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Returned Oct 23 1908 see cut books in page 5-5



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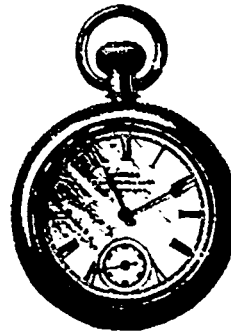
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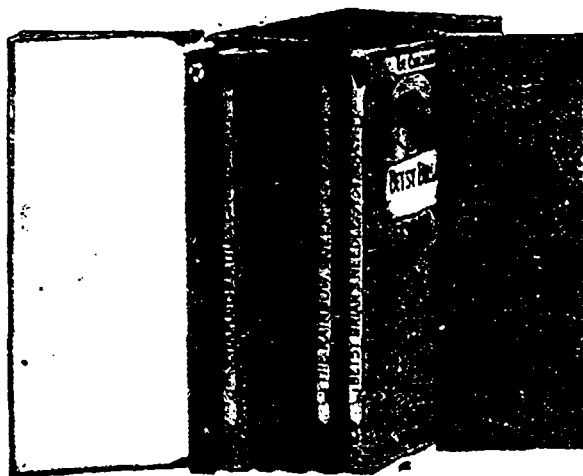
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"The Rarest, the Most Extensive, the Best!"

This is the unanimous verdict of all who have thus far seen TUCK'S lines of CHOICE HOLIDAY PUBLICATIONS. These embrace, among a host of new creations :

One thousand entirely new and novel **Christmas and New Year Cards.**
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THE CHILDREN'S GEM LIBRARY.



See cut books 12
Page 27

Six beautiful little books (put up in a fancy box) bound in cloth, containing charming stories in prose and verse by well-known writers, profusely illustrated with colored and black and white pictures, consisting of the ever-interesting juvenile stories :

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- "THE RAINBOW QUEEN" by E. Nesbit.
- "MILDRED AND HER MILLS" by Nora Chesson.
- "BETSY BRIAN'S NEEDLE" by M. A. Hoyer.
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An endless variety of **Christmas Post Cards**, all of which embody the artistic excellence, perfect execution, surprising novelty and unequalled value, for which this long established house is justly famous.

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Vol. XIX.

MONTREAL AND TORONTO, CANADA, OCTOBER, 1903.

No. 10.

CURRENT TOPICS.

ONCE more the Autumn season in the book trade has returned and long lists of announcements are to be seen on every hand. The Fall of 1903 will witness an increase in the number of publications.

Publishers in the Old Land are preparing to inundate the market there, and never since the period before the war will English readers be as well provided with books. The

Autumn Publications. same activity is to be noted among United States publishers, and a reflex of the wave has struck Canada as well. Publishers' lists in this country are representative of

the best fiction that is being brought out both in London and New York. Outside of fiction Canadian publishers are not venturing far, though a notable exception is being made this Fall in the cases of Morley's "Life of Gladstone" and Sir Gilbert Parker's "Quebec."

FOR the past month the retail book trade has been of fair proportions. Readers have been buying a great variety of books, and have not centred their interest on any three or four particular favorites. As a result, the leading book in the Canadian market only scores some 82 points out of a possible 160. "The Grey Cloak" remains at the head of the list of best sellers, followed by "Gordon Keith," "The Mettle of the Pasture," "The Sacrifice of the Shannon," "Lady Rose's Daughter," "Letters of a Self-Made Merchant," "The Virginian," "The Four Feathers," "The Prince of Sianers" and "Bubbles We Buy." Some 30 other novels figure on our list of best selling books for September. A noticeable feature in this connection is the manner in which the favorites of last season still maintain their sales. "The Virginian," in particular, has appeared among the best six for many months back.

The Retail Trade.

THE Canadian Manufacturers' Association, at its recent convention in Toronto, set its seal of approval on the copyright agitation of Canadian publishers and passed a resolution urging the Imperial Parliament to allow Canada free play in making its own copyright laws. In principle, of course, it seems clear that the Canadian Parliament should be accorded this privilege—a privilege which it enjoys in

almost all departments of legislation. In practice, on the other hand, it is a matter of doubt whether the great mass of Canadians—the so-called public—would derive much benefit, or any benefit at all, from the removal of Canada from under the Imperial copyright laws. The whole question is so complicated in its details that the greatest care must be exercised in handling it. It is to be hoped that no rash action on the part of either interest will precipitate unpleasant complications.

Canadian Copyright.

THE editor of The Picture Post Card and Collector's Chronicle, an English publication, prophesies a big boom in Christmas post cards in that country. That they will in large measure take the place of the old-fashioned Christmas cards he is firmly convinced. How much easier, he reasons, to purchase and despatch a dozen post cards than to send out Christmas cards in envelopes. While his remarks scarcely apply to our Canadian trade, where the post card has not yet reached its own, dealers might do well to ponder on his remarks and bestir themselves in this direction. That picture post cards can and will be sold here in large numbers is certain. They have novelty to encourage their sales, and novelty goes a long way to-day. Dealers should supplement their stock of ordinary Christmas cards with a variety of appropriate post cards.

Pictorial Post Cards.

NO doubt a number of our readers are at times seeking reliable information on some specific matter appertaining to one or another of the branches of their business. BOOKSELLER AND STATIONER will at all times endeavor to furnish subscribers with information they may be desirous of obtaining on any special subject connected with the book, stationery and kindred trades. It may be you are thinking of adding or developing some particular line of business, or wanting to find the best market in which to obtain a special article or range of goods. If this is so, do not fail to make use of BOOKSELLER AND STATIONER. If the information is not at hand, it will be no trouble to us to look it up for you.

An Information Bureau.

BOOK BREVITIES

THAT clever young Canadian, Mr. Arthur Stringer, has need of a level head if he is not to be carried away by the raptures of the critics. His little volume of poems brought forth such a chorus of praise as has greeted few ventures in verse in recent years, and now his first attempt at a long story, "The Silver Poppy," has suddenly lifted him far up the ladder of fame, indeed has challenged comparison with the best work of present day writers. (Wm Briggs.)

Messrs. Fleming H. Revell Co. are the Canadian publishers of Amy Le Feuvre's books for children. The latest edition to the series is a pretty volume entitled "Jill's Red Bag." There are three children in the story, Jack, Jill and Bumps, and they are wonderfully life-like characters. The red bag was a receptacle for the children's tenths, and it plays an important part in the tale. The book is a healthy and instructive one. (75 cents.)

The authoress of "The man in the Camlet Cloak," Carlen Bateson, has had a remarkable career. She was a most precocious child and this, her first novel, evidences mature strength.



Joseph Hocking, the English Author.

The romance is most fascinating, having to do with shrouds of gold, crown jewels, cipher messages and all other essentials for a successful tale. (Saalfield Publishing Co., Akron.)

A new illustrated edition of "Aesop's Fables" is to be published by Cassells, of London, in serial form. It will contain one hundred original illustrations.

There were many who, reading Mr. Albert R. Carman's first story, "The Preparation of Philip Embury," saw in it the indication that a new master of fiction had entered the arena. To these the announcement of another novel from his pen will be fraught with interest and expectancy. In "The

Pensionnaires" Mr. Carman takes his heroine—an American girl with a remarkable voice—to Europe and relates her varied experiences there. It is said to be a vivid picture of artist life, its joys, its ideals, and its eccentricities, and withal a love story of unusual charm.

J. Robert Long writes entertainingly of Canadian political life in a book which he has compiled, entitled "Canadian Politics." Half the book is devoted to a painstaking exposition of the Liberal policy and the other half to notable speeches of the Liberal leaders. Though espousing the side of reform, Mr. Long's book is by no means partisan in tone and will repay attention. (The Journal of St. Catharines, Limited.)

Miss Fowler's new story, "Place and Power," well sustains her reputation for epigram, clever delineation of character, and sparkling dialogue. The New York Evening Sun declares it: "A story as brilliant as it is wholesome. Wit and satire flash in the dialogue, and the love scenes are delightful." (Wm Briggs.)

In "His Little World," by Samuel Merwin, the reader is introduced to the life of the rough lumbermen and sailors of Lake Michigan. The local color has been remarkably well secured, and Hunch Badeau, the hero, is bound to win the approval of all who read the story. (A. S. Barnes & Co., New York.)

The peculiar concentration and intensity of Mr. W. A. Fraser's style is said to mark to an unusual degree his new story, "Blood Lilies." Nowhere has he been happier than in his delineation of Western life, and scenes of this latest of his stories are laid in the country north and west of Winnipeg. The characters introduced are sturdy frontiersmen, Scotch and French-Canadians, and the Indians and half-breeds of that romantic region. (Wm. Briggs.)

Messrs. George Newnes, Limited, the London publishers, announce a wide range of books this Autumn. They are bringing out "Peccavi," the new novel by E. W. Hornung. Their series of sixpenny novels is representative of the best in English literature. Juveniles, nature books, the classics and art books are all to be found in their lists.

Eugene Thwing has in "The Red-Keggers" written a book well worth reading. It is, as one critic observes, an "epic of the axe." It is a story as full of nature as the forests themselves. Mr. Thwing has a vivid style, and he knows how to picture men and women in a way that presents them to the reader as real and human, and interesting from first to last. (Wm. Briggs.)

Mr. Thompson Seton's new book, "Two Little Savages," owes its existence to an enquiry made of the readers of his serial articles as to what they would like in his next book. The consensus of wish in the many thousands of answers was for a book of woodcraft telling just what the readers themselves could do: How they might live the life of Indians in the woods, camp and hunt, and study the wild animals about them.

Rev. Dr. Sutherland, the distinguished Missionary Secretary of the Methodist Church in Canada, has rendered valuable service to the connection in the preparation of a most readable history entitled: "Methodism in Canada: Its Work and its Story." For a half century Dr. Sutherland has been one of the makers of the history he now describes, and as he has been so closely identified with all the great movements of this period he is eminently qualified for the task.

*cut book
P. 49
H.V.T.*

Boys and girls of imagination will certainly be charmed with "The Wonderful Electric Elephant," by F. T. Montgomery, which the Snafield Publishing Co., of Akron, Ohio, have brought out. In it are to be found as strange fancies as distinguish the works of Jules Verne, and withal the tale is told most entertainingly.

The C. M. Clark Publishing Co., of Boston, are bringing out this month two books of special interest. One by Mildred Champagne bears the title "Love Stories from Real Life," and contains four stories dealing with human passions and temptations, and the other by Frances Parker called "Marjie of the Lower Ranch," is a story of life in Montana.

The middle ages, with their motley characters and chivalric ideals, form the groundwork for a most entrancing mediæval tale by Julia de Wolf Addison, entitled, "Florestane, the Troubadour." This book comes in most attractive binding from the publishing house of Messrs. Dana Estes & Co., of Boston. The novel itself is in keeping with its surroundings, and charms the reader with its successful portrayal of the mediæval atmosphere.

With each succeeding novel, the fame of Henry Seton Merriman increases. His latest contribution to current fiction, "Barlasch of the Guard," establishes him in a firm position in the popular favor. The scene is principally Dantzic during the time of Napoleon's Moscow campaign of 1812. The hero, Papa Barlasch, a veteran of the Imperial Guard, plays the part of guardian angel, throughout the exciting drama, to two young people. The characters are well drawn and the interest never wanes. (Copp, Clark Co. and Morang & Co.)

George N. Morang & Co. will shortly have ready the novel on which Mr. R. L. Richardson, M.P., of Winnipeg, has been engaged for some time. It is entitled "Colin of the Ninth Concession."

Mr. F. Marion Crawford is acting in collaboration with Count Soderini, the official biographer of the late Pope Leo XIII, in bringing out the Anglo-American edition of the Pope's Life, to appear early in 1904.

A biography of Dr. Robertson Nicholl, the talented editor of The British Weekly and The English Bookman, is being published by S. W. Partridge & Co in their New Century Leaders series.

