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MARCH, 1886.

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We are **WHOLESALE AGENTS** for **F. A. WHITNEY CARRIAGE CO.**, the largest Baby Carriage Factory in the world, turning out annually more than thirty thousand Baby Carriages. Their catalogue, which we will send to dealers on application, appears in a new dress, and contains in addition to the best styles of former years, a large number of elegant designs entirely new this season. Their goods cover a wide range, from the low priced Baby Carriage for the million, to the miniature coach for the millionaire's "first baby." Every valuable new invention in the line of Patent Springs, Wire Wheels, Safety Brakes, Automatic Wheel Fasteners, &c., has been embodied in the catalogue. Applications for local agencies must be made to **SMITH & FUDGER**.

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# BOOKS and PROVISIONS

ORGAN OF

## THE BOOK, STATIONERY & FANCY GOODS TRADES OF CANADA

VOLUME II }  
No. 8 }

TORONTO, MARCH, 1886.

{ ANNUAL SUBSCRIPTION  
FIFTY CENTS.

### OUR HEROES.\*

Time runs apace, but not too fast to hide by the mystifying quickness of the age, the deeds of valour of earth's heroes, nor to record on the diary of passing events, the nobleness of some of her sons.

In the comparatively short life of Canada, deeds have been done that bring the flush of pride to the patriotic citizen.

History in its dry details tells us of the high valour and firm friendship of the heroes of 1812, and now in the majestic language of the dramatist, Tecumseh and his brother commander Brock, are admirably brought before us by Mr. Charles Mair.

The theme is worthy the greatest poet, and the poem is in its power and pathos a fitting record of the men who are depicted.

What strikes us particularly, is the terse compactness of the language; a very few words gives the whole distinct meaning without in any way marring the poetic style.

The tale is familiar to us all. The great ambition of the master warrior Tecumseh, aiming to combine all the Indian tribes in a confederacy to repel the encroachments of the Long Knives, foiled by the premature attack on General Harrison, by The Prophet, who jealous of his greater brother's fame, and craving himself for glory.

The Prophet's own words depict his crafty, ambitious and selfish character:

All feelings and all seasons suit ambition!  
Yet my vindictive nature hath a craft,  
In action slow which matches mother earth's:  
First seed-time—then the harvest of revenge.  
Who works for power and not the good of men,  
Would rather win by fear than lose by love.

How different is the brother. Hear him address Harrison's messenger,

O for a Pontiac to drive them back  
And whoop them to their shuddering villages!  
\* \* \* \* \*

Mine shall be  
The lofty task to teach them to be free,  
To knit the nations, bind them into one,  
And end the task great Pontiac begun!

\*TECUMSEH, a drama, by Charles Mair. Toronto, Hunter Rose & Co.: London, Chapman & Hall.

It was after this, and while visiting the western tribes to induce them to help, that the disastrous fight took place.

On his return learning of the disaster he mourns,

Would that I were a woman and could weep,  
And slake hot rage with tears! O spiteful fortune,  
To lure me to the limit of my dreams,  
Then turn and crowd the ruin of my toil.

\* \* \* \* \*

But why despair?

All is not lost. The English are our friends,  
My spirit rises—manhood bear me up!

As a contrast to the sterling English of the poem is the conversation of the citizens of Vincennes. It shews what western settlers of the baser sort thought of "Indian rights."

Gerkin.—I've heard say the Guvner, end the Chief Justice tew, thinks a sight o' this tearin' red devil. (Tecumseh). They say he's a great man. They say, tew, that our treaty Injins air badly used—that they shouldn't be meddled wi on their resarves, end should have skoolin'.

Bloat.—Skoolin'! That gits me! Dogoned if I wouldn't just larn one thing—what them reg'lars up to the Fort larns their dogs, "to drop to shot," only in a different kind o' way like.

And then to Canada. Meanwhile war is declared between Great Britain and the United States, and Brock acting governor of Upper Canada and commander of the 1,500 regulars proceeds to organize for the defence against the foe. Those rousing times in York! The proclamation of the commander is responded to eagerly, and of its merit a U. E. Loyalist says—mark the compact phrases.

There is magic in this soldiers' tongue,  
O language is a common instrument  
But when a master touches it—what sounds!

Thus speaks Robinson of these same U. E. Loyalist's who leave their fields

Which still they leave half reaped  
To meet invasion

These are men  
Who draw their pith from royal roots, their sires,  
Dug up by revolution, and cast out  
To hovel in the bitter wilderness,  
And wring with many a tussle from the wolf  
Those very fields which cry for harvesters.

and as the strong yeomen their wives and sweethearts

Kissing them to the war

march out, they sing (we have only 10 lines for a verse).

O hark to the voice from the lips of the free  
O hark to the cry from the lakes to the sea!  
Arm! Arm! the invader is wasting our coasts  
And tainting the air of our land with his hosts.  
Arise, then arise, let us rally and form,  
And rush like the torrent and sweep like the storm,  
On the foes of our King, of our country adored,  
Of the flag that was lost, but in exile restored!

Brock and Tecumseh met as soldiers meet, and trust each the other as men of honour do. Their short lived friendship, was undimmed by any differences.

The ignoble surrender of Detroit, by General Hull, the subsequent campaign ending in Brock's death, leaves Col. Proctor in command, he is thus described by the brave Baby,

You speak of Proctor; hum! a prudent man,  
Who loves his life, and will maintain his love  
'Tis a safe temper.

What else than disaster could be looked for under such a commander.

We close with Harrison's appreciative remarks of his gallant foe—the last of the drama.

Sleep well Tecumseh, in thy unknown grave,  
Thou mighty savage, resolute and brave!  
Thou, master and strong spirit of the woods,  
Unsheltered traveller in sad solitudes,  
Yeerner o'er Wyandot and Cherokee,  
Couldst tell us now what hath been, and shall be!

We have treated this work simply in its military aspect, believing that the author's great aim has been to infuse the spirit of loyalty to our dear country—our Empire one and indivisible—and respect and admiration for the great dead.

In selecting passages we have done so almost at random. There are exquisite touches of the finer feelings that we have altogether ignored—as for example. Brock parting at night with his friend Lefroy,

How still the night!

Here peace has let her silvery tresses down,  
And falls asleep beside the lapping wave.

or Lefroy's answer,

Give me the open sleep, whose bed is earth,  
With airy ceiling primed by golden stars,  
Or vaultage more confined plastered with clouds!

