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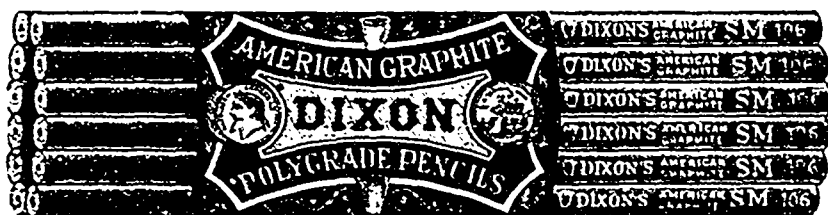
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BOOKSELLER AND STATIONER

FEBRUARY



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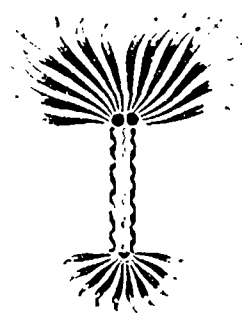
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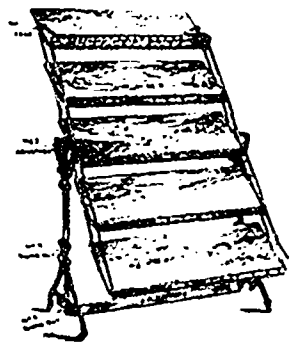
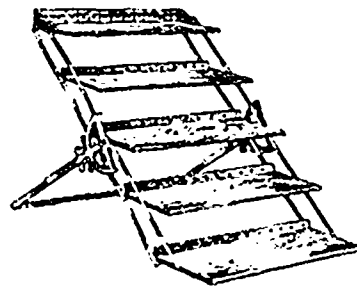
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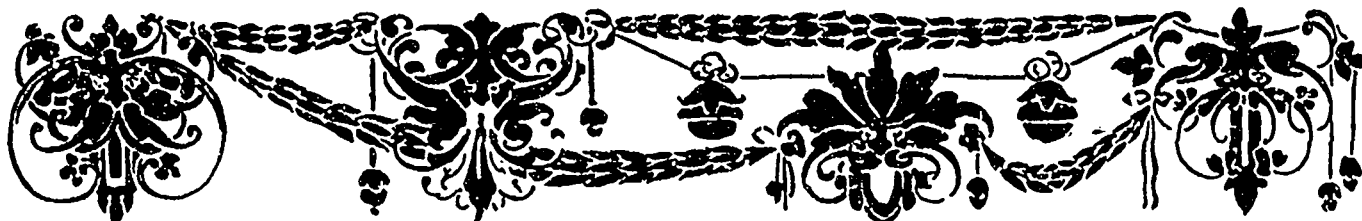
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The Bookseller and Stationer



Vol. XVII.

TORONTO AND MONTREAL, CANADA, FEBRUARY, 1901.

No. 2.

CURRENT NOTES AND COMMENTS OF TRADE INTEREST.

School Text-books—Inter-view with Hon. Mr. Harcourt. The discussion on text-book changes as they affect the retail bookseller has aroused great interest all over the country. Even outside of Ontario dealers are considering the question.

Feeling that the able and interesting letters from leading members of the trade which have appeared in these columns warranted some action by *THE BOOKSELLER AND STATIONER* in bringing the matter before the Ontario Department, a representative of this journal waited upon Hon. Richard Harcourt, Minister of Education, early in February and presented a statement of the views of the trade. Mr. Harcourt, it will be remembered, only became Minister of Education on the formation of the Ross Government about a year or so ago, having previously to that been Provincial Treasurer. Having heard with attention the statement made, the Minister said:

"I quite understand the ground for these complaints, and have already been con-

sidering the best means by which announcements of changes could be made."

"You do not think the complaint unreasonable?"

"By no means; there is no reason why any genuine grievance should go unredressed, and the booksellers, like any other portion of the community, are entitled to attention and courteous treatment when a matter of this kind is brought up. No changes in text books have been made since I became Minister of Education, the changes of last year having been arranged before I took this Department. As to those changes, I might remind the booksellers that there is a clause in the regulations—in fact you might reprint it in *THE BOOKSELLER AND STATIONER*—which provides that the trustees can continue the old books which were in use until such time as further notice is given. This clause is as follows: "4. Any text books used in any school on July 1, 1900, and recommended by resolution of the trustees to be continued in use, shall be deemed as authorized in such school until further notice. The vertical or slanting copy books heretofore authorized, and published by the Rose Publishing Co., may be used in any public school."—[From Departmental regulations approved August, 1900.] In any locality, therefore, where any special injustice would be done by a rapid change, the Department does not force changes, but leaves it at the option of trustees.

"That, of course, Mr. Harcourt, deals with the past, and the trade are anxious about the future. What about that?"

"Well, as to that I can only repeat that I see no reason why timely notice should not be given, although no definite plan has yet been agreed upon. Still, I can see no reason why your paper should not be kept informed of changes, and this can be a subject for future consideration."

"But are further changes contemplated in the near future?"

"Oh, no," said the Minister with a smile, "not for months and months."

From subsequent inquiries—not made of the Minister—*THE BOOKSELLER AND STATIONER* found that last year's changes were all that were expected for some time. As the former rule of the Department was not to give any public announcement until changes were definitely resolved upon, it was not easy; in fact, almost impossible, for anyone to learn of them. The only exception to this was when the author of the book entrusted with the duty of preparing it, chose himself to let people know that he was at work. In this way information leaked out in an accidental manner. We assume, however, that the Department is contemplating a change of policy in this respect, and that future changes will be known in time.

Two points at least occur to us in this connection which seem of importance to the trade; first, how long a time should be given for changes to go into operation; secondly, if notice is given to the general public at the same time as to the trade would the interests of the booksellers in any way suffer? These points, and others, we would like our readers to consider, and we shall be glad to have their opinion at an early date. Now is the time for action. Let no delay take place in urging the Department to agree upon a definite plan and keep to it.

Interest in the West.

We have received a letter from a Western dealer which we print as an evidence of how widespread the interest is in this question of text-book changes. Mr. J. H. Taylor, Carnduff, Assiniboia, says:

"I have read with much interest your

comments and the letters appearing in your journal on the school-book question. As long as the retailers are satisfied to submit to the present conditions they certainly can expect no relief. I like the suggestion of Mr. Copeland, that all teachers be furnished with a list of the text books intended to be used during the term, but I would suggest that the time be fixed at one month, as in remote districts two weeks is not sufficient. I certainly think the present method is a hardship not only to retailers, but to parents who, in many cases, can ill afford the money, especially in this new country where so many are making their start in life, and where often the districts are

for some years after the articles are first brought out in England. In his own experience he had found that on trying to obtain a certain English blotter, an article that could be produced in a short time in almost any quantity, he was informed by the makers that, for some reason or other, they were not then prepared to enter the German market. When it did appear in Germany, after considerable delay, a number of German contrivances of a like nature were already on the market, and the sale of the English blotter was very small. Another point in connection with the introduction of British goods was that it was always left to the German enterprise to bring the goods

The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

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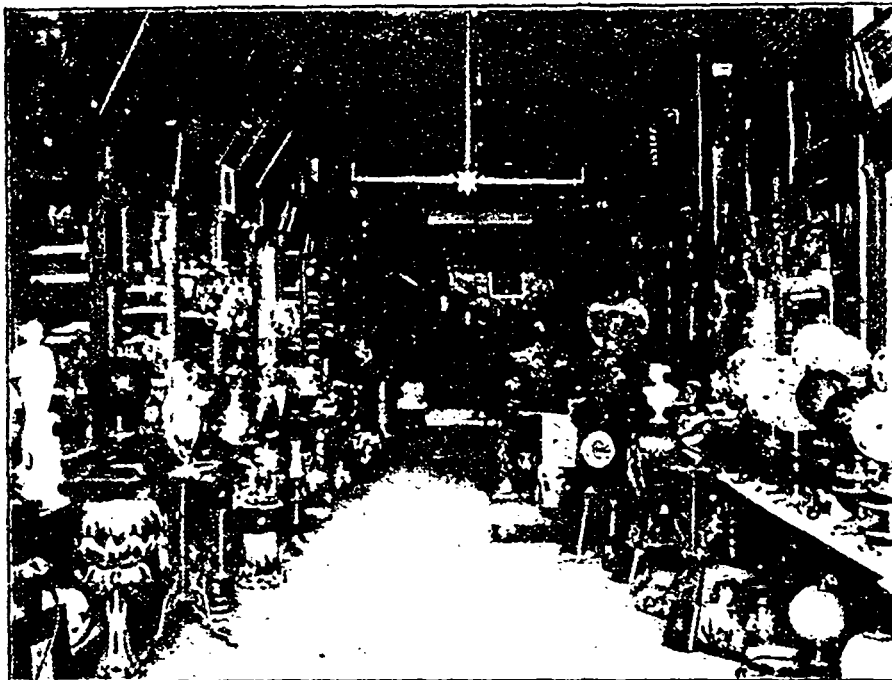
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sparsely settled they make great sacrifices to keep their schools open. I hope this school-book controversy will be kept up till much good may result, not only to retailers, but parents.

"I remain, yours truly,
"J. H. TAYLOR."

"Carnduff, Assa., January 28, 1901."

Slow Methods Don't Pay. How easily trade is lost for want of pushing. In a letter to The Stationery Trades Journal, their Berlin correspondent gives it as a reason for the difficulty in finding a market for some British goods, that their introduction into the country is delayed

first into their country. British goods are highly appreciated in Germany, as in other countries, and, if the manufacturers were a little wider awake, their sale could be very much increased. It is probable that the same state of affairs affects English goods in the Canadian market.

Lawsuits Over Copyright Again. We regret very much to see further litigation about copyright. Morang & Co. have begun suit against two of the best known Hamilton dealers, complaining of the sale of a 10c. pirated United States edition of "An Englishwoman's Love Letters." The plaintiff in the suit states

that he secured the Canadian market at great expense from Mr. Murray, the English owner of the copyright, that the fact of the Canadian edition being protected by British copyright was widely advertised, and that the sales of the cheap unauthorized reprint were injuring the owner of the Canadian book. The dealers claim that there was no mark on the Canadian book to show that it was copyrighted. We sympathize with the publisher who has to institute these actions and with the dealer who has to defend them, because the former suffers loss, and the latter is put to difficulty often through no fault of his own. Why can't the Customs officials stop unauthorized books from coming in? Is all the onus or responsibility to be upon the dealer, who often has no means of knowing?

SALUTING THE QUEEN:

One of the best calendars and especially appropriate at the present time is "Soldiers of the Queen," which the Queen City Oil Co. are sending out. It represents a Highlander, a South Wales lancer and a Canadian mounted infantryman saluting and cheering a large portrait of the Queen. The drawing is excellent and there is no doubt that the whole calendar will be much appreciated by anyone fortunate enough to get one before the supply is exhausted. No doubt any of our readers may have one by writing them.

BOOKS AND PERIODICALS.

WM. BRIGGS' LIST.

The fiction list of 1900 contained several phenomenal sellers issued by William Briggs and the same publisher seems to have secured for 1901 some books that promise to equal their predecessors in popularity.

Among these are announced a new story by Henry Harland, the author of "The Cardinal's Snuffbox"; Miss Fowler's forthcoming novel, "Fuel of Fire"; and another of Joseph Hocking's popular novels entitled, "Lest We Forget." In the field of fiction the same publisher likewise announces Mrs. Barr's new story, "Trinity Bells," described as one of the most charming pictures of early life in America that has yet been written. Like the "Bow of Orange Ribbon" it is a romance of Old New York. The story carries into Algiers and bold adventures with Tripolitan pirates. A new story by J. W. Johnston ("Annan Dale") the author of "Dwellers in Gotham," will also be published during the present year.

Of "The Cardinal's Rose," by Stephens, the latest novel from the press of Wm. Briggs, Rev. Lyman Abbott says: "I have read 'The Cardinal's Rose' with great interest. I do not pretend to be a literary critic, especially of fiction, but it seems to me to have all the romance of 'The Prisoner of Zenda,' with the added interest of a good detective story." Everyone who has read the book will agree with this opinion.

Lovers of Canadian poetry will be pleased to learn that a collective volume of the poems of Charles G. D. Roberts is to appear this Spring. There is always a good demand for Roberts' poetry. Concerning another Canadian poet, John Stuart Thomson, The Edinburgh Scotsman publishes a most laudatory criticism, remarking among other things: "This is a singer whose aim is first and foremost after the beautiful. He does not apparently seek to fire us or inspire us, but to charm us, and his work must succeed in this with all but the stupidest burghers in a town."

Dr. MacKay is to be congratulated that a second edition of his "Zorra Boys at Home and Abroad" has already been demanded, and is adding to it two further sketches.

Ward, Lock & Co., have negotiated for an edition of Mr. Barlow Cumberland's

"History of the Union Jack" for the English market.

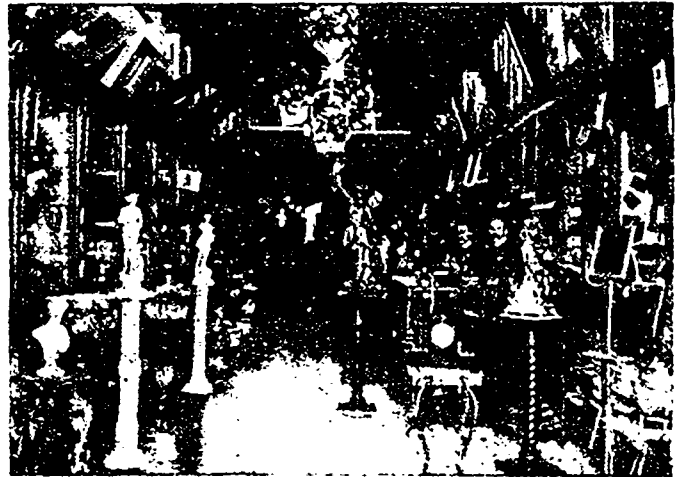
William Briggs has placed on the market a volume entitled, the "Life and Teaching of Jesus Christ," by the four Evangelists, being the text of the Gospels, rearranged in chronological order, with an introductory study by Dean Farrar; also a new volume of sermons by Rev. Dr. Banks, entitled "Hidden Wells of Comfort," and Dr. John Watson's (Ian Maclaren) "The Doctrines of Grace."

