefore they advise dealers to place orders now, as they are getting lower prices. Mr. E. Nerlich is leaving in ten days to purchase stock for fall, as the warehouse is nearly empty.

### HELPING SALE OF TISSUE PAPER.

C. Wilkinson, with the W. J. Gage Co., Ltd., has invented a show case (patent applied for) that will be required by every stationer and fancy goods dealer. It is a handsome piece of furniture for the store, occupying little space, being 44 x 26 x 4 inches, can hang on wall or stand on floor, and is specially adapted for carrying stock of tissue paper. Forty or fifty different colors or shades are shown at a glance without being handled. Each shade and size of sheet may be separately shown to the customer, abstracted, or stock renewed, with ease. Stock is kept free from dust, and the fading of colors is prevented. Several quires of each color can be carried. This case will change the sale of tissue paper from a nuisance to a pleasure, and dealers can see at a glance the quantity of each shade on hand. The paper is hung on horizontal rods, each acting independently in a minimum of space, the action of which is being patented. The simplicity of the working prevents its getting out of order.

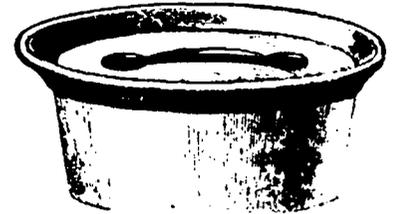


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### FASHIONABLE CORRESPONDENCE FADS.

Fads and frivols in writing desk appointments are as numerous and as fascinating to womenkind as are her collecting convulsions or souvenir spasms. A rather pretty whim is to choose a tint of note paper, and to use no other in one's correspondence. Naturally, most people select a cream white, smooth surface, so that there is nothing distinctive in such a preference as that. The odd thing is to have some not too conspicuous shade of color for one's own; pearl grey or a dull blue are favorites. One girl always uses azure paper, with two one-cent stamps placed squarely on the upper right-hand corner of the envelope, where

they look like quaint little tiles against the soft background. Her aesthetic taste shudders at the crude ugliness of the red two-cent stamp, and she never employs one. The envelope is always touched by a dab of grey wax with the impress of a dainty seal. There is a certain childish pleasure in recognising "by the look" a friendly letter in a pile of correspondence, and the well-known color betrays itself before the hand-



The Brown Bros., Ltd.

writing even, is read upon the cover, the conceded joy of anticipation is that much more prolonged.

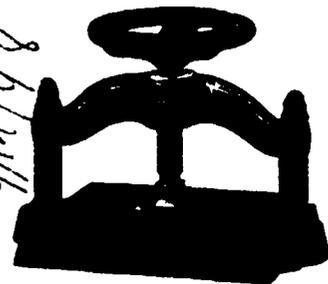
Another woman has her "English velum" stamped in the upper left-hand corner with a tiny golden bee. The owner's name begins with B, so that this Napoleonic device is appropriate as well as decorative.

Still another woman has her surname's initial stamped into the double thick, dull-finished white sheet, where it looks exactly like the sharp-cut impression of a seal. This style of ornamentation was very extensively used, and initial note paper was exceedingly fashionable about a quarter century ago. It has been completely "out" for some two decades, and yet its persistent usage by this one obstinate person, who is a personage, gives her correspondence a distinction that is pleasing in itself.

The coat-of-arms, when one possesses such a thing, is always a fine finish to a sheet of Irish linen, when the device is executed in dull red or green and there is no hint of gaudiness in its appearance where it is bound to be more or less striking.—American Stationer.

### SOMETHING BRIGHT IN BALLS.

A line of balls which will capture the purchaser is that shown by the Copp, Clark Co., Ltd., this season. Besides the regular old Phoenix, they are presenting the Antelope brand. This is a first-class article with a "bounce" equal to a politician's. THE BOOKSELLER AND STATIONER has tried both and knows. The Ant-



The Brown Bros., Ltd.

lope is nicely finished in bright colors, and considering its superiority the price is low. For gum balls the Acme is attractive, with its stripes, and the World ball, with a map of the world on the outside in colors, is unique. These soft balls will retail easily at 25c. and 50c.

#### ST. VALENTINE AND EASTER.

In valentines and Easter specialties the Copp, Clark Co., Ltd. are not a whit behind hand. They are showing Dutton's Easter cards, Dutton's birthday cards and Dutton's valentine cards, all favorite lines with the trade. They have also McLoughlin's valentines, cards and comic and lace valentines, and the dealer can have his pick.

#### VALENTINES.

While the trade in valentines is not an expansive one, it did well last year, and the Toronto News Co. are prepared with a supply of the best selling lines, so that the dealer may keep what his customers are likely to enquire for. The cheaper valentines of the comic variety show a tendency to fall off in demand, but tasteful ones to retail from 5 to 25c. are safe goods, and the Toronto News Co. have made a careful selection of those most likely to suit this market.

#### UNBREAKABLE MIRRORS.

Unbreakable mirrors are the latest production of celluloid manufacturers. A process has recently been perfected by which thin sheets of absolutely transparent celluloid are silvered similar to the process formerly used on glass. Such a plate of celluloid is covered with quicksilver at the back, and another celluloid plate is then fastened upon the back of the mirror thus formed. This naturally forms another mirror, so that the value of the celluloid mirror is enhanced by being equally perfect on either side, making it a double looking glass.

#### TUCK'S CARDS A SUCCESS.

The reports from the trade show very satisfactory results with Tuck's cards this season. Most of the dealers heard from were entirely sold out, and have found this a good line to handle. There seems no doubt they have the call in this market this season.

#### A NEW GAME.

"Table Football" is a new game. Strong clips are fixed to the table and a field formed by the tape supplied, being carried around these. This prevents the ball from going out of bounds. Goals are formed, and the men, seven in each team, are represented

by small wooden cubes of two different colors. The men are played by flicking them against the ball, and a code of rules is provided which makes the game all the more interesting. Passing can be indulged in, and there is plenty of scope for individual judgment.

#### THE BIBLE AND PRAYER BOOK TRADE.

The travelers for Warwick Bros. & Rutter are now out with Eyre & Spottiswoode's Bibles, prayer books and poets, the firm having found it expedient this season, owing to the pressure, to carry these lines to the trade ahead of the regular import business, which might get congested.

#### CHEAP POKER CHIPS.

The latest in poker chips is a line made of papier mache. They are noiseless as rubber and much cheaper. Warwick Bros. & Rutter have a supply for the dealer.

#### NEW PLAYING CARDS.

A new edition in the playing card line is the Circus. The court cards are figures of circus characters, both sexes. The men who play cards will buy the circus without hesitation, and it is equally well adapted for family use. Warwick Bros. & Rutter are showing the cards.