Socialistic tendencies in marital relations are treated in "The One Woman," Thomas Dixon, Jr's, new book. It is an extremely powerful work, which has evoked much criticism from pulpit and press. On the whole it should have a healthy influence, as the pernicious effects of the socialistic doctrine are adequately exposed. (The Musson Book Co.)

"MADE IN CANADA."

W. J. GAGE & CO., LIMITED, wholesale stationers, are now putting up their own lines of visiting cards instead of importing them, as in the past. Their line comprises linen, lawn, Crane's extra superfine and Old Berkshire in the three sizes, gents', ladies' and court, in the thick and thin of each. The boxes in which they are put up have a hinged top and are very neat and handy.

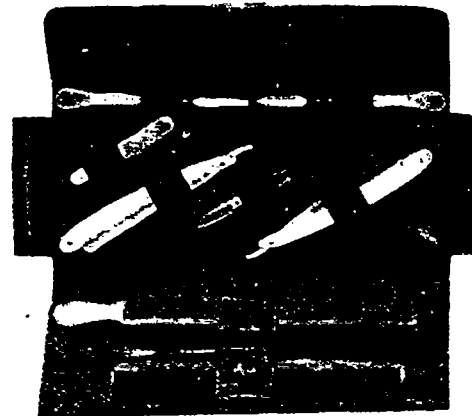
While all these lines are of the very best, there is one line that we think is deserving of more mention than the rest, for the reason that it is entirely different from anything else that we have yet seen. Linen lawn visiting cards is something new in Canada, but every person who has yet seen them has no hesitation in pronouncing them the finest on the market to-day. The paper from which they are made is a much heavier grade than the ordinary writing, so it will be seen that the quality is of the best, while the linen finish will be a decided novelty to most users of visiting cards.

FOR THE TRAVELLING MAN.

IN the September BOOKSELLER AND STATIONER toilet cases for the travelling man were described. We hereunder give an illustration of a new shaving case, gotten up by The Brown Bros., Limited, Toronto. The great difficulty experienced by the dealers in these goods is that the quality of fittings has been so poor, particularly the razors.

Now these cases are made by The Brown Bros., and they specially guarantee the fittings to be first class. Anyone using the razors in these cases can rest assured that they will get a good shave every time they try. These cases are made in two qualities of leather, but the fittings are all the best. As a practical gift for the holiday season nothing can excel the shaving case for the shaving man.

The Brown Bros., Limited, issue every Fall a small, illustrated catalogue of their full line. Anyone interested should write for one. Having a copy of this catalogue



Man's Shaving Companion.

enables a dealer to show his prospective buyer a more complete range of goods than he may think it wise to carry in stock, and, he is aware at the same time, that the guarantee of this old and reliable house is behind every article he sells.

PERSONAL MENTION.

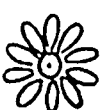
Mr. Kantel, the managing director of The Fancy Goods Co. of Canada, Limited, Toronto, is at present visiting Europe in the interests of his firm.

Mr. Bone, of the firm of T. N. Hibben & Co., of Victoria, B.C., was in Toronto recently. He has just returned to Canada after a trip through Europe.


Mr. Grand, of Grand & Toy, Toronto, has fully recovered from the effects of an attack of blood poisoning, and is now able to attend his business as usual.

Mr. H. C. Woods, who represents Warwick Bros. & Rutter in Manitoba, Northwest Territories and British Columbia, has exchanged ground with Mr. Geo. Hazen, who represents the firm in the Maritime Provinces. Mr. Hazen, who has been in ill health for some months, has been advised to try a change of climate, and Mr. Woods has kindly consented to exchange grounds for the Fall trip.

Mr. A. O. Hurst, the genial representative of Chas. Goodall & Son, is shortly leaving for a business trip to England. Mr. Hurst, who sails on The Atlantic Transport Co.'s ss. Minnetonka on October 17, expects to be absent about two months. Considering his knowledge of the requirements of the Canadian and United States trade, together with the ability and facilities of his firm to turn out first-class goods, we may expect to see Mr. Hurst back with samples that will insure an increased popularity for Chas. Goodall & Son's productions. The business done by this firm in Canada during the present year has been far in excess of expectations. BOOKSELLER AND STATIONER wishes Mr. Hurst a pleasant voyage.



NEW AND FORTHCOMING BOOKS



EDITORIAL NOTE.

WITH a view to assisting booksellers in making a selection from the multitudinous number of books published, the following carefully prepared lists are submitted for their consideration. In them will be found only such books as are of sufficient interest and importance to attract the attention of the buying public. Thus the fiction list contains all the leading and most salable works of fiction of the day. Obscure and unsalable novels are avoided. The majority of the books mentioned have already been published. The few that have not are promised shortly.

FICTION.

- Addison, Julia de Woll. "Florestane the Troubadour." Boston: Dana Estes & Co.; \$1.
- Barr, Amelia E. "The Black Shilling." New York: Dodd, Mead & Co.
- Barr, Robert. "Over the Border." New York: Frederick A. Stokes & Co.; \$1.50.
- Bateson, Carlen. "The Man in the Camlet Cloak." Akron, Ohio: The Saalfield Publishing Co.; \$1.50.
- Brady, Cyrus Townsend. Sir Henry Morgan, "Buccaneer." Toronto: The Copp, Clark Co.
- Carey, Rosa Nouchette. "A Passage Perilous." New York: J. B. Lippincott Co.
- Crawford, F. Marion. "The Heart of Rome." Toronto: The Copp, Clark Co.
- Cullum, Kidgwell. "The Story of the Foss River Ranch." Toronto: The Copp, Clark Co. A tale of the Canadian Northwest.
- Carman, Albert R. "The Pensionnaires." Toronto: William Briggs; \$1.50. A charming novel by the already famous Montreal author.
- Churchill, Winston. "The Crossing." Toronto: The Copp, Clark Co.
- Castle, Agnes and Egerton. "The Incomparable Bellairs." Toronto: The Copp, Clark Co.
- Chambers, Robert W. "The Maids of Paradise." New York: Harper & Brothers.
- Dixon, Thomas, jr. "The One Woman." Toronto: The Musson Book Co.; \$1.50.
- Doble, A. Conan. "Adventures of Gerard." Toronto: George N. Morang.
- Davis, Richard Harding. "The Bar Sinister." Toronto: The Copp, Clark Co.
- Fowler, Ellen Thorneycroft. "Place and Power." Toronto: William Briggs; \$1.50.
- Fraser, W. A. "Blood Lakes." Toronto: William Briggs. A tale of the Northwest, by the author of "Thoroughbreds."
- Fox, John, jr. "The Little Shepherd of Kingdom Come." Toronto: McLeod & Allen; \$1.50.
- Forman, Justus Miles. "Monsigny." Toronto: The Copp, Clark Co.
- Hocking, Joseph. "The Flame of Fire." Toronto: The Copp, Clark Co.
- Harraden, Beatrice Katharine Frensham. New York: Dodd, Mead & Co.
- Hyne, Cutcliffe. "McTodd." Toronto: Geo. N. Morang & Co.; \$1.50.
- Louimer, George H. "The Master of Millions." Toronto: Fleming H. Revell Co.
- London, Jack. "People of the Abyss." New York: The Macmillan Co. A tale of East London.
- McCutcheon, George Barr. "The Sherrods." Toronto: McLeod & Allen; \$1.50.
- McCarthy, Justin Huntly. "The Proud Prince." New York: Harper & Bros.
- Molineux, R. B. "The Vice-Admiral of the Blue." Toronto: The Copp, Clark Co.; \$1.50.
- Merriman, H. S. "Barlasch of the Guard." Toronto: George N. Morang & Co. and Copp, Clark Co.
- Merwin, Samuel. "His Little World." New York: A. S. Barnes & Co.; \$1.25.
- Nesbit, E. "The Literary Sense." Toronto: George N. Morang & Co.; \$1.50.
- Ouida. "Helianthes." Toronto: The Copp, Clark Co.
- Oxenham, John. "The Barbe of Grand Bayou." Toronto: The Copp, Clark Co.
- Oppenheim, E. Phillips. "The Yellow Crayon." Toronto: The Copp, Clark Co.
- Pemberton, Max. "Dr. Xavier." Toronto: Copp, Clark Co.; \$1.50.
- Phillipotts, Eden. "The Golden Fetich." New York: Dodd, Mead & Co.; \$1.50.
- Quiller-Couch. "Hetty Wesley." New York: The Macmillan Co.
- Stringer, Arthur. "The Silver Poppy." Toronto: William Briggs; \$1.50. The Canadian poet's first novel.
- Sangster, Margaret E. "Eleanor Lee." Toronto: Fleming H. Revell Co.
- Sewell, Molly Elliot. "The Fortunes of Fifi." Bobbs-Merrill Co.; \$1.50.
- Tarkington, Booth. "Cherry." New York: Harper & Bros.; \$1.25.
- Thwing, Eugene. "The Red Keggers." Toronto: William Briggs; \$1.50. A story full of nature.
- Weyman, Stanley J. "The Long Night." Toronto: Copp, Clark Co.
- Wiggin, Kate Douglas. "Rebecca of Sunnybrook Farm." New York: Houghton, Mifflin & Co.; \$1.25.

BIOGRAPHY.

- Trowbridge, John Townsend. "My Own Story." New York: Houghton, Mifflin & Co.
- Jeyes, S. H. "Mr. Chamberlain, His Life and Public Career." London: Sands & Co.; 16s.
- Wolsey, Field Marshall Viscount. "The Story of a Soldier's Life." 2 vols. New York: Charles Scribner's Sons. Now in press.
- Molloy, J. Fitzgerald. "The Sailor King: William IV." New York: Dodd, Mead & Co. 2 vols. \$6.50.
- Vizetelly, E. A. "Emile Zola." London: John Lane.
- Morley, John. "The Life of William Ewart Gladstone." 3 vols. Toronto: G. N. Morang & Co.
- Meynell, Wilfrid. "Benjamin Disraeli." London: Hutchinson & Co. 2 vols.
- "Memoirs of M. de Blowitz." London: Edward Arnold.
- Tallentyre, S. G. "Life of Voltaire." London: Smith, Elder & Co.
- Bridge, Sir F. "Samuel Pepys, Lover of Musique." London: Smith, Elder & Co.
- Hammond, J. L. LeB. "Charles James Fox." New York: James Pott & Co.; \$2.
- Hume, Martin. "Love Affairs of Mary, Queen of Scots." New York: McClure, Phillips & Co.; \$3.50.

TRAVEL.

- Forrest, G. W. "Cities of India." New York: E. P. Dutton & Co.; \$3.50.
- Hedin, Sven. "Central Asia and Tibet." 2 vols. New York: Charles Scribner's Sons; \$12.
- Pentfield, F. C. "Present Day Egypt." New York: The Century Co.; \$2.50.

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JUVENILES.

Brady, Cyrus Townsend. "In the War with Mexico." New York: Charles Scribner's Sons; \$1.20.
Chambers, Robert W. "Orchard Land." New York: Harper & Bros.
Finley, Martha. "Elsie and Her Loved Ones." New York: Dodd, Mead & Co.; 85c.
Henty, G. A. "With the Allies to Peking." London: Blackie & Son.
Henty, G. A. "Through Three Campaigns." A story of adventure in Central Africa. London: Blackie & Son.
Hill, Elizabeth. "My Wonderful Visit." New York: Charles Scribner's Sons; \$1.20.
Laudys, Edwin. "Trapper Jim." New York: The Macmillan Co.; \$1.50.
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Montgomery, F. T. "The Wonderful Electric Elephant." Akron, Ohio: The Saalfield Publishing Co.; \$1.50.
Page, Thomas Nelson. "Two Prisoners." New York: Harper & Bros.
Seton, Thompson. "Two Little Savages." Toronto: William Briggs. A delightful volume of woodcraft.

HISTORY.

