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VOL. XX. NO. 12

Price, \$1.00 per year.

# BOOKSELLER AND STATIONER

DEC.

THE MACLEAN PUBLISHING COMPANY, LIMITED  
Montreal Toronto Winnipeg

1904



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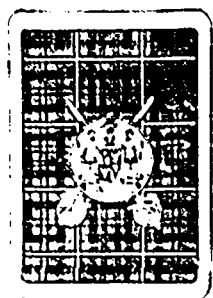
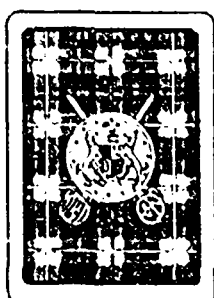
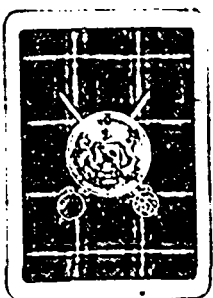
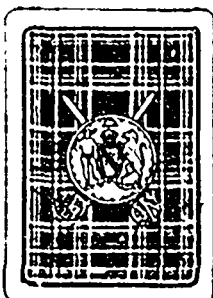
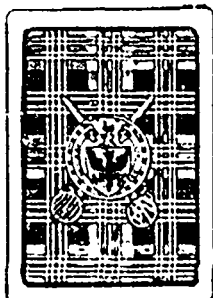
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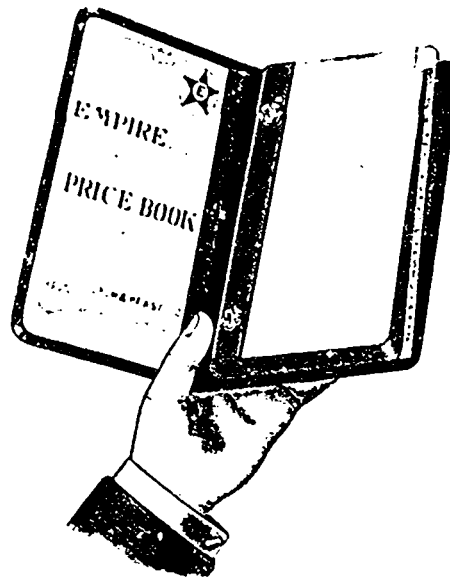
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# THE Bookseller and Stationer

Subscription, One Dollar a Year.

Single Copies, Ten Cents.

Vol. XX.

MONTREAL AND TORONTO, CANADA, DECEMBER, 1904.

No. 12.

## CURRENT TOPICS.

IN presenting to the trade this, the last issue for nineteen hundred and four of The Bookseller and Stationer, we cannot do less than extend to our readers the warmest greetings of the season. The year just closing has been a most satisfactory one. Though

### A Glance at the Past.

the wholesale stationery trade received a severe set back by the fire which destroyed so many of the big warehouses in Toronto, the disaster was not without its respite. The Fall has seen a wonderful quickening of trade, and the new year will witness the beginning of a new era in the wholesale stationery trade, when the burned out firms will have returned to their own again. The Bookseller and Stationer has been growing in 1904 in many directions. We have turned out month by month trade papers which, typographically, editorially and artistically, compare most favorably with any other organs of the book and stationery trade. Our paper has been recognized by advertisers in Canada, the United States and England, as it never was before, and for the suffrages of our advertisers we return heartiest thanks.

•••

BUT to be of real service to the Canadian trade our growth must be continued and, in close touch with the progress of our clientele, we must go on developing ourselves. During the coming year we are anxious to introduce the personal element more largely into our paper. To this end we intend to

### A Look Into the Future.

publish an illustrated series of "Leading Canadian Stores," describing the most progressive firms and how they are making a success in the business world. We intend to continue regularly our departments devoted to good advertising and the art of display, making them of close personal interest to one and all of our readers. Fuller and more detailed reports of the state of business all over Canada will be supplied month by month. There will be several special articles on subjects of vital interest to the trade. In the realm of books we shall endeavor to make our book lists and our general information indispensable to the progressive retailer. In our other departments we shall strive to give complete and full descriptions of everything new at the earliest possible moment.