#### SHOW CASE FOR STATIONERS.

A handsomely finished oak frame glass showcase for retail dealers to exhibit certain lines has been got out by Warwick Bros. & Rutter. It is adapted especially for showing pens, pencils and playing cards, and as it fits almost any counter is a very convenient article for a stationer's use.

#### A SALABLE LINE.

Two well-prepared pamphlets have been issued by the Joseph Dixon Crucible Co., Jersey City, N.J., giving the history and merits of their Silica Graphite paint which is manufactured only by them and has a record of unrivalled success extending over 25 years. It is a good, salable article, and dealers in Canada who wish to look into its possibilities here should write for these pamphlets.

#### LONGFELLOW'S DAUGHTER.

It is perhaps not very generally known that Miss Alice M. Longfellow, the eldest daughter of the poet Longfellow, is a writer of considerable power. It is to be regretted that she has not written more for publication. In the new edition of "Evangeline," issued for school use by Houghton, Mifflin & Co. in their Riverside Literature Series, may be found an interesting sketch by her entitled "Longfellow in Home Life." This edition

contains also a 40-page sketch of Longfellow, by Horace E. Scudder; an excellent portrait of Longfellow, which shows him seated in his chair; pictures of his birthplace at Portland; his dwelling at Cambridge, and his Cambridge study, with a very carefully prepared map showing the places referred to in the poem.—Publisher's Circular.

#### NEW BOOKS.

##### CANADIAN.

MITCHELL, J. A.—That First Affair. Copp, Clark Co., Ltd. Cloth, \$1.25.

HAYENS, HERBERT—Clevely Sahib; a Tale of the Khyber Pass. Copp, Clark Co., Ltd. Cloth, \$1.75.

STABLES, GORDON, M.D., C.M.—Every Inch a Sailor. Copp, Clark Co., Ltd. Cloth, \$1.75.

—Harold the Norseman; a Tale of Harold Haardraada, King of Norway. Copp, Clark Co., Ltd. Cloth, \$1.25.

THAYER, WILLIAM M.—Men Who Win, or Making Things Happen. Copp, Clark Co., Ltd. Cloth, \$1.25.

GREEN, E. EVERETT—Squib and His Friends; a Story for Children. Copp, Clark Co., Ltd. Cloth, 90c.

GREEN, E. EVERETT—The Young Pioneers, or With La Salle on the Mississippi. Copp, Clark Co., Ltd. Cloth, \$1.75.

THAYER, WILLIAM M.—Round the Hearthstone, or Hints for Home Builders. Copp, Clark Co., Ltd. Cloth, \$1.75.

GREEN, E. EVERETT—Dominique's Vengeance; a Story of France and Florida. Copp, Clark Co., Ltd. Cloth, \$1.75.

ONLEY, J. MACDONALD, LL.B., B.A.—The Romance of Commerce. Copp, Clark Co., Ltd. Cloth, 90c.

ONLEY, J. MACDONALD, LL.B., B.A.—Two Boy Tramps. Copp, Clark Co., Ltd. Cloth, \$1.25.

BOURINOT, J. G., C.M.G., LL.D., D.C.L.—The Story of Canada. The Story of the Nation. Copp, Clark Co., Ltd. Cloth, \$1.50.

LYALL, DAVID—The Land o' The Leal. Copp, Clark Co., Ltd. Cloth, \$1.

BARRIE, J. M.—Margaret Ogilvie. Copp, Clark Co., Ltd. Cloth, \$1.25.

BOLDREWOOD, ROLF—The Sealskin Cloak. Copp, Clark Co., Ltd. Paper, 75c.; cloth, \$1.25.

CRAWFORD, T. MARION—Taqesara. Copp, Clark Co., Ltd. Paper, 75c.; cloth, \$1.25.

BESANT, WALTER—The City of Refuge. Copp, Clark Co., Ltd. Paper, 75c.; cloth, \$1.25.

DOYLE, A. CONAN—Rodney Stone; A Tale of Lord Nelson. Copp, Clark Co., Ltd. Paper, 75c.; cloth, \$1.25.

## WALL PAPER AND DECORATIONS.

### THE WALL PAPER TARIFF.

THE wall paper manufacturers interviewed the Tariff Commissioners when in Montreal and asked that at least a partially specific duty be maintained; at the same time they pointed out some of the disadvantages they had to contend with in competing with foreign goods.

The two classes of goods most hurtful are "job lots" and "push goods," and if the specific duties were abolished the country would be flooded with the surplus stocks of the United States and other countries. A certain amount of surplus stock or "job lots" is unavoidable in every factory, and it is bad enough to have to contend with the surplus of Canadian factories without importing from other countries.

It costs very much more to make wall paper in Canada than in the United States on account of a very limited market, the higher price of raw materials and the very much greater cost of getting up a line of samples, including print rollers; the Canadian manufacturers have each to get up as large a line as the largest factories in the States in order to give their customers sufficient variety, while the total consumption of wall paper in Canada is only 6 to 7 per cent. of that of the United States, consequently the "runs" are proportionally smaller, and the cost of wall paper, like all other printed matter, depends largely on the amount run of each pattern.

The manufacturers claim that all papers from 3 to 4 1/2 c. are sold at or below cost, and that these grades represent 75 per cent. of their output; unless, therefore, the duty is maintained it will be impossible to manufacture wall paper in Canada.

They further claim that the Canadian factories are turning out papers fully equal to imported goods.

In answer to Sir Richard Cartwright, Mr. Foster stated that Canadian factories were fully as well equipped as American, and that they could print considerably more goods than there was demand for.

### A FINE NEW FACTORY.

The new wall paper factory of Watson, Foster & Co., at Montreal, is a worthy monument to Canadian enterprise. It is our largest factory in this line, and is fitted up as completely and conveniently as any on the continent. The size of the factory may be judged from the fact that it covers over an acre of ground, and that the circumference of the outside walls is about a quarter of a mile. All the latest improvements in machinery and ventilation have been taken advantage of, and no pains have been spared in the sanitary arrangements to

make it a comfortable and healthy working place.

The precautions against fire are most complete. The printing room is separated from the warehouse by a fire-proof wall, and is itself divided into two parts in the same way. The doors in these walls are fire-proof, and close automatically in case of fire. The whole factory is built on the mill construction or slow-burning principle. All the woodwork is coated with fire-proof material. These and other precautions reduce the chances of a serious fire to a minimum.

The factory is made up of two parts. The warehouse, which contains the offices, and where the manufactured wall paper is stored, is four storeys high and 108 feet square. The part of the building next this is two storeys high, and is 326 feet long by 108 wide. In the lower flat the colors are mixed and stored. The raw paper also is stored here. At one end are nine reeling machines, which roll the paper up in the shape in which it is put on the market. Above this is the printing room, the main department of the factory. Here seven printing machines are at work. Each of them has a capacity of 8,000 rolls daily. Besides this there is a bronzing machine.