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Parsch, Professor Joseph. "Central Europe." New York: D. Appleton & Co.; \$2.
Sutherland, Rev. Dr. "Methodism in Canada"; Its Work and its Story. Toronto: William Briggs.
Bigelow, Poultney. "A History of the German Struggle for Liberty." New York: Harper & Bros.; \$2.25.
Parker, Gilbert. "Old Quebec." Toronto: The Copp, Clark Co.
Hutton, W. H. "History of the English Church." Vol. V. From Accession of Charles I. to Death of Queen Anne. New York: The MacMillan Co.
McCarthy, Justin. "A History of Our Own Times." Vol. VI. From the Diamond Jubilee, 1897, to the Accession of Edward VII. London: Chatto & Windus.
"The Correspondence of William I. and Bismarck." 2 vols. London: W. Heinemann.

ACCORDIONS.

THE manager of the Canadian branch of the firm of M. Hohner is disappointed in being unable to put the various lines of accordions they are manufacturing on the market as early as had been anticipated. The goods are expected to reach Canada early in December.

This firm is finding business heavier than at any previous time in its history. One of the new lines M. Hohner is offering to the trade is the auto-valve harp. This is a 40-reed concert instrument fitted with a wind-saving device, which is the greatest modern improvement made in the manufacture of harmonicas.

FOR WINTER ENTERTAINMENTS.

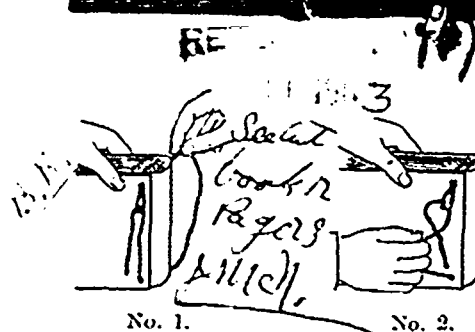
NOW that the Summer with its amusements is over, the pleasure-seekers turn towards the Winter, with its many and varied festivities, and the entertainer is on the alert for anything that may contribute to the success of an evening. It is not always the "big things" that stamp an entertainment as successful. It is rather the many little accessories

that achieve the triumph. The Brown Bros., Limited, are this season showing a handsome and unique range of programme and tally cards. The designs are all new, and are as dainty as may be imagined. This firm are also showing a new line in a programme pencil. This new pencil has a bone tip, which does away with the disagreeable soiling of the gloves, which was inevitable when using the old-style nickel-tipped ones. They have these in various colors, with handsome cords and tassels attached.

AN ADJUSTABLE ALBUM.

THE BROWN BROS., LIMITED, are showing this season a large range of styles in the well-known "Gilson Adjustable Album." These are a positive boon to picture-lovers, and are also most useful for commercial purposes. The leaves of this book may be removed, added to or

How It Works.

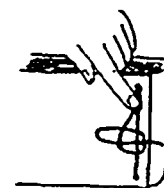


No. 1.

No. 2.



No. 3.



No. 4.

changed in position by simply loosening a silk cord. The collection of photographs contained in the album may be increased to one hundred. The book is well bound, and comes in both leather and art cloth. It makes a most acceptable Christmas or birthday gift.

CHOICE HOLIDAY LINES.

FOR many years, the well-known firm of Raphael Tuck & Sons (London, Paris, New York), have been catering to the trade in novelties, juvenile books, Christmas and New Year cards. They are acknowledged leaders in this line, and this season they are offering many new and attractive specialties in calendars, toy books, birthday and gift books, etc., which are simply irresistible and certain to be great sellers. It is necessary for the trade to place their orders at once for these goods, in order to secure delivery.

Tuck's post card collections are of an almost unlimited variety, embracing landscapes, seascapes, figures, humorous subjects, portraits, Christmas and New Year designs, etc., etc., all reproduced in highest artistic style, and meeting with universal demand. No stationery or department store should be without these dainty missives.

Announcement of some New Books to be Published for the Christmas Season by **GEORGE NEWNES, Limited**, 7 to 12 Southampton Street, Strand, London, England.

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THE MONTREAL BOOK TRADE

WHILE the Fall trade has been rather slow in opening up there is still a fair showing, and booksellers are looking forward to the holiday and Winter book business with every anticipation of a successful season. Christmas books have begun to make their appearance. All dealers are making preparations for the holiday trade.

Of the gift books there are likely to be none more suitable or more beautiful than Dr Henry J. Morgan's new work, "Types of Canadian Women, Past and Present," which has recently been distributed in Montreal. It is on the market for subscription only, as yet, but already the number of subscribers is large enough to warrant the success of the volume. The book is beautifully bound and printed. The engravings in half-tone are perfect. A page is devoted to each "type," a photo-engraving, with fac-simile autograph, accompanying the text. In Dr. Morgan's book not all the subjects are strictly Canadians; women who have been connected with Canada's history are also included. Women renowned for their cleverness, beauty, high qualities, the mothers, wives and daughters of our foremost men, are made the subjects of sketchy little paragraphs by the author. It is a revelation to "the stupid sex" that the Dominion was possessed of so many brilliant and beautiful daughters. Some, however, have recognized it. On the title page Dr. Morgan quotes from Sir Chas. Grey, "Thy Coronet, Canada—the Daughters of the Land," and from the Earl of Elgin, "The ladies of Canada have an unrivalled character for beauty and cleverness throughout the world." In his preface the author suggests the institution of a royal order by which the worth of the women of the British Colonies might obtain recognition. The book sells at \$5. It is an admirable addition to the holiday list.

In new fiction, "The Lightning Conductor," mentioned last month, is selling very well—better, in fact than was expected of it, judging by first sales. "Pigs in Clover," by Frank Dauby, is a very powerful and realistic novel which gives promise of doing well this Fall. "Barlasch of the Guard," by Frank Seton Merriman, aroused considerable comment when running serially in an American magazine, and its appearance in book form has been greeted with a ready sale. "A Two-Fold Inheritance," by Guy Boothby, "The Little Shepherd of Kingdom Come," by John Fox, and "A Deal in Wheat" (short stories), by the late W. E. Norris, author of "The Pit," are prominent "books of the month."

Somewhat of a curiosity is "The MS. in a Red Box," published by John Lane, London and New York. According to the publisher of this novel (who makes the announcement as a preface), the MS. for this book was sent in a red box to their establishment anonymously, and there was nothing about it to reveal its origin in any way. The publishers advertised in "The Athenaeum" and "The Academy" for the author, but without results, and finally put it on the market after "safeguarding the author's interests" by copyrighting the book in Great Britain and the United States. The publisher dedicates the book—to the unknown author.

If this is a new idea in advertising, it is a very ingenious one. But we are told it is not a hoax at all. If so, the unusual proceeding on the part of the author is likely to create an interest in the story which will result in much profit to the publishers at least; though if the publishers profit, the

author is bound to turn up. There would be something very uncanny in a writer who was so imbued with the "art for art's sake" idea that he would refuse to pocket his share of the profits. When once the bookseller calls the customer's attention to the publisher's announcement in this book, the customer buys. No further salesmanship is needed. W. Drysdale & Co are now handling this book and sales are very encouraging.

A feature of the present book trade well worthy the attention of every dealer has been pointed out to us by F. E. Grafton & Sons. This is the good business to be done in the older books—those which some six or seven years ago were engaging public attention. Many customers inquire always for the "latest" in fiction, and they are usually supplied without an effort on the dealer's part to sell them something which they would better appreciate. A good many of the latest books are not worth the paper they are printed on, and their sales mount up to a satisfactory figure merely on the strength of the publisher's "booming" of the author and his book.

Another class of customers—the best for the dealer—will not read a book till it has been out a year or so, has been well reviewed and shown that it can live. These customers ask the dealer to recommend a book, and when his recommendation suits them they come back to him when they want another. It is astonishing how quickly the reading public changes; and those who read the fiction of to-day often know nothing at all of the best fiction of a few years ago.

As an instance, "The Jessamy Bride" has been selling lately ahead of many of the latest so-called successes. In one case a customer to whom this book was recommended returned and purchased half-a-dozen extra copies for presenting to friends. If this book had not been called to his attention he would probably have taken a "book of the month," and might (very easily) have been disappointed in it. As it was, he took the dealer's choice; and it is ten to one that he will continue to take it in future. There are many books of this sort, which the bookseller remembers well, but which to-day's customer has never read.

Grafton & Sons say that trade in these books has been one of the most satisfactory features of their business during the past season, and they intend to keep it up. This firm are getting out something special in souvenir books for the holiday trade. They will appear next month.

FEATURES OF THE MAGAZINES.

THE RED BOOK.—A few months ago The Red Book was an unknown quantity in the realm of magazines. To-day it has taken its place alongside the standard monthlies of the book store. The November issue will be full of clever fiction, which, if it is of as good quality as that to be found in the October issue, will certainly be very good indeed.

EVERYBODY'S.—For October this magazine offers a varied programme. A character study of Chicago is contributed by Will Payne, accompanied by excellent illustrations. T. P. O'Connor writes of Mr. Labouchere. There are articles on "The Champion All-Round Athlete," "Heroes of the Hour," "The New Amsterdam Theatre" and "Ancient Corners of Modern London," and numerous short stories.

COSMOPOLITAN.—In the October number are to be found the beginning of a "Life of Henry Hudson," by Janvier; an engrossing article on "Risking Life for Entertainment," "The Future of International Yacht Racing," by Sir Thomas Lipton; "The Handsome Man," "Making a Choice of a Profession," "The Fascination of Being Photographed," and "The Story of the World's Largest Corporation."

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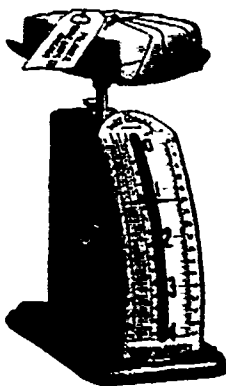
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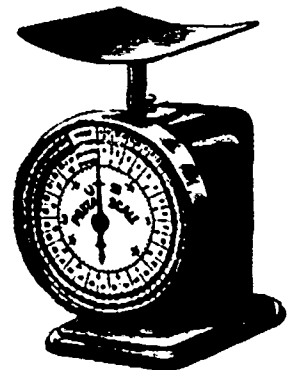
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2. "Castle Cranecrow," by G. B. McCutcheon. McLeod & Allen.
3. "Letters of a Self-Made Merchant," by G. H. Lorimer. Briggs.
4. "The Flagree Ball," by Anna K. Green. McLeod & Allen.
5. "The Sacrifice of the Shannon," by Albert Hickman. Briggs.

CHARLOTTETOWN, P.E.I.

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2. "Letters of a Self-Made Merchant," by G. H. Lorimer. Briggs.
3. "Ethel," by J. J. Bell.
4. "Mrs. Wiggs of the Cabbage Patch," by A. H. Rice. Briggs.
5. "A Detached Pirate," by H. Milecete. Montreal News Co.
6. "The Grey Cloak," by H. McGrath. McLeod & Allen.

COLLINGWOOD

1. "Gordon Keith," by T. N. Page. Copp, Clark.
2. "The Virginian," by Owen Wister. Morang.
3. "Letters of a Self-Made Merchant," by G. H. Lorimer. Briggs.
4. "The Grey Cloak," by Harold McGrath. McLeod & Allen.
5. "Graustark," by G. B. McCutcheon. McLeod & Allen.
6. "Mrs. Wiggs," by A. H. Rice. Briggs.

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1. "The Grey Cloak," by H. McGrath. McLeod & Allen.
2. "Temporal Power," by Marie Corelli. Briggs.
3. "The Virginian," by Owen Wister. Morang.
4. "The Flagree Ball," by Anna K. Green. McLeod & Allen.
5. "Gordon Keith," by T. N. Page. Copp, Clark.
6. "Prince of Sinners," by P. Oppenheim. Copp, Clark.

HALIFAX.

1. "A Detached Pirate," by H. Milecete. Montreal News Co.
2. "Bubbles We Buy," by Alice Jones.
3. "The Grey Cloak," by H. McGrath. McLeod & Allen.
4. "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
5. "Black Rock," by Ralph Connor. Westminster Co.
6. "Temporal Power," by Marie Corelli. Briggs.