IN a few more days the Fall publishing season will be practically over and, until Spring books are on the way, publishers will build all their hopes on repeats. November saw the opening up of the holiday trade, and the opening was certainly most reassuring. If December

### The Book Trade.

witnesses a corresponding increase in sales retailers should have little to complain of. Business is naturally turning away from current fiction to the more purely holiday channels of trade, and gift books and standards are increasing their sales materially. However, the Fall books are being rapidly cleared out and publishers are experiencing no little difficulty in getting out supplies. The best sales of the month have been pretty well divided between "Beverly of Graustark," by G. B. McCutcheon, and "God's Good Man," by Marie Corelli. "The Masquerader," by Katherine Cecil Thurston, is a new favorite of the month and has sold well. Another newcomer is "Jess & Co.," by J. J. Bell, while "The Prodigal Son," by Hall Caine, is launching out on a prosperous sale. The older favorites, "Whosoever Shall Offend," by F. M. Crawford, "A Ladder of Swords," by Gilbert Parker, and "The Princess Passes," by C. N. and A. M. Williamson, maintain steady sales.

•••

A MONTREAL bookseller in conversation with a representative of Bookseller and Stationer, took strong objection to the questionable methods of departmental stores to catch not only city trade but the country store's trade as well. "The practice of selling popular books lower than publisher's price,"

### Selling Under Cost.

he continued, "is certainly detrimental to the best interests of trade, and is pernicious in so far as being used as a bait to catch the unwary. This selling under cost to attract trade is doing much to kill off the small profits in the business." We all know the existence of such conditions, and no matter how much we may wish to alter them, they will remain the same. The question has been in one way or another frequently propounded and often answered with little satisfaction to anyone, so we scarcely feel competent to throw over so few rays of intelligence upon it. No one is in business for their health, and least of all the department store, and don't fail to let your customers know that fact.

**BOOK  
BREVITIES**

IN the October issue of Bookseller and Stationer the statement was made that the Macmillan Co. were the publishers of the Cambridge Modern History in both England and the United States. This is not correct. C. J. Clay & Sons are the publishers in England and the Macmillan Co. are their agents in the United States.

The Rev. Geo. B. McLeod, of Truro, a prominent minister of the Presbyterian Church in Nova Scotia, has written a thoughtful work entitled "Great Facts for



ELLA WHEELER WILCOX  
Author of "A Woman of the World," one of the leading Fall publications of L. C. Page & Co., Boston

Christian Living." The book is now in course of issue by William Briggs, and will be placed on the market early in January.

The demand for the much-prized burnt leather bindings of popular books promises to be as lively this season as it was the last. William Briggs has issued in this style, "God's Good Man," "Old Gorgon Graham," "The Prospector," and "Rebecca of Sunnybrook Farm."

A new Canadian edition of J. A. Stewart's "Minister of State" has just appeared with the imprint of William Briggs, in cloth and paper editions at \$1.25 and 75c respectively. This story first appeared some years ago, and was allowed to go out of print, but the continued demand for it has led to the issue of another edition—a rare occurrence with a modern day story.

The Westminster Co. are working day and night getting out the first edition of "The Prospector," by Ralph Connor. The demand has been unprecedented.

Langton & Hall announce the publication of "Baccarat," by Frank Danby, and "A Japanese Romance," by Clive Holland, both highly exciting novels. (\$1.50).

Morang & Co., Limited, announce the publication in book form of the addresses delivered in America by the Archbishop of Canterbury, under the title of "Christian Opportunity."

A volume of verse by Mrs. R. C. Guerin, of Montreal, entitled "Woven Thoughts," is being published for the author by William Briggs. It will be issued about the middle of December.