Electric light is used, which is manufactured on the spot. For greater safety the boiler and electric light plant are in a separate building.

The arrangements are not yet complete. When everything is in running order, a siding will be built so that cars can run right into the shipping room.

These particulars are enough to show something of the extent of this new factory. The details of the manufacture must be left to a later issue. Though in the main trade in Canada is not as bright as it should be, yet enterprises such as that just described show that our shrewdest business men see that in the future which is not altogether hopeless.

### NEW WALL PAPERS.

Messrs. Colin McArthur & Co. have made an extensive selection of designs for next season's trade in wall paper. The number of lines will be much greater than they submitted to the trade last summer. They report that the cutting of the above-mentioned designs is well under way. They say that their next samples will be such as to defy competition.

During our representative's visit to Colin McArthur & Co.'s factory he was invited to witness the printing of some superior decorations in ten different colors. It was very interesting to watch the paper enter the machine plain and appear again covered

with a very fine design in ten colors. It is not every day that 10-color work is seen in Canada. It is only used in decorations. The average number of colors in ordinary wall paper is six or eight.

### BUSY.

M. Staunton & Co., Toronto, report that they are busy filling orders and that trade with them continues good.

### THE BACKGROUND.

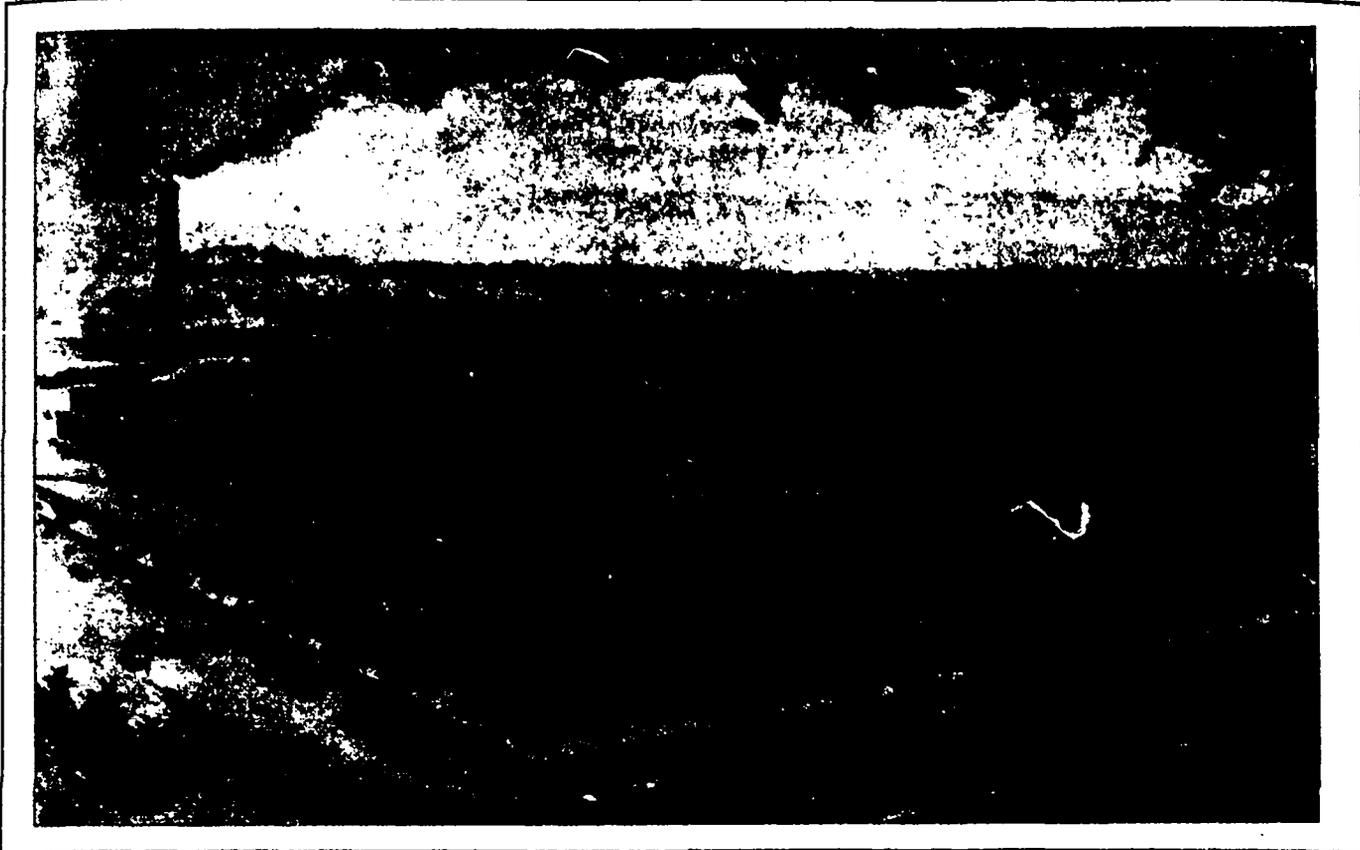
Many wall paper dealers do not realize the value of a background in showing their goods; one that will harmonize with any of the bright colorings that may be shown upon it. The rack is either left in the bare wood, or perhaps covered with an ingrain paper, decorated at the bottom with a flitter frieze. In one of the most progressive establishments, the rack has been covered with a piece of natural colored burlap, the cool gray tone of which harmonizes with whatever brilliant toned paper may be exhibited against it.

### THE DEALER AND CHEAP PAPERS.

#### Painter and Decorator.

We are much pleased to see that Carpets, Wall Papers and Curtains has come out strongly in favor of abolishing job lots and "push" goods. The article in question is headed "Does the Dealer Profit?" and the writer demonstrates that no dealer can make sufficient profit out of very cheap papers to repay him for his time. This is in line with an article in a former issue of The Painter and Decorator, in which we advised dealers to push the sale of medium and high-class goods, and to handle as little as possible of the very cheap papers. As the same arguments apply equally as well to the Canadian as to the American trade, we have taken the following extracts from the article in Carpets, Wall Papers and Curtains:

"Probably the chief complaint that the average wall paper dealer has to make is that goods are too cheap. At no time in the history of the business have papers averaged so attractive in appearance and so low in price. Generally speaking, very low prices are no advantage to the dealer. If he had no papers that he could sell for less than 10 and 12c. a roll, he would be better off. Every hour wasted in selling "bargains" at 3 to 5c. a roll might better be devoted to sweeping the floor and repainting the shelving. Like the grocer's sugar and the furniture dealer's kitchen chairs, wall papers at 3 to 5c., retail, are simply poverty producers. Let the dealer ask himself where the profit of his business is to be secured, and then honestly answer his own question. In a business where so much time is required in showing goods for cus-