HAMILTON

1. "The Reign of Law," by James Lane Allen.
2. "The Sacrifice of the Shannon," by Albert Hickman. Briggs.
3. "The Southerners," by C. T. Brady.
4. "Castle Cranecrow," by G. B. McCutcheon. McLeod & Allen.
5. "The Sherrods," by G. B. McCutcheon. McLeod & Allen.
6. "Wee Macgregor," by J. J. Bell. Morang.

KINGSTON.

1. "Gordon Keith," by T. N. Page. Copp, Clark.
2. "One Woman," by T. Dixon, jr. Musson Book Co.
3. "Four Feathers," by A. E. W. Mason. Copp, Clark.
4. "The Virginian," by Owen Wister. Morang.
5. "Metal of the Pasture," by James Lane Allen. Morang.
6. "Letters of a Self-Made Merchant," by G. H. Lorimer. Briggs.

MUNCTON, N.B.

1. "The Grey Cloak," by H. McGrath. McLeod & Allen.
2. "Sacrifice of the Shannon," by Albert Hickman. Briggs.
3. "Loverly Mary," by A. H. Rice. Briggs.
4. "Wings of Morning," by Louis Tracy.
5. "Bubbles We Buy," by Alice Jones.
6. "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.

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1. "At the Time Appointed," by A. Maynard Barbour.
2. "A Prince of Sinners," by P. Oppenheim. Copp, Clark.
3. "Gordon Keith," by T. N. Page. Copp, Clark.

4. "Mettle of the Pasture," by James Lane Allen. Morang.
5. "Diary of a Diplomat's Wife."
6. "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.

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2. "Conjuror's House," by S. E. White. Copp, Clark.
3. "Call of the Wild," by Jack London.
4. "Bubbles We Buy," by Alice Jones.
5. "The Grey Cloak," by H. McGrath. McLeod & Allen.
6. "Mettle of the Pasture," by James Lane Allen. Morang.

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3. "Wee Macgregor," by J. J. Bell. Morang.
4. "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
5. "The Sherrods," by G. B. McCutcheon.
6. "A Prince of Sinners," by P. Oppenheim. Copp, Clark.

QUEBEC.

1. "Four Feathers," by A. E. W. Mason.
2. "Horses Nine," by Sewell Ford. Copp, Clark.
3. "Palace and Power," by Ellen Thorneycroft Fowler. Briggs.
4. "Gordon Keith," by T. N. Page. Copp, Clark.
5. "Wee Macgregor," by J. J. Bell. Morang.
6. "The Speckled Bird," by A. E. Wilson.

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2. "Mettle of the Pasture," by James Lane Allen. Morang.
3. "Gordon Keith," by T. N. Page. Copp, Clark.
4. "Barlasch of the Guard," by H. S. Merriam. Copp, Clark.
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6. "The Main Chance," by M. Nicholson. McLeod & Allen.

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5. "The Pit," by Frank Norris. Morang.
6. "The Four Feathers," by Mason. Copp, Clark.

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2. "Gordon Keith," by T. N. Page. Copp, Clark.
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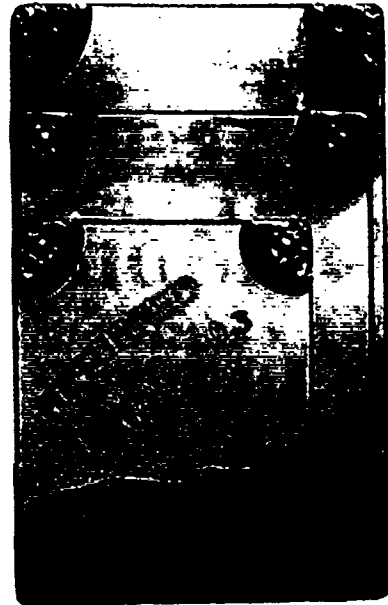
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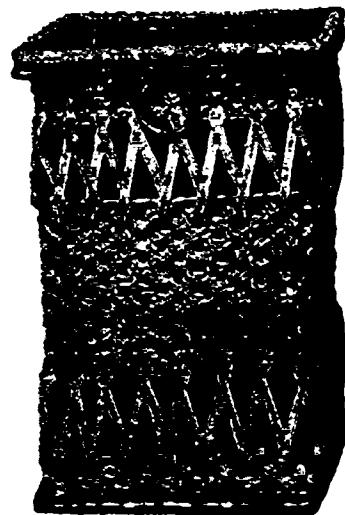
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FINANCE AND INSURANCE

WITH an authorized capital of over a hundred million dollars, The Consolidated Lake Superior Co. has collapsed because unable to meet a debt of five million, and now, papers that have printed columns of laudation on Mr. Clergue and his enterprises are going to the opposite extreme. We were never enthusiastic admirers of Mr. Clergue, but we hardly think him deserving of much that is now said about him. He is undoubtedly a great promoter, but no organizer. His conception of developing the resources of New Ontario were worthy of all commendation, and the fact that the people associated in the United States Steel Corporation have thought it good to invest large sums in the neighborhood of Mr. Clergue's enterprises, proves that he was working along the right lines.

The trouble with the Soo industries has been in mismanagement, not in misconception. Industry after industry have been begun, and without waiting to put the first on a paying basis. The scheme of a great system of coordinated industries was good, providing that each was made to pay, but instead of looking to this important question and despite the foreknowledge of the capital available, these various industries were left in a chaotic state of incompleteness.

We are of the opinion that in the end most of the projects begun by Mr. Clergue will pay, and pay well, and he is deserving of no little gratitude for having directed attention to the resources of our northern lands for otherwise that section would probably be still unknown.

It is regrettable that he did not combine a saving modicum of caution with brilliant promoting genius.

To whom ever the Soo works fall in the reorganization which must now follow, Canada is chiefly interested in seeing that they are made to pay. The collapse, due to no fault of the natural resources of the country or advantages of location, will, nevertheless, reflect seriously on the prospects of other Canadian industries seeking outside capital. The most effective remedy for the wrong done our reputation would be such a reorganization and management of these allied industries, either as a whole or separately, as would yield good hard money in dividends.

A NEAT little booklet is at hand issued by The Lamoille County Savings Bank & Trust Co., of Hyde Park, Vermont, for the purpose of affording the public information as to the standing and policy of the bank. "Vermont money ought to be and can be used to foster and develop Vermont industries" is a motto of the bank and in pursuance thereof no investments are made outside the State. The bank is, of course, a bank of deposit and not of issue, and as it is listed at 190 seems to have been wisely guided in the matter of placing its loans. In "a word to our depositors" the advantages of using Vermont money to build up Vermont industries is effectively and succinctly presented, and is followed by a host of newspaper comments on the standing of the bank. A brief history of the bank and outline of its policy is appended, along with a page of statistics showing the rapid accumulation resulting from small savings. The capital stock of

the bank, it might be added, is \$50,000, surplus \$50,000, and deposits, \$631,365.84.

The small local bank catering to the financial needs of the immediate vicinity is a feature of the United States banking in marked contrast with our branch bank system, and in its province of keeping local money at home for local investment, cannot be but condemned. On the other hand, facilities we have for the mobilization of the national capital from all parts to bear on the points at which the greatest necessity exists, and the elasticity of currency we secure from our system of note issue, the virtues and effectiveness of which are in no little measure dependent on the organization of our banks, are, to a great measure, lost in a system of local independent banks.

THE Dominion revenue from customs for the three months ending September 30 was \$10,888,166 compared with \$9,070,717 for the same three months last year, or an increase of \$1,817,448. The customs revenue for the month of September alone was \$3,756,795, or an increase of \$615,675 over September last year.

THE final consummation of the separation of The Dominion Coal and The Dominion Steel companies should have a good effect on both. The Steel Co. should now be provided with sufficient funds to complete the plant and develop what is undoubtedly a good proposition in spite of the excessive first cost. Coal will now be relieved of the steel incubus and in a position to be developed along profitable lines. The unsatisfactory showing of these eastern enterprises after having been launched with such promise, has been most unfortunate for Canadian industries in general, as tending to discourage the investment of the European capital we so much need at the present, and will so much more need in the future, if our dreams are to be realized. It is the more unfortunate in that in both cases mismanagement rather than lack of natural resources and facilities has been the source of the difficulty. Every Canadian will hail with acclaim the day on which the Sydney interests come to their own in the industrial and financial world.

TOO much American silver coin in Canada, was a complaint heard at the Manufacturers' Association meeting, and a resolution was passed asking the banks and the Government to take measures to secure its exodus and prevent the recurrence of the nuisance, for such it has become. There is reason in the resolution. The profit in the coinage of silver is about 60 per cent., and that profit should be the perquisite of our own rather than of a foreign government. Patriotism was also appealed to and Canadian pride was enlisted against the dimes, quarters, half-dollars and "cart wheels" that had down our pockets and irritate our tempers.

If there was reciprocity in the matter and our coins passed current across the border, we might submit to the indignity of accepting Yankee money, which is being poured into our country in greater abundance every year by the tourist route. But there isn't. On crossing the border you must pay tribute to the money changer, and we might

just as well do likewise. The act of revealing to the American tourist the fact that the almighty dollar isn't almighty over here unless in the form of a Dominion note, while perhaps ruffling his temper for the moment, may just possibly have the effect of increasing his respect for the Johnny Canucks.

INSURANCE AS A BASIS OF CREDIT.

THE convention of the National Association of Credit Men, held recently at St. Louis, paid some attention to fire insurance as it affects the credit of retail merchants. The following resolution appears to have been generally approved.

"Whereas, A great many country merchants do not appreciate the importance of carrying insurance on their stock;

"And Whereas, It is likely to cause ill feeling towards any individual concern that takes it upon itself to call attention to such failure;

"Therefore, Be It Resolved, That the secretary of the National Association be directed to prepare a letter to be distributed to the various local associations, which letter shall be sent by the secretaries of such local associations to merchants who carry no insurance and such letter to be accompanied by any literature which shall be published by the association bearing upon insurance as a necessary requisite to the securing of credit upon wholesale or manufacturing trade, such names to be furnished the local secretaries by members who desire such letters sent."

It came out during the discussion that there was considerable loss inflicted on manufacturers and wholesale dealers, by retail stocks being inadequately insured. This arose, first, from the indifference of merchants; second, from injudicious economy in trying to save the cost of insurance; third, from inability to secure insurance. The proper system was admitted to be, the refusal of credit to any retailer who keeps his stock uninsured. The fact that a retailer is unable to secure insurance on his stock was

recognized as a caution against his being granted credit, as, in these days of competition, if insurance companies decline a risk, they must have some special reason for this course. Fire insurance as a basis of credit is also shown by the uniform practice of mortgage loan companies who insist upon the properties covered by any loan they grant being covered by a fire policy. Banks also are equally strict in protecting themselves when making loans that are secured, more or less, by such property as is liable to damage by fire. The banks also take assignments of life insurance policies as collateral security, though only in the last resort, as this is an undesirable practice. The business which is rendered possible by the security of insurance, amounts to hundreds of millions. Insurance to-day is one of the bulwarks of credit.—Insurance and Finance Chronicle.

THE MYSTERY OF CONSOLS.

THE low price of consols is referred to as "a mystery." A member of one of the largest financial houses in the city this morning confirmed the judgment of the most expert writers on the subject in these words:

"The course of the quotation for consols seems to me the most natural thing in the world. The huge borrowings of the Government on account of the South African war are, of course, telling their own tale on the security. But, besides that consideration, there is the additional factor to be reckoned with that so many other trustee securities bearing interest at 3 per cent. are now competing for popular favor. People are naturally anxious to get the best return possible for their capital, and so consols at 2½ per cent., even at their present price, are getting the cold shoulder more and more. There is also at the moment a very large "bull" account open in consols, which affects the situation to a very large extent. There is no reason to think anything extraordinary is going on in the city just now with regard to consols; and most financial men look upon the situation as a perfectly normal one—having regard, that is, to all the circumstances of the case."—Pall Mall Gazette.