## MISCELLANEOUS.

**JAPANESE STAMPED LEATHER.**—One of the specialties of leather manufacture in Osaka, Japan, is stamped leather. And although made in large quantities in Osaka, it is chiefly sent to Trieste, Austria, to be made up, as also to Vienna, where it is made into pocket books, portfolios, cigar cases and other articles which sell at such high prices in American jewellery and stationery stores. At Toyonos is the largest leather manufacturer in Osaka. These squares of stamped leather are brought out in more than a hun-

dred designs of bugs, birds and fishes, covering the ground closely, each piece of leather being about 24 inches square, and worth 4s. 6d. each. The larger pieces, which are stamped with elaborate designs in gold or colors, and designed for the foreign trade, are much higher, being worth from £2 to £3 each, according to size and quality. These are used for wall decorations, and make very handsome panels. The used in making these stamps are quite costly, and the work is all done by hand. The stamping is done on hand presses, and the colouring and gilding is all done by hand.—*The British and Colonial Printer and Stationer.*

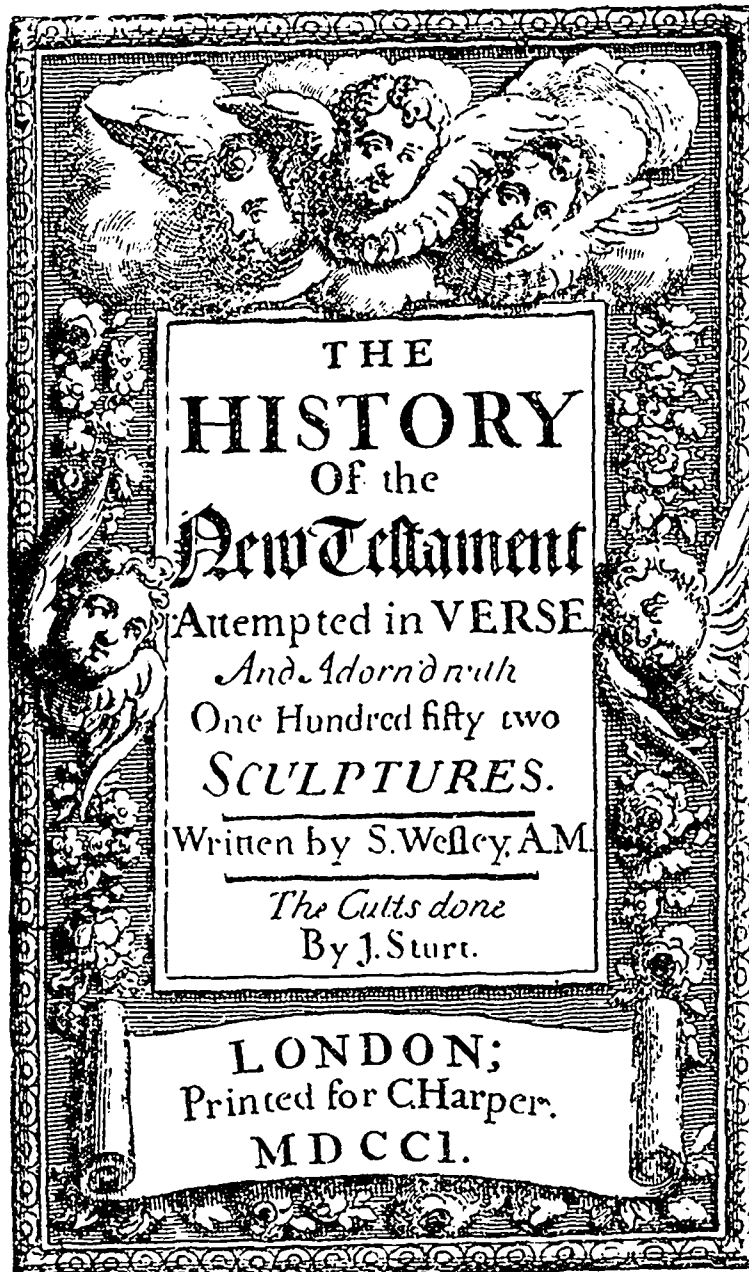
**MOROCCO LEATHER.**—Morocco leather is made from goat skins, tanned in sumach, dyed in the ordinary way, having been previously immersed in a solution of sulphuric acid; and the grain or stamping upon it is done either by hand or by machinery, similar to that for the purpose of dicing or graininz. Very fine small skins for gloves are often prepared by immersion in a solution of alum and salt, instead of tanning, flour and the yoke of eggs being afterwards applied to soften and whiten. Buff leather, not now quite so much in request as in former days, was at first made from the skin of an animal called the buffe, or urus, which was then common in Western Europe. When new the leather was always a tawny yellow, and the skins gave the name to the colour. Cordovan leather was first made at Cordova, in Spain, from hides dressed to be used with the grain side outward. It was from this leather that the title cordwainer came. Russia leather is tanned in a infusion of willow or birch bark, and derives its peculiar and long enduring odour from birch oil with which it is dressed. Levant leather is first "struck out" in warm water on a mahogany table, "blacked" with logwood and iron liquor, then polished by revolving rollers, and "grained up" by the workman with a corking board on a table. The grain is set into the leather in a hot stove, and after this it is oiled with cod oil. In finishing japanned leather the japanned mixture is worked by the hand alone. This mixture consists simply of linseed oil and Prussian blue, the last coat being of linseed oil and lampblack, put evenly over the surface as it lies spread out on a table. No machine has as yet been made to supersede the hand in this part of the work. In the blacking of skins a mixture of ox blood acetate of iron is now very often used.—*Good Words.*

**RESURRECTION OF ANTIQUES.**—Antique household gods are now resurrected from the lumber-room and transformed by the decorator's art into things of ornament and use. For example, a spinning-wheel and an old-time mirror are combined to form a picturesque dressing-table. The wheel projects beyond the right side of the mirror and is furnished with ornamental hooks for the reception of various articles. At the left side is a dressing-case with cabinet top, upon which bric-a-brac may be placed. Underneath this, and separated from the centre of the wheel to the end of the dressing-case, is an alcove in which is the receptacle for the toilet service. A capacious drawer is beneath this. A cupboard or commode is arranged under the mirror. An old English clock is made the centre of an ornamental bookcase. The effect is novel and pleasing.—*Chicago Tribune.*