MORANG & CO.'S LIST.

The Canadian edition of "An Englishwoman's Love Letters," brought out by Mr. Morang in cooperation with Mr. Murray, of London, Eng., is having a large

sale, and being protected by British copyright has successfully kept out the pirated American editions. The universal discussion that has taken place regarding the origin of the work still proceeds with vigor, the latest rumour being that it is written by three eminent litterateurs, who have entered into a little plot to mystify the public. Women readers, however, claim that there are passages in the book which could not possibly have been written but by a feminine pen, but on the whole they are disposed to think that a masculine one has been employed to round off the chapters into the somewhat careful literary completeness of form they possess. Meanwhile the "Letters" are crammed full of the passionate utterances of a girl deeply in love, and while some critics write that they are chaste, poetic and beautiful, others claim that they contain passages no decent housemaid would think of writing to her young man. All this tends to keep the public buying the book. It is one of the works that advertise themselves, the philosophy being that its subject matter is a universal passion and that it is treated in a piquant and real way. No one in the trade can make a mistake by putting a few copies on his counter, while the publishers supply a somewhat original window bill which will attract customers.

The Monthly Review, which Morang & Co. are issuing in Canada, in conjunction with Mr. John Murray, of London, Eng., is being well taken up, the list of subscribers being already considerable. The table of contents for the February number includes, among its editorials: "The Happy Warrior," "The Housing of the Poor," "On the Line," the latter an attempt to appraise the value of a number of recent literary productions. Among contributed articles we have "Army Reform," by Col. Maude; "The War Training of the Navy," by Lieut. Carlyon Bellairs, R.N.; "The Outlook for British Trade," by Sir H. E. Roscoe; "Oliver Cromwell," by Thos. Hodgkin, D.C.L.; second illustrated paper on "Giotto," by Roger E. Fry; "Naturalism and Music Aesthetic," by Mathew Sherlow Mus. Bach. Edin.; "A Chinese Fairy Tale," by Laurence Housmen; "An Emperor's Sporting Chronicle," being a record by Maximillian's hunting pursuits as detailed in a book made in 1499



Interior of J. & J. Sutherland's Handsome Store, Brantford.

and 1500; a poem "On Lansdowne Hill," by the writer of "An Englishwoman's Love Letters," which, but four verses, will be read with much interest considering by whom it is written. A very good number concludes with the usual instalment of Anthony Hope's story "Tristram of Blent."

Miss Braddon's fine story, "The Infidel," is proving its quality as a book that is not merely of ephemeral interest. A large number of copies have been sold. Incidentally, it may be said that the authoress is one who has been successful in strictly preserving her incognito. No portrait of her has ever appeared in any public print. In this, she differs considerably from the usual run of modern authors with whom it seems to be sine qua non to get their pictured representations before the public on the earliest possible occasions.

Gilbert Parker's "Lane That Had No Turning" and Crockett's "Stickit Min-

BOOKS AND PERIODICALS—Continued.

ster's Wooing" are also having an encouraging sale. Among these, also, a prominent position is held by Conan Doyle's excellent book, "The Great Boer War." The splendid writing in this book, the clear and vivid accounts it gives of the various engagements, and the five very clear and good maps it contains, make this book, on the whole, one of the best records of the war yet placed before the public, while its moderate price (\$1.50) further commends it to general acceptance.

Inspector Hughes' "Dickens as an Educator" also demands mention. It is a careful study of all that the great humorist and observer said in his books about children and education, and, as a matter of course, it contains numerous extracts from the novels and sketches. Lovers of Dickens will find this a very charming book, and the Inspector's earnest devotion to the cause of primary education has led him to treat the subject in a way that will interest all. Although an educational book, it is readable from cover to cover.

In the new catalogue just issued, Morang & Co. have listed a number of books interesting to the trade, including some works of an educational character well worthy of attention.

THE COPP, CLARK CO.'S LIST. A notable Canadian book by a noted Canadian is

"Canada Under British Rule 1760 1900," by Sir John G. Bourinot, clerk of the House of Commons. The book is a carefully condensed and readable narrative of the political and social progress of this country. It summarizes so well the history of each Province making up the present Dominion that the somewhat disconnected stories of these various communities are skilfully woven into one coherent record. One feature stands out clearly—the admirable way in which the constitutional development of the Provinces is brought out. There are several other characteristics of the volume which will attract and instruct the Canadian reader of to day, and which are not to be found in similar works. Among these are the chapter on Canada's relations with the United States; the summary of political events down to 1900; and the comparison, clause by clause, of the Canadian and Australian constitutions. These features alone make the book almost unique for present purposes. The bookselling trade should find a large inquiry for it from teachers, lawyers and other professional men, as well as from students. It is the most complete and useful of all Sir John Bourinot's works for public libraries and Mechanics' Institutes.

"The Heart of the Ancient Wood," recently issued by The Copp, Clark Co., marks a distinctly new era in literature. There has appeared nothing to compare with it. The striking character of Kirstie; her life in the Settlement; her sunny bit of a love story; the setting of that sun, and her after life in the ancient wood where the solemn little Miranda—lover of all wild things—nearly made up for all she lost in the Bohemian, Frank Craig. These are mere incidents in one of the most enchanting pastorals ever enacted.

But the scene of scenes is the love-making of Dave, the trapper, to Miranda. All the charm of the unusual surrounds it. Here are no stifling drawing-room amours, no backneyed phrases of love; but love grown up rugged and untrained in the wilderness; the place of wooing—a moss covered log rather than velvet divan; and moonlight, sifting through great trees swayed by the night wind—a light for them, instead of the green glare of electricity. No civilized stiffness in evening dress; but both the actors in grey homespun—she always with a bit of red at her throat, like her friend the rose-grossbeak.

From end to end of the continent this book is being critically read, and in proof of the way reviewers have come under the spell of Mr. Robert's charm, let some leading critics speak:

CANADIAN MAGAZINE.—"The Heart of the Ancient Wood," by our esteemed Canadian, Charles G. D. Roberts (Toronto: The Copp, Clark Co.) has brought forth, so far as we have seen, only unique and beautiful reviews. Inspired by the charming pages, these critiques have been tinged with poetry, which indeed is the very essence of Mr. Roberts' book."

THE OUTLOOK.—"Mr. C. G. D. Roberts brings into fiction much of the sensitive imagination and feeling for landscape which are the prime qualities of his verse. His recent story might easily have taken on verse form. It is hardly to be judged as a piece of fiction; it is a romance of the forest, an idyl of woodland life, in which gentleness of a beautiful girl bridges a chasm between man and the animals and becomes a kind of spiritual link between them. The tale has great atmospheric charm."

PHILADELPHIA TIMES.—"No book of recent times, in its line, has so many and varied charms. . . . As a romance it is sweet, tender, natural, delightful, and absolutely without companionship or class. . . . Kroof is notably the most lovable bear that ever hibernated. . . . We find it difficult to use terms to express the charm of this delightful book."

OMAHA BEE.—"He opens a field of romance where there were no models to follow and where he moves as a master."

These are but a few. Take others. The Detroit Free Press speaks of "the consummate art of the author." The Boston Times says it is "a most lovely volume." The Bookman—noted for moderate praise—declares that it "has the charm of complete freshness." The New York Mail and Express speaks with equal warmth of Mr. Roberts' "faultless English" and of his having interpreted nature "with unerring and sleepless fidelity." Commonplace books do not call forth such enthusiasm from so many different quarters. The book is a masterpiece in its own way.

Mrs. Steel's "The Hosts of the Lord" has all the weird fascination of the writer who knows her India thoroughly. There is the attraction of bright and amusing English society about the novel, with the vivid background of Eastern life that so draws the reader. A series of pleasing love episodes insures the attention of the Summer fiction lover.

No recent book is receiving the attention of so many eminent critics and men of letters as Maurice Hewlett's "Richard Yea and Nay." Mr. Balfour, Mr. Frederic Harrison and others consider the book the text for remarks either on style or historical treatment, and praise both highly. There are others, of course, who think and speak primly, and who, therefore, do not consider so deeply romantic a tale—tinged with the coarse chivalry of a wild age—as fit reading for "the young person." This does not hurt the sale of the book which promises to continue in favor throughout the year.

W. J. GAOE & CO.'S LIST. John Uri Lloyd's "Stringtown on the Pike" is daily gaining popularity.

The book is in its 40th thousand and is a leader in eight American cities included in the January Bookman's list of best selling books. This lends great interest to the curious manner in which the book came to be published. Professor Lloyd is a prominent chemist in Cincinnati, and had written the story purely as a solace and an amusement. He had no idea of committing it to print, but a New York publisher hearing of this remarkable story begged permission to see it, and, on reading it, immediately recognized it as a novel of great force, individuality and interest. Brought out as a serial it attracted much attention and the first edition of 10,000 copies were sold before publication. Edition after edition was called for and in eight weeks eight editions had been published.

The bookseller who has "The Mantle of Elijah" on his counter is never at a loss to

LEADING SELLERS

For February

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A novel by Frank R. Stockton, author of "The Great Stone of Sardinia." Beautifully illustrated by Orson Lowell.

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"Without doubt the best book for young girls which has appeared for years."—Christian Nation.

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A strong historical novel by A. C. Laut.

Lords of the North is a thrilling romance dealing with the rivalries and intrigues of The Hudson's Bay Company and The North-West Company for the supremacy of the fur trade in the Great North. It is a story of life in the open; of pioneers and trappers. The life of the fur trader in Canada is graphically depicted.

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Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

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A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100-shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, \$1.00.

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The Cincinnati Public Library with 141 copies can not supply the demand for Stringtown. The demand for it is greater than for any other book recently published.

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BY I. ZANOWILL, author of "The Master," etc.

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The success of the London season.

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BOOKS AND PERIODICALS—Continued.

recommend a book to the most exacting customers. The same force and vigor, the same vivid portrayal of character, and the wonderful cleverness which marked his former works and made his "Master" the book of its day are evidences on every page. It is the masterpiece of this great artist who has few peers among contemporary writers.

Hamilton Drummond, author of *A Man of His Age, Etc.* is certainly improving, and his latest tale, "A King's Pawn," is a fascinating tale of the stormy times that preceded the advancement of Henry of Navarre to the throne of France. The publishers have issued a very tasty edition of the book to retail at the popular price of 50c.

The clever combination of romance, mystery and adventure that distinguished Max Pemberton's novel, "The Footsteps of a Throne," has made it the success of the London season. He takes the Russia of to-day and weaves a tale of the social and political intrigues of the land of the Czar. Original in its conception, it sheds light of many curious phases of that dark land, and the stirring incidents in the cleverly devised plot whirl one irresistibly along to the splendid dramatic climax.

The appearance of a new novel by J. Storer Clouston reminds one of that side-splitting tale, "The Lunatic at Large," which was the book of its day. Mr. Clouston has done good work and he will be puzzled to produce another story whose characters will provoke so much mirth.

Among the new books of the year, it is safe to say that none will surpass, and few equal, in dramatic interest and literary style, a story which is this week being published in Canada by The Publishers' Syndicate, Limited, Toronto. Its name is *Monsieur Beaucaire*, and its author is Booth Tarkington, whose "Gentleman from Indiana" met with such ready and popular favor. "Beaucaire" is not a long story, but it is interesting in every page. It treats of the life at Bath, in the days when Beau Nash was in his glory, and when the beaux and belles of England made of the little city a world's centre of fashion and excitement. Beaucaire himself, the gay, light-hearted and chivalrous Frenchman, is a character worth a long journey to meet, and he shines like a gleam of sunlight through the pleasant and artistic plot. To explain the story would be to spoil its charm; suffice to say that its action is rapid, its conversation both graceful and entertaining, and its characters admirably drawn. The book has already been issued

in the United States, where it has quickly sold up to its forty-first thousand, with an increasing demand. The volume is a 12 mo, excellently bound and with a number of beautiful illustrations, while the pages are illuminated in a delightful style. The price in the United States is \$1.25, but the book is being put on the Canadian market by The Publishers' Syndicate at \$1 net.

The Publishers' Syndicate is about to issue another story also which will be sure of a big run, "The Seven Houses," by Hamilton Drummond. This author is already widely and well known, and in this his latest effort he has surpassed not only himself but other writers of romantic fiction. His story is placed in the fifteenth century, the scene being laid partly in France and partly in Northern Italy. Mr. Drummond has wisely abandoned the familiar scenery of the camp and tournament, and has chosen a heroine instead of a hero as his central figure. The tale is based on an astrologer's prediction and its seven-fold fulfilment, and is a triumph of dramatic and personal interest. The plot is finely conceived and as finely developed, while the portrayal of the characters places the work far above the average of recent volumes of romantic fiction. Not even Weyman in his "Gentleman of France" has quite equalled this splendid story of Drummond, of which Mr. Coulson Kernahan, the eminent English critic, recently wrote as follows. "It is a very fine book, almost a great book; much finer and greater than anything Weyman has done, and, as literature, it is infinitely superior to any of Stanley Weyman's works. Weyman can do the Dumas business well, but this strikes the true note of chivalry. I say again that this is a fine book, and is an honor to any house to publish. The strong sure touch, the admirable 'distingue' style, the literary beauty of the phrasing and imagery, and the beaten note that the whole thing strikes, impressed me immensely. I hold my hat in my hand to Mr. Hamilton Drummond. If he does not win hearty recognition and high honor literature is in a perilous way. Some of the scenes in the story would stage splendidly, and the dramatic rights of the story will probably be worth a considerable amount." Orders for "The Seven Houses" may be sent in at once, as the book will be ready for the market immediately.