The fame of Randall Parrish, author of "When Wilderness was King," and "My Lady of the North," is rapidly spreading to other countries. A. C. McClurg & Co., Chicago, announce that they have just completed arrangements for the publication of "My Lady of the North" in Canada, England, and the Continent, and that orders for the book have been received from as far away as Honolulu.

**ENGLISH-CANADIAN ENTERPRISE.**

THE growing demand throughout the Dominion for English magazines has resulted in some interesting developments with regard to the supply of this class of literature. The Toronto News Co. and the Montreal News Co. have made arrangements with Ward, Lock & Co., of London, Eng., to issue a special Canadian edition of the Christmas number of the Windsor Magazine, at the price of 15c. The edition is exactly the same as the English edition, which is sold at a shilling (24c). The Christmas "Windsor" will be supplied to the trade on sale or return at a price that will afford the book and news dealer a fair profit. The contents of the Windsor are, and always have been, of very high quality, and doubtless the opportunity of securing a copy of the Christmas issue at such a low price will result in many people becoming better acquainted with the magazine and regularly buying it.

Another English magazine of which the above mentioned firms are publishing a special Canadian Christmas number is Weldon's Ladies' Journal. This publication has by far the largest circulation of any journal of its class in Great Britain. A popular feature of Weldon's journal is its cut paper patterns for garment and costume making. The patterns, together with the whole of the letterpress of the English edition, are given in the Canadian edition, the price of which is 10c. It is supplied to the trade on sale or return. The English edition is sold at 6d.

The Montreal and Toronto News Companies are also issuing next year, commencing in January, a Canadian edition of the Pall Mall Magazine, one of the oldest and best of the English monthlies. Until recently the Pall Mall sold in Great Britain at a shilling. The Canadian edition will be offered to the public at 15c, and the trade will be supplied on sale or return.

Peats' Annual this year is being offered to the public of Canada at 25c. In previous years the price has been 50c. This change is due largely to the enterprise of the news companies.

The sale this season of the Christmas numbers of the English publications promises to be heavier than ever before, and dealers who are not stocked up should make application at once for further supplies.

THE SEASON'S  
BOOKS

AS a whole the Fall season of 1904 has witnessed the publication of quite a notable collection of books.

These may be divided under the customary heads of historical romances, sociological novels, problem novels, imaginative stories, character stories, etc. No one of these particular divisions may be said to have had any special run. All have been more or less called for. If anything, the season is notable for the more artistic get-up of the books, the greater number of high-class illustrations, the more elaborate cover designs and the originality of the make-up. Add to this the run there has been on the works of the illustrative artists and it is apparent that love for art among the people is widely on the increase.

\* \* \*

**THE COPP, CLARK  
CO., LIMITED.**

A distinctly strong series of novels has been brought out this Fall by the Copp, Clark Co., a series of which any publishing house might well be proud. A good deal of stress has been laid on the works of Canadians, and the best Canadian writers of fiction are represented on the list. Thus there is that delightful romance, the latest from the pen of Sir Gilbert Parker, "A Ladder of Swords;" there is a characteristic love story of Acadia, by Charles G. D. Roberts, "The Prisoner of Mademoiselle," and there is also a powerful Northwest story, "The Hound from the North," by Ridgwell Cullum. All three rank high among current works of fiction. But most delightful of all the Copp, Clark books is that inimitable sketch of Scottish matrimonial life, "Jess & Co." by the author of "Wee Macgregor." It is certainly one of the best books of the year and is entirely appropriate to the season.