## BOOK NOTES.

S. R. Briggs, Willard Tract Depository, Toronto, has in press, "Jesus," a poem, by Mrs. C.T.C. Illustrated. With preface by Rev. J. H. Brookes, D. D. Extra cloth gilt. Crown, 8vo., \$1.00 "Abundant Grace," second edition. By Rev. W. P. McKay, author of "Grace and Truth." Cloth extra, \$1.00, cheap edition: cloth plaid, 75c.; paper, 50c. "The Trinity of Evil," infidelity, impurity, and intemperance, by Rev. Canon Wilberforce. Crown 8vo., 250 pp. price 90c. "The New Testament," in verse, by Rev. Samuel Wesley, A. M. Reprint of a rare volume published in 1731, with 150 facsimilies of the original illustrations by Sturt. "Sacrifice of Praise," scripture text and hymn roll, similar in style and

size to the old favourites "Green Pastures," and "Silent Comforter." Price 50c. "Papers for the Present Day," by Pastor Joshua Donovan, Thirteen pointed papers on questions that are agitating the minds of thinking men of the day. "Many Infallible Proofs" a series of chapters on the evidences of Christianity, or the Written and Living Word of God, by the Rev. Arthur T. Pierson, D.D. THE "Seeking Saviour, and Other Bible Themes," by the late Dr. W. P. McKay, author of "Grace and Truth," "Abundant Grace," etc., etc. Crown, 8vo., 247 pp., cloth, \$1.00, paper, 50c. "The Christian Secret of a Happy Life," by H. W. S. New edition, forty-third thousand, crown, 8vo., 200 pp. cloth gilt, 75c., cloth, 50c., paper, 30c.



A LITERARY CURIOSITY.—The Toronto Willard Tract Depository (S. R. Briggs, Manager), has now in press a work which will, without doubt, find a ready market, not only on account of its literary merits, but as a souvenir of days long gone by. The work referred to is a reprint (largely in *fac simile*) of a rare volume of Poetry, by Rev. Samuel Wesley, Rector of Epworth, England, and father of John Wesley, the founder of Methodism. Samuel Wesley was a poet of no mean calibre, and during his useful life, published several valuable works, principally poetical. His earliest published volume is dated 1693. It is entitled, "The Life of our Blessed Lord and Saviour Jesus Christ. A heroic poem, in ten books, dedicated to Her Most Sacred Majesty Queen Mary. Attempted by Samuel Wesley, A.M., Rector of South Ormsby, in the County of Lincoln. Each book illustrated by necessary notes, explaining all the more difficult matters in the whole history. Printed by Charles Harper, at the Flower de-Luce, over against St. Dunstan's Church, in Fleet Street; and Benjamin Motte, Aldersgate Street, 1693. Folio."

A second edition was published, in 1697. Some years later (1701), was published the valuable work now being reprinted by the Toronto Willard Tract Depository. It is entitled, "History of the New Testament, attempted in verse, and adorned with 153 Sculptures. Written by S. Wesley, A.M. The Cutts done by J. Sturt. London, printed for C. Harper." Through the courtesy of the publishers, we are enabled to give herewith an illustration of the quaintly-engraved title page. The title page, letter of dedication ("To the Most Honourable the Lady Marchioness of Normanby"), and all the illustrations (150 in number), have been carefully reproduced, at much expense. The text will be printed in modern type. The production of this valuable work has been entrusted to the firm of Hunter, Rose & Co., which is of itself a guarantee for the general get-up of the book. It will be printed on a special heavy-toned

paper. Crown 8vo. Cloth extra, bevelled edges. The book will be ready for the general fall trade.

**OUT TO-DAY.**—The Canadian Franchise Act, 1885, with notes of decisions, etc., by Thos. Hodgins, Q.C., author of Hodgins' Election Cases, &c. Rowsell & Hutchinson, Toronto.

**THE BEAUTIFUL SNOW.** Duet for Soprano and Alto, Words and Music by William McDonnell, Toronto, Strange & Co. The sheet music published by this firm is well and clearly printed and they have been fortunate in their selections. "Beautiful Snow" is a pleasing piece with a taking air.

**HOUGHTON, MIFFLIN AND CO. ANNOUNCE "FRANK'S RANCHE."**—An English gentleman who has a son in the far West, visited him last year, and in a book entitled "Frank's Rancho" he tells the story of this visit and his observations. The sub-title, "My Holiday in the Rockies, being a Contribution to the Inquiry what we are to do with our Boys," will suggest what was in the writer's mind while on this interesting tour. Fully illustrated.

**MRS. BURNETT'S NEW STORY.**—Mrs. Frances H. Burnett, the novelist, has written a serial story for *St. Nicholas*, called "Little Lord Fauntleroy," the hero of which is a boy character, who is as new as he is delightful. Born in America, the child of a younger son of an English earl, his father dies when he is a little fellow, and by the death of his uncles, he becomes heir to the earldom. His grandfather, a cross old nobleman, who has never forgiven his youngest son for marrying against his wishes, sends for the boy and his mother. In the *March St. Nicholas* is recounted the first interview between little Lord Fauntleroy, and his grandfather,—the earl, expecting a conventional bread and butter youth, finds himself confronted with "a graceful childish figure, in a black velvet suit, with a lace collar, and love-locks waving about the handsome, manly, little face, whose eyes met his with a look of good-fellowship." And then they talk. The boy tells his grand-father all about his past life, about the corner-groceryman with whom he used to discuss politics, about Dick, the boot-black, who gave him a beautiful red silk handkerchief when he sailed away from New York, with purple horse-shoes and heads on it,—“you can wear it around your neck or keep it in your pocket”;—about “Dearest,” as he calls his mother, because he used to hear his papa call her so. “You don't wear your coronet all the time?” remarked Lord Fauntleroy, respectfully. “No,” replied the earl, with his grim smile, “it is not becoming to me.” “In the course of the conversation, he reached the Fourth of July, and the Revolution, and was just becoming enthusiastic, when he suddenly recollected something, and stopped very abruptly. “What is the matter?” demanded his grandfather. “Why don't you go on?” “Lord Fauntleroy moved rather uneasily in his chair. It was evident to the earl that Lord Fauntleroy was embarrassed by the thought which had just occurred to him. “I was just thinking that perhaps you mightn't like it,” he replied. “Perhaps some one belonging to you might have been there. I forgot you were an Englishman.” The story was begun in the present volume of *St. Nicholas*, and will run through the year. Mrs. Burnett is at work on a new novel for *The Century*.

C. Blackett Robinson, Toronto, has lately published the “History of the Presbyterian Church in Canada,” by W. Gregg, D.D., and the second volume of J. O. Dent's noted work, “The Upper Canadian Rebellion.”

**ALDEN'S CYCLOPÆDIA OF UNIVERSAL LITERATURE**, vol. 1, Abbot-Arnold. John B. Alden, New York; Alden Book Co., Toronto. A good commencement at a reasonable price of such a work as should be in the possession of every bookseller, giving, as it does, all the noted writers with extracts from their works.