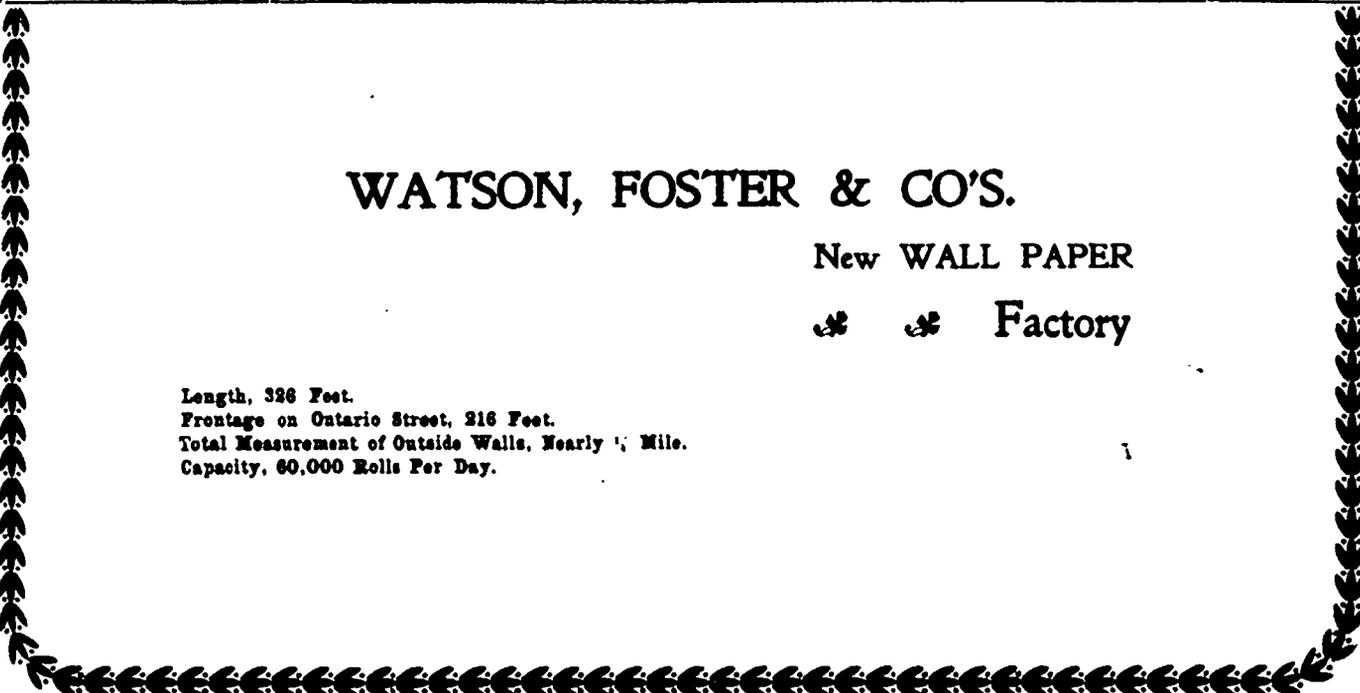


WATSON, FOSTER & CO'S.

New WALL PAPER

✻ ✻ Factory

Length, 326 Feet.  
Frontage on Ontario Street, 216 Feet.  
Total Measurement of Outside Walls, Nearly 1/2 Mile.  
Capacity, 60,000 Rolls Per Day.



**WALL PAPER AND DECORATIONS (Continued.)**

tomers' selection, petty margins of profit will certainly not avail. The average lady customer is leisurely in the extreme when it comes to selecting wall paper. Somebody's time is being consumed in awaiting her pleasure, and if time is really money, the customer should certainly pay for it. For that reason a sufficient price should be required to cover all these points and yet leave a pretty profit margin.

"There are two price-reducing elements in this business as at present conducted. Both can be permanently removed. They are, in the order of age, job lots and push goods. Most people are willing to admit that without them much of the present discontent in the business would be unknown.

"Theoretically, a job lot of wall paper in the hands of the manufacturer represents the slight surplus of manufacture over the number of rolls really ordered. The matter of a few hundred rolls extra on a low-priced paper is of too small moment to receive much attention in a factory. But when the job production is intentionally increased, then the matter becomes more serious. It has been hinted pretty plainly that in the pool days, when jobs became an important factor, most factories found it convenient to grind out jobs by the ton, to their temporary

advantage, but to the ultimate detriment of the business. The little sent to South America wasn't a circumstance to the immense volume dumped on the domestic trade. After the formation of the trust, President Burn issued a circular in which it was promised that there should be no more jobs. Some good promises are broken, and that 's one of them. Last spring the market was flooded with trust jobs, probably in greater measure than ever before, and prices were apparently left to the buyer to decide. Trust and non-trust had their job lots, but it would have been better for all concerned had they made a pretty little bonfire of the whole pile out in the Hackensack meadows.

"A recent innovation was the push pattern, introduced by the trust to convince the people that Broome street controlled the business. When the plan became known every outside factory had its push patterns inside of an hour. In most cases a good paper was cut in price to meet some other factory's price, and the average dealer who bought it did it to club his neighbor's price. Great scheme. But who was benefitted? If anybody, the dear public, but they don't thank you for it. In every town of 5,000 inhabitants or more will be found two or more people who sell wall paper, either as

decorators, carpet dealers, druggists or stationers. In every stock will be some of these piratical push goods; most stores will have at least 10 per cent. of their space devoted to them; many will give a greater proportion of attention to them, and in some of the larger cities it sometimes appears as if the bulk of the business were done in these goods. Where's the profit?

"If the dealer really prefers to see a profit on every roll of paper that goes out of his shop, it is easy to say so. We believe he will find the manufacturer a ready listener. What would be the result if a thousand representative dealers should declare themselves as opposed to job lots and push goods? How many manufacturers would have the nerve to ignore them, even if they were so disposed? This is certainly a matter which interests the dealer as much as anybody, and the remedy for the evil seems to be within his own control."

**TRADE IN THE STATES.**

The wall paper trade in the United States, says Painter and Decorator, has been very dull so far this season, not much more than half of the usual orders having been placed with the manufacturers. It is thought that the uncertainty as to the result of the presidential elections has been the chief cause of this state of affairs, and that the elections

# WALL PAPER

## FOR THE SPRING TRADE

We have now ready sample books (in full combination) of our entire stock which we will express (prepaid) on request to any dealer who desires to order stock or to sort up. When writing for samples please mention prices wanted.