Another Canadian author has come to the front with a Canadian novel of thrilling interest, and one which is of special appropriateness at the present time. The Publishers' Syndicate, Limited, is about to issue "A Daughter of Patricians," by F. Clifford Smith, of Montreal. Mr. Clifford Smith has already made a good name in

the field of fiction, but he was never more happy in his choice of a subject than he has been in this volume. Having made some inquiries into the state of the marriage law in the Province of Quebec, he became aware of the question of the validity of a marriage performed between two Roman Catholics by a Protestant clergyman. Seeing the possibilities of such a theme, he built his novel around it, evolving his plot from facts and arguments carefully drawn from the contentions on the subject. His elucidation of the problem is both accurate and complete, and, since the story went to press, has been curiously supported by the Delpit case, now attracting such wide attention throughout Canada. "A Daughter of Patricians" thus assumes a more important position than that of a mere piece of fiction by reason of its bearing on a topic so prominent in the public mind. Apart from this, however, the story is an excellent one, free from the flavor of provincialism so often met with in books of a local character, and of an interest which is amply sustained until the closing chapter. Mr. Smith has succeeded in producing a novel that will certainly take a foremost place in Canadian fiction, and his well-told story is sure of a wide sale.

With these three books The Publishers' Syndicate, Limited, has introduced its publications of 1901, while several others of equal merit are already in hand and will shortly be announced. The new edition of George Iles' "Flame, Electricity and the Camera" is selling even more rapidly than the first edition. Ethel Turner's "Three Little Maids" has proved the most successful girls' book of recent years, while the Esther Singleton books, notably "Wonders of Nature," are steady favorites. The Publishers' Syndicate, Limited, have just been appointed sole Canadian agents for the artistic publications of R. H. Russell, New York, and from their office his well-known publications may now be ordered.

George H. C. MacGregor's biography, written by his cousin, Duncan C. MacGregor, is one of the notable religious books of the month. F. B. Meyer says of it: "It was an inspiration to know George H. C. MacGregor, how superficially, and one always felt that his was so rich and noble a nature that other things must be sacrificed and opportunities created for a deeper and closer acquaintance with its manifold stores. Now from the pages of his biography, admirably compiled and written by his cousin, we obtain glimpses, as by second hand, of what he was in the serene depths of his soul. The work has been admirably performed." The British

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"It is invigorating to read such fresh and buoyant writing."—New York Times Saturday Review

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A Strong Story of Lower Canada.

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By Hamilton Drummond. Paper, 75c.; Cloth, \$1.25.

A Powerful Romance.

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7 and 9 King Street East, TORONTO.

Weekly also says: "It recalls the biography of McCheyne, and deserves to be as widely known." This book is 12mo in size, with portrait, price, \$1.50.

Another biography published by the Revells, which is sure to have a large sale, is Mrs. Ashley Carus Wilson's "Life of Irene Petrie," missionary to Kashmir, an illustrated volume, 12mo, cloth, price, \$1.50. This is the missionary book of the year. No one interested in mission work can afford to miss this record of a singularly beautiful life. According to a writer in The British Weekly, it takes rank with the lives of Dr. Paton and MacKay of Uganda, and, to quote another writer, "can only be compared to the life of Bishop Hannington." The first English edition of this book was sold out within a week of publication.

"The Fact of Christ," by P. Carnegie Simpson, of Glasgow, Scotland, is a book likely to have quite a large sale. Robert E. Speer says of it: "It is the best statement of the claims of Christianity of which I know to put in the hands of young men and women who may be sceptical or honestly inquiring. Its message is the core of Christianity. The way the thing is put, too, the dignified catchiness of its expressions, and the real solid scholarliness of it are additional points of strength."

Sheldon's new book, "Edward Blake," has made a good start. The advance sale was good and already repeat orders are being received by the publishers. The present indications are that the book will command a large sale. The Revells are to be commended for placing it on the market at popular prices. (25c. in paper; 50c. in cloth.)

GEO. BELL & SONS' LIST.

GEO. BELL & SONS' Indian and Colonial Library continues to increase in interest, and among the recent additions are some titles that merit more notice than we find ourselves able to give, but which will undoubtedly receive recognition from the trade and public.

There are two very taking stories by John Strange Winter, "The Married Miss Binks" (337), and "A Self Made Countess" (351), both of which are told in that fresh, and perhaps unconventional manner peculiar to this authoress. "The Woman of Death" (346), by Guy Boothby, and "The Princess of Copper" (348), by Archibald Clavering Gunter, are titles that at once attract more than ordinary attention. Florence Warden contributes an exceedingly pretty romance called "Town Lady and Country Lass" (339). "Miss Joy" (340), by John Le Breton, is a stirring Old

Country tale of the early part of the century. Its characters are country folk of the south coast of England, chief interest being centred in Joy, who, as a child, a girl and a woman, occupies an unenviable position in a community where the circumstances surrounding her birth place her in a class by herself. It is a strong and intensely interesting story from first to last. "The Brand of the Broad Arrow" (343), by Major Arthur Griffiths, is a sensational account of the bold deeds of an ex-convict, and "The Autobiography of a Charwoman" (344), is just what its name indicates—a story of the seamy side.

"Joan Brotherhood" (338), by Bernard Capes, is a strong narrative of the Hampshire coast. Joan, rescued from the sea when a child, is the ward of an aged dealer in antiquities in a little coast village. As she grows, her environment does not harmonize with her ambitions and her desire to enter a broader world, and to succeed in it furnishes material for a thoroughly successful novel. "For Right and England" (338), by Hume Nisbet, is an unvarnished denunciation of the late Boer oligarchy, and a brief history of the South African War, interwoven with romance. The writer seems to know his people well, and throws interesting sidelights on Oom Paul and his confederates. The book contains some very fine pages and easily finds a place among the more important new volumes of this series, which might be enumerated as follows: "Miss Joy," "Joan Brotherhood," "A Self Made Countess," "For Right and England," "A Woman of Death."

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BRANTFORD.

1. "Lullaby Land," Field—Morang
2. "Mooswa," Fraser—Briggs.
3. "Eleanor," Ward—Briggs
4. "Alice of Old Vincennes," Briggs.
5. "Master Christian," Corelli—Briggs
6. "Eben Holden," Bacheller—Poole.

OTTAWA.

1. "Palace of the King," Crawford—Copp
2. "Lords of the North," Laut—Briggs
3. "Cardinal's Snuff Box," Harland—McLeod.
4. "Eleanor," Ward—Briggs.
5. "Eben Holden," Bacheller—Poole
6. "Patron Von Volkenberg," Stephenson—Copp.

HAMILTON.

1. "Eben Holden," Bacheller—Poole.
2. "Master Christian," Corelli—Briggs.
3. "David Conon," Goss—Gage
4. "Lane that Had No Turning," Parker—Morang.

5. "Dream of a Throne," Embree
6. "The Gateless Barrier," Malet—Gage

MONTREAL.

1. "Palace of the King," Crawford—Copp
2. "Eleanor," Ward—Briggs
3. "Napoleon," Kosebery—Harpers.
4. "L. Anglon
5. "Best War," Doyle—Morang.
6. "Gentleman of the Old Black Stock," Copp.
7. "Wanted: A Matchmaker," Ford—Copp
8. "Tommy and Grizel," Barrie—Copp
9. "La Noel au Canada," Frechette—Morang.

STEELEFORD.

1. "Eleanor," Ward—Briggs
2. "Eben Holden," Bacheller—Poole
3. "Master Christian," Corelli—Briggs.
4. "Cardinal's Snuff Box," Harland—McLeod
5. "Lords of the North," Laut—Briggs
6. "Tommy and Grizel," Barrie—Copp

PETERBOROUGH.

1. "The Mantle of Elijah," Zangwill—Gage.
2. "Lords of the North," Laut—Briggs
3. "Palace of the King," Crawford—Copp
4. "Lord Lin," Gage
5. "Alice of Old Vincennes," Briggs
6. "Songs of the Morning," Talpotts—Gage.

ST. JOHN.

1. "The Sky Pilot," Connor—Westminster
2. "The Habitant," Drummond—Montreal News Co.
3. "Wild Animals Have Known," Morang.
4. "To Have and To Hold," Johnston—Morang.
5. "Eleanor," Ward—Briggs.
6. "Master Christian," Corelli—Briggs.

VICTORIA.

1. "Cardinal's Snuff Box," Harland—McLeod.
2. "Eleanor," Ward—Briggs.
3. "Palace of the King," Crawford—Copp
4. "Stukit Minister's Wooing," Crockett—Morang.
5. "Master Christian," Corelli—Briggs.

VANCOUVER.

1. "The Master Christian," Corelli—Briggs.
2. "Tommy and Grizel," Barrie—Copp.
3. "Lords of the North," Laut—Briggs.
4. "Alice of Old Vincennes," Briggs.
5. "Hosts of the Lord," Steele—Copp.
6. "Eleanor," Ward—Briggs

ENGLAND.

1. "Master Christian," Corelli—Methuen
2. "Quisante," Hope—Methuen.
3. "Isle of Unrest," Merriman—Smith Elder.
4. "Mantle of Elijah," Zangwill—Heinemann.
5. "Hosts of the Lord," Steel—Heinemann
6. "Heart's Highway," Wilkins—Murray.
7. "Eleanor," Ward—Smith Elder.
8. "Stukit Minister's Wooing," Crockett—Hodder.
9. "Boy," Corelli—Hutchison.
10. "The Infield," Braddon—Simkins

SCOTLAND.

1. "Eleanor," Ward.
2. "Hosts of the Lord," Steel
3. "Master Christian," Corelli
4. "Tommy and Grizel," Barrie.
5. "Isle of Unrest," Merriman.
6. "Daughter of the Field," Tynan
7. "Gateless Barner," Malet
8. "Madness of David Baring," Hocking.
9. "Lord Luthgow," Roberts.
10. "Lane that Had no Turning," Parker.

THE MONTREAL TRADE.

From *BOOKSELLER AND STATIONERS' SPECIAL COURSE* (reprinted).

MONTREAL, February 8.

JANUARY was rather a quiet month with the Montreal book and stationery trade. Some of the stores have been spasmodically busy selling school books consequent upon promotions in some of the schools, but in fiction or reading material of any description "the newest book is not yet out." Zangwill's "Mantle of Elijah" and Crawford's "Palace of the King" have been published in paper and have found

some takers. "The Duke," by the author of a "Lunatic at Large"; "Wellington's Men," by W. H. Fitchett (Geo. Bell & Sons); "One of Ourselves," by Mrs. L. B. Walford (Longman's Colonial Library), and "A Woman of Yesterday," by Harris Dickson, are all books of more or less importance that have lately been placed on booksellers' shelves. "The Footsteps of a Throne" is another work being advertised rather widely. "Eleanor" is still having a good sale, while "Richard Yea and Nay," "With Ring of Shield" and "The Cardinal's Snuff Box" are by no means dead stock.

But the chief interest hangs about the forthcoming memorial numbers of the great Eng-

lish weeklies. Orders for these periodicals have been taken at random. Dealers have been selling unknown numbers of The London News at unknown prices to be delivered at any unknown time in the future. These special productions have been shrouded in a gloom of mystery. Even the importers themselves did not know what the characters of the special numbers would be, when they would be published, or at what price they would sell. It is now learned that there will be three special numbers of The Illustrated London News, the In Memoriam Number published this week, the Funeral Number to come out next week, and the Record Number, which is to sell at 5s. in England and perhaps \$2 here, to be published some time hence. The price of the In Memoriam Number was not fixed till February 6, the day before the date of publication. The Canadian retail value will be 50c. The Funeral Number will be more handsome and will sell at \$1. It is said that the Record Number will surpass the Jubilee Number; its price will be 5s., while the former notable publication sold at 2s. 6d. The Montreal News Co. say they never had such a rush for publications, and, although they do not know how many copies of each will be sent them, they do not expect to begin to fill the orders they have received.

All this shows that, when we come down to the fine point, Canadians appreciate the English publications far above anything else on the market. What care we for special Canadian editions of Collier's or Leslie's weeklies?

American publications are losing favor month by month. I am informed by the News Company that Munsey is far surpassed in point of sales by The Strand. Neither is McClure's gaining in popularity. One encouraging feature of the trade is the increasing number of Canadian Magazines that are selling; its hold on the reading public seems to be growing stronger.

E. M. Renouf, of St. Catherine street, has imported a large assortment of sample prayer books and hymnals published by The Oxford Press. This comprises probably 1,000 volumes, and includes the tiniest and largest publications, the most modest and most handsome bindings now put on books. Mr. Renouf has put these in a glass case, where his customers can feast to their hearts' delight and probably be ensnared to buy something that strikes them favorably.

Sir John G. Bourinot's new book on "Canada Under British Rule, 1760-1900" is now on the market. It will probably find a good sale among students and readers of political and constitutional matters. That it is up to date is proven by the comparison Sir John Bourinot gives of the Canadian

constitution and that of the new Australian Commonwealth.

We notice on sale a handsome large book on "The History of Steeplechasing," by Wm. C. A. Bleu, M.A., and published by John C. Nemmo, London. It contains 12 paintings colored by hand as well as other illustrations. It is an expensive work retailing at \$10, but it is high-class and quite a few sales ought to be made among our Canadian horsemen.

Mourning notepaper has found some sale with the customers of enterprising stores. The booksellers are to be complimented upon the tasty windows they dressed during the mourning week. F. E. Grafton & Sons' trim was particularly attractive. In the majority of windows, books on the life of the Queen have been on display, but people are waiting for the later editions—and they must be English.

Mr. Chapman is taking orders for The Times' "History of the Boer War" to be published in five or six volumes at \$4 a volume.

E. H. C.

INJUNCTION GRANTED.

Motions for injunction were made before Sir William Meredith, in Toronto, February 8, on behalf of Morang & Co., proprietors of the English copyright in "An English-woman's Love-Letters," to restrain R. Duncan & Co. and J. Eastwood & Co., of Hamilton, from importing into Canada from the United States and offering for sale reprints of the work. The counsel on behalf of the defendants appeared and admitted that they had infringed Morang & Co.'s copyright, but claimed that such infringement was without wilful intention of violating Morang & Co.'s rights. Judgment was pronounced perpetually restraining the two Hamilton firms from importing or offering for sale the reprints, and directing that they should pay Morang & Co.'s cost of the action.

MR. SUTHERLAND'S ENTERPRISE.

J. & J. Sutherland, Brantford, send out with fine stationery a neat blotter, on one side of which is an advertisement of their imports of Crane's stationery and a cut of the interior of the store, which shows it to be a very handsome place indeed. The blotters are a good advertising idea, and show the up-to-date spirit of the firm.