The work on “Disestablishment,” by Mr. Henry Richard and Mr. J. Carvell Williams, has already reached a second edition. On the other hand we note that “The Englishman's Brief on behalf of the National Church,” issued by the Society for the Promotion of Christian Knowledge is now issued at sixpence, and the two volumes together form a convenient summary of the *pros* and *cons* of what may shortly be a burning question.

The “Queer Stories” are to be collected from the columns of *Truth* and published in shilling volumes by Messrs. W. Swan Sonnenschen and Co., the first volume will contain thirteen stories from the facile pen of Mr. E. C. Grenville Murray, and will appear early next month. Many will be glad to renew their acquaintance with the well written tales which in *Truth* have been of a higher class than those in some monthly magazines exclusively devoted to fiction.

## PAPER.

**PRICE OF PAPER.**—During the last fifteen years, this is a subject of so much importance to printers—the chief consumers of paper—that we extract the following instructive figures from a contemporary, who publishes some interesting comments on the statistical abstract of the United Kingdom, in each of the last fifteen years, from 1870 to 1884. We learn that the price of paper (for writing or printing) imported has ranged from 51·33s. per cwt. in 1870, to 30·49s. in 1884—a fall of a really astonishing character. The suddenness, too, can scarcely be understood; for we find that 51·22s. in 1871, has become 56·33s. in 1872, 60·80s. in 1873, 53·09s. in 1874, 47·11s. in 1875, then increasing in price to 1878, and falling in 1879 to 37·40s., and so on to the 30·49s. in 1884, already referred to. If we look to the quantities imported for an explanation, we find the range from 174,000 cwts. (in round numbers) in 1870 to 200,000 in 1884—an insufficient increase by a long way to account for the decrease in price. The increase in imports is gradual up to 1875, when there is a bound, a decrease, and then a slight rise to 1884, when it was just over 200,000 cwts., as already noted. The sudden variations in price have, therefore, to be accounted for in other directions. In the exports of paper (British and Irish produce) other than hangings, we note that the average prices over the same period have ranged from £2·99 per cwt. in 1870, to £2·05 in 1884, the decline being only gradual, except in the years 1873 and 1874, when the prices reached £3·04 and £3·10. Referring to the quantities exported we find the weights wonderfully varying. They run thus, from 1870 to 1884 (in round numbers and in thousands of cwts.):—177, 228, 303, 319, 281, 318, 287,

321, 346, 377, 472, 555, 584, 598, 670. Considering this enormous increase in the volume of our exports of paper, the decrease in price is very little.—*The British and Colonial Printer and Stationer.*

**BLOTTING-PAPER FOR REMOVING INK SPOTS.**—In order to take away ink-spots from paper, it is customary to use a blotter, which freely soaks up the liquid, and if by this means all traces of the ink do not disappear, recourse is had to a salt or some substance having the property of bleaching-paper, for instance, oxalate of potassium, &c., to attain this end. A simple modification of this renders still better service. Take a thick blotting-paper or board, steep it several times in a solution of oxalic acid or oxalate of potassium. Then dry it. If there is a spot to be taken away apply the blotter, which has been prepared in this fashion to the same. In proceeding thus the ink is entirely removed. The blotter drinks up the ink and whitens the paper at the same time.—*La Nature.*

**IMPERMEABLE WRAPPING PAPER.**—Dissolve 1½ lb. of white soap in a quart of water, then dissolve 2 ozs. of gum-arabic, and 6 ozs. of glue in another quart of water. Mix the two solutions, warm the mixture, dip the paper in the liquid, pass it between two rolls (a clothes-wringer for example), and put it to dry. In default of rolls, hang the paper up that it may drip well, or better, pass it between two sheets of dry paper. Then let it dry in a mild temperature.—*La Nature.*

AT THE MELBOURNE Exhibition, there was a complete dwelling house made of paper, and furnished with the same material. There were paper walls, roofs, ceilings, floorings, joints and staircases; paper carpets, bedding, chairs, sofas and lamps; paper frying-pans, and even the stoves, in which bright fires were continually burning daily, were of papier maché. When the builder of this mansion gave a banquet, the cloths, napkins, plates, cups, saucers, tumblers, cruetts, and even the knives and forks, were likewise made of paper.

**NEW BLOTTING-PAPER.**—A new form of blotting-paper is capable on one side only of absorbing writing-ink, the other side of the sheet being covered with a lining layer or composition, such as will not only render it very smooth, but impervious to such ink, though capable of receiving printer's ink, or such as will dry on it without penetrating it. One side of the sheet of paper is covered with a waterproof facing or composition, such as when applied to a surface having upon it writing-ink in a liquid state will not absorb the ink; this facing or composition being smooth and of a character to allow of printing with printer's ink being done upon it. A coating of a solution of starch may first be used for the lining, a coating of an alcoholic solution of shellac being subsequently applied to the starch coating after the latter may have become dry, the coating being spread upon the bibulous cardboard by a brush or other suitable means; or the coating or lining may be a sheet of paper rendered waterproof or resisting by any proper way. After the facing, lining or composition has been spread on the bibulous sheet, the facing or composition is calendered by passing the sheet between rollers adapted to smooth the water-proofed or resisting surface only.—*The American Stationer.*

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Wholesale & Commercial Stationers,

31 & 33 KING ST. WEST, TORONTO.



# Books and Notions,

A MONTHLY JOURNAL,

DEVOTED TO THE INTERESTS OF THE

Book, Stationery and Fancy Goods Trades

OF CANADA.

PUBLISHED THE FIFTEENTH OF EVERY MONTH

OFFICE:—

20 WELLINGTON ST. EAST, TORONTO.

ANNUAL SUBSCRIPTION - - - 50 CENTS.

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	1 month	12 months
1 page.....	\$10 00	\$160
1 column.....	10 00	100
do.....	0 00	60
do.....	3 50	35
do.....	2 00	20

All Letters and Communications intended for publication must be sent in not later than the 8th of each month.

Subscribers will oblige by informing us at once of any irregularities in delivery.

**J. J. DYAS, Publisher.**

## PERIODICAL LISTS.

The Association has directed the secretary to have printed, as soon as the committee appointed for the purpose shall have reported to him, the list of the leading periodicals, with price per single number and rate of annual subscription; also with the retail prices of annuals agreed to at the meeting last week.

These lists are prepared by those thoroughly conversant with that branch of the business, and we trust that if they vary a little from what individual dealers have been charging, a change will be made so that uniformity may prevail.

It is the intention to print on the first page of the list the card of the dealer who purchases them, and when more than one in a town desires them, will be printed on different colored paper. Orders were given at the convention for 7,000 copies, 1,000 for each of seven.