**ATTRACTIVE  
SALABLE  
PROFITABLE**

Goods

**M. STAUNTON & CO.**

Manufacturers

None Better.

**TORONTO**



## WALL PAPER AND DECORATIONS (Continued.)

once over, and the fiscal policy of the country settled for the next four years, there will be a great rush of orders; should such be the case, we may expect to hear of factories running day and night until March or April next, and it is doubtful if even then all orders will be filled should the demand for goods be anything like what it was last season, when over 150,000,000 rolls were printed in the United States. Of course, last season's output was abnormally large, and it is hardly likely that the trade will require as many goods this season.

It is unfortunate that such a large percentage of wall papers used in the United States and Canada should be of the very cheapest grades, on which there is little, if any, profit to manufacturer, jobber or dealer. The large number of new factories that have recently sprung up in opposition to the National Wall Paper Co., and the desperate fight for trade between the "Company" and the outside factories has resulted in the production of certain lines of papers termed "push goods," which are offered at prices that a few years ago would have been thought impossible. It is natural that when a low price is the only object, everything should be sacrificed in order to cheapen production, not only in materials, but also in design, which represents an important part of the cost of goods; the object being to produce cheap print rollers without regard to the artistic merits of the pattern when produced. These very cheap goods, therefore, tend to lower the whole tone of wall paper decoration, so that instead of being an embellishment, wall paper of this class becomes merely the cheapest material for covering dirty walls or preserving shabby plaster a little longer. Dealers should handle as few of these cheap goods as possible, and by pushing the sale of the better grades (not necessarily expensive papers) put more money in their own pockets besides giving better satisfaction to their customers.

An exchange reminds the trade that "zinc wall paper" is the latest oddity, and says that several residences of the highest class now building will be equipped with it. Zinc wall papers are prepared by a new process, so as to exactly resemble marble. The most beautiful varieties of marble are imitated in such a manner that the imposture is only detected after a close examination. The zinc is attached to the wall by a cement invented for the purpose. The surface of the zinc is enameled, so as to render it permanent and washable. It is claimed for this new departure in decorative material that, while it is as permanent as tiles or marble, it is much cheaper, and can

be as easily put on as ordinary wall paper. It can be applied, too, to any surface, whether flat, broken or sound, and any beading, etc., can be embossed on the metal to complete a design or panel.

### WALL PAPER NOTES.

The wall paper business in Western Canada, which has been rather dull all summer, has revived somewhat, and a good many nice contracts for interior decoration have been let, and dealers are looking for a good fall business. One good feature is, that high-grade papers are being freely used.

### NEW MANAGER OF THE ART AMATEUR.

MR. CHARLES WELSH, who has recently come to New York to take charge of the business management and assist in the editorship of *The Art Amateur*, has had, says *The Publishers' Circular*, a long and varied career as a publisher and litterateur, and has special knowledge of the literary taste and requirements of the public on both sides of the Atlantic. Although scarcely 45 years old, he has had over a quarter of a century's experience of books and bookmen. At the age of 18 he was assisting the publisher of *The British Trade Journal* and reporting on the machinery at the various agricultural exhibitions, a task for which his previous experience in the Southeastern Railway Factory had fitted him. Two years afterward, when Henry S. King, after his separation from Smith & Elder, founded the house of Henry S. King & Co., now known as Kegan Paul & Co., he called Mr. Welsh to his aid, and for 7 years he worked side by side with that gentleman, assisting at the birth of *The International Scientific Series* and many others, some of them less fortunate ventures, of that enterprising publisher, and coming in contact with all of the literary celebrities who found their way to the famous publishing house in Cornhill. On the death of Mr. Griffith, of Griffith, Farran & Co., of the historic book-shop at the corner of St. Paul's Churchyard, Mr. Welsh joined his fortunes with the remaining partner, and after managing and developing the business for seven years was made a partner. It would require more space than we could command to tell all that he did for the old firm. He himself is its historian from 1744 to 1800, and one day, we believe, he intends to continue it. He is probably the best living authority on juvenile literature, both of the past and the present century, and his "Notes on the History of Juvenile Literature," contributed to *The Newbery Home Magazine*, are of the highest value and interest, and may one

day see the light in book form. Most American publishers visiting London have made their way to Mr. Welsh's office at some time or another, and when four years ago he made his first visit to America, he found a warm welcome awaiting him. Some of our readers may recall his appreciative article, which he wrote in *The Bookman* on his return.

### GERMAN VS. BRITISH MANUFACTURERS.

Much is being said about the German manufacturers running away with English trade. The figures published by the Board of Trade entirely contradict this statement. This year British exports to Germany increased  $7\frac{1}{2}$  per cent., while imports from Germany increased only  $4\frac{1}{2}$  per cent. In 1895 exports to Germany increased 16 per cent., while imports from Germany remained stationary. So we see that the British manufacturers both years have more than held their own. It is to be noticed, however, that the difference in the trade of the two countries is less in 1896 than in 1895. This means that Germany has gained some ground during the past year.

### A BOOK FOR CHILDREN.

It is a little whimsical perhaps to assume that Mrs. Mabel Osgood Wright, when she gave the beast and bird characters in her new story "Tommy-Anne" their Indian names, knew that the book would come to the children on just such a perfect Indian summer day as greeted its publication last week, but certainly nothing could have been more fitting. It would seem that it was appreciated also, for the first edition (not a specially small one since the number of copies reached more nearly two than the usual one thousand) scarcely outlived the day of publication, and a second is being prepared as rapidly as possible. Such a report is precisely what one would look for and quite in the line of the expectation voiced by this month's *Bookman*, that the story would be "one of the most attractive books for children." It is published by the Macmillan Co.

### HOW TRADE IS KEPT.

We have lately noticed five or six printed catalogues, booklets, cards, slips, etc., which Messrs. J. & J. Sutherland, of Brantford, are accustomed to send out to their customers containing announcements of new books, new goods, etc. The printed matter is very tastefully got up. The reading matter is terse and to the point. Without having heard of the results of this sort of advertising, we are prepared to hear that the trouble and money it costs are repaid to this enterprising firm. It will keep trade at home and the name of the firm before the local consumer.

# H. A. NELSON & SONS

Our line of presentation goods is the most complete assortment shown in Canada.

If our travellers don't reach you drop a card for illustrated catalogue.

Special attention given to mail orders.

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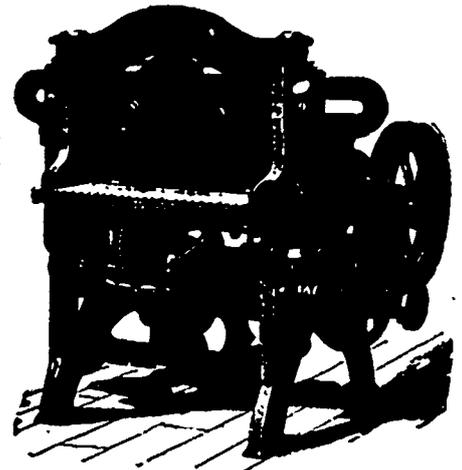
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## SPALDING'S

Tennis Rackets  
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ALSO WE OFFER

Croquet Sets  
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Velocipedes, etc.