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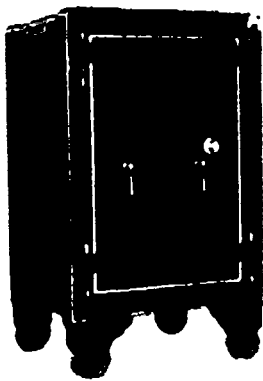
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CREDIT IS CAPITAL.

By A. M. B.

A GOOD name is rather to be chosen than great riches." A good reputation is an important factor in business to ensure success. A merchant should do all in his power to establish a reputation as a person whose word can ever be relied upon. A temporary advantage may be gained by a false or misleading statement, but upon no such foundation can a merchant hope to erect a successful business. A business whose foundation rests upon the treacherous sands of falsehood cannot withstand the ravages of time and weather. Truth is the foundation upon which every business should be based.

Merchants should look well after their credit. Credit is capital—it is a fortune. If a merchant abuses his credit he might as well throw away so much stock. How may a merchant impair his credit? By not discharging his obligations promptly; by waiting until the last moment, or, perhaps, longer than the last moment; by neglecting their accounts so long that creditors have to send in dunnies.

Nothing should give more pleasure to a high minded merchant than to discharge his obligations cheerfully and with promptitude; and in so doing he is giving his creditors the best evidence possible that their confidence in him has not been misplaced.

It is not always the man with the most prosperous looking business and the largest banking account who has the best credit, although, of course, that goes a long way. The man who is ever in time who always meets his accounts with a smiling face and an open hand who pays up as if it were a pleasure, as it should be, and never discounts out—he is the man whose credit, although he may not have so much money out at interest as the other fellow, is better than the "other fellow."

At the time of a crisis a merchant may transfer his money; he cannot change his character. When considering the worth of debtors the question with the creditor is not so much what a man has, but what he is; not what his means, but what his character. Is he truthful? Will he equivocate? Will his assets in case of financial difficulty be found in the possession of some trumped up creditor? or, will he prove loyal to his creditors, even if he has to suffer himself?

Substantial credit, which may be drawn upon in pressing need, may bridge over many an abyss, into which the merchant would otherwise plunge to destruction; it ever gives the merchant a lift towards success. So let not business men abuse their credit: let them guard it well.

A WORD FOR THE BOSS.

SEE that man going in there?"

"Where?"

"Why, right there, going in the office—the chap with the silk tile and the blue striped trousers."

"Yes, I see him. Who is he?"

"Why, he is the boss."

Now, boys, here's a word for him, for the boss

You have your troubles. Well, he has his, too.

He has his pay day, and landlords will not wait. You have his pay day, and his Bills Payable is a large, fat book.

You get a note from the butcher, "Please call and settle up the \$8 you owe." The boss gets a message from the banker, "Please cover your account; you have an over draft of \$8,000."

The butcher is your bother.

The banker is his.

"But the boss comes down at nine and I have been working for an hour and a half."

"Hish!"

Softly, now, for we will enter his bedroom. That's a massive bed—quartered oak. Someone is tossing on it. A bell afar off strikes one, and soon a silvery chime from a sweet voiced clock in the library emphasizes the hour just gone. The figure tosses on. One-two-three. The chimes have spoken twice, the bell afar off has preceded it. And who is the one that tosses? Why, it is the boss. Business sits on the bed-post, and reaching down, sticks and stabs him. So, don't forget the two golden recuperating hours tossed away through the night. That evens up the hour and a half, doesn't it?

"Come on, now, let's go over to the house of Bill, the blacksmith."

"Hello, Bill." No answer. "Hello, Bill!" No answer yet. Say, Bill sleeps soundly, doesn't he?

Well, Bill banked Care when he banked his fire. "Sleep on, Bill; sleep on, you have no marble clock, but you rest well."

Is the dinner for the boss nice? Have the servants and the mistress done their best? Yes, but there is the unhidden guest, Business. And Business refuses to eat, but he draws his skeleton chair and spreads out bad debts and care all over the table. Then the boss runs to the club to escape him. But Business pushes the door man and doesn't need his card. Business pushes up his chair and gets in the cafe with the boss and mixes himself up with the drinks. He goes to the theatre with the boss and, robbing the players of their individuality, roasts on the footlights.

"Someone has touched you for a quarter, did they, and you loosened?"

"Yes, I did."

"Well, that is good. But an old friend has just touched the boss for \$25."

"But if I had his wad!"

"Oh, his wad! How do you know whether he has a wad or not? Perhaps the bank runs his business, and the whole shooting match is mortgaged from stem to gudgeon."

"Failed, assets \$50,000, liabilities about the same."

How often have you read this? There are many heart aches in those few words, my boy.

So here is a word for the boss, even if he does come in at nine, wears trousers with a delicate blue stripe, and sets it off with a silk tile.—Charles F. Raymond.

STATIONERY

THE WHITCOMB CLIP.

THE constantly increasing use of little wire clips is the cause of many new specialties in that line, and one that seems to be meeting with the generous approval of the public is the "Whitcomb" clip, manufactured by The Wire Novelty Co., of Holyoke, Mass. This is a simple little clip, but it is very strong, graceful in appearance and specially adapted for the purposes for which it is designed. It is made of the best quality of steel wire. The facilities of the manufacturers for turning out these clips are such that the cost of production is small and the clips are sold to the trade at a very low price. A sample box, containing 100 clips, will be mailed to the trade for 5c, upon application to The Wire Novelty Co., Holyoke, Mass.

HOME, SCHOOL AND OFFICE.

A FULL line of goods required for home, school and office is shown by The Copp, Clark Co., such as waste paper baskets, cash boxes, wire card racks, writing inks, mucilage, tube paste, etc. Their stock of blank books is very complete, consisting of all that is needed in the office, such as counter books, sales books, indexes, ledgers, day books, journals, minute books, note books, etc.

A large and varied assortment of papeteries was shown to us in the warehouse of The Copp, Clark Co., all shades and newest designs, to retail at from 10c. to \$1 per box.

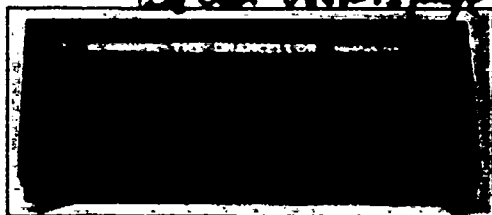
A NEW FOUNTAIN PEN.

A FOUNTAIN pen that is destined to fill a long felt want is the new patent "Swift Reservoir," which is being offered to the trade by Warwick Bros. & Rutter, Toronto. This pen is so constructed that it may be carried in any position without the ink discharging from the barrel. It is neat and dainty in appearance, and the mechanism is so simple that it

Swift Reservoir Fountain Pen.

will at once appeal to the retail trade as a pen which will give them little or no trouble in handling. There has long been a demand for a really high grade pen which would not leak, no matter how handled, and the "Swift Reservoir" just fills the bill. As a pen for ladies' use it will undoubtedly be exceedingly popular.

*Book to Warwick Bros
see case book 12 page 2*



Chancellor Fountain Pens

Warwick Bros. & Rutter have just made arrangements to distribute a number of handsome show cases with their line of fountain pens, and these are given away with such a small quantity of pens that no stationer need now be without one of these handsome "silent salesmen." The case is made of polished oak and lined with plush, and makes an attractive

display of a small stock of pens which would otherwise be practically unnoticed in the many lines of small sundries usually to be seen in the ordinary cases of a stationery store. This house is now carrying their well-known "Chancellor Pen" in some thirty different styles, to retail from two to ten dollars each, and these pens are absolutely guaranteed in every particular. In appearance they are entirely up-to-date, and with the new patent flat under-feed they have all the modern talking points of the more expensive makes.

ADJUSTABLE STATIONERY.

WHEN the writer of a letter reaches the bottom of the page and has still a few more words to add he may express the wish for another inch of paper attached to the sheet he has filled, says The Philadelphia Record, but must needs add another whole sheet to contain the remaining words of his note. A New England man proposes to alter this customary method of procedure by permitting the writer to cut his sheets of paper in any length he may desire, whether it be one inch or several feet.

Instead of having the sheets cut to uniform length and glued together in tablet form, or cut and folded after the style of notepaper, this new idea is to have the paper in a long sheet, rolled on a spindle, and revolved in a casing attached to the end of a flat pad to unwind as the end of the sheet is pulled through the slot in the end of the support. At one end of the casing is a removable cover, which encloses the paper roll when once in place, thus protecting the paper from soiling.

To prepare the sheet for writing it is passed beneath the upper section of the pad and projected through the slot at the lower end, then folded over on the face of the pad with the loose end clamped by the cleat near the roll casing. When the sheet is filled to the bottom it can be detached or drawn under the cleat and the note continued to any length desired.

NEW MAPS.

SO rapid has been the progress of development in Manitoba and the Northwest that the new map of those districts which has been issued by The Copp, Clark Co., Limited, of Toronto, is very welcome. The map is 91x60 in., and shows Manitoba, Saskatchewan and Assiniboia. The price is \$6. This firm has also a revised map of the Dominion of Canada and Newfoundland, size 84x60 in. The price of this map is also \$6.

Besides up-to-date maps of all the counties, The Copp, Clark Co. are able to supply the revised-to-date, Parkins map of the British Empire.

HIGH GRADE PAPETERIES.

IN high grade papeteries for fine trade and Christmas selling the line offered by Buntin, Gillies & Co., Limited, Hamilton, is of high quality. The range includes several styles (in boxes of different sizes) of their "Dimity," "Dutch Fabrik," "Crepe de Velour," "Torchon" and other papers. These are packed in holiday style of great beauty, and the sale for them has already been very large.

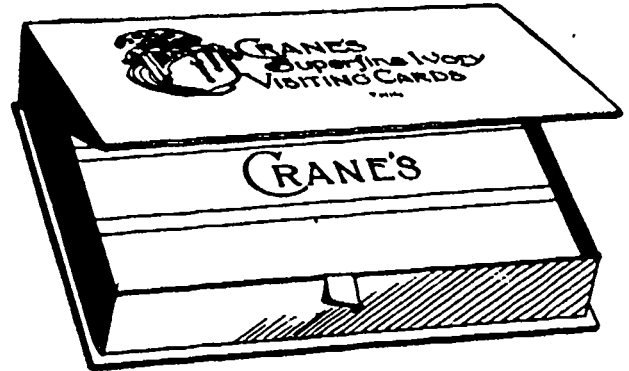
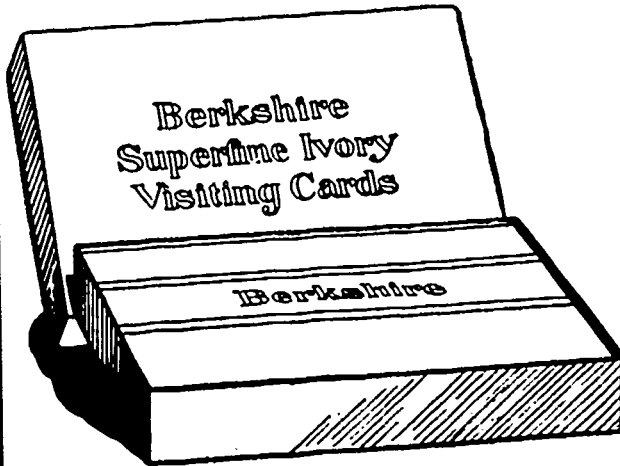
A BIT OF PLEASANTRY.

BUNTIN, GILLIES & CO., Hamilton, have received the following facetious letter from The United States Playing Card Co.: Gentlemen,—We desire to say that we have read with pleasure the interesting article in the special Fall number of BOOKSELLER AND STATIONER, headed "Buntin, Gillies Co., Limited," but what we wish to congratulate the members particularly on are the speaking likenesses of the trio. We say it, and do so without fear of contradiction, that it would be difficult to find three better looking gentlemen presiding over the destinies of one house than the heads of Buntin, Gillies & Co., Limited.