The paper and style met with the approval of all present.

## THE MEETING.

The semi-annual meeting announced last month, took place on the 10th, and although the attendance was limited, a good deal of quiet routine work was done, and legislation enacted by taking heed to which the merchant will find beneficial in every-day business. Unfortunately, one of the most important matters had to be postponed; we refer to the proposed reduction of postage. As it is it places the dealer in a very unfavorable position, as compared with those in the United States. A difference of three cents would be to many a man a considerable help towards paying expenses. We can only watch and wait, and earnestly hope for the good time to come when Canada can spare the moiety (comparatively to her) that now she drains from her children.

The proposal to form branch associations should be promptly acted upon. Already three, Toronto, Guelph and Stratford, are getting ready. We hope to report progress in the next number.

Why more were not at the meeting is a puzzle. Many men whom we know express a warm interest in the unity of the trade, were absent. We suppose we must make up our minds that the general trade will allow the few who assemble semi-annually to form, as it were, a large committee to advise and counsel.

Those who attended the association meeting for the first time were much pleased. They considered, and we all considered the few hours spent together of great benefit. The dry details of the meeting, published elsewhere, will give no proper idea of the suavity and masterly chairmanship of the President, the wise advice and counsel of the elder brethren, and the pleased acceptance and appreciation by those young in the business.

Any way they, though young, had hints to give, and suggestions to make that were well appreciated. And the chaff and nonsense; not much, but enough to tickle the fancy and keep all in good humor. How those two from Guelph do love to tease each other with pleasantries; one would think they were brand new lovers hardly out of their teens.

Altogether, it was good to be there.

## THE ANNUALS.

A sore subject to the retail bookseller who desires to get fair paying prices, is the subject of prices of Annuals.

In no line of holiday goods is there such sacrifice made, by the man who thinks to delude the public, by cutting on the bound volumes of the magazines, with the belief that he is "selling cheap." A snare of this

kind, be it set ever so warily, is unworthy of the respectable trader, and tends to lessen the respectability of the business.

Take the *Leisure Hour*, *Sunday at Home*, *Boy's Own* and *Girl's Own*, with other sterling periodicals, and there is no better value to the buyer than these at full price. And yet these are the very ones that are sacrificed.

Were they not well worth the price, and were they not ready sale, there might be some excuse, but the customer will pay \$2 for one of these volumes as readily as \$1.75 or less—because it is worth the money asked.

Firmness should be maintained on all goods in holiday times, more particularly in annuals, as now the jobbers, finding they have been selling too cheap, have made up their minds to agree on a uniform fixed price—just as the retailers in every town should do for leading lines—and to make no reduction whatever, except in the case of large lots.

No retailer will object to paying value for saleable goods, he cannot desire to see anyone do any part of his business at a loss, and will therefore be disposed, we trust, to "fall into line" readily, having an incentive to make his own price firmer by the example of others.

Where cutting mostly comes in is where the dealer loses confidence in his townsman holding out for fair profits, and fears tricks will be resorted to to draw away his own trade. He is asked to reduce a price; he hesitates; he thinks his neighbor over the way will get the sale; the customer sees the hesitation and the dealer weakly gives in.

We know a town in Western Ontario in which there are three drug stores, one of them dealing also in books and stationery, while all, of course, sell fancy goods. In this place there is no chance of beating down prices. A well understood list of prices governs them, by mutual agreement, and as one of them informed the writer, "I never cut. A man comes in and asks the price of an article. Too dear. He goes to A's.—same price; then to B's; just the same. He probably buys from B, being the last visited. But it will likely be my turn next, as the buyer will probably go to A and B before me. It is as broad as it is long."

#### ON REMITTING DIRECT—AGAIN.

Fault has been found with the article in last month in that it did not point out fully both sides of the question. But as we were writing, not for those who knew nothing of the periodical business, but instead, for dealers whose experience is great, we considered,

and we still consider, that no elaborate statement need be made of the hindrances to direct remittances.

Everyone, for instance, is well aware the *Illustrated Weeklies*, *Harpers* and *Frank Leslie's*, cannot without loss, be bought by the single number. Other cases will suggest themselves to our readers.

HIGHER.—The trade may expect a stiffening of prices in English books this year. Last year, like the annuals, they were sold at prices that were entirely too low.

While all wish to buy as cheaply as possible, none desire to see others make sacrifices which only in turn tempt the buyer to give away his profits.

THE MEMBERSHIP FEE of the Association for 1886 is now due. Would the members send in their dollar without the expense of sending them an account? Would be pleased to hear from them this month.

THE question of the meeting. Where is London with her former active members?

#### THE BOOKSELLERS' AND STATIONERS' ASSOCIATION OF ONTARIO.

Pursuant to call of the Executive Committee, the semi-annual meeting of the Association was held in the Queen's Hotel, Toronto, on Wednesday, the 10th instant.

At 2.30 p.m. the President, H. Fred Sharp, of St. Mary's, took the chair, and made a brief, pointed address on the business to be brought before the meeting. There were present, besides the President, T. J. Day and J. E. Nelles, Guelph; J. G. Cloke, Hamilton; C. Dickson, Clinton; H. Dobson, Simcoe; W. C. Niblett, Dundas; C. W. Papst, Seaforth; J. P. Rice, Brampton; R. O. Smith, Mitchell; G. Stafford, Whitby; James Bain, S. R. Hart, A. S. Irving, W. D. Taylor, H. L. Thompson, A. G. Watson, J. T. Hornibrook, S. E. Briggs, Geo. R. Warwick, Samuel Wallace, C. W. Small, Geo. Pepper, and J. J. Dyas, secretary, Toronto.

The minutes of the August meeting having been confirmed, letters of regret at not being present were read from D. M. Brown, Strathroy; Abel Lane, Drummondville; R. B. Andrew, Bowmanville, and L. Cann, Lucan; also indirectly from others that they could not be present.

The first matter brought forward was regarding postage. Mr. Irving, on behalf of the committee, said that the members had not gone to Ottawa because communication had been had through Mr. Hay, M.P. for Centre Toronto, with the Postmaster-General. Sir Alexander Campbell stated it was wasting time and money to go to interview him, as it would be impossible at present to even consider the propriety of reducing any source of income to the Government. It is understood that the reason for such decision, as has been the case with other like requests, is the falling revenue.

The report of the Secretary-Treasurer was pro-

sented. The financial statement showed a balance in hand of \$1.30. The present membership is 108. In making verbal report as Secretary, he referred particularly to the 25 per cent. discount given on the Fifth Reader by the Rose Publishing Co., attributing the victory of business principles in a fair and proper discount to the stand taken by the Association, and claiming some share of credit for this journal.