Kindly reserve us your order for above goods—our prices will be right.

# Nerlich & Co. Toronto

## BOOKS AND PERIODICALS.

HAS SOLD RAPIDLY.

OF recent missionary books the one which seems to have had the most rapid sale is "In the Tiger Jungle," by the Rev. Mr. Chamberlain, dealing with the Telagus of India, and altogether a charming, vivid narrative. It is issued in cloth, \$1. by the Fleming H. Revell Co.

"PIROSO" PROFUSELY ILLUSTRATED.

The Canadian edition of Anthony Hope's new book, "Phroso," will shortly be put on the market by the Toronto News Co.; in paper 75c. and cloth \$1.50. There will be 37 illustrations in the edition. There will be no paper edition in the United States.

CHRISTMAS BOOK TRADE.

The Christmas book trade this year, while perhaps not quite up to the usual, was very fair. There were a number of surprises, however, in some of the books. In Montreal "Kate Carnegie," though having considerable sale, did not have the expected rush. "The Seats of the Mighty," on the other hand, had an even greater sale than the dealers anticipated.

Among the Montreal dealers the "sellers" during last month were "Sentimental Tommy," by J. M. Barrie, and "The Seats of the Mighty," by Gilbert Parker. A number of others had a very large sale, among which may be mentioned "Margaret Ogilvy," by Barrie; "The Grey Man," by Crockett; "Kate Carnegie," by Ian Maclaren, and "Rodney Stone," by Conan Doyle.

PAIR TRADE.

The Montreal News Co. report that business during the holiday week was very satisfactory. A few days before Christmas the trade picked up, and the sale of both periodicals and books was very fair, notwithstanding the unfavorable weather.

MR. O'HARA'S BOOK OF SKETCHES.

Just as we go to press, and too late for more than mention, there comes to our table from Mr. Wm. Briggs a copy of "Snap Shots from Boy Life," by F. C. Trench O'Hara, formerly of The Baltimore Herald, but now private secretary to Sir Richard Cartwright. The book is one of the neatest

we have yet seen turned out from this house. It is illustrated by Mr. Astley Palmer Cooper, one of the cleverest artists on the American press, who also contributed the handsome and striking cover design. The chapters of the book were originally published in The Baltimore Herald, and were so well received by readers of that paper that their author was pressed to issue them in book form.

MR. PHILLIPS' ADDRESSES.

A little volume of extracts from the pulpit and platform addresses of the late Rev.



FROM MACLAREN'S "THE WARDEN OF THE PLAINS."

A. M. Phillips, of Montreal, is being published by William Briggs. Mr. Phillips, who died recently in Montreal, was considered one of the most original and forcible thinkers and preachers of the Methodist church in Canada.

A MARITIME PROVINCE POET.

The critics are saying kindly things of "Matins," a little volume of verse, by Francis Sherman, recently published by Copeland & Day, of Boston. Mr. Sherman's home is in Fredericton, N.B. The book

gives promise of work that will yet give this newest of our poets a high place among the native bards of Canada.

MR. HOPKINS' NEW TASK.

Mr. J. Castell Hopkins, whose "Life of Queen Victoria," with an introduction by Lord Dufferin, was published at Christmas, and has been favorably reviewed in the press, is engaged on an entirely new work. This is the editing of an extensive book on Canada, entitled "Golden Canada," to be issued in parts, and containing an exhaustive summary of the historical, commercial, industrial and other features of Canada. It will be issued by the Bradley-Garretson Co., the publishers of Mr. Hopkins' other works.

DR. RAND'S VOLUME OF VERSE.

"At Minas Basin and Other Poems" is the title of a volume of verse soon to be issued by Wm. Briggs. The author is Rev. Theodore H. Rand, D.C.L., of McMaster University, well known as a graceful and polished writer. Dr. Rand, as is generally known, is a native of Nova Scotia, coming west only some ten or twelve years ago to take the position of principal of McMaster University. He was Superintendent of Education successively of Nova Scotia and New Brunswick, and as an educationist has a distinguished reputation in those provinces. His reputation as a poet rests on the fugitive verse contained in the magazines. It is safe to predict that the collection about to appear—much of the contents of which has not before been published—will give him an established place with the best of our Canadian poets. As the title would indicate, Dr. Rand found subject-matter and inspiration for most of his poetical work amid the romantic scenes of the storied laud of

Evangeline.

A CIRCULATION OF 200,000 COPIES.

"Beautiful Joe," the fourth Canadian edition of which in paper covers at 30c. has just been issued by the Standard Publishing Co., Toronto, has now reached the unusually large circulation of 200,000 copies in the various languages—English, French, German, Swedish—in which it has been published. Miss Marshall Saunders, of Halifax, the authoress, is residing in Boston at present occupied with literary work. It is the Canadian copyright on this book

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### No. 1 QUALITY

Cap size, half rough sheet. This book has the reputation of being the best cheap book on the market.

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IF YOU WANT TO SAVE MONEY AND BUY  
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which secures its copyright, under the international agreement, in European countries. The book was first published in the United States without an English copyright being taken out. When the first Canadian edition was issued the copyright secured here covered the British rights, thus ensuring rights abroad.

#### REDUCTION IN PRICE OF READERS.

Buntin, Gillies & Co., Hamilton, have a large stock of the 2nd, 3rd and 4th Ontario Readers, which will in future be sold at following prices: 2nd, \$1.80 per doz.; 3rd, \$2.70 per doz.; 4th, \$3.60 per doz.

#### BOOK ON CANADA BY ROBERTS.

Prof. Roberts, of Fredericton, was in Toronto recently on a visit to Principal Parkin, of Upper Canada College. It is understood that Mr. Roberts is writing a work of an historical nature on Canada, which a Boston house will publish.

#### THESE SOLD WELL.

The Copp, Clark Co., Ltd., speak of the following as having made remarkably good runs during the holiday season. Barrie's "Sentimental Tommy," Parker's "Seats of the Mighty," Doyle's "Rodney Stone," Barrie's "Margaret Ogilvie," and Lyall's "Lando' the Leal." Both publishers and dealers will doubtless agree

that the books which go the best are those recommended by the fame of the writer or by persistent mention in the press.