Johann Faber, founder of the lead pencil factory, died at Luremberg, Germany, last month, aged 84 years. When he began business English pencils were in almost universal use in Germany. There is now no market for them, they having been driven out by the product of Faber's factory.

News and Notes of Canadian Trade.

A DEALER AND CANADIAN BOOKS.

THE Lindsay, Ont., Evening Post contains a large advertisement of Porter's bookstore in that town, announcing that beginning on February 4 a 10 days' sale of Canadian books would be held. The advertisement is well written. Besides the announcement, a list of some of the books is given with the price opposite each. Among them may be noticed the latest books on the market, poetry and prose, and all by Canadian authors, old favorites as well as young ones, the regular retail price being asked. The public are invited to come in and look over the books whether they intend to purchase or not.

Preparations for the sale were made beforehand, by importing the books for the special purpose of holding a Canadian book sale, an enterprise that very few dealers in Canada have yet entered into.

The editor of The Post on another page calls attention to the advertisement, welcoming the enterprise as one that deserves great attention from the public, whom it benefits more than almost any other kind of enterprise, and compliments Mr. Porter upon the pushing qualities he displays in his business. And so do we.

A WINNIPEG WINDOW.

One of the noticeable window decorations in Winnipeg after Queen Victoria's death was that in Russell's bookstore. For a background the British Empire map of the world was hung, draped in black, and the British possessions marked with black bows of crepe. A large school globe was encircled with a band of black, typifying the whole world in mourning. Photographs of the royal family, and a large one of the late Queen were also shown, the whole being draped with black, white and royal purple crepon paper.

A SUGGESTION ADOPTED.

Mr. H. S. Henderson, manager of the Victoria Book and Stationery Co., writes: "I would like to suggest that in list of best selling books you give publisher as well as author. We, most of us, know the latter, but now that colonials are issued by so many houses, it is becoming difficult to keep track of them. I would like to say that I find your publication very useful indeed. I always go through it carefully as soon as it comes to hand." Mr. Hen-

derson's suggestion is good and will be carried out. His friendly reference to the paper is also greatly appreciated.

RETIRING AFTER 21 YEARS.

Mr. W. T. H. Fenety has decided to give up the book and stationery business which he has conducted in Fredericton, N.B., for some 21 years. He has disposed of the greater part of his stock to Messrs. McMurray & Co., of Fredericton. Mr. Fenety has been the local manager of theatrical companies visiting Fredericton for about 15 years, and he now intends to devote his time to the theatrical business in that city.

MARRIAGE IN VICTORIA.

On Saturday evening, January 26, Mr. William Bailey, of the firm of Bailey Bros. Co., Limited, wholesale and retail stationers and booksellers, of Vancouver and Kamloops, B.C., was united in marriage to Miss Jean Grace MacKinnon, of Park Hill, Ont. The ceremony took place in St. Andrew's Presbyterian church, Victoria, the pastor, Rev. W. L. Clay, B.A., officiating. Mr. and Mrs. Bailey left for California, where they will spend their honeymoon.

BREVITIES OF TRADE.

The assets of James Mock, stationer, Montreal, have been sold.

The stock of A. J. Klein, fancy goods dealer, etc., Toronto, has been sold.

O. Colver, stationer, druggist, etc., Brigden, Ont., was burned out; insured.

D. McMaster, bookseller, stationer, etc., Sarnia, Ont., is advertising his business for sale.

The stock of A. P. Desroches, dealer in fancy goods, Brockville, Ont., has been sold.

Rockwell & Co., book and stationery dealers, Wolfville, N.S., offer the business for sale.

R. Duncan & Co., stationers and bookbinders, Hamilton, Ont., suffered loss by fire; insured.

The book and stationery store of W. A. Davis, Winnipeg, Man., was damaged by fire; fully insured.

The stock of The W. F. Horton Co., dealers in fancy goods, stationery, etc., London, Ont., has been sold.

FANCY GOODS AND STATIONERY.

THE QUEEN'S DEATH. The death of the Queen probably made more difference

to stationers' sales than in those of any other merchant. The pictures, souvenirs, novelties, etc., carried by stationers were what people wanted, and an enormous trade was done on some lines and is still being done on others.

Some of the windows were very fine. One in particular attracted much attention. A large colored picture of Her Majesty was draped in black in the centre of the window, and tinted mourning stationery was used to fill up the window. This stationery found a ready sale, not because of the Queen's death, thought the proprietor, but just because it was shown so attractively. The location of this store is such that whatever is put in the window sells. "If we had six windows, I believe we would sell six times as much," said the proprietor. He did not think that people in Canada would go in for mourning stationery, except in the case of Government officials, who, he said, were not able to get enough of it. He thought that in a couple of weeks new things in connection with Queen Victoria would come out from the Old Country, but as yet it was a little early.

Another dealer did a big trade in pictures of the Queen, all kinds going well, from the cheapest to the most costly, in lithographs, photographs and engravings. He considered it early yet for selling novelties or mementos of the Queen. In a short time the special numbers of the English illustrated magazines would give a fresh impetus to the sale of these goods and a big trade would be done. A steady sale is found for pictures of the army and navy celebrities.

One of the largest stationers sold completely out of the large lithograph of the Queen, and was unable for some time to get more. The same class of picture of King Edward was also a good seller. His biggest sale, however, was on envelopes with medallions of the Queen in dark purple on the corner. As to mourning stationery

he did not think that there would be any call for it except in the regular trade. He has an immense number of orders for the issues of the English illustrated weeklies for the three weeks following the Queen's funeral. Outside of these he thought that the demand for pictures, etc., would cease right after the funeral. The boys on the street were doing a big business in buttons with the Queen's head on them, and a black ribbon attached to them, but a good share of this trade came to the stores as well.

A VISIT ABROAD.

Mr. George Warwick, of Warwick Bros. & Rutter, has lately returned from a visit to the stationery centres of Great Britain and the Continent. In conversation with **THE BOOKSELLER AND STATIONER**, Mr. Warwick commented upon the favorable opinion entertained of Canada by the English and Scotch stationery and paper manufacturers. It was not he thought that they counted so much upon increasing their trade in Canada as it was their feeling of appreciation of the sentiment shown by our preferential tariff. Asked as to stationery novelties, he said that the demand for high-class stationery continued good, although the Christmas trade in England had been apparently interfered with by the war and the diversion of money in expenses connected with the war. This had for one thing increased the demand for mourning stationery, and this would be further accelerated by the death of the Queen. The demand for colored writings was not likely to displace the staple trades done in white papers. Quite possibly also the death of the Sovereign would increase the demand in Canada for mourning stationery in which line his firm have always done a good business. Mr. Warwick visited several places in Germany, and spoke favorably of the high-class goods turned out there. It was a mistake to consider that Germany was the home of cheap goods exclusively, as their finest articles were made there and found a ready demand.

NEW ALBUM. Amateur photographers will appreciate the newest photo album. The leaves are loose, and are fastened into the book in much the same manner as the loose leaf ledger, and can be taken out just as easily. The book can always be kept filled with new pictures, and will be useful as long as the cover holds out. New leaves can be obtained at a small price. It is made in different sizes.

A SATCHEL FASTENER. A handy arrangement for attaching to a satchel has been placed on the market, which promises to meet with much favor, especially from the travelling public. It is made of wire and fastens by hooks to the handle of the satchel. For carrying extra parcels, umbrellas, etc., it is very useful, and it takes up practically no room.

A NEW BRUSH CLEANER. The old way of cleaning furniture involves much wear and tear of the covering by digging into the crevices and corners in attempting to brush out the dust. To overcome this the revolving brush has been invented. A crank on the handle is turned connecting with the brush, which rapidly revolves and clears away the dust, with no harm to the furniture.

NEW SCRIBBLERS AND EXERCISES. W. J. Gage & Co., Limited, are promptly in the market with new ideas suggested by the change of sovereign. They are getting out a series of scribbling and exercise books, with lithographed covers, in different styles, designs and sizes. The "King Edward and Queen Alexandra" exercise books have pictures of the King and Queen, about cabinet size, with a flag design for background. The backs contain a biographical sketch of their Majesties. Two grades are shown, one with extra quality of paper. The "King Edward VII." has a full page picture of the King on the front cover, with a biographical sketch on the back. The paper is of very fine quality.

A scribbling book, called "The Seven Edwards," has for a front cover design a large picture of the present King, surrounded by portraits of his predecessors of the same name, with a brief sketch of the reigns of each on the back cover. A pic-

Long Live the King

To commemorate the accession of King Edward VII to the throne of the British Empire, we have prepared an artistic series of historical covers for exercise books and scribblers, elegantly lithographed in colors. The styles, sizes, designs and numbers are as follows:

Exercise Books, Large Post Quarto (8 x 10 $\frac{1}{8}$)

KING EDWARD AND QUEEN ALEXANDRA. These books have cabinet-size portraits of King Edward and Queen Alexandra side by side, on the front cover, and are made in two grades, namely:

1047, 30 leaves, ruled faint only.

1048, 22 leaves, extra quality paper, ruled faint and margin.

On the back of these books a biographical sketch of the King and Queen.

Exercise Books, Crown 4to (7 $\frac{1}{4}$ x 9 $\frac{3}{4}$)

KING EDWARD VII. This book has a full-page portrait of King Edward VII on the front cover.

1049, 22 leaves, extra quality paper, ruled faint and margin.

On the back of this book is a biographical sketch of King Edward VII.

Scribbling Books, Crown Quarto (7 $\frac{1}{4}$ x 9 $\frac{3}{4}$)

THE SEVEN EDWARDS. A very appropriate design. The central picture is a portrait of King Edward VII, around it are pictures of all the Edwards who preceded him on the throne.

1296, thick paper, 180 pages, plain.

1297, thick paper, 148 pages, ruled.

On the back of these books is a brief historical sketch of each of the Edwards.

VICTORIA. This cover is a beautiful full-page picture of Queen Victoria, from one of her best photographs.

1298, extra quality thick paper, 116 pages, plain.

1299, extra quality paper, 100 pages, ruled.

On the back of these books is a Chronological table of important events which occurred during the reign of Queen Victoria.

All the above are made to retail at a uniform price of 5 cents each. The covers are specimens of the finest lithographic work we have ever produced. Books will be ready about Feb. 15th. **Order by numbers as above.**

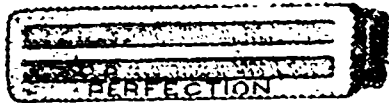
W. J. GAGE & CO., Limited.

TORONTO, ONT.

FANCY GOODS AND STATIONERY—Continued
 ture of Queen Victoria, from one of her latest photographs, appears on the cover of the "Victoria." The important events in the reign of the Queen are printed on the back cover.

The enterprise displayed in getting out these books is very creditable to the company, and will doubtless be rewarded by a large sale. Great care has been necessary to produce the covers, the portraits on which are all excellent likenesses, taken from the best photographs and paintings to be obtained, and the lithographing represents some of the finest work yet turned out by this firm. At the present time this class of book will be very much appreciated, and dealers should lose no time in placing their orders. Those lines with the portraits of the present rulers are especially to be recommended, as their sale is not likely to decrease until some time after the coronation of King Edward, at least. So far as we know W. J. Gage & Co. are the only house producing this class of book, and though others may come later, it will be difficult to excell these books.

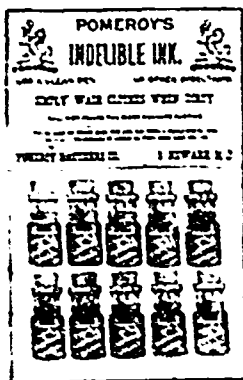
NOVELTIES IN STATIONERY. Warwick Bros. & Rutter are showing a new line of liquid glue, put up in tubes, to retail at 15 and 25c. It is called "Seccotine," and is packed in handsome show boxes for counter use. The special feature about "Seccotine" is that it is guaranteed to stick anything and everything, and is



Warwick Bros. & Rutter.

claimed to be far superior to the ordinary pastes, glues or other adhesives.

Another new line just opened up by this house is the "Perfection" blackboard eraser, a cut of which is shown herewith. It is made in three qualities, to retail at 10, 15 and 25c., the best grade being boxed in individual cartons,



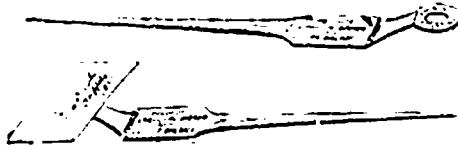
Warwick Bros. & Rutter

an eraser card, as shown herewith.

which is of great advantage to the dealer.

An indelible marking ink, which will give satisfaction, and retails at 15c., is another new line being shown by Warwick Bros. & Rutter. This ink is put up in one-dozen bottles on

Another shipment of the famous Pelouze letter scales has been received, among them being the handy letter scale and paper-cutter combined. This is the most simple and handy paper-cutter and scale combined on the market, and retails at a



Warwick Bros. & Rutter.

popular price, which should make it a large trade-winner. Other lines, such as the "Star," "Victor," "Household," and others are also in stock.

Ejecting penholders are fast becoming the leading line for general office trade. Warwick Bros. & Rutter are showing a number of new and different styles in this line. Those with the cork sleeve seem to have the preference, but the vulcanized



Warwick Bros. & Rutter.

rubber are also in demand. Samples and prices would be gladly furnished on application.

MOURNING STATIONERY. A line of mourning envelopes in memory of Queen Victoria have been issued by The Copp, Clark Co., and they have been sold to a considerable extent, although but recently placed on the market. In addition to the usual black border, there is a cut of a picture frame, inside of which the stamp is placed. Above the frame are the dates "1837-1901," and to the left, at the top of the envelope is printed in purple letters: "Canada mourns her beloved Queen." The envelopes sell for \$1.80 per gross.

PENCIL SHARPENERS. A number of lines of pencil sharpeners are shown in Copp, Clark Co.'s from the cheapest, at 1c. apiece, to the "Acme" sharpener with double blade, both sides of which can be used, at 25c. The "Kosmos" sharpener having a blade with screw attachment, is also shown, for retailing at 10c. The "Cone" pencil sharpener is a 10c. line that should sell well. It comes in a wooden case, and will give a good, fine point of any length.