VISITING CARDS.

In our advertisement of last month we promised to tell about our new lines of Visiting Cards.

Our series of these is now put up by ourselves, made from Crane's stock, which is celebrated for its unequalled quality.



OUR LINE CONSISTS OF

OLD BERKSHIRE SUPERFINE IVORY

CRANE'S EXTRA SUPERFINE IVORY

CRANE'S LINEN LAWN DRESDEN WHITE

in the Ladies', Gent's and Court Sizes, and in the thick and thin of each.

The style of putting up is dainty.

. . . The prices are tempting . . .

Customers ordering sufficient quantity can have their own imprint on the boxes or bands.

WRITE US FOR PARTICULARS AND GET A SAMPLE ORDER WITH YOUR NEXT GOODS.

Crane's Extra Fine Stationery.

A line of goods that gives satisfaction to both buyer and seller. To the buyer, because he has the very best goods obtainable; to the seller, because he has pleased his customer and made a nice profit.

The assortment to choose from is of the largest, comprising--

LINEN LAWN. KID FINISH, HAND MADE,
UNDERGLAZE, SUPERFINE,

in the very newest shapes and tints.

These lines are elegantly put up. Paper in 4-ream boxes, envelopes in 1/2-M. boxes, and also in handsome papeteries.

Try a few of these with your next order and convince yourself that they are

POPULAR SELLERS.

W. J. GAGE & CO., Limited,
Manufacturing Stationers. TORONTO.

"We have been trying hard to pick out the best-looking of the three, and called to our aid the various young ladies employed in this office, but the opinions are so evenly divided as to whether the stately and forceful president, James B. Gillies, or the dapper and energetic vice-president, C. W. Graham, or the intellectual and astute secretary-treasurer, David S. Gillies, deserves the palm, that we are forced to call it a draw and 'stand pat.'"

"Sincerely yours,

"UNITED STATES PLAYING CARD CO. OF NEW YORK."

"THE BARGAIN COUNTER SUPPLY HOUSE."

AN interesting event has taken place in Toronto within the past few weeks, namely, the opening of a new firm. Although new, both gentlemen have been long and favorably known amongst the business community. Mr. G. A. Weese has been in the jobbing business in Toronto and Lindsay, Ont., for a period of over thirty years, while Mr. G. W. Weese has built up a substantial stationery and printing business on Yonge Street. These two firms have amalgamated, and, having leased the large four-storey warehouse at 44 Yonge Street, will be known in future as G. A. Weese & Son, wholesale jobbers. They will carry a full line

of "business booming specials," and aim to keep the country storekeeper supplied with bargain items which are trade bringers. A large retail stationery department on the ground floor gives the new house an inviting appearance.

SCHOOL SUPPLIES.

NOW that the universities, colleges and schools are in full swing, it will pay the enterprising stationer to cater to the wants of students and scholars. We have seen a full range of this class of goods at The Copp, Clark Co., Limited. It includes drawing inks, mathematical instruments, drawing pencils, mapping pens, flexible rulers, camel hair brushes, erasers, tweezers, and, in fact, everything that the stationer who wishes to cultivate trade amongst students will require.

SWISS CAMBRIC.

The Brown Bros., Limited, are showing a very dainty line of mourning note and envelopes called "Swiss Cambric." This paper comes in three sizes—Geneva, Lucerne and Como, and in borders varying from Italian to extra broad. This line is very handsomely and appropriately boxed and will at once recommend itself to persons of artistic tastes.

PLAYING CARDS.

WITH the advent of colder weather and shorter daylight, card games are coming into renewed favor. The Fall offerings of the dealers exhibit many new fancies of a strikingly artistic character. The increasing favor in which card games are held is evidenced by the great variety of the goods being shown and the large number of new designs on the market. Not so long ago one or two new backs were sufficient to keep the trade satisfied. To-day new backs are to be counted by the score.

The manufacturers are straining every nerve to increase sales and are employing novel methods to display their goods. Prize competitions for windows filled with particular makes are being held with immense success, which in itself is a sign that a card window is worth while.

As regards card windows, it has been said that no more effective materials for decking a window are possible than a few packs of cards. It would be interesting if some of our readers would try their hands at it.

Inside the store it is requisite that the cards should be shown and not kept concealed in drawers or cabinets. The old idea that a store is merely a place in which goods can be packed away until asked for is very much out of date. A store should be a place of activity, and the dealer should exert himself to bring all his wares to the notice of customers. The cards must be brought out of their hiding places, opened up and exhibited. In this effort to sell them the dealer will be ably assisted by the manufacturer or wholesaler, who supply many devices to assist sales.

A UNIQUE BRIDGE SCORE.

BRENTANO'S, of Union square, New York, have published a unique score book for bridge whist. It is in pad shape and contains about 50 conveniently ruled leaves. At the head of each sheet an appropriate and amusing design, parodying expressions in the game, is reproduced in red and black. Thus, at the head of the first sheet is a picture of Brooklyn Bridge, on the span of which is a ludicrous figure holding a deck of cards.

Page two is entitled "Spade in Hand," and represents an odd-looking laborer carrying three spades. "Cutting the

Cards" is well portrayed by a naughty child and a huge pair of shears; "Following Suit," by a thief being pursued by a policeman, and "Cutting" by a haughty lady ignoring a poor youth. The other pictures are equally good.

NEW DESIGNS.

Buntin, Gillies & Co., Limited, Hamilton, are offering the eight new designs of Congress playing cards, also a large range of fine English playing cards, including the Tartan series in four designs, the Landseer series in two designs and the Sultan series in three designs, all of which will retail at 50c. and give dealers a large profit. For a 25c. card to give



Auto Series Playing Cards
(5 designs).
Buntin, Gillies & Co., Hamilton.



Tartan Series Playing Cards
(4 clans).
Buntin, Gillies & Co., Hamilton.

*See cut books
Page 19
filed*

good satisfaction and fair margin the Auto series in five designs is one of the best cards on the market. We illustrate two of the designs on this page.

This firm also offers a large range of the celebrated Gibson line of tally cards.

A nice line of playing cards is shown by The Copp, Clark Co. The National Arms series comprises cards with backs showing arms of Canada, England, Ireland and Scotland, which they sell at \$4.20 per dozen. They have also a full stock of cards to retail at 5, 10, 15 and 25c. per pack.

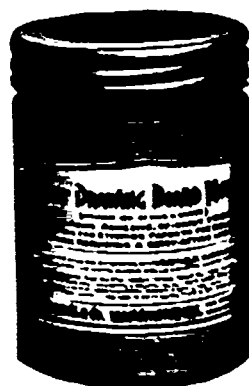
HIGGINS' INKS AND ADHESIVES



Bottle with Stopper.



Unwrapped. (Full Size.)



The Higgins' Inks and Adhesives are in a class by themselves. They are the best goods that original thought, conscientious workmanship and sustained high ideals can produce. They are largely imitated but never equaled. They give unvarying satisfaction to consumers and dealers, and every unit is backed by our absolute guarantee. Price lists and discounts on request.

CHAS. M. HIGGINS & CO.

NEW YORK—CHICAGO—LONDON

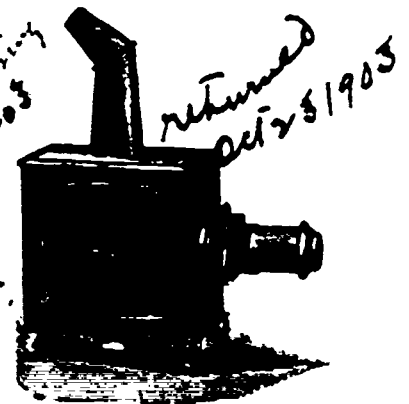
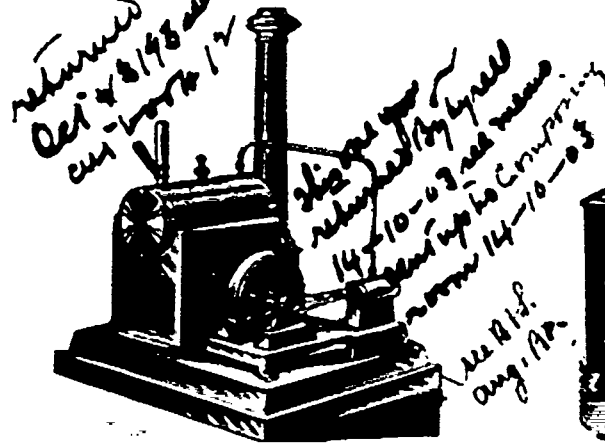
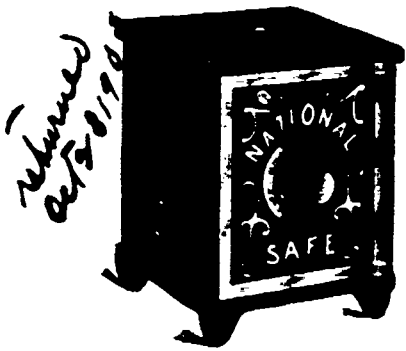
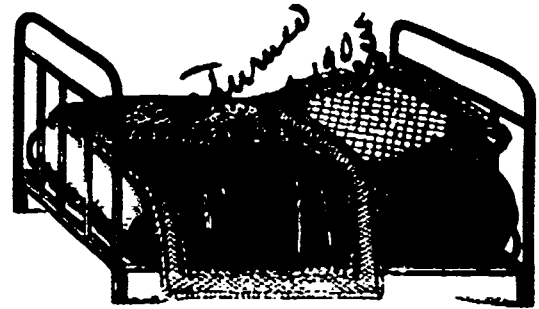
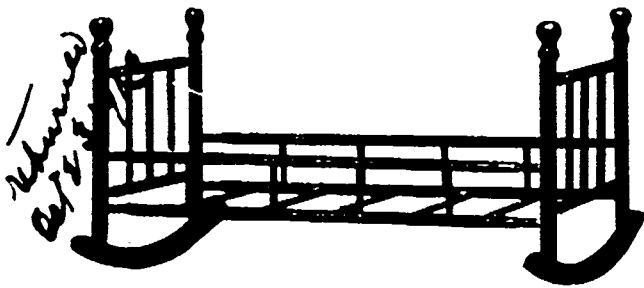
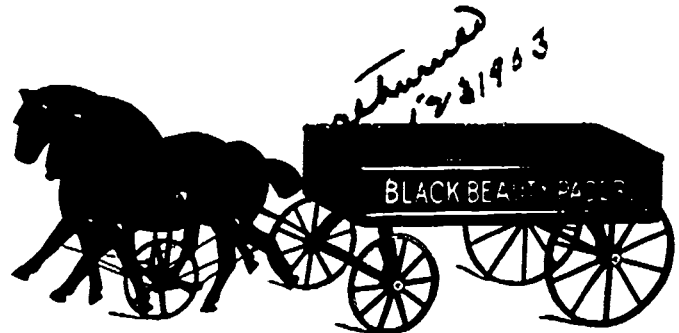
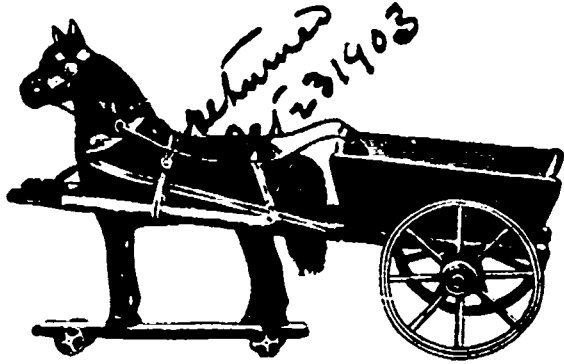
Main Office: 271 Ninth Street,
Factory: 240-244 Eighth Street

Originators and Manufacturers
Inks and Adhesives.