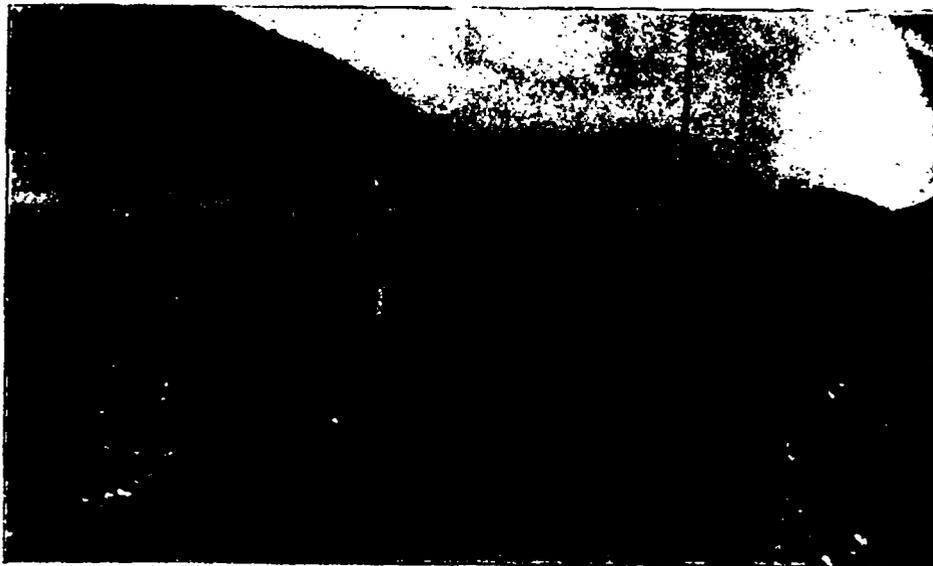
#### FAMOUS SCOTS SERIES.

Two of the latest issues of this popular series (Oliphant, Anderson & Ferrier, Edinburgh, cloth, 1s. 6d. each), are "Thomas Chalmers," by W. Garden Blaikie, and "Sir J. V. Simpson," by Eva B. Simpson. Simpson, the great Scotch doctor, the chief author of the use of anaesthetics in medicine, has a career of unusual interest, and all the attractive features of it are brought out by his daughter. The book's main purpose is to vindicate his name as a man of science, and it is done well. The little biography of Dr. Chalmers, the great Free Church leader, will be prized by many in Canada who come of that communion of Presbyterians, and his

position, as opposed to voluntarism, while stoutly maintaining the equality of Church and State, is well defined. The book is, of course, written from the Free Church standpoint. Though, perhaps, clear only to those versed in the peculiar condition of things ecclesiastical now existing in Scotland, it is vastly interesting as applying Chalmers' known views to the present situation. The author believes, no doubt justly, that the great leader would, if living, favor reunion, severance from the state, but not secularization of the endowments.

#### THE CITY OF REFUGE.

Sir Walter Besant thinks it necessary to point out in a brief preface that this, his latest novel, (paper, Copp, Clark Co., 75c.) was not written during the same year as the "Master Craftsman," though published close on the heels of the latter.



A CARIBOO GOLD MOUNTAIN IN 1882.  
From Mrs. McNaughton's "Overland to Cariboo."

In truth, the "City of Refuge," bears no sign of hasty work. It is marked by all the author's charm of style and vigor of fancy. Sir Charles Osterley is forced out of public life for a crime. His identity is lost in the membership of a strange monastic community in New York State. He is pursued by a friend of Lady Osterley, whose life is overshadowed by the existence of her wicked husband. The description of this strange order is fascinating. It is a society of religious cranks and hypocrites, and is finally revolutionized by disputes about marriage and the relations of the sexes. Gilbert, Lady Osterley's friend, falls in love with a girl in the community, rescues and marries her. Osterley destroys himself. That is the story. It is an original and striking book, with all Besant's characteristics.

#### BINDING IN CANADA.

Canadian editions are now being bound with considerable taste by the publishers, and several houses do work at which no cavilling need be done. The Copp, Clark Co. have lately bound in cloth some of the colonial editions, and some of their own special editions, in a style which helps to sell the book, and there is no doubt that the binding is an element in the sale.

#### THE DOMINION HISTORY.

No definite arrangements have yet been made regarding the publication of the "Dominion History," by Mr. Clement. At last accounts all the provincial authorities had not seen the work. A publisher told BOOKSELLER AND STATIONER a few days ago that the committee would probably go slowly in the matter, as the use of the book would at first be chiefly confined to high schools, and therefore its circulation be limited.

#### CHRISTMAS PAPERS.

From all accounts the trade in Christmas papers was good this year, and the dealer found a good demand for them by people wanting a small Christmas remembrance for friends. They are acceptable for men and women, and the Toronto News Co. which keeps up to date in all matters of this kind, report having been sold out in several papers

before the demand stopped.

#### THE CANADA PRESBYTERIAN.

The Canada Presbyterian celebrated its twenty-fifth anniversary by making its issue of Christmas week a special number, with handsome illuminated cover, and many illustrated special articles. The colleges of the Presbyterian church, particularly those at Montreal, Winnipeg and Toronto, were dealt with, and portraits of the staffs given.

#### THE NATIONAL REVIEW.

The January number of this review has its usual quota of "Episodes of the Month," occupying twenty pages, covering all the principal recent topics, and written with much vigor and brightness. The articles include: W. Hallett Phillips on Cuba—"A New Armenia" he calls it; Spenser Wilkin-

son on "Trifling with National Defences," a plea for army re-organization; Mr. Dickey writes on Lord Pembroke; Bernard Holland in "Some Irish History and a Moral" puts forward a plea for an Irish Catholic University; "Hampton Court in By-Gone Years," by Eleanor Vere Boyle, is a charming paper; "Modern Nurses" by Nancy Paul, deals with a new profession. "The Month in America" by which the editor, we presume, means the United States, is a new department written in that country; if the department included Canada, the name America would be more applicable. The National Review is, of all the British publications of this class, the best suited to the Canadian reading public.

#### DR. BOURINOT ON CANADA.

For a popular book on Canada, tastefully and profusely illustrated, it is impossible to go behind this of Dr. Bourinot's, one of the "Story of the Nation" Series. It is a rapid survey of our history, yet the narrative is not a formal summary. It is bright with pen pictures of men and events; material neglected in other histories of Canada is utilized here; the illustrations are not the commonplace list of views the eye has grown weary of seeing in books on Canada. Some criticisms of the author's version of later events have appeared in the daily press, but his views are not offensive to anyone, and the press notices generally are very eulogistic. The book has sold well during the past month, and is undoubtedly the best of the kind yet issued. Perhaps that is not saying enough, because no work precisely like it has ever appeared. It will certainly find readers all through the present year everywhere in Canada. Its bright cloth cover is acceptable, and its price places it within reach of the average purchaser.