NEW PENS AND PENCILS. A number of lines of penholders and magic-movement pencils are being shown in Copp, Clark Co.'s, which cannot be told from the silver goods. They are nickel-

plated, with a silver finish, and have chased patterns. They are handled exclusively by Copp, Clark Co., retailing for 25c. The cards they are arranged on are made quite attractive, so that they can be well displayed by the retailer. The "Studio" and "Alpina" lines of wooden pencils are also nicely packed. They come in 1/2-gross boxes and sell for \$2 per box or \$4 per gross.

LEATHER GOODS.

This is usually a dull time of year for business in leather goods, and the present season is no exception. Brown Bros. find their most sales on memorandum books. These are shown in all sizes from the largest size convenient for carrying in the pocket to the smallest for vest pockets. The principal leathers being used are seal grain, morocco grain, real morocco, real Russian and seal. They may be used for price books, cost books, order books, etc. The prices range from 60c. to \$18 per dozen. A different style is the refilling memorandum book, made so that the same cover may be used for other books when it is necessary to renew them.

MOURNING NOVELTY.

A. O. Hurst, representing Warwick Bros. & Rutter, is having good sales on a line of tinted mourning stationery, that is an improvement on a good many of that class of goods which have been issued since the Queen's death. There is no black border to the envelope or paper, the only stamp being a British flag embossed in black and white in one corner of both envelope and paper. There is nothing common, or cheap-looking about this stationery.

GAME REQUISITES, ETC.

Among their best selling goods The Copp, Clark Co., count playing cards, dice, poker chips, etc. For use in all progressive games they show four new designs in progressive score cards; seals for scoring, which may also be used for kindergarten work or for carnival costumes; and game punches, strong, nickel-plated goods for use in scoring. Unbreakable poker chips with smooth edges and highly finished are shown, for 50c. per 100. Poker dice, of fine vegetable ivory, packed five in a box, and poker spot dice of transparent celluloid in magenta, saffron and green, are shown in great variety. Some handsome gold and silver papers, which are very desirable for decorative purposes, are to be had in many patterns. At-Home cards and programme pencils complete the list, and these have been in good

1901

We wish all our friends a very

HAPPY and PROSPEROUS NEW YEAR.

We have pleasure in announcing to the Trade that we intend to be more than ever fully prepared to enter upon the **New Year and New Century** in a position to supply all requirements and to keep our **Stock Fully Assorted and Thoroughly "Up-to-date."**

OUR SPECIALTIES ARE

Account Books, Stationery, Leather Goods, Paper, Office Supplies, Printers' and Binders' Material, Diaries, Bookbinding.

AGENTS FOR

Esterbrooks' Steel Pens,
Wirt Fountain Pens,
Arnold's and David's Inks,
Pen Carbon Letter Books, etc.

We aim to have the most Complete Stationery House in the Dominion

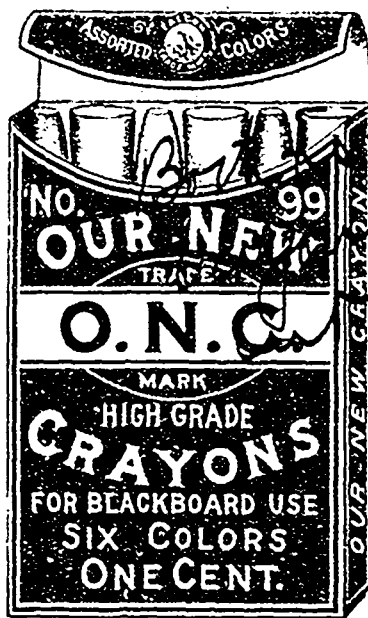
THE BROWN BROS. LIMITED

Manufacturing and Importing Stationers,
51-53 Wellington St., W.,
TORONTO.

THE BARBER & ELLIS CO. LIMITED
Envelope Manufacturers
WHOLESALE AND MANUFACTURING STATIONERS,
43, 45, 47 and 49 Bay Street, TORONTO.

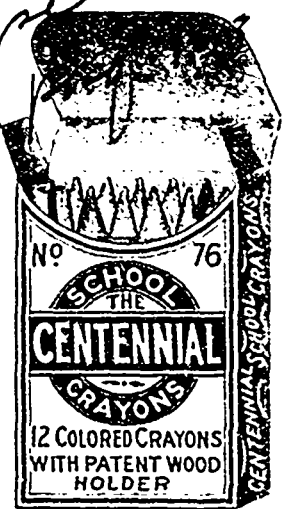
<p>IN PAPERS</p> <p>we handle everything that is required by business and society people, as well as Printers' and Stationers' Supplies.</p>	<p>Perfection Clasp Sample Envelopes.</p>	<p>Business and Society Envelopes.</p>	<p>BUSINESS HOUSES should use our Bond Papers.</p>
<p>ENVELOPES</p>			<p>SOCIETY PEOPLE should use our Flashwater, Portia, and Oxford Veilum.</p>
<p>OUR FLAT PAPERS EXCEL Send for Samples.</p>	<p>Invoice, Tag Envelopes.</p>	<p>Envelopes of any Kind, Shape or Quality.</p>	<p>EVERYBODY should use our Envelopes. Lowest quotations to the trade.</p>

FOR SCHOOL CRAYONS



Write the Best and Finest Manufacturers in the United States

The inserted cut represents of Best Sellers
The NO. 76 represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices.



NO. 99 is a box containing 6 assorted color-chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.

Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY. MONTREAL.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency, WINNIPEG, CANADA.

NEW MUSIC

A FRANCOISA March, by P. Marlo Costa The latest European success, played, whistled and sung all over Europe.
COONTOWN REVELS - by Clara F. Musgrave. A splendid Two-Step.
Anglo-Canadian Music Publishers' Association "ASHDOWN'S" Limited
88 Yonge St., Toronto.

FANCY GOODS AND STATIONERY—Cont'd.
demand. The pencils are Faber's make, in pink, white and blue polished, with ring and bone tips.

CANADIAN ENVELOPES.

Ninety per cent. of the envelopes used in Canada are made in this country. The largest factory in the Dominion is that of The Barber & Ellis Co., who turn out an immense quantity of goods, from the largest official to the smallest pay envelope.

A NEW WAREHOUSE.

Nerlich & Co. are now fairly well installed in their new building at 145 148 Front street west, just opposite the Union Station. The new place, as may be seen in the illustration, has five storeys and basement. It is 250 ft. deep, with a store space of 60,000 sq. ft.—larger than any other house in Toronto. Every floor is used, the basement being used for packing purposes.

BIRTHDAY CARDS.

It is a pleasing custom in most families to remember birthdays. To those absent and far away a dainty card of salutation is most convenient for the well-wisher, who has some friend or relative to remember, to send, and is much appreciated by the recipient. The trade should bear this in mind and order a selection from the samples of a line published by the well-known firm of Davidson Bros., London, Eng., for whom The Copp, Clark Co., Limited, are Canadian agents. Their travellers are now showing this very extensive and beautiful line.

USEFUL BOOKLET.

The seventh edition of the booklet, "Graphite as a Lubricant," has just been published by Joseph Dixon Crucible Co., Jersey City, U.S.A. It describes the various uses and advantages of graphite, giving the experience and testimony of a number of engineers, scientists, etc., and is an interesting pamphlet. The nature and peculiarities of graphite are discussed, and their ability to overcome friction in all parts of machinery, locomotives, etc. The booklet is sent to anyone asking for it.

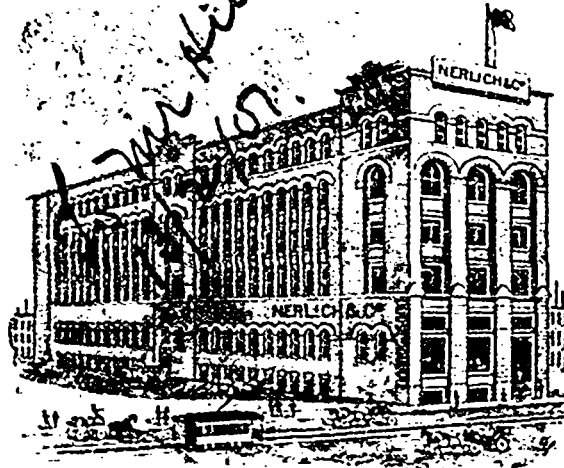
PEN-CARBON LETTER BOOKS.

The pen-carbon letter and bill books shown in Brown Bros. warerooms are attracting much attention. Letters or bills may be copied by their use with no trouble

whatever. Any ink, pen or paper may be used, and no press, water or brush are needed, the copying being done while the letter is being written. Samples of the work done by this letter book are shown, and the copy is so like the original that it is difficult to tell them apart. They are sold in either size, note size and bill size, ranging in price from \$1.25 to \$2.50.

EASTER EGGS.

Large glazed china eggs with pretty flower designs are shown in The Copp, Clark Co.'s warerooms, to retail at 5c. In a larger size they are the bisque eggs, also with designs in flowers. A new line of fancy card board eggs, decorated with gold



Nerlich & Co.'s New Warehouse.

tinsel and flowers is intended to be suspended as an ornament. It may be sold with any small fancy article inside, as it is made in two parts. They retail from 10 to 25c. With each egg a fancy stand is provided.

Miss Kate C. Black, fancy goods dealer, Almonte, Ont., has sold out, and Miss E. S. Cairns has opened up business in the same line.

All Government officials in Canada are now using, or supposed to use, mourning stationery in their business correspondence. A suggestion from the stationer to those officials of the Government in his locality, that they take home some mourning stationery for the use of the other members of the family would probably lead to the sale of a quantity of it.

A new patriotic song, by Arthur J. Matthews, is just out, called "A Canadian Volunteer," and dealing with a supposed incident in the South-African campaign. It is a pretty piece, and will be welcomed by singers in the Dominion, if for nothing else than it is Canadian, and a pleasant relief from some of the imported stuff that is usually inflicted upon audiences in this country.

POINTERS FOR PROGRESSIVE DEALERS.

THE question of how to advertise in dull seasons is discussed by an advertising agent, and his conclusions are that more attention should be paid to the advertising of the business in dull seasons than in times when trade is brisk. Some merchants cut down their newspaper space when the dull season comes along, and others stop advertising altogether. The best way is to keep the advertisement running, but brighten it more. Give more thought to the wording of it, and see that it is set so that the principal points are properly emphasized. If it is harder to get people into the store, then there is all the more reason for advertising, instead of letting the notice drop because business is slow.

A dealer writing in Ad. Sense says that the only proper advertisement is store news. He always runs his advertisement in the same part of the paper, and insists on its being set always in the same type. By this means, people get to know his advertisement without seeing the name. He writes his store news as simply as possible and as honestly, which is a very important requirement in good advertising. He is a country dealer, and, though it might be supposed that there would be very little news about a small store, he finds that customers are very easily interested in anything in connection with the goods they are buying. The local newspapers are weeklies, and, considering that between the two of them he reaches all the best families in the community, he thinks that the cost of advertising is very small. About four times a year, a little booklet about the store is sent to the head of every family in the vicinity. This necessitates having a mailing list, which is not made up without much trouble, and which requires continual altering. But he considers it one of his most valuable assets, and believes that it is worth all the work and expense in connection with it. The list is divided so as to show who are customers and who are not, and the letter sent out with each booklet varies accordingly. Such a list may be used in many other ways, besides mailing the booklets.

Something that is not often seen is a good window trim in which the principal feature is a line of books, although there are probably as great trimming possibilities in many books as in any other goods that are shown. The large departmental stores frequently have an attractive display, and, when this is on, none of their windows takes up more

attention from people on the street, but the average stationer seldom puts his books forward as well, or, if he does, he weakens the display by adding a lot of other goods to it.

A book display should have as little else with it as possible. At least two copies of each book should be shown, so that both the cover and inside may be seen. If there are illustrations, open the book where these occur, as they give a brighter appearance to the text. A very narrow rubber band will serve to hold the book open, and yet not spoil the inner binding. A line of books was recently shown in a way that allowed each book to be seen as well as possible and made a good window out of the whole. The centre of the display was in pyramid form, the lower books standing on their ends, in a circle, each book being open at a little more than a right angle, with the backs turned outward. On top of these other books were laid flat, so as to form a foundation for another circle of books arranged like those on the bottom, and so on till the whole was capped by a single book on end. An outside circle was formed by a number of works, two of each work, on their ends. All these books were opened and the covers and inside pages were shown to the observer, alternatively. The whole was surrounded by paper-covered novels lying face up on the floor of the window.

The Canadian railway book and magazine stalls find business during the Winter months rather dull. About the only busy time through the whole Winter up to March or April is Christmas. The holiday travellers are frequently heavy buyers of magazines, etc., and dealers who carried Indian goods and souvenirs made a good thing last Christmas out of moccasins. Americans were the best buyers of these, though the Canadians took a large number also. The commercial travellers are the best customers through the Winter. Toward Spring the trade begins to brighten up, the settlers going out to the Northwest being good purchasers of books and magazines.

The coming Summer's trade is looked forward to with great expectations by the railway newsdealers, on account of the Pan-American Exposition at Buffalo. The Americans from the eastern cities generally take the Canadian route, whether from a desire to see the country or because they get better service, and they are good customers. During the World's Fair year the trade done by the railway news stalls was enormous, not only in books and magazines, but in souvenirs of Canada. The dealer who is not so favorably located as regards catching this trade can, nevertheless, secure a portion of it, as there is sure to be a number of foreign tourists looking around the city, and attractive souvenirs are pretty certain to be picked up by them. C.G.H.

AGENTS WANTED.

WANTED—Agents for a firm of English Manufacturers of Albums, Scrapbooks, Fancy Leather Goods, etc. Applications in the first instance to be addressed to Box 44, care BOOKSELLER AND STATIONER, Toronto.

Stationery and Book Business For Sale

in the City of Winnipeg
An exceptional opportunity for a pushing man. Stock new and well assorted. Can be had on favorable terms. Apply to

RICHARD TEW
28 Scott Street, TORONTO.

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R. BARBER.