On the motion of the Secretary, seconded by Mr. Dickson, a committee on resolutions was appointed. The committee named were Messrs. Nelles, Dickson, Dodson, Papst and Thompson.

The committee on price-list of periodicals reported that they had waited until some decision was come to as to postage before preparing the list.

A general debate—or rather talk, for it was a wholly conversational meeting—took place, when Mr. Day moved, seconded by Mr. Dickson, "That the Association adopt a list based on the 'Toronto Price-List,' and recommend it for general use by the trade." Carried.

Messrs. Irving, Hart and Bain were appointed the committee to prepare it.

The Secretary brought up the question of the prices of annuals, stating that he understood that an agreement had been made by the wholesale dealers on a certain line of discount which would be strictly adhered to, the reason alleged for fixing such prices being the too low rate at which they had been sold last year.

Moved by Mr. Papst, seconded by Mr. Smith, and resolved, "That a committee be appointed to draw up a list of the retail prices of the leading volumes."

The committee appointed were Messrs. Wallace, Dickson and Dobson.

The question was mooted as to the habit of single books coming from the United States through the P.O., and escaping paying duty. While very probably it seldom occurs in the cities, it does very frequently happen in smaller places through the neglect of the Postmaster to look sharply into the matter. This practice of ordering direct from publishers draws away trade from the dealer, and to compel at least the proper price to be paid was the object of bringing the matter forward.

Moved by Mr. Irving, and seconded by Mr. Day, "That a committee be appointed to prepare a memorial to the Minister of Customs setting forth the facts above cited."—Carried.

Messrs. Irving, Dyas, Taylor and Thompson were named as the committee.

On the motion of Mr. Nelles, seconded by Mr. Papst, "That the trade avoid, if possible, all discounts to teachers on school and text books," a full and thorough sifting of the question was made, when it was unanimously considered that there is little or nothing made on that class of trade, and that it should be discountenanced.

In accordance with the suggestion of the President in his opening address, Mr. Rice moved, seconded by Mr. Stafford, "That a committee be appointed to arrange groups of towns, in one of which to hold meetings to organize local associations."

The resolution was adopted, and a committee, comprising Messrs. Nelles, Smith, Wallace, Warwick and Sharp, were appointed.

The meeting adjourned till the evening.

# POCKET BIBLES.

OXFORD,

BAGSTER

AND COLLIN'S

EDITIONS,

In various types and styles of binding.

ALSO THE FAMOUS

**TEACHER'S EDITIONS,**

Either on ordinary White or India Paper.

SEND FOR PRICE LISTS.

TRADE SUPPLIED.

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## DICTIONARIES.

ENGLISH.

Webster's Unabridged Dictionary.	
do	Latest Edition with New Supplement..... Sheep \$12.50
do	do with Denison's Patent Index do 13.50
Worcester's Unabridged Dictionary	
do	with New Supplement..... Sheep \$11.00
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Chambers' Etymological English Dictionary.	
A New and thoroughly revised Edition by Andrew	
Findlater, M. A., LL. D.....	Cloth \$1.20
Webster's Condensed Dictionary of the English Language	
with copious Etymological Derivations, Accurate	
Definitions, Pronunciation, Spelling & Appendixes	
for general reference, with over 1,500 illustrations.	Cloth \$1.80
Ward & Lock's Standard Etymological Dictionary.	
of English Language, with 500 Illustrations.....	Cloth \$1.75
Nuttall's Standard Pronouncing Dictionary.	
New Edition with revised preliminary tables.....	Cloth \$1.75
Webster's Improved Pronouncing Dictionary.	
of English Language.....	Cloth 90
Collin's Illustrated National Pronouncing Dictionary,	
250 Illustrations.....	Cloth 35
Collin's Illustrated Pronouncing Pocket Dictionary	
250 Illustrations.....	Cloth 20
Worcester's Pocket Dictionary,	
Profusely illustrated.....	Cloth 35

FRENCH.

Nugent's Improved Pocket Dictionary	
of the French and English Languages.....	Cloth 90
Contauseau's Practical Dictionary	
of the French and English Languages, Svo .....	Cloth \$1.25
Contauseau's Pocket French and English Dictionary.	70

GREEK.

Liddell & Scott's Greek English	
Lexicon (abridged).....	\$2.60

LIBERAL TERMS TO THE TRADE.

**WILLIAM BRIGGS,**

78 & 80 KING STREET EAST, . TORONTO.

The evening session commenced business at eight o'clock, when Mr. Smith reported from the committee on districts, and proposed ten centres in which to organize local associations, namely, Toronto (the city only), Guelph, Stratford, London, Harriston, Hamilton, Barrie, Port Hope, Kingston and Ottawa, the nine last-named centres to co-operate with the booksellers in neighbouring towns; the first meeting to be held prior to May 1st. They also proposed the names of three or more men in each district to be responsible for the calling of the first meeting. The report was adopted, and the Secretary directed to notify each of the parties indicated.

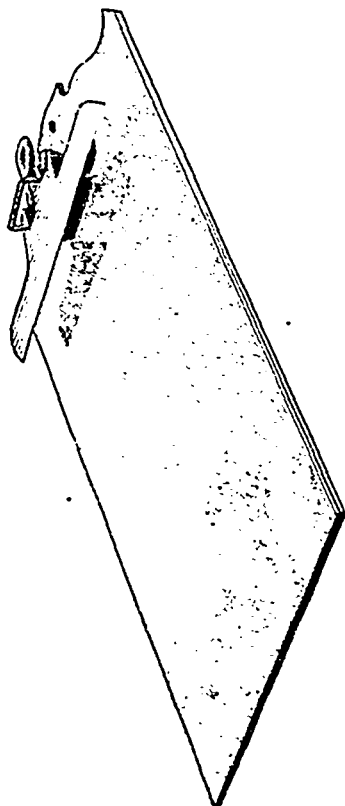
The committee on prices of annuals reported through Mr. Wallace. The list was approved of.

The list, with also the list of periodicals with price of single number and by the year, is to be printed and sold to the trade.

Orders were given by those present for 7,000, in lots of 1000 each.

The meeting then adjourned, to meet again in October.

## TRADE NOTICES.



The illustration given here of the Globe "Stop Clip," represents one of the latest novelties manufactured by Hart & Company. It is a very simple and at the same time, a thoroughly practical Clip for general use. It is a great improvement on the old style. An automatic device which can be thrown of instantly, holds the clip or clamp elevated, so that both hands may be used in handling papers. The cut shows the Clip elevated for the reception of papers. The clip part is made of steel, nickel-plated, and is very strong and durable. The board is made of the best seasoned black walnut. They are made in three sizes — note, quarto and foolscap.