BROOKLYN, New York.
U.S.A.

NERLICH & CO.

Toy Department.



One hundred pages in our new catalogue are devoted entirely to toys, which represents the biggest showing ever offered in Canada.

NERLICH & CO.,

146-148 Front Street West
(OPPOSITE UNION STATION)
TORONTO, ONT.

TOY DEPARTMENT.

FANCY GOODS

IN the department of fancy goods an immense variety of stock is possible. Leather goods hold a prominent position and require to-day considerable attention. Last month we made mention of and illustrated several articles. This month our illustrations show two serviceable toilet cases, which will be found good value. A music portfolio of handsome appearance is also shown.



A Collar and Cuff Case.



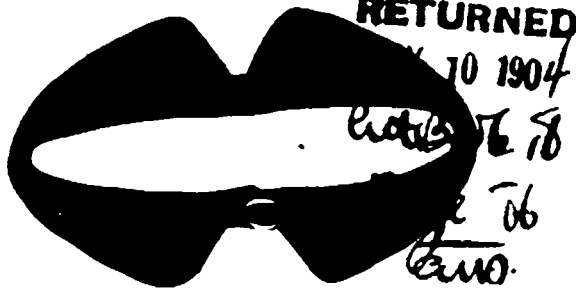
A Brush Case.

Leather belts are being pushed and talked of as the coming belt for ladies, and some say it will vie with the fabric belt for popularity. Great preparations are being made to supply the present and anticipated demand, and various new styles



A Music Portfolio.

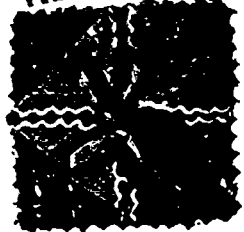
are being shown. The Gibson Girl belt, for which a patent is being sought, is made of a soft leather gathered in pleats that give the effect of the fabric belt. It is finished in all colors, fashionable leathers and new buckles. Another new shape is



The Alexandra Belt.

the Alexandra belt, which owes its shape to the prevailing style of dress among women. The illustration shows the flaps which, attached to the belt proper, shape themselves to the hips of the wearer.

Among the large stock of the fancy goods department there are always numerous novelties in the fabric lines. These include such things as pin-cushions, which come in shapes of fruit or animals, as well as the more stereotyped round and square shapes, sachets of different kinds (handkerchief, tie or glove), cushion tops in hand-painted or worked designs, doyleys, tray cloths, shoe-bags, laundry-bags, table centres, etc. The complete fancy goods department keeps a choice



selection of all these for the woman who works her gifts. The cuts illustrate a handkerchief sachet made of Swiss embroidered handkerchiefs, with silk lining and ribbon bows, and a new style of embroidery called Deloraine embroidery. The designs are stamped on heavy cream Bulgarian linen in flower designs, and are constructed to be cut out when worked.

CYNICUS POST CARDS.

THE Cynicus Publishing Co., Limited, Tarpot, N. Britain, publish unique post cards, illustrating seaside incidents and country amusements. The designs are exceedingly humorous and cleverly executed. Those who are desirous of establishing a trade in illustrated post cards could not do better than utilize these cards as a starter. They are bound to sell, and, once on the market, will keep the attention of the public.

SPORTING GOODS.

ALTHOUGH the Fall season is not the buying time for the greater part of the sporting goods, such games as hockey and basket ball are indulged in during the cold season and require fairly large stocks in the former game. Punching bags, boxing gloves, exercisers, and similar indoor sports, are, of course, winter games. Football is played in some towns all winter. The illustration shows a new football, which is being patented. The novelty consists in the position of the vent, which runs across, instead of along, the seams. By this it is claimed that the ball will retain its shape much longer, as the stretch is around the ball from seam to seam, and, with the old vent, some give was impossible to counteract. The new ball has been tried, and reports speak highly in its favor.

FOOTBALLS.

FANCY goods dealers should endeavor to capture the trade done with colleges, schools, etc., in sporting and athletic goods; at present many of the foot balls, etc., are imported. This is not as it should be, considering that first-class goods are manufactured in Canada. The Western Leather Goods Co., Limited, are making Association and Rugby balls. During August they manufactured and sold over 600. This speaks highly for the quality of the goods.

The Fancy Goods Co. of Canada, Limited, Toronto, report business as being very brisk. September was a record month with the firm.

THE ART DEPARTMENT

As the Christmas season draws rapidly near the art department in every Canadian bookstore demands strengthening. Pictures always have been and always will be a staple line during the vacation period; and the dealer's success rests almost entirely on his own ability to select a popular stock. The same may be said of kindred art goods, such as statuary, vases and the like.

Each season as it comes brings forward some new favorite picture or series of pictures. Last year the Christy pictures and the Gibson pictures, and goods of that class, were all the rage. This year the same ideas appear to permeate the public mind and but slight variation in the demand is noticeable. A dealer who grasps the popular ideal and lays in a stock of popular fancies need have no fear of dead stock on December 26.

Last Christmas, the lament of more than one Toronto dealer, was that his supply was exhausted long before the demand was over. Empty shelves and stands marked the truth of his statement--and that was days before the rush was over.

This year a reflex of the city's demand will reach the country districts and it may be taken for granted that in the smaller towns and villages in Canada, there will be no inconsiderable demand for these beautiful pictures.

To attempt to advise as to which artist or which picture will have the run this year is impossible. One can only recommend that the dealer keep his eyes open, watch the advertisements in the trade papers and keep in touch with the popular taste.

COSMOS PICTURES.

COSMOS pictures have made a great hit. Everyone who sees them buys. For the decoration of the home or for art study, in the schools and the literary circles, and for gifts, nothing better could be made. They are the very highest grade of workmanship. They are coming into Canada, and one agent in Toronto has just ordered 2,500 copies. These pictures have a great educational value, and are exactly suited to the trade of the bookseller and stationer. Over 400 such stores handle them already and report that the demand grows steadily larger. These pictures are wonderfully good--unexpectedly so--and we are not surprised at the enthusiasm they create. They deserve the reputation they have won, and all who see them will cordially agree to this



ART CALENDARS.

THIS year will show a highwater mark in the sales of calendars, if indications are true. Never before have the designs been so exquisite and varied, and never have such high grade goods been available at such low prices. It is to be wondered at how the manufacturers can turn them out so cheaply. Goods, which BOOKSELLER AND STATIONER has seen, surpass anything heretofore shown. They are of entirely new conception and quite at variance with the stereotyped old

styles. The artists' fancies have carried them to points never before reached.

It will be a wise move on the part of booksellers to stock up with large-sized calendars, for which there seems every reason to believe there will be no inconsiderable demand.

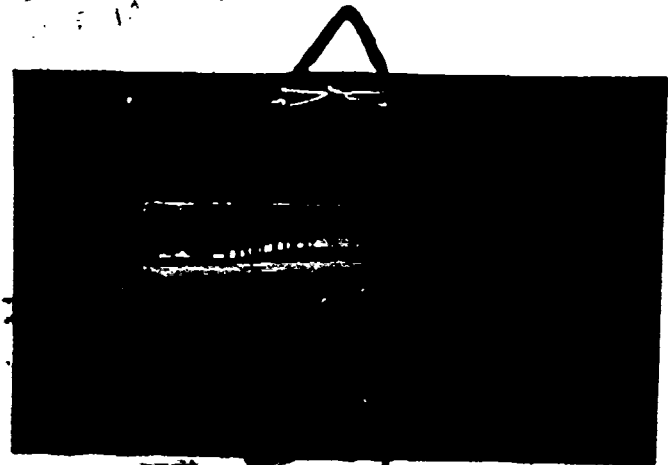
GOODS OF ARTISTIC MERIT.

The Brown Bros., Limited, Toronto, have just received into stock, and are about shipping their import orders for, Woodbury E. Hunt's art calendars, cards and art studies. This firm report that their demand for these goods is increasing annually, and it is not to be wondered at when their



*See C. book
12 pages
J.M.S.*

artistic excellence is compared with the many old style colored lines that are still being offered. It is quite easy to understand why a line such as this is fast displacing the old styles, as of course, the artistic taste of the Canadian people



will now accept practically nothing but the best--they having become surfeited with the many cheap colored publications that have been on the market for so many years.



YOU DON'T HAVE TO HUNT

for the good things in our new Samples. They're everywhere—all through the line.

Just look at our Samples when our Salesman calls—then if you think there's money in handling "STAUNTON WALL PAPERS," we'll be glad to book your order.

used in Oct

3 NEW MAPS.

New Edition **Map of the Dominion of Canada.**

Some of the New Features:

- New Drawing of the just-completed survey of Ungava
- New topographical features of Yukon and British Columbia.
- New Coast Line in South Baffin-Land.
- New Boundary Line between Yukon and Mackenzie.
- And a general revision of the topography.
- Size 84 x 60 inches Shows territory extending from the 40th to the 83rd degree of North Latitude. Drawn on a scale of 50 miles to the inch

PRICE, \$6.00.

New Edition **Map of the Province of Ontario.**

Special attention given to New Ontario. Map shows New Lunenburg, Haileybury, etc. Size 74 x 54.

PRICE, \$6.00.

New Map Province of Manitoba

and Territories of Saskatchewan and Assiniboia. Scale, 9 miles to the inch Size 90 x 53

PRICE, \$6.00.

THE COPP CLARK CO.,
Publishers, Toronto. Limited

How would you like to earn
**\$1,000.00 per week for
100 weeks?**

That is what the Artist "GIBSON" is doing!
For 100 Drawings, at the rate of one per week,
he is getting \$100,000.00

We are the Canadian Distributors of the Celebrated

**GIBSON PICTURE
PLATES**

Have you seen them?

Better than **FRAMED PICTURES**, and **RETAIL**
for only 50c. each.



COPYRIGHT BY LIFE

"THE WIDOW AND HER VICTIMS"

Charles Dana Gibson's latest illustrations have been burnt into red
Doulton ware. Not a detail of the original drawings is lost. The de-
scription for Mantel Shelf and for Table Service. 10 1/2 inches by 10 1/2
with beautiful flow blue border in old English fashion. 21 copies to

in stock at Montreal. Ready for immediate delivery.
Large or small quantities.

WRITE FOR TRADE PRICES.

If you sell a general line of

CROCKERY

You should write us for prices.
Package trade is our specialty,
but we also carry certain lead-
ing staple lines in open stock.
Also many Artistic Specialties

For Christmas Trade.

WE SHOW THE MOST EXTENSIVE LINE OF
ENGLISH DINNER-WARE IN CANADA



BARNARD & HOLLAND CO.,

290 St. James Street,
MONTREAL, CANADA.

SHOWING PICTURES.

SOME few months ago, BOOKSELLER AND STATIONER recommended the establishment of an art corner in every bookstore. Those who have taken this advice will realize its value as the Christmas rush sets in. The stock of pictures arrives. Where are they to be put?

Ordinarily the dealer scatters them from end to end of the shop—a plan which is all right enough from a decorative, but hardly from a practical, standpoint. The customer does not want to tramp from end to end of the store and crane his neck in vain attempt to make an estimate of the relative merits of pictures.

A corner, set aside for pictures, with a notice to that effect, is much more serviceable and convenient at the present time. All the best pictures may be grouped there, and the purchaser can form a far better idea of them than in any other way. Pictures longer in stock may be scattered through the store.

As far as the window is concerned, it is not wise to try to fill it with pictures, as there are many other lines requiring

attention. A picture in the centre of a composite window, so adjusted as to be readily removed and replaced by another, is sufficient to inform the public that pictures are dealt in.

THE FRAMING DEPARTMENT.

GREAT activity will begin to be noted in the framing department just now, and some plan must be adopted to get the best service with the least expenditure of time. The early hours of the morning and the evening hours can be utilized in finishing up frames, while the busier part of the day can be given over to the sales department.