Of the strong books of the year books on which authors have lavished particular care—the Copp, Clark Co. have an important share. "Whosoever Shall Offend," by F. Marion Crawford, is one of that author's supremest efforts. "The Brethren," by Rider Haggard, a romance of the Crusades, is quite as unique a piece of fiction as the author

of "She" ever produced. "The Abbess of Vlaye," by Stanley J. Weyman, "Beatrice of Venice," by Max Pemberton, and "The Betrayal," by E. Phillips Oppenheim, form a trio of novels, which are in the best vein of each of the three novelists. In this same division might be classed "Hearts in Exile," a Russian story, by John Oxenham.

In lighter and more frivolous vein are to be found such books as "The Loves of Miss Anne," in which S. R. Crockett narrates the adventures of a coquettish Scotch damsel; "Double Harness," in which Anthony Hope in his liveliest manner tells a brilliant story of married life in London, and "Dialstone Lane," W. W. Jacobs' new novel, replete with examples of that writer's inimitable humor.

The Copp, Clark Co. have also a goodly array of nature

Poetry, by Eugene Field, Henry Van Dyke & Bliss Carman, in exquisite volumes must also be reckoned with.

The Christmas book par excellence, however, is "Love Finds the Way," by Paul Leicester Ford. On this gift book Harrison Fisher has lavished many beautiful drawings and the pages have been elaborately decorated by Margaret Armstrong. The binding, especially in the case of the best edition, is of the choicest white cloth, with ribbon bearing the season's greetings, the whole tastily boxed. The story itself is quite a fascinating little romance.

This year the Copp, Clark Co. have issued Canadian editions of "Little Folks," "The Quiver," "Cassell's Magazine" and "The Canadian Children's Treasury." These are four attractive volumes, extremely reasonable in

price and admirably adapted for Christmas presents for both old and young. The publications are long-established English ones and they possess a name, secured by long years of excellence. These attractive Canadian editions should be welcomed at this season.

\* \* \*

**FLEMING H. REVELL CO.**

As a head-line this house brings to the attention of the Canadian trade "Doctor Luke of the Labrador," by Norman Duncan, the first lengthy work of a young Canadian who has already achieved an international reputation through his stories of life on the coasts of Labrador and Newfoundland. "Doctor Luke" is an intimate study



"I suppose ye ca' this efternne tea!"—PAGE 14

One of the characteristic illustrations from "Jess & Co." by L. J. Bell,  
published by the Copp, Clark Co., Limited.



of the life of the rude fisherfolk of that bleak land, sympathetically treated and strongly convincing.

Another interesting book of this season's list, which should prove popular this Christmas, is "Denizens of the Deep," by F. T. Bullen. Mr. Bullen has done for the dwellers of the sea what others have done for the frequenters of the jungle and forest, a fascinating volume

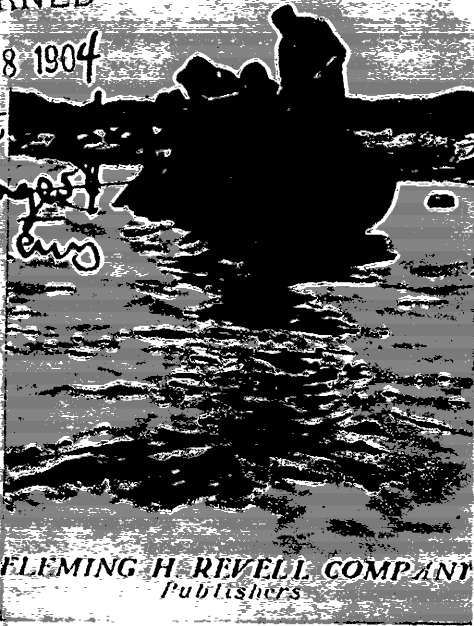
# DOCTOR LUKE of THE LABRADOR

by NORMAN DUNCAN

RETURNED

DEC .8 1904

Out  
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FLEMING H. REVELL COMPANY  
Publishers

Copyright, 1904, by Fleming H. Revell Company  
A Title Page which speaks.

which owes nothing of its success to its precursors. The value of the book lies in its truth, its charm and its lively sympathy with every living thing.