C. BLACKETT ROBINSON, of the *Canada Presbyterian*, has been awarded the contract for publishing the various editions of Hymnals, authorized by the Presbyterian Church in Canada. The term of publication is for seven years, from the 1st of January last.

The Copp Clark Co. are preparing for this year's trade a new line of novelties in Christmas Cards, plush and velvet, that they consider excel all others.

## ANNUALS FOR 1886.

An arrangement has been made by the undersigned Booksellers of Ontario and Quebec by which the Discount on Annuals for the Import Season of 1886 will be as follows :

On Quantities amounting to \$25.00 to be Net.

On Quantities over \$25.00 and under \$50.00  
5% Discount.

On Quantities amounting to \$50.00 and over,  
10% Discount.

*These discounts to rule until August 1st, after which date all are to be net.*

WM. BRIGGS, METHODIST BOOK AND PUBLISHING HOUSE.

S. R. BRIGGS, TORONTO WILLARD TRACT DEPOSITORY.

THE COPP CLARK CO. (LIMITED), TORONTO.  
DAWSON BROS., MONTREAL.

W. J. GAGE & CO., TORONTO.

ROBERT MILLER, SON & CO., MONTREAL.

THE TORONTO NEWS COMPANY.

C. M. TAYLOR & CO., TORONTO.

WARWICK & SONS, TORONTO.

*The Copp Clark Company,*  
(LIMITED,)

*will shortly issue their CHRISTMAS CARD CIRCULAR for the coming Season. They expect to show a very full and attractive line, embracing choice cards from several of the principal Manufacturers.*

*The C. C. C. are now at work upon their own Specialties in CHRISTMAS CARDS AND NOVELTIES, which will far surpass those of any previous year.*

*The C. C. C. CHRISTMAS CARDS have during the past few years taken a front place among the numerous collections shown, and it is not claiming too much to say that this year will not be an exception to that rule.*

**ERRATA.**—In last number for A. W. Hawley, *Toronto*, read *Trenton*, and *Anglo-Canadian* instead of *American Music Publishing Company*.

P. Trebilcock and R. B. Andrew, of OURS, are Vice-President and Secretary, respectively of the Bowmanville Board of Trade.

Alexander Bain, who has been travelling some time for R. Henry Holland & Co., Montreal, is now on the road—Ontario West—for Selby & Co., Toronto.

The book and stationery store of James Imrie, Goerich, was burned out on February 23rd.

P. D. Learn, St. Thomas, has been in business difficulties. Pending attempt at settlement, he sold his stock to another party. The sale has been disputed, and he will now probably assign.

C. M. Taylor & Co., wholesale booksellers and stationers, Toronto, are moving from the old Campbell stand, and are fitting up No. 52, Front st. West; a fine commodious store.

W. Bryce, intends opening up at 31 Front Street, on April 1st. It is the talk of the town, or at least that portion of it in our line of business.

SMITH & FUDGER, Toronto, have disposed of the jewellery department of their business to the Goldsmiths' Co., who occupy 48 Yonge street, corner Wellington. No. 50, and upstairs, No.'s 48 and 50, are used by Smith & Fudger for their general fancy goods business. They have removed their office down stairs, and have fitted it up in good style. They say their sales of baby carriages are large this year.

**ABROAD.**—At the Colonial and Indian Exhibition to be held this year in London, there will be published weekly, a Canadian journal, devoted to the development of the export trade of Canada. It will be printed on Canadian paper, from Canadian type, and with Canadian ink. It will contain articles describing the various manufacturing interests of our country, and will give condensed descriptions of the different cities and towns within our borders. Such enterprise deserves high praise; and The Trades' Publishing Co. will, we trust, be well repaid for their trouble. It is the intention of the publishers to bind the whole in a volume, when complete.

Among the exhibits for the Indian and Colonial Exhibition which were shipped within the first week or so, one specially deserving of praise was that of Rolph, Smith & Co., the well known lithographers and engravers, of this city. The exhibit consisted of samples of show cards, plain lithography, wood engraving, copper-plate engraving, lithographic commercial work of all kinds, labels, menu cards, lithographed portrait and embossing. In all there were 21 frames of samples, which for quality of workmanship and general excellence we do not think can be excelled by any firm in America. It is also quite remarkable for the variety of work which they turn out, and which is all executed in their own establishment.

## NOTICE OF REMOVAL

C. M. TAYLOR & CO.

Have much pleasure in thanking their numerous customers and friends for the very large and liberal share of patronage accorded to them by the Book and Stationery Trade of Canada since succeeding to the business of JAMES CAMPBELL & SON. They hope that they will continue to be favored with the same generous support, and assure the Trade that no effort will be spared on their part to fulfil all orders promptly and satisfactorily.

They would also take this opportunity of informing their customers that they will remove to their NEW AND COMMODIOUS PREMISES,

**No. 52 FRONT STREET WEST.**

(Next Block West of their present Warehouse.)

on our about the 25th inst., which will afford them increased facilities and accommodation for conducting their business.

They extend a warm and hearty welcome to all Dealers when visiting Toronto to call and see them.

C. M. TAYLOR & CO.,

Successors to JAMES CAMPBELL & SON.

After 25th March at New Premises, 52 Front Street West.

## SELBY & CO.,

**Paper Makers,**

**Wholesale Stationers**

**AND PUBLISHERS,**

**AUTHORIZED AGENTS**

FOR

**A. G. SPALDING & BROS.**

**SPORTING**

**GOODS.**

33 & 35 Scott St., Toronto.

We are in receipt of the Spring "Catalogue of our own Publications and Books, of which we are the importers and sole publishers in Canada," issued by the Willard Tract Depository. It includes a large variety of popular religious books.

All the fashion to fix up and improve the looks of the store. Chris. Dickson of Clinton does not believe in being behind hand, and so has taken a good deal of pains to make handsome his establishment.

At the cross (rail) roads business must be good to warrant the outlay.

In Seaforth, for some time, they have ceased to give the customary ten per cent. to teachers of school and text books. Grumbling at first, but now the booksellers never hear a complaint. The Association advises like action by all.

THE Baumgarten mucilage is good. We have tried it ourselves for months, and can testify as to its adaptability for office use. We are glad to learn that the Mucilage and Specialty Co. propose to manufacture very soon a good writing ink. We know of none made in Canada of superior quality; and judging from the quality of the other goods made by the firm, it should be excellent.