TURKISH STEEL PEN CO.,
DAMASCUS,
SYRIA



IN SIX NUMBERS.
Graded for all kinds of Writing.
Sole Agents: Warwick Bros. & Rutter
TORONTO

FOR SALE.

The Branch Book and Stationery business of The Bailey Bros Co., in Kamloops, B.C.
Good business town, and surrounding country with very little opposition.
Reason for selling, death of partner who had charge of the business.
For further information apply to
THE BAILEY BROS. CO., Limited,
(2) VANCOUVER, B.C.

A CANADIAN VOLUNTEER.
The Popular New Song.

Sung with great success by Harry M. Bonnett, Toronto. Endorsed by the leading vocalists. Golden-voiced Alf. H. Wilson, of the Watch-on-the-Rhine, theatrical company, writes. Your song is very good indeed." Advertisod extensivoly. Prices to music dealers and booksellers, 1 copy 15c., 1 couplet 5c., 1 dozen \$1.50, postpaid (words and music). To be obtained from the composer.

ARTHUR B. MATHEWS
241 Wellington St. W.,
TORONTO.

N.B.—Unsold copies taken back at trade prices.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

Alex. Pirie & Sons

LIMITED
Mills—Aberdeen, Scotland.
Warehouses—London, Dublin, Glasgow,
Paris and New York.
Agencies in all the principal cities of the world.

Manufacturers of the very finest grades of
Writing, Bond, Ledger,
Printing and Blotting Papers,
Envelopes, Cards and
Correspondence Stationery.
Also Gummed and Coated Papers.
Stocks kept by all first-class stationery houses.

Gold Medals, Paris, 1878:1889.

JOSEPH GILLOTT'S
Of Highest Quality, and Having
Greatest Durability are Therefore
CHEAPEST. PENS

NEW CANADIAN COPYRIGHTS

Registered at Ottawa between January 1, 1901,
and February 1, 1901

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

11882. With the Royal Canadians. Stanley Brown, Toronto.
11883. My Little Mignonette. Song. Words by Frank L. Murphy, music by Henry S. Miller. Whaley, Royce & Co., Toronto.
11884. Mother Goose's Bicycle Tour. By M. S. G. William Briggs, Toronto.
11885. *Zorra Boys At Home and Abroad: or, How to Succeed.* By Rev. W. A. Mackay, B.A., D.D. William Briggs, Toronto.
11889. Sabbath School Class Register. R. Douglas Fraser, Toronto.
11891. Three Classes of Men. Dr. A. T. Sanden, Montreal.
11892. Composed on Love, Penetrating to the Heart. James Eells, Creston, B.C.
11893. XIX-XX Victorian Age. George W. Grote, Toronto.
11894. A Half Century of Conflict. By Francis Parkman. Volume II. Morang & Co., Toronto.
11895. Montcalm and Wolfe. By Francis Parkman. Morang & Co., Toronto.
11897. Elseeta. March Two-Step. By Fred S. Stone. Whaley, Royce & Co., Toronto.
11898. A Canadian Volunteer. Song. Words and Music by Arthur R. Mathews, Little Rapids, Algoma District, Ont.
11900. Enable us to Understand and Live the Life of Christ. James R. McDowell, Guelph.
- 11901-11902. The Nineteenth Century Series. Vols. IV. and IX. Bradley-Garretson Co., Toronto.
11903. New Railway, Post Offices and Municipal Map of Manitoba. Dominion Publishing Co., Hamilton.
11904. Born to Serve. By Charles M. Sheldon. Poole Publishing Co., Toronto.
11905. Decimals and Decimalization. By Arthur Harvey, Toronto.
11906. My Travels. Robert Shields, Toronto.
11908. *L'ecrin precieux des Jeunes Meres; Le Conseiller Partique des Familles.* Eugene Saint Cyr, Montreal.
- 11909-11913. The Church Co., Cincinnati, copyright the following pieces of music: The Little Dutch Queen. Two-step for piano. By Andrew J. Boex; In May-Time. Song. Words by Frank L. Stanton. Music by Oley Speaks; Eyes of Blue. Song. Words by Frank L. Stanton. Music by Oley Speaks; When Gazing in Thine Eyes so Dear. Song. By Oley Speaks, The Caress. For the piano. By Gylford Barrett, Op. 11.
11914. A Century Run or Bust. Photo. Fred. L. Hacking, Vancouver.
11915. That'll Help Some. Words and music by Geo. Sydney. Whaley, Royce & Co., Toronto.
11916. Hiawatha or Manabozho. An Ojibway Indian Play. By Louis Arthur Armstrong, Montreal.
11917. Mary Melville, The Psychic. By Flora MacDonald. Benjamin Fish Austin, Toronto.
11918. Strength. Its Use and Abuse by Men. By Dr. A. T. Sanden, Montreal.
11920. Treatise on the Law of Real Property. By Edward Douglas Armour, K.C., Toronto.
11921. Handbook of Method for Teaching Phonic Reading. By John A. MacCabe, LL.D., F.R.C.S. Copp, Clark Co., Toronto.
11922. *La Vierge a la Creche. Paroles de Alphonse Daudet. Musique de Alexis Contant.* Alexis Contant, Montreal.
11924. *Histoire des Etats Unis d'Amérique depuis les Premiers Etablissements jusqu'a nos jours.* Par Sylva Clapin. C. O. Beauchemin et Fils, Montreal.
11925. *Le Retour. Marche.* Par Emery Lavigne. Edmond Archambeault, Montreal.
11926. *Sous les Lilacs. Valse.* Par Emery Lavigne. Edmond Archambeault, Montreal.
11927. A Letter From the Front. Words and music by George Strayer Maxwell. Arranged by Lee Olean Smith. Whaley, Royce & Co., Toronto.
11928. When We Were 21. Waltz. By M. H. Kohn. Whaley, Royce & Co., Toronto.
11929. Illustrated Advertising. Fourth edition. By F. W. Johnston, Toronto.
11930. Morang's 20th Century Educational Series: A Modern Phonic Primer. Morang & Co., Toronto.
11931. The Canadian Law List. Hardy's. 1901. Henry Cartwright, Toronto.
11932. British - American Fashions, Winter, 1900. (carte de modes.) Cutters and Designers School Company, Montreal.
11933. Count Frontenac and New France Under Louis XIV. By Francis Parkman, Morang & Co., Toronto.
11934. Montcalm and Wolfe. Volume II. By Francis Parkman. Morang & Co., Toronto.
11935. Uniform Bill of Lading. Form. John M. Jenckes, Sherbrooke.
11937. Canadian Drills and Exercises No. 4. Patriotic Scarf Drill. By Edith McLean, Toronto.
11639. Revell's Revised One Year Class Book for 24 Names. Fleming Revell Co., Toronto.
11940. A Valentine. Waltz. By Leo Oehlmer. Church Co., Cincinnati.
11941. Wilson's S. S. Teacher's Class Book. Ninian T. Wilson, Toronto.
11942. Wilson's Sabbath School Secretary's Record. Ninian T. Wilson, Toronto.
11943. Health in Nature. Book. By Dr. A. T. Sanden, Montreal.
11945. Canadian Drills and Exercises No. 5: Grand March and Flags. By Edith McLean, Toronto.
11947. Sabbath School Secretary's Record. Rev. R. Douglass Fraser, Toronto.
11948. Victoria-Emanuel. Poem. By George W. Grote, Toronto.

INTERIM COPYRIGHTS.

668. Canada Our Nation. Patriotic song. Words by Mrs. R. P. Hopper, music by John A. Stokes, Toronto Junction, Ont.
669. Britain, Her Past, Present and Future: The Nation's Evil and the Cure. By Caleb Platt Simpson, London, Ont.
670. Policy Holders' Protective Chart and Insurance Hand Book. Thomas L. Maitland, Toronto.

"Acadiensis" is the title of a new and attractive quarterly, published in St. John, N.B., the first number of which we have just received. The ground intended to be covered by the magazine is what is known as Acadia, hence the name. The object of the publication appears to be mainly historical, although other topics of interest are dealt with. A portrait of the late J. W. Lawrence, of St. John; a picture of the "Last Moose in Vermont," "An Object Lesson to Acadians," and one or two other illustrations materially add to the attractiveness of the magazine. It is published under the auspices of the Acadian Society, who deserve every success in their venture, and will likely get it if the "Acadiensis" is kept up to the standard of the first number.

THE NELSON FIRM.

In the year of Queen Victoria's coronation and in the same season of the year the business now passing under the style of H. A. Nelson, Sons & Co., Limited, Montreal, was founded. In the year of her death and while British and foreign people were mourning over her bier, the business of this firm was discontinued. The reigns were peculiarly contemporaneous.

Nelson and Buttes commenced business in 1837 on McGill street, Montreal. They were "chums" who hailed from New Hampshire, thrifty and venturesome. They had learned of Canada and its possibilities, so started out with a few team loads of fancy goods, smallwares, and general woodenware, drove through the woods and over the border, and finally landed in a shop on McGill street, Montreal. Their capital amounted perhaps to \$500.

From the first they were in the wholesale business, but how different was the wholesale business of those days from that of to day! We should now call 1837 wholesaling, peddling. There were no railways, few roads, and travelling was arduous. Trade was of necessity confined. But there were few firms engaged in the importation of novelties from the United States, and year by year Nelson & Buttes found their business expanding. About 1860 Mr. Buttes retired from the business and the firm's name became Nelson, Wood & Co. Mr. Wood left in 1873 and was succeeded by Mr. Nelson's four sons, Albert D., Horatio W., Charles H and Frederick E. About 1855 business had expanded to such proportions, and the wholesale business was acquiring such a widening field for operations, that new quarters had to be secured on St. Peter street. In 1872 these were burned down and a new building erected, which stood the strain of commerce until last month, when it took hardly half an hour to bring it to the ground. The business done last year was the largest in the history of the firm.

The Toronto branch was established in 1868 and put in charge of the two youngest sons, H. W. and C. H. A large warehouse was built on Front street, but four years ago the stock and business were concentrated in Montreal, and only a sample room retained. It is now contemplated that Mr. H. W. Nelson will continue the Toronto business, but it seems probable that the stationery part of it will be discontinued entirely. This would mean that an old and reliable wholesale firm is lost to the Canadian stationery trade.

The founder of the business, Mr. Horatio

Admiral Nelson, was quite prominent in the growth of Montreal and her commerce. For 14 years before he died he was a member of the City Council, and during most of the time he was chairman of the finance committee. He was also a member of the Quebec Assembly during the Joly Administration, when he looked after the interests of Montreal in the local Legislature. In commercial organizations he was accounted a man of fine and sound judgment.

In Montreal religious circles he also assumed a leading position. He was a prominent member of the American Church and he was a large donor towards its maintenance.

His sons are known to the trade of Canada as energetic and reliable business men and to their hosts of friends as gentlemen of an inherited fine character. At present their business future is undefined.

THE MONTREAL BOOK AND STATIONERY TRADE.

Past and Present.

(Concluded.)

The business of Granger Freres is probably growing faster than any book business in Montreal. This Spring, they have added two more stores, and their premises are as large as an ordinary dry goods warehouse. Mr. Flavien Joseph Granger started the business in 1885, after serving some time with Chapleau & Labelle and Cadieux & Derome. In 1891, he admitted his brother, Alphonse A. Granger, to partnership, and together they are to-day handling a tremendous trade in books. This year, they were exhibitors at Paris, and won three medals—one gold medal for a collection of books, one silver medal for a collection of Canadian publications, and one silver medal for bookbinding. They carry a stock of about 70,000 second-hand French and English books. The senior member of the firm is a member of the Chambre du Commerce Française. He has sent a good many Canadian books to French and German libraries. They are also agents for many French and American patentees of office supplies.

In 1880, The Montreal News Co. was established at 588 Craig street, but soon after they moved to the present premises at 386-388 St. James street. Mr. Henry Brophy has been manager since 1883. This firm handle nearly all the current fiction trade of Quebec and the Maritime Provinces.

One of the most important changes that has taken place in Montreal business is the movement of the retail trade up town to St. Catherine street. These include those of

W. Foster Brown, W. Drysdale & Co., A. T. Chapman, F. E. Phelan, C. W. Coates, James Mock, E. N. Renouf and J. T. Henderson. Mr. C. Ashford, 800 Dorchester street, also has a well-established business. Mr. W. Drysdale is one of the best known bookmen in Montreal. In 1874 he established his business on St. James street, giving up charge of The Witness bookstore. In 1882 he founded a branch on St. Catherine street that was long under the charge of Mr. W. B. Baikie. He has now taken over this latter business himself.

W. Foster Brown is also an experienced bookseller. He bought the book stock of Dawson Bros. in 1889, and seven years ago moved to his present store. Mr. Chapman is a thorough bookman who established his business five years ago. The business of C. W. Coates was founded in Montreal 25 years ago as a branch of the Methodist Book Room. For five years it was on St. James street near the Temple Building, then for three years it was situated at 3 Bleury street, since when it can be found at 2176 St. Catherine street. The movement up town seems to have been going on for about 20 years.

Among other up-to date bookstores are those of Walter Street, 3 Bleury street, and T. Vaugh, 439 St. Lawrence street. The news and magazine depots at St. Lawrence Hall, Windsor Hotel, Place Viger and Bonaventure and Windsor street stations are also worthy of mention.

For two years Henry J. Thomas & Co. have been established at 123 St. Francois Navier street. They make a specialty of subscription books.

Two important wholesale houses are those of Macfarlane, Son & Hodgson, Craig street, and Austin & Robertson, De Bresoles street. Messrs. Macfarlane, Austin and Robertson came from Buntin and Boyd's establishment and established a business in 1882. Subsequently, Messrs. Austin & Robertson withdrew and branched out for themselves. In 1892, the latter establishment came under the control of Mr. Robertson. The original firm now is Macfarlane, Son & Hodgson.

J. C. Wilson & Co. have a magnificent warehouse on Craig street and do quite a large wholesale paper and envelope trade. They commenced business in 1870 and own large paper mills at Lachute, P.Q.

Mr. Henry L. Lyman, 12 St. Nicholas street, has represented the Dennison Manufacturing Co. in Canada for fifteen years. He also sells quite a quantity of crepe tissue paper for Jas. R. Crompton & Sons, English papermakers.