For the older people, two little books by S. D. Gordon should come in appropriately. They are entitled "Quiet Talks on Power" and "Quiet Talks on Prayer," and have been enormously successful, reaching a sale of 50,000 copies in England. The Canadian edition is meeting with a hearty reception from the trade.

### MORANG & CO., LIMITED.

Three of the most important works of fiction of the year bear the Morang imprint. They are Rudyard Kipling's "Trilby and Discoveries," Hall Caine's "The Prodigal Son," and Jack London's "The Sea Wolf." Of scarcely less interest are "The Mountains," by Stewart Edward White, "Monarch, the Big Bear," by Ernest Thompson Seton, "The Mastery," by Mark Lee Luther, "Blazed Trail Stories," by Stewart Edward White, "Sabrina Warham," by Laurence Housman, "Falaïse of the Blessed Voice," by William Stearns Davis, and "The Common-Loi," by Robert Herrick. All these novels have been most carefully selected by the publishers and are issued in most attractive guise.

But Morang & Co., Limited, while well and favorably known for their excellent choice of current fiction, are doing a great work for Canada in publishing works of history and biography peculiarly Canadian. The "Makers of Canada" series, on which Mr. Morang has lavished great personal care, are deserving of the best attention of every true Canadian. The series is yet but in its infancy, but judging from the character of the volumes already issued, it will eventually take its place as one of the most notable publishing ventures of the time. A word of praise must be bestowed on the printing and binding of the series, which reflect great credit on the Canadian printing industry. These lives of men like Joseph Howe, Egerton Ryerson, Sir John Beverley Robinson, and the late G. M. Grant, should prove to be splendid gift books for the holiday season. For children, Morang & Co., Limited, have made excellent provision with their "Red Cap Tales," by S. R. Crockett; "The

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"Bless me, Father, and bid them strike."

Illustration from "The Brethren," by H. Rider Haggard, published by the Copp, Clark Co.

Phoenix and the Carpet," by E. Nesbitt, "Is There a Santa Claus?" by Jacob A. Reis, and "Sportsman Joe," by Edwin Sandys.

### McLEOD & ALLEN.

From McLeod & Allen's list, which is now almost complete, it is an easy matter to select a large number of books most appropriate for gift purposes. The books

# FINE GIFT BOOKS

## The Life of Sir John Beverley Robinson, Bart.

By Major-Gen. C. W. ROBINSON, C.B.  
With Preface by Dr. G. R. Parkin, C.M.G. Having two photo-  
gravures of Sir John Beverley Robinson, and a  
Coloured Map of Canada.  
Cloth 8vo, \$3.50 net.

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Profusely illustrated, large 8vo, gilt top  
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Author of "From Greig to Brahms," etc.  
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## The Life of Principal Grant.

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Handsomely bound in green buckram cloth, printed on high grade  
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Price, \$3.50 net.

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With over 200 illustrations by JOSEPH PENNELL. Two volumes.  
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By HAMILTON WRIGHT MAHIE  
Richly illustrated with appropriate pictures by W. BENDA.  
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The latest volume in the popular series known as "The American  
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With 8 full-page illustrations and numerous drawings in the text.  
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## The Phoenix and the Carpet.

By E. NESBIT.  
Author of "The Would-Be-Goods," "The Book of Dragons"  
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MORANG & CO., Limited, Publishers, - TORONTO.