#### THE JANUARY MAGAZINES.

The Canadian Magazine presents a good number. Mr. DeCelles, of Ottawa, writes on Laval University. Ian Maclaren's "Kate Carnegie" is concluded. Mr. Campbell, of "good roads" fame, has an article on that interesting subject. The fiction is good, especially the story by Mr. Thos. Swift, of Ottawa. Perhaps the outstanding feature of the number is the first of a series by David Christie Murray, the well-known English novelist, entitled "My Contemporaries in Fiction." The magazine continues to use the best native and outside talent, and sticks to its 25c. price, thus deserving the best efforts of booksellers in the sale.

There is a variety of attractions in Massey's: A poem by Roberts; an interview with Anthony Hope, by W. J. Thorold; Prof. Clark, on "Parkman's Canadian Histories," etc.

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was virtually totally destroyed by fire on the 2nd inst., they are prepared to undertake orders now, and hope to be in a few weeks as fully equipped as they were before the fire.

**WE THANK** our many friends for their sympathy as conveyed tous by letters, telegrams, etc.

### MR. GLADSTONE ON BOOK COLLECTING.

THE following letter has just been made public in The London Academy :

“Hawarden, September 9, 1896.

“Dear Mr. Quaritch—The regiment of book collectors stands in no need of recruits, and even if its ranks were thin I doubt if I am qualified to enlist. I have in my time been a purchaser to the extent of about 35,000 volumes, and I might therefore abide a quantitative test, but, as I fear, no other. A book collector, as I conceive, ought to possess the following six qualifications—appetite, leisure, wealth, knowledge, discrimination, and perseverance. Of these I have only had two, the first and the last, and these are not the most important. Restricted visual power now imposes upon me a serious amount of disability, and, speaking generally, I have retired from the list of purchasers. I am gradually transferring the bulk of my library to the institution of St. Deiniol's at this place which I hope to succeed in founding, but I retain certain branches for use and a few of what are to me treasures, though you would. I apprehend, refuse to most of them a place on your shelves.

“The oldest book I have—that is to say, the one longest in my possession—was presented to me personally by Mrs. Hannah More. It is a copy of her ‘Sacred Dramas,’ printed and given to me in 1815, 81 years ago, and was accompanied with a pretty introductory sentence, of which I remember only the first words. They were these. ‘As you have just come into this world, and I am just going out of it, allow me’—and so forth. My purchases commenced a few years after that time, and I have a variety of books acquired at Eton. Among them is a copy of Mr. Hallam's ‘Constitutional History,’ in quarto, presented to me by his son, Arthur, the subject of ‘In Memoriam,’ and at that period my dearest friend.

“Book buyers of the present day have immense advantages in the extended accessibility and cheapness of books, which, whether in the ancient or modern languages, ought to be considered classical. I have a copy of The Spectator, in eight volumes, octavo, which cost me £4, and I hold Scott's poems in the small volumes at a somewhat larger price. These were both bought in the 20's. The enormous development of the second-hand book trade, and the public spirit of many publishers, have also been greatly in favor of book buyers.

“In one respect only they have lost ground, and that is in regard to bookbinding. It is (as a general rule—I am not complaining in my case) much dearer than it was 70 or 80 years back, and notwithstanding abolitions of duty and enlarged

use of machinery, it is generally worse in that vitally important particular, the easy opening of a book. Our case contrasts very favorably with cases such as those of France and Italy. (Yet, as I know, good plain binding can still be had at reasonable prices.) I showed lately to a friend my copy of the original octavo edition of Scott's earlier novels (down to ‘Quentin Durward’) in half morocco, with gilt tops. He priced the binding for to-day at 4s.—I think rather too high—but, when at Oxford, the binder charged me two. As quantity has been my strongest point, I may without offence refer to it in comparison with quality. An able and learned person of our day bought for his own use 20,000 volumes. They were examined and valued for sale (which never came off) in London, and it was predicted that he would get for them £8,000 (query £2,000?), or a little over 2s. a volume. Nearly at the same time a library of somewhat over half the quantity, but rich in rarities, brought (not at auction) about £6 a volume.

“Though, as I have said, a beggarly collector, I have had a few specialties. One I will mention. I accumulated more than 30 distinct rifaccimenti of the ‘Book of Common Prayer.’ Many of these had prefaces which commonly ran to this effect: ‘The Prayer Book is excellent, but it has some blemishes; let them be removed, and

it will find universal acceptance. Accordingly I have performed this operation and I now give the restored Prayer Book to the world.’ But I have never obtained, and have never seen, a second edition of any one of these productions. I greatly doubt whether they have usually paid the printer's bills.

“Book-collecting may have its quirks and eccentricities, but, on the whole, it is a vitalising element in a society honeycombed by several sources of corruption. My apology for the poor part I have played in it is that it could only have the odds and ends—the dregs and leavings—of my time, and accordingly I am aware that the report which I send you is a very meagre one. To mend it a little, I give to this pursuit in all its walks, from the highest (with which you are of all men the most conversant) downwards, my heartiest good wishes, and that I may not be ungrateful, I will apprise you that I still preserve among my most select possessions the beautiful copy on vellum of the Lyttleton-Gladstone translation which you were so good as to present to me.

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“W. E. GLADSTONE.

“B. Quaritch, Esq.”

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Morton, Phillips & Co. have a neat calendar printed in black and scarlet, the Sundays and holidays in the latter color and the figures clear and distinct.

J. & A. McMillan, of St. John, N.B., a house known all over Canada, got out a large calendar with the date numbers in bold type, discernible from a distance. The moon's phases are given. It is one of the most convenient issued this year.

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At a recent meeting of the Royal Historical Society in London, Mr. Frederic Harrison suggested the preparation, under the joint patronage of that body and the Camden Society (which are to be amalgamated next May), of a competent bibliography of English history. He favored a systematic survey of the printed authorities of English history. The work should be subdivided into chronological periods, and might be limited to a definite period. It should have two departments, one subdivided into subjects, and the other into epochs. Mr. Harrison's suggestion was warmly taken up, and the necessity of a bibliography, and not a mere catalogue of books, was pointed out. A committee of the amalgamated societies will probably take the subject into consideration.

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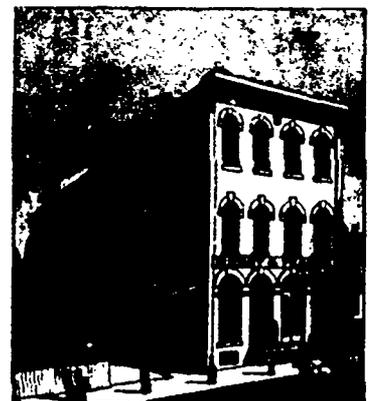
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