Mr. C. Theoret does a large law publishing trade at the corner of St. Gabriel and St. James streets. The business was established by Mr. Perrier in 1883, at 23 St. James street. He had been a canvasser for John Lovell & Son. He started by taking a trip to Europe, and bought some English and French books. In 1885 he published his first law book. In 1892 he died, and was succeeded by Mr. C. Theoret, who has published about 90 volumes.

WALL PAPER AND DECORATIONS.

THE LATE MR. F. S. FOSTER.

THE death of Mr. Francis Stuart Foster, of the firm of The Watson, Foster Co., wall paper manufacturers, Montreal, which occurred at his late residence, 904 Dorchester street, Montreal, on Sunday, January 6, 1901, deprived Canada's business community of one of its most respected members and cut short one of the most promising business careers that could be prophesied for a young man.

Although he had acquired a leadership in his line of business, Mr. Foster had not had an exceedingly long experience, being born somewhat over 41 years ago in Kingston. He received his education in the "Limestone City," attending the High School there, previous to the family's removal to Montreal.

It was in 1880 that Mr. Foster first became connected with the wall paper business, entering the firm of Watson & McArthur, which had just been formed, as bookkeeper. Four years later Mr. McArthur withdrew, and the business was carried on by John C. Watson & Co. In 1891 Mr. Foster really entered into partnership in the firm, but not till 1894 did his name appear in the firm's style. In 1897 the business was formed into a joint stock company and the trading title has since been The Watson, Foster Co. Limited.

Mr. Foster's special duties belonged to the manufacturing part of the establishment, and he had acquired a thorough knowledge of the practical side of the business. In fact, to his ingenuity and enterprise is largely due the excellence which Canadian wall paper manufacturers have learned to give to their products since they started to learn their business in 1880, on the adoption of the National Policy. Canadian merchants long found difficulty in selling the domestic made wall decoration, but, thanks to the zeal and perseverance of such pioneers in the industry as Mr. Foster, we are now not only supplying our own trade, but entering into the export business as well.

Mr. Foster's influence extended into the office also, where his grasp of financial questions and his business ability of no mean order were valued very highly. Honesty and integrity were equally predominant with enterprise in his make up. An example of his high principle, which he never would allow to be published, was shown one time, when, about eight months after he had made a settlement with an

insurance company upon some losses the firm had sustained through fire, he found a mistake had been made in the valuation of some factory apparatus, and his firm sent the insurance company a cheque for \$800. Acting upon such principles as actuated them in this case, he and his partners builded even better than they knew, and their business expanded to enormous proportions.

As a man, few business figures were held in respect equal to that enjoyed by Mr. Foster. Although he was very attentive to his private business, he had for some years been a member of the Montreal Board of Trade. He was a Governor of the Montreal General Hospital and a warden of Christ

Church Cathedral. His personality was affable, yet always impressive.

Mr. Foster had been away from business two years and eight months, seeking a recovery of health in different climes, but it was only during the last two months of his life he was seriously ill. He leaves a family of a widow and three children who, needless to say, have the warmest sympathy of his hosts of business friends.

The funeral service, rendered in the Cathedral in full chorus, was very impressive. The chief mourners were the two young sons of the deceased; Mr. W. Foster, brother; Mr. W. I. Gear, brother-in-law; Messrs. Hugh Watson and D. S. Boxer, partners of the deceased, and Wm. Cooper. Among the others present were: Sir M. W. Tait, Messrs. Alfred Griffin, George Creak, Capt. Riley, H. Adams, E. A. Barton, J. H. Hutchison, M. Fitzgibbon, David Smith, R. J. Notan, Lieut. Col. Butler, C. Richards, H. Ryan, George Howard, J. Fraser, C. P. Greaves, R. K. Howland, C. C. Howland, H. H. Howland. There was a large number of floral tributes sent by the immediate relatives of the deceased, and from Mr. and Mrs. W. B. Foster, Mr. and Mrs. Hugh Watson, G. Howland, Son & Co., Madame M. J. A. Prendergast, Cadieux & Derome, Colin McArthur, and Miss McArthur, the office and travelling staff.

VALUABLE SAMPLE BOOK OF WALL PAPER.

The Watson, Foster Co., Limited, Montreal, have again issued a pocket sample-book and price list combined of the leading ingrain hangings, with friezes and ceilings to match, which they carry in stock.

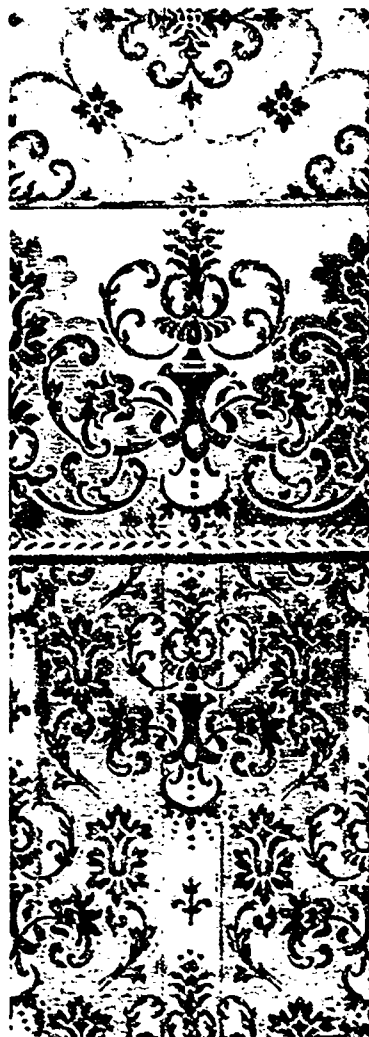
This is possibly the handiest and most valuable addition to the wall paper dealers' sample book department issued by any manufacturer. Dealers from all over the Dominion and United States spoke so highly in praise of its usefulness last season that The Watson, Foster Co., Limited, have decided to perpetuate it.

The book contains 25 popular colorings, on the back of each sample is printed the lettering of the ingrain, the price grade, and the numbers of the friezes and ceilings which match the different colorings. At the back of the book will be found half-tone illustrations of the friezes and ceilings. Price list accompanies each book.

Any dealer who has not yet received this ingrain sample-book should write to The Watson, Foster Co., Limited, Montreal, and it will be supplied immediately on application.

STAUNTONS' INGRAINS.

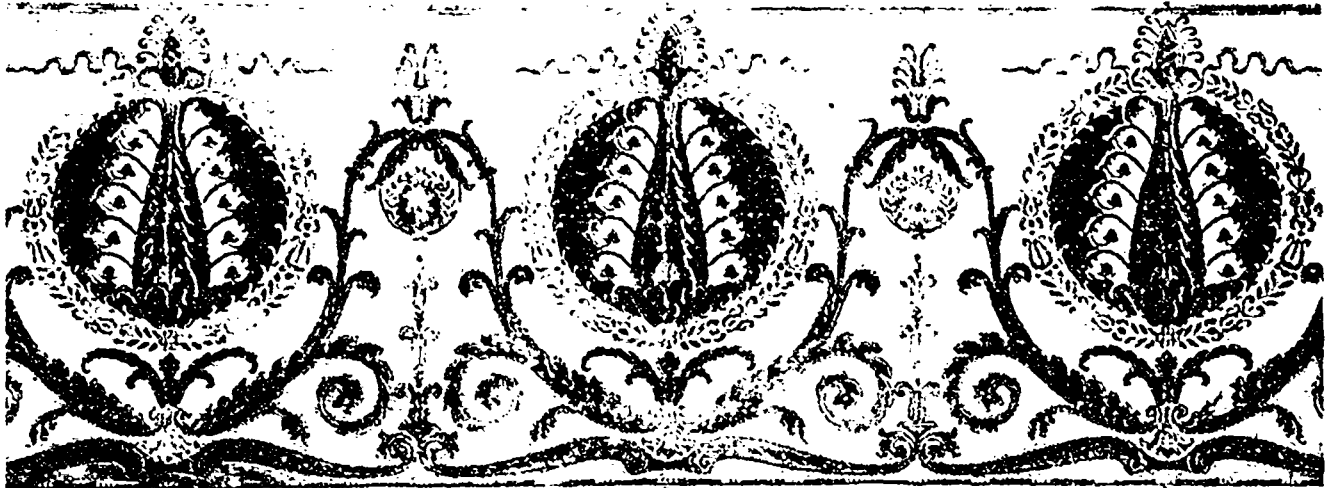
Stauntons' wall paper people, report great success during the last month in selling their popular ingrain combinations. It is a very superior line in points of the artistic in design and colorings, and is bound to be popular with the people when the season opens. It is only one of the many just such good sellers as the Stauntons, Limited, have in their 1901 line. The company are working hard on orders, and are making big shipments every day now, and expect very soon to have all orders completed, so that the trade will have an early Spring start.



No. 967.—The Watson, Foster Co., Limited.

A fine pattern in The Watson, Foster Co.'s line of this season, suitable for halls and interiors requiring generous treatment. The softened background gives a depth to the design, producing, especially in forest greens and Imperial reds, most effective results.

EVERYTHING GOOD AND PROFITABLE IN WALL PAPER.



21-inch Ingrain Frieze, No. 2030.



21-inch Ingrain Frieze, No. 2043.

THE ABOVE ARE TWO OF MANY SUCCESSFUL FRIEZES
IN OUR 1901 COLLECTION ✥ ✥ ✥ ✥
IF OF INTEREST WE WILL MAIL SMALL BOOK OF
INGRAIN SHADES WITH ILLUSTRATED MATCHED
COMBINATIONS, OR SAMPLES OF ABOVE OR OTHERS
IN ANY DESIRED SHADE ✥ ✥ ✥ ✥ ✥

THE **WATSON, FOSTER CO.,** LIMITED

MONTREAL.

Feb. 1st.

CANADA MAY SUPPLY BRITAIN WITH PAPER.

FRATUKES OF THE TORONTO BOOKSELLERS AND STATIONERS' MEETING WHEN MR. W. J. GAGE ENTERTAINED THE MEMBERS AND THE YEAR'S BUSINESS WAS DISPOSED OF.

A MOST enjoyable combination of business and pleasure was the annual meeting of the Booksellers and Stationers' section of the Toronto Board of Trade, which met at the National Club on the evening of January 24 by invitation of the chairman, Mr. W. J. Gage. The proceedings were informal, owing to the recent death of the Sovereign, the members refraining from any toasts or other evidences of festivity. The occasion, however, was of such an agreeable nature, and the friendly feelings promoted by the meeting were so generally appreciated that the worthy chairman of the section was cordially thanked by all those present. They included: Richard Brown, Rev. William Briggs, A. S. Irving, J. F. Ellis, A. W. Thomas, William Copp, S. R. Hart, George Warwick, D. A. Rose, W. P. Gundy, Fred. J. Campbell, George Spence, W. J. Davis, F. H. Gage, T. A. Brown, J. T. Hornibrook, Edgar J. Wills, and the editor of BOOKSELLER AND STATIONER.

After an excellent dinner had been partaken of Mr. Gage opened the business proceedings by referring to the deep sorrow of those present, as well as those of the people of the British Empire, at the death of Queen Victoria, an event which precluded anything in the nature of formal toasts. The chairman read letters of regret from Mr. H. L. Thompson, president of The Copp, Clark Co.; Mr. Graham, of Buntin, Gillies & Co., Hamilton; Mr. A. F. Rutter, of Warwick Bros. & Rutter, and other members who were out of town, regretting their inability to be present.

THE STANDING OF THE TRADE.

The chairman went on to point out that, in meeting together as they were doing, the trade would cultivate the esprit du corps, which was always of value in an organization of this kind, since any trade would be judged by the estimate which its own members placed upon their business. Booker Washington, the famous colored orator, has said that the use of the toothbrush was the best index of an advance in civilization. Another supposed indication of higher civilization was the use of soap, as cleanliness was next to godliness (laughter), but the booksellers and stationers considered that the best index of national progress was the use of paper and books. A statistician, in illustrating the progress of our late

Queen's glorious reign, had shown that, whereas in 1837 the average sum spent by an Englishman for books was 2s., at the close of her reign it was 12s. This was a significant evidence of national advancement. Mr. Gage continuing, said, that the past year had not been an active one for the section, over which he was glad to preside, and he found it a difficult thing to make a report. He was proud to recognize that the position held by him had, in the past, been associated with eminent members of the trade, like Messrs. Reid, Richard Brown, Copp, Clark, Warwick, Rose and others, all representing the highest character in business life. He considered the present meeting a good influence as it must conduce to harmony of action and purpose in the trade. He then presented the report as follows:

ANNUAL REPORT.

During the year there has been a steady development of the publishing, book and stationery business in Canada. The present satisfactory condition of the publishing trade as compared with a few years ago is the result largely of the recent Copyright Act of the United States and the advent of better times. Through the operation of the Copyright Act the book-sellers are no longer deluged with the cheap reprints that were formerly issued, and are in a position to protect the public by giving value for their expenditure on books. Good times have provided a large constituency to cater to.

It is also a pleasure to note the improved mechanical appearance of Canadian publications, which now compare favorably with those of any other country.

Canadian copyright is still in an unsatisfactory condition. During the year two members of the Board of Trade, Mr. Morang and Mr. Thomas, representing the Canadian Manufacturers' Association, attended the 11th annual meeting of the Chambers of Commerce of the British Empire, held in London, and succeeded in securing the adoption of a resolution favoring the right of colonies to make their own copyright laws.

The Dominion Parliament under two successive governments have passed legislation dealing with this question in the interests of the Canadian publisher which, unfortunately, is still inoperative, lacking Imperial assent. It is to be hoped that vigorous and determined action will be taken by the Board of Trade, assisted by the cooperation of the paper-making, printing and other allied trades to obtain Imperial sanction.

In the list of subjects assigned by the British North America Act to the Dominion Parliament, patents and copyrights are specified together, and it seems reasonable that the right of the Dominion Parliament to legislate for the one should be just as extensive as it is to legislate for the other.

In order to secure a patent right for a machine in Canada it is necessary to manufacture here within a reasonable time, thus giving employment to Canadian workmen.