issued by this house are all characterized by an originality in thought and an excellence in execution. Such a charming tale as "Beverly of Graustark" in such an attractive guise is bound to take with the public, and "Beverly" is but an example taken at random. "Zelda Dameron" by Meredith Nicholson, "The Law of the Land" by Emerson Hough, "The Man on the Box," by Harold MacGrath, "Black Friday," by F. S. Isham, and "The Magnetic North" by Elizabeth Robins, are choice novels, fresh on the market and illustrated by such eminent artists as Harrison Fisher, A. I. Keller and John C. Clay. Then, too, there are many people who have not yet read the older favorites "Wings of the Morning" and the "Pillar of Light" by Louis Tracy, "The Lightning Conductor" and "The Princess Passes," by the Williamses, "The Last Hope," by H. S. Merriman, and "The Little Shepherd of Kingdom Come," by John Fox, Jr., who would be sure to welcome these absorbing books. Still others, who are known to be admirers of Robert Barr, will be interested in his last breezy tale, "A Chicago Princess," while the cult of A. W. Matchmont will clamor for "The Queen's Advocate." "Brewster's Millions" in a new edition bearing the name of its recently acknowledged author G. B. McCutcheon, is another favorite sure to have a renewed sale.

LANGTON & HALL, LIMITED.

This publishing house have shown a marked development this year and their Fall and Christmas offerings are certainly worth the attention of the trade. One of



JACK LONDON.

Mr. London's "Sea Wolf" has been one of the sensations of the season. Published by Morang & Co., Limited

RETURNED  
DEC 14 1904  
Cut Books  
Page 65  
and



"AIDY! TAKE ME ASHORE! A THOUSAND DOLLARS IF YOU TAKE ME ASHORE!"

Illustration from "The Sea Wolf," by Jack London, published by Morang & Co., Ltd.

their most charming gift books is "Kitty of the Roses," by Ralph Henry Barbour, a charming little love story. Other books suitable for gift purposes are "The Daughter of a Magnate," by Frank H. Spearman, "The Soldier of the Valley," by Nelson Lloyd, "The Underturrent," by Robert Grant, "The Records," by C. T. Brady, "The Motor Pirate," by G. S. Paternoster, "The Second Mrs. Jim," by Stephen Conrad, "The Yellow Holly" and "The Red Window," by Fergus Hume, "The Descent of Man," by Edith Wharton, "A Lost Eden," by M. E. Bradton, "Tommy & Co.," by Jerome K. Jerome, "The Earthly Purgatory," by L. Dougall, and "The Challoners," by E. F. Benson. These are practically all ready as Bookseller and Stationer goes to press.

An extensive range of art books and calendars is also included in Langton & Hall's list. They handle the Gibson Book for 1904, "Everyday People," the Christy calendar for 1905, the Harrison Fisher calendar, and many portfolios of pictures by Gibson, Christy, Fisher, Hutt, Gilbert, Frost and Remington.

WILLIAM BRIGGS.

William Briggs in his catalogues and advertisements this year is keeping the Canadian poets well to the front as Christmas gifts. Two fresh volumes especially invite attention, as both the authors are new to Canadian book shelves. Isabel Ecclestone MacKay's "Between the Lights" is a dainty bound (in red and gold and blue) collection of dainty lyrics that will make a very pretty and acceptable gift

# FOR XMAS TRADE

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The collection of poems of the late James A. Tucker presents work of such strength and finish as to accentuate the loss to literature in the death of this brilliant young journalist and poet. A very satisfactory portrait of the author forms a frontispiece to the volume, and Arthur Stringer contributes a memorial sketch. In addition to these volumes a number of dainty booklets of verse claim attention. Marion E. Moodie's "Songs of the West" (30c) on deckle edge paper and with folding cover, presents a number of fine poems that sing the glories of the Selkirks, Isabel Graham's "A Song of

and "England," and also his earlier book, "The Dread Voyage." Miss Wetherald's new volume, too, "The Radiant Road," should find favor this season. Volumes not to be overlooked are Mair's "Tecumseh," McLachlan's Poems, and the books of Frederick George Scott, Roberts, Rand, Thomson, and others of our Canadian singers.