ALEX. SCOTT, of Barrie, is opening up, under charge of his son, a new store in Orillia. Peter Murray, of the Orillia Times, has added stationery to his other business.

A NEW book and stationery establishment is being opened on Front street, Belleville.

WM. MILLER, stationer, Montreal, has failed. He was of the firm of Sutherland, Miller & Co., who failed in 1882. His liabilities are about \$3,000; claims, assets less than \$2,000. Poor prospects for dividend. The principal creditors are Joseph Fortier and the Fairie estate, Montreal; Brown Bros. and Warwick & Sons, Toronto. Meeting of creditors on the 18th.

GEORGE MAUGHAN, late with Warwick & Sons, was presented with a well filled purse last week, on the occasion of his leaving the employment of the firm. The money was subscribed by the firm and employees, and the presentation took place at the residence of G. R. Warwick.

H. H. Bebis, formerly with Warwick & sons, is now salesman with the Willard Tract Depository.

WE regret to learn that H. S. Williams, of Hamilton, is in very poor health. The doctor advises him to go to a warmer climate.

THE Toronto dealers will soon be asked to meet and "talk shop." We hope that every one without exception will be present at the initial meeting.

JAMES HOPE, of Ottawa, dropped in to see us Friday last. He regretted being detained, so that he missed the meeting of the Association. He is appointed Convener for the newly formed Ottawa District, and accepts the position willingly.

TORONTO  
MUCILAGE and SPECIALTY MF'G. CO.

MANUFACTURERS OF

THE BAUMGARTEN XXX PREMIUM MUCILAGE,

SEALING WAX, INKS,

LIQUID GLUE,

AND OTHER STATIONERS' SPECIALTIES.



SEND FOR PRICE LIST.

NOTICE.—We manufacture all these goods and can guarantee them equal, if not superior, to anything of the kind in use.

245 King St. West,

TORONTO, ONT.

PERIODICAL AND ANNUAL LISTS.

The attention of the Trade is called to the Price List of Periodicals and Annuals prepared under the supervision of The Booksellers and Stationers' Association of Ontario, it will give a complete list of all that are ordinarily sold, and will be a handy guide to the dealer in trading with his customers. It will enable him to hold firmly to prices, in that he can explain that the price is uniform.

The card of the dealer (as little wording as possible) will be printed on first page.

Price, 500	-	-	-	\$1 75
" 1000	-	-	-	3 00

Money to accompany order.

Orders should be forwarded at once as the lists will be ready very soon.

J. J. DYAS,

20 Wellington St. East, Toronto.

WM. BARBER & BROS.

PAPER MAKERS,

Georgetown, - - - Ontario.

BOOK, NEWS, AND COLORED PAPERS.

JOHN R. BARBER.

DOMINION PAPER HANGINGS.

M. STAUNTON & CO.,

WALL PAPER MANUFACTURERS,

Warerooms: 4 & 6 King Street, Toronto.

## CORRESPONDENCE.

STRATHROY, ONT., March 1, 1886.

## THE FIFTH READER.

*Editor of BOOKS AND NOTIONS.*

DEAR SIR,—I have read your article on the above, and am pleased to know that the Minister of Education has at last acknowledged the right of the bookseller, which was so shamefully tampered with by the syndicate, in giving the contemptible twenty per cent., when they were well aware that no man could do business on such discount.

This reminds me that there have been many book and stationery stocks offered for sale lately. Does this signify nothing?

I think that the dealers should extend the right hand of fellowship to the firm who, without any pressure being brought to bear on them, honourably gave the booksellers their usual discount of twenty-five per cent.

The trade generally (less the few active members) are greatly to blame for the indifferent manner in which they took hold of the Reader question; for when the syndicate refused the proper discount, they had the lever in their own hands, viz., deal elsewhere, and leave them severely alone.

I am not one who wishes to advocate boycotting. In fact, detest it. But when a person is boycotted, the only thing he can do is to return the compliment, which I have done.

The travellers representing two of the firms composing the syndicate, sneeringly told me I could not do otherwise than deal with them, for they were the leading publishers.

They then tried another tack, and changed the travellers, but with the same result; and when everything else failed, one of the representatives offered to take back nearly all the old books I had in stock, and furnish me, indirectly, with Ontario Readers at the same discount of small lots, that jobbers received of thousand dollar lots—probably others received the same offer—the Readers to be supplied by a jobber outside of Toronto. But I did not buy one dollar's worth from any of the three firms, and my business is still running as usual, without any serious inconvenience. And if others had done likewise, instead of returning and dealing with the syndicate, because they were patted on the back, we would, I doubt not, have received the proper discount long ago.

Yours truly,  
D. M. BROWN.

—§—

IF POSSIBLE, read a book yourself, and if there is really anything in it, your steady recommendation of it will make it move to a certain extent. It is well to become acquainted with the contents of all books, not only for the increase of your business, but for the improvement of your mind. If you have a taste for reading, the better chance will you have for selling.

## DIED.

LORIMER.—In Toronto, on the 15th February, Sabron beloved wife of A. R. Lorimer, Stationer, aged 31½ years.

## Hildesheimer &amp; Faulkner's

(LONDON, ENGLAND.)

**CHRISTMAS  
CARDS.  
SEASON 1886-7.**

The above Cards received the

**Gold Medal**

(HIGHEST AWARD.)

*At the Crystal Palace International and Universal Exhibition, London, England, and are admitted to be the finest line of Cards ever produced in England.*

*Samples are now in the hands of our Travellers and we respectfully ask dealers to defer ordering until they have seen this line. Dealers inform us that the H. & F. Cards were the most popular and best selling cards last year.*

Respectfully

**The Toronto News Co.**

SOLE AGENTS FOR CANADA.

42 YONGE STREET,

**TORONTO.**

# SPENCERIAN STEEL PENS Are The Best

ESTABLISHED 1860.  
PEN WORKS—BIRMINGHAM, ENGLAND.

These Pens have a natural reputation for uniform excellence, comprising the essential qualities of ELASTICITY, DURABILITY and EVENNESS OF POINT. They are unsurpassed for correspondence and business purposes. A sample card of the Special numbers, 4 PENS, will be sent for trial on application to

BUNTIN, BOYD & CO., MONTREAL.

BUNTIN, REID & CO., or BROWN BROS., TORONTO.

## THE Booksellers and Stationers' Association. OF ONTARIO.

Office; 20 Wellington Street East, Toronto.

MEMBERSHIP FEE, \$1.00 PER ANNUM.

President . . . . .	H. FRED SHARP, St. Mary's.
1st Vice-President . . . . .	S. R. HART, Toronto.
2nd " . . . . .	W. MIDDLETON, Kingston.
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