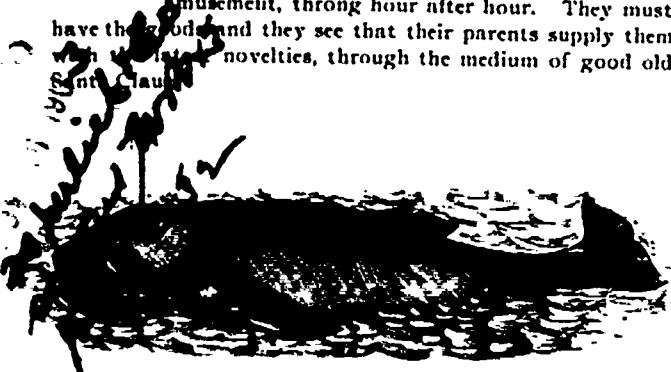
The stock of mouldings should be carefully gone over with an eye to seeing that there will be no danger of an awkward run on any particular fancy.

In spare moments, some popular pictures may be framed, by way of experiment, and exhibited in the store or window. If they give indication of taking well, a further supply of frames might be got in readiness, so that a batch might be done up in short order, if required.

GAMES AND TOYS.

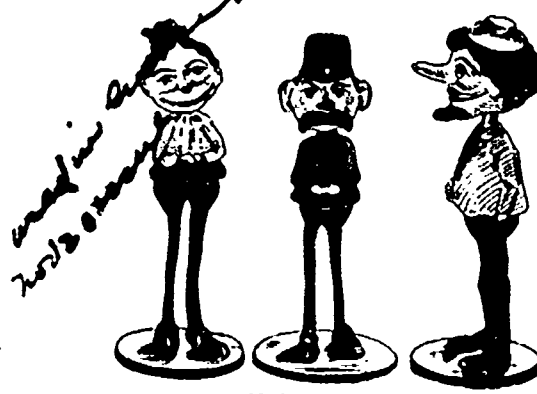
PERHAPS no other department of a fancy goods store, about Christmas time, receives more earnest attention than the toy section. There the children, with their insatiable appetite for novelty and amusement, throng hour after hour. They must have the goods, and they see that their parents supply them with the latest novelties, through the medium of good old

a base board, and having a hollow in the top. The player takes two marbles and endeavors by turning one marble in



A Spouting Whale.

The successful dealer will make capital out of his toy department, by scanning the market closely for reasonable novelties. We illustrate a few of the latest creations of the toy-maker's art.



Nodding Figures.

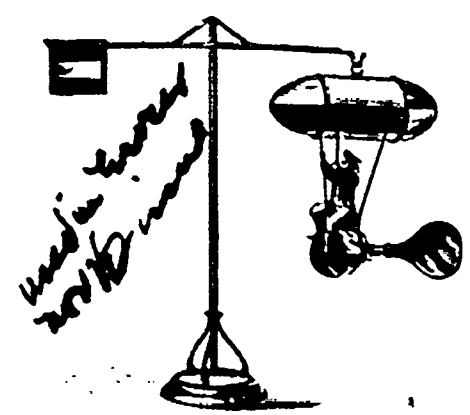
his fingers to roll a second marble up the stick and into the hollow at the top. The trick is far from being simple, as one would imagine, and requires much patience and nerve.

AN IMMENSE STOCK.

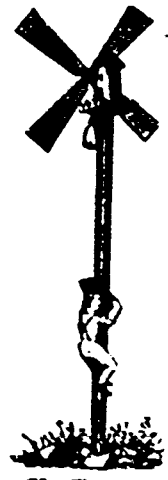
A REPRESENTATIVE of BOOKSELLER AND STATIONER had the pleasure of looking over the sample and stock rooms of The Copp, Clark Co., Limited, recently. He found the entire space of one of the large floors in the Front Street warehouse is used for storing their winter evening games, and from the immense variety shown it seems that there need be no lack of inside amusement, both for young and old, in Canada, if they only come into possession of a few of the games manufactured by this firm. These games retail from 5 cents up to \$1.35 each, as may be seen in their game price list, which they will send to the trade on application.

DOLLS.

F. & E. W. KELK are showing a good line of dolls and are doing a large business in this line. They have just received 1,000 dozen of a beautiful dressed doll, sixteen inches high, bisque head, light and dark hair, each done up in a large strong box which makes it quite an attraction for the small price, viz., 25 cents. They will send as samples half-dozen, charges prepaid, if not too far. The price is \$27.00 a gross, but it is equal to a good many 50 cent lines.



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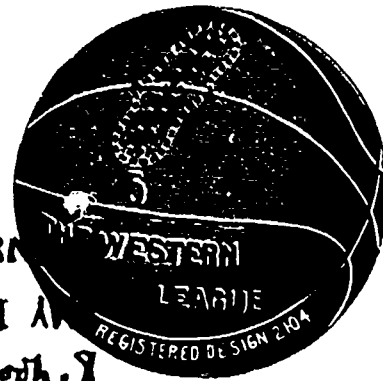
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CROCKERY AND GLASSWARE.

NEW DISPLAY SCHEMES.

No line affords more variety of plans for its successful display than that of chinaware and glassware. In itself each piece is usually a piece of art, and the shapes lend themselves so readily to all kinds of stacking and arrangement, that with any thought at all, novel ideas, and ideas that will show the goods to advantage, can be worked out by any merchant. So many of these present themselves that no china department should be without its attractiveness to the customers of a store, no matter how often they enter.

A china table recently had the top arranged in steps of about six inches width ascending from one side to the other, while what might be called the back was divided off into shelves about six inches high, designed to hold cups and saucers. Viewed from one way the cups with their saucers were seen on shelves one above the other, and showing the side pattern of the cups, and from the other side, cups and saucers and other small lines were arranged on the steps. The table was covered with a deep red material.

A good method to adopt in separating goods of one quality or price from another is to use a long table built up in narrow steps from both sides to the centre. At certain points at the edges of the top step, little brass hooks can be screwed in, and, hanging from them by means of a screw-eye, down the steps, strips of a narrow gilt or black picture framing divide the sides into sections, each of which can contain ware of a certain kind or price. This method of subdividing has the great advantage of affording opportunity for sizing the different compartments by inserting the top hook wherever desired.

Cut glass can be displayed to great advantage in a cupboard of shelves ranged against the walls or around a pillar,

the shelves completely covered with black velvet. In a good daylight or artificial light the cut and sparkle show up well against the black material. A choice piece of cut glass is enhanced in appearance by being placed on a sheet of mirror glass, or, if this is not obtainable, a framed mirror with the frame covered with some dark cloth, either red or black, answers the purpose.

When a complete set of dinnerware, or of a certain expensive chinaware, is to be shown, the separate pieces of which are also for sale, it is well to display it all on one table, each kind of plate and as many cups and saucers as possible being stacked by themselves. On the table a loose card can be placed containing the price of each piece and that of the complete set. This does away with much handling and the consequent risk of breakage, and in this way the display retains its original position longer than when each piece has to be turned up to find the price.

Where pillars occur, shelves can be built up around them to almost any height, and the pillar behind covered with some dark material. The smaller articles should be on the bottom shelves and the larger ones higher up if the shelving runs above the head, so that all can be seen without handling.

DOULTON WARES.

THE announcement of Barnard & Holland Co. on another page calls attention to a special line of Doulton ware, which we think should be a very popular one. This ware has reproduced upon it Charles Dana Gibson's clever illustrations. The line is unique and is having an immense sale. In addition, Barnard & Holland Co. carry many other lines of fancy china and glassware, any of which would be good sellers for Christmas trade.

MUSIC DEPARTMENT.

STRINGED INSTRUMENTS.

WHALEY, ROYCE & CO. report excellent business in every department. Their music rolls and bags and the canvas cases for all kinds of stringed instruments are in great demand. The "Imperial" strings are more popular and have a greater sale than ever before. In their music department September was a record month. Many readers of BOOKSELLER AND STATIONER have sent for their new catalogue with a view of taking up this line.

MUSIC NOTES.

Since our last issue the following pieces of music have been published by Toronto music publishers. We give a brief description of each:

MISTRESS VANITY.—Words and music by William Wallace. A charming and dainty little song for soprano. It is bright and pleasing as one could wish. Words, music and cover complete. (Anglo-Canadian Music Publishers' Association, Toronto.)

THE PIRATE BOOD.—By Teschemacher and David Dick Slater. This song is one of the best of its kind we have seen this season for bass or baritone. It is almost a humoresque, with mock "agitato" and sombre effect, which prove most amusing in conjunction with the words. (Whaley, Royce & Co., Limited, Toronto.)

MY DREAM VOICES.—By Anton Sirelezki. A rather simple, melodious song by a well-known writer. It has an easy, flowing melody and very pretty accompaniment. (Anglo-Canadian Music Publishers' Association, Toronto.)

THE HEAVENLY KING.—Words and music by Edw. H. Capp. Here is a song for medium voices that should be in quick demand, particularly during the Christmas season. It is easy and melodious, with a refrain in 12/8 time that is strikingly effective. (Whaley, Royce & Co. Limited, Toronto.)

SWEET SALLY.—By Leslie Lyre. A capital ballad by the composer of "Nancy." It is bright and taking and is the kind that almost any singer can render satisfactorily. (Anglo-Canadian Music Publishers' Association, Toronto.)

THE OLD GREEN ISLE.—By E. Teschemacher and Gordon Temple. This is a pleasing song (with violin obligato). Published in four keys. It is suitable for any voice, for the range is not wide. Any singer who is interested in Irish songs or songs of an Irish type will want to have this one. (Whaley, Royce & Co., Limited, Toronto.)

WAKEN LORDS AND LADIES GAY!—A splendid setting, by Ernest Newton, of Sir Walter Scott's hunting song. This is an exceptionally good thing for baritone or bass, full of spirit, and affording many opportunities for individuality and effect. (Anglo-Canadian Music Publishers' Association, Toronto.)

GOD'S CHANGELESS GARDEN.—Words by Alison Dene. Music by Hamilton Gray. A pretty song of somewhat conventional type for mezzo or soprano. Published in four keys. It can be recommended to any singer of average ability, and the violin or cello obligato augments the pretty accompaniment very effectively. (Whaley, Royce & Co., Limited, Toronto.)

THE MESSAGE OF HOPE.—By George Aitken. A semi-sacred song with many pleasing qualities. The organ accompaniment adds considerably to the effect. (Anglo-Canadian Music Publishers' Association, Toronto.)

A SONG OF ADORATION.—By Noel Evandre. A fine sacred song (with violin and cello obligato) for mezzo-soprano or baritone. It opens with a short but effective recitative. Afterwards comes a song of uncommon musical interest, to an accompaniment that is no less masterful than the voice part. (Anglo-Canadian Music Publishers' Association, Toronto.)

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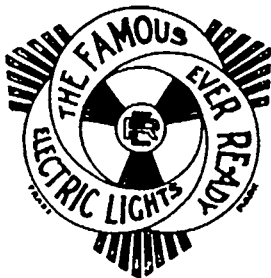
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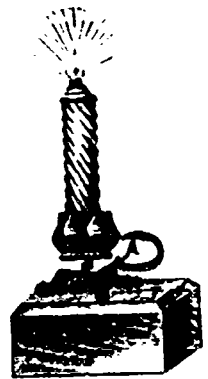
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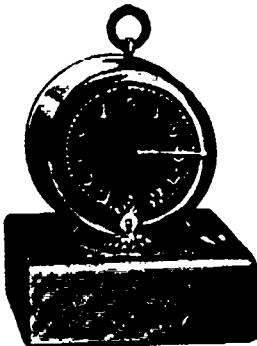
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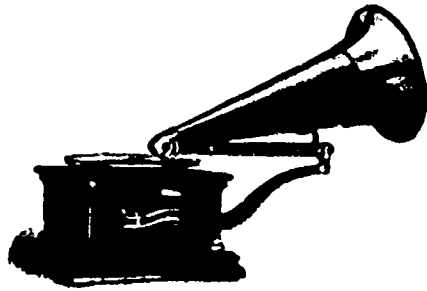
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