The American publisher can obtain copyright by simply sending sample copies and registering his book in London, and in this way prevents the Canadian publisher from making it here, thus compelling the Canadian book-buyer to take his book printed on American paper and made by American printers and bookbinders.

The important principle involved of Canadians making their own laws, the great impetus that would be given to a large industry, demands the serious attention of our legislative bodies.

A distinguished scientist stated a few years ago that the price of rags was a good index to the advance of civilization, they being made into paper, and the use of paper being an indication of the infusion of knowledge.

At the beginning of the reign of Her late Majesty, 11 lb. of paper were consumed, on the average, by each resident of Great Britain; now it requires about 15 lb. In the United States it requires about 12 lb. for each citizen, Germany 10 lb., France 8 lb., Italy 5 lb. Canada must be up to or above the average of Great Britain.

During the past year the paper business in Canada has been exceptionally prosperous. Paper mills have been six months behind in filling their orders. To meet the demand the old mills are increasing their capacity; new mills are being erected. Stationers who make the paper up into different forms for practical use have shared in the general prosperity, and found it necessary to increase their facilities for meeting the demand. The paper trade in Canada will, no doubt, shortly be one of our greatest industries. We have an unlimited water-power, an inexhaustible supply of raw material in our pulp-wood forests. Capitalists from the United States, Great Britain and Europe are investing millions of dollars in this industry in Canada, and some of the largest pulp and paper mills in the world are being established here.

Twenty-five years ago, when the writer started in business in Toronto, the great bulk of our paper came from Great Britain, and English travellers regularly visited the Canadian trade to supply our demands. To-day Canadian paper mills can meet all our requirements, and some of them have their London offices.

Before the close of the next 25 years it is not too much to expect that the great London dailies will be printed on Canadian-made paper, and that travellers from the Toronto paper-makers and stationers will regularly sell to the trade of Great Britain in the interest of their respective houses.

EDGAR A. WILLS Secretary-Treasurer. W. J. GAGE, Chairman.

COPYRIGHT MATTERS.

The report was unanimously adopted. Mr. Ellis then moved that the thanks of the section be conveyed to Messrs. George H. Morang and A. W. Thomas, for their labors in connection with Canadian copyright in England last year, and suggested that Mr. Thomas, who was present, should give some account of the matter.

Mr. Thomas accordingly briefly but clearly outlined the mission of Mr. Morang and himself, and its results. He alluded to Mr. Morang's labors in connection with copyright in getting the Chambers of Commerce Conference to pass the resolution which had been adopted. As for the Canadian Copyright Act of 1900, he considered that the council of the Toronto Board of Trade should be asked to press upon the Canadian Government the wisdom of securing from the Imperial authorities the legislation required to put it in force beyond a doubt, and his motion to this effect, seconded by Rev. Dr. Briggs, was unanimously adopted.

The treasurer's report, which was satisfactory, was also adopted.

MR. BROWN ON THE PAST.

Mr. Richard Brown, being called upon, spoke in a highly humorous and reminiscent

MOORE'S Improved Non-Leakable FOUNTAIN PEN

THE BEST Fountain Pen Made at ANY PRICE.

Patent
July 18, 1893.



Patent
September 8, 1896.



These Pens, being constructed upon entirely different principles from other fountain pens, are without doubt the nearest PERFECTION of any pens ever manufactured. All the undesirable features of other fountain pens have been eliminated. Send for our Illustrated Catalogue, just out. It will interest you, if you are looking for a Perfect Fountain Pen, Strictly High Grade. They can be carried in any position in any pocket and will not leak.

RETAIL PRICE, \$2.50 TO \$12.00.

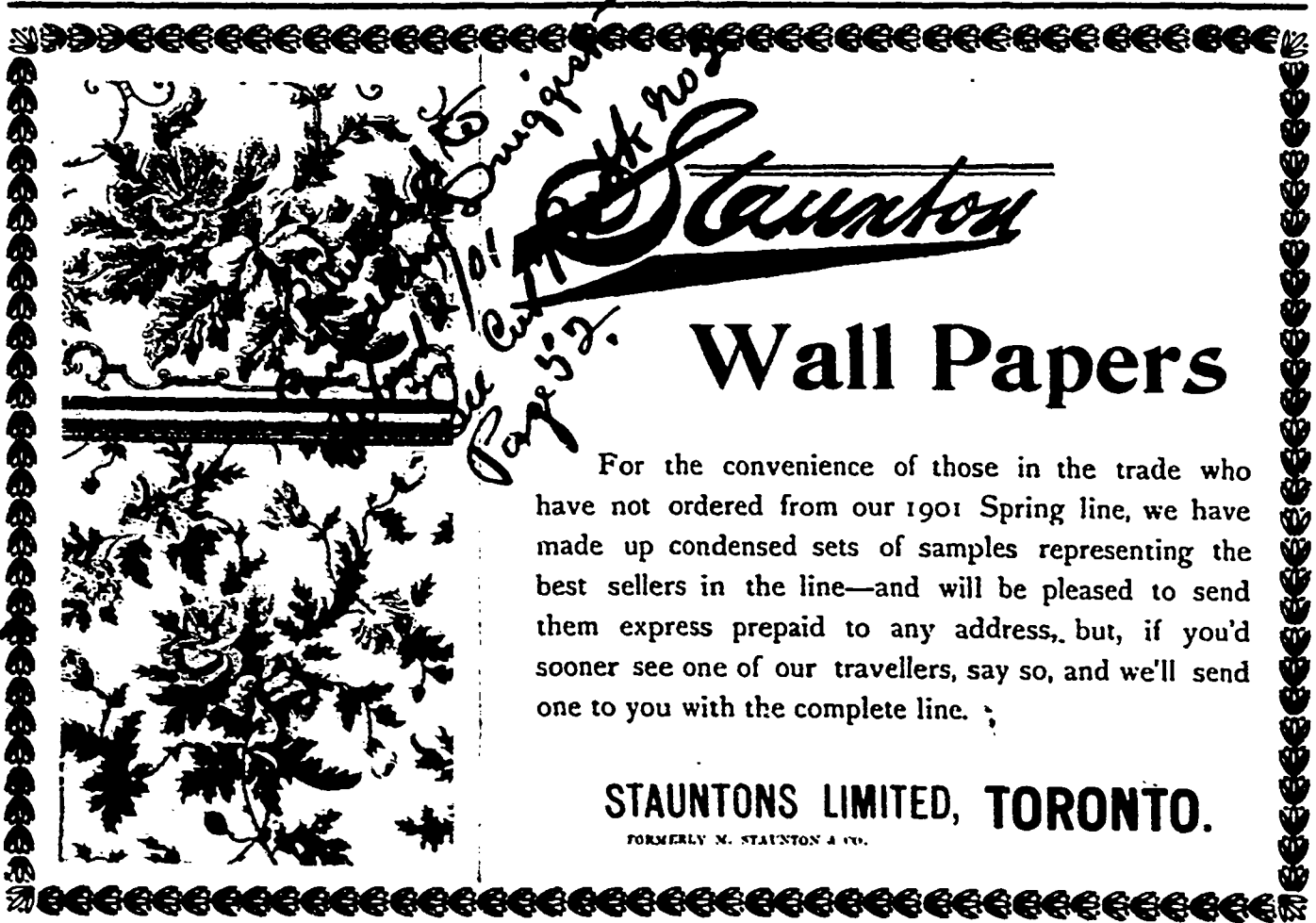
AMERICAN FOUNTAIN PEN CO.

Manufacturers, 168 Devonshire St., Boston, Mass., U.S.A.

W. J. GAGE & CO., Limited, TORONTO, ONT., Agents for Canada.

See Catalogue Page 32

101 Spring St. No. 20



Staunton

Wall Papers

For the convenience of those in the trade who have not ordered from our 1901 Spring line, we have made up condensed sets of samples representing the best sellers in the line—and will be pleased to send them express prepaid to any address, but, if you'd sooner see one of our travellers, say so, and we'll send one to you with the complete line.

STAUNTONS LIMITED, TORONTO.
FORMERLY M. STAUNTON & CO.

phase of the trade, of which he is a veteran member. He considered such meetings as the present of the highest value as they conduced to mutual understanding. He was an old member now, for he recollected having begun in the book business in 1848. Conditions were then very different to those of to-day. There were very few travellers and he instanced one or two amusing cases of travellers who proved themselves quite equal to the modern article. One vendor of bibles had opened his canvass of a town by presenting one to the minister who took his text from it the Sunday following. The consequence was that the traveller sold bibles to the whole town the following week. Mr. Brown also referred to the early magazine trade and to the success of Harper's and of the Anglo-American magazines when these periodicals first came out. He thought that there was no exaggeration in considering Canada the paper country of the world (hear, hear), and paper was coming into such universal demand that perhaps the day would dawn when we would live in paper houses and wear paper coats. (Laughter.)

REV. DR. BRIGGS' ADDRESS.

Rev. Dr. Briggs, said he could not go back as far in his reminiscences as Mr. Brown, since it was the privilege of age to speak of the past, while he and other young men naturally looked toward the future. (Laughter). Speaking of books, he recalled the case of the man in one of Dicken's books who wanted to squeeze Mr. Pecksniff behind a door because he would "squeeze soft." The speaker thought that this could be said of a good many books that came from the modern press. They would squeeze soft since they were so flabby as far as their literary qualities were concerned, however useful they might be as a profitable feature of trade. (Voice, "David Harum" and laughter.) He thought that they should all labor to raise the character of the books which they put forth. And a factor in all united action was just such conferences as the present which could not fail to have a beneficial effect in trade matters. No combination of any kind was necessary and no house need be hampered in the conduct of its own business, but by associating together they could get closer together in various questions which affected their own interest.

IMPORTANCE OF THE TRADE.

Mr. S. R. Hart said that the allied trades connected with printing, lithographing, bookbirding and manufacturing stationers employed more hands than any other single industry in Toronto. They numbered certainly not less than 2,500 and probably more outside of the newspapers there were nearly 2,000 employed, and the

newspaper establishments alone employed about 750. This estimation did not probably cover many smaller concerns, which being added would send up the total. He thought it was well for the manufacturing stationers to realize how important the industry was.

DUTY ON PULP WOOD.

Mr. F. J. Campbell spoke as a paper manufacturer, with reference to the growth of the pulp business, and favored the placing of an export duty on pulp wood as a means of promoting the Canadian industry. (Hear, hear.)

MR. ELLIS ON EXPORT TRADE.

Mr. John F. Ellis being called upon to speak as a manufacturer of stationery, said that it give him great pleasure on more than one occasion to represent the views of the trade with which he was connected. He referred to the meeting of manufacturers at Boston which he attended, and where the leading members spoke of the export trade and of their own ability to capture foreign markets. It was evident, Mr. Ellis said, that the United States manufacturers were making every effort to compete with British and other purchasers in the markets of the world, and he thought that there was no reason why Canada should not look forward to the day when she could send her travellers to England to sell the products of the paper industry. (Applause). Our industry was in its infancy, but when prices came down, as they certainly must in time, to an export basis, there was no reason, when our paper manufacturers were already providing for an output which could not be disposed of in Canada alone, that those who used paper here as a raw material of manufacture, that is our book makers and our envelope and stationery makers, should not also aim at an export trade. We should at least look forward to that because every shrewd manufacturer knew how convenient a foreign trade was because when trade was dull at home some other place was prosperous, and thus mills and manufacturing institutions were kept going all the year around. (Applause.)

Mr. George Warwick, said he considered gatherings of the trade of this kind very beneficial, and he trusted it would not be necessary to have a dinner in order to induce the members to turn out. (Laughter.) For his part he was bound to confess that when he got the invitation to be present he had to look up to see who was chairman for the year. (Laughter.)

On motion of Mr. Ellis a cordial vote of thanks was passed to the chairman for providing so pleasant a way for the members to meet. This was carried unanimously, when the chairman replied that he had his thanks in the good attendance which had taken place.

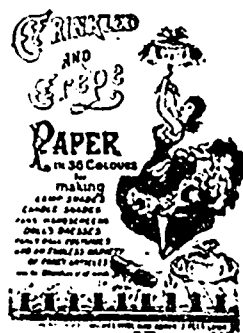
The election of officers resulted in the unanimous re election of Mr. W. J. Gage as chairman, and Mr. Richard Brown as vice-chairman.

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A booklet has been published by Oliphant, Anderson & Ferrier, Edinburgh and London, called "The United Free Church of Scotland," written by the Rev. A. M. Fairbairn, principal of Mansfield College, Oxford. It describes the uniting of the two bodies, the Free Church of Scotland and the United Presbyterian Church, the rise of each, and the men who made each. It is illustrated with photographs of some of the leading men and historical buildings of the two churches.

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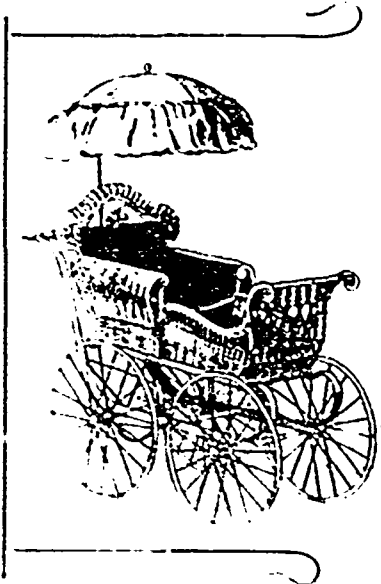
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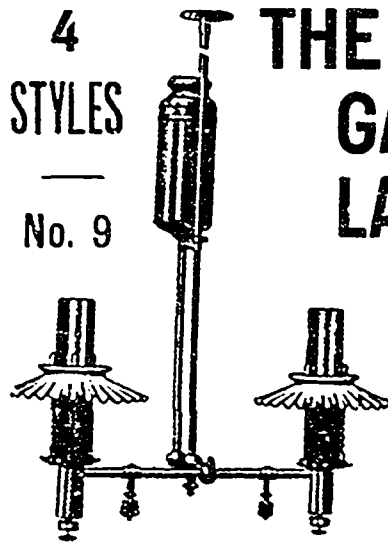
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