Those in search of a typically Canadian gift book—one representative of the best in our literature and at the same time all that could be desired in appearance and general make-up—will find just what they seek in the new Oxford bindings of Dr. Rand's "Treasury of Canadian Verse," placed on the market just in time for the holiday trade by William Briggs. Nothing to surpass these bindings has ever been shown the trade in Canada. The "Treasury" may now be had not only in the regular cloth edition, but a choice is given of the following artistic styles: Lambskin, semi-limp, red under gold edges; padded Rutland, red under gold edges; half vellum, gilt top, art linen sides; half vellum, gilt top, art paper ends and sides; whole polished calf, gilt roll, red under gold edges. As a gift and prize book the "Treasury" is bound to be more popular than ever this year.

No more sumptuous gift book for Christmas has been turned out of the press in Canada than Morgan's "Types of Canadian Women, Past and Present," with its 351 fine halftone engravings on heavy plate paper, and its biographical sketches that represent prodigious labor and research on the part of Dr. Morgan. It retails at \$5.

One of the best books that could be given to a young man who takes some interest in public affairs is the Hon. James Young's "Public Men and Public Life in Canada," which treats most interestingly of the period between the year 1853 and the consummation of Confederation in 1867. Mr. Young was an observer of, and in later years a participant in, the movements and events he describes. His book gives an admirably condensed history of Confederation, and a great deal of interesting personal data about such men as Sir John A. Macdonald, George Brown, Cartier, Hincks, D'Arcy, Tache, Galt, Mackenzie, D'Arcy McGee, Howe, Tupper, Tilley, and others, whose names are writ large in the country's annals.

A choice Christmas booklet, unique in its way, is "Canadian Singers and Their Songs," which presents full-page portraits in halftone of some twenty of our leading poets, and facing each a poem reproduced in fac simile from the poet's own handwriting. It is enclosed in a strong manilla envelope ready for mailing, and sells at 25c.

**MONTREAL BOOK TRADE.**

It is gratifying to note that exemplary energy, coupled with tasteful decorations, are prevalent in Montreal book circles, and early purchasing has been large enough in volume to auger well for a successful season, offsetting



Indians and Hunters spurring to the fight.

Specimen illustration from Agnes C. Laut's "Pathfinders of the West," published by William Briggs.

December" (40c) printed in white ink on chocolate paper, and prettily bound, gives a number of poems which, as the Mail and Empire remarks, "all bear the hall-mark of simplicity and strength." Mrs. Jack, whose previous ventures have been in prose, now tempts the public with an elegant brochure entitled, "Rhyme Thoughts for a Canadian Year," (30c) giving a poem for each month of the year. William Briggs also advertises William Wilfred Campbell's new volume, "Beyond the Hills of Dream," in which are included his two poems "The World Mother"

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the quietude of the Summer and early Fall months. Nothing is more apt as a token of regard or a quickener of kind feeling than a book. All ages, all classes, all temperaments, may be rendered happy by apt selections of books. That this view is held by the majority of progressive stores here is attested by the mode of display, grouping the multiplicity of books into classes. Religious, scientific, poetical, standard works, boys' books, girls' books, children's books, etc., are all thus treated and rendered easy of selection. All stores here a holiday aspect as early as the last week in November, and judging from the early nibbling this premature display was not entirely misplaced.

**THE NELSON LINE FOR CHRISTMAS.**

ONE cannot help noticing a market improvement in the get-up and general appearance of Thomas Nelson & Sons' gift and toy books for the present season. The name of the publishers has always been a guarantee of excellence, but two special features distinguish their new series for 1904-05. In practically all their reward books, the ordinary half-tone illustrations are superseded by exquisitely colored plates, and this is without a penny being added to the cost. The other feature is the re-issue of many of the popular copyright stories in splendid new editions, and the marked increase in the attractiveness of the whole series must impress buyers most favorably. The catalogues themselves for this season are veritable picture books containing many illustrations, colored and otherwise, reproduced from the original plates. These catalogues stand out among the mass of

printed matter lately received, and they are certainly splendid specimens of the printer's art.

Looking through the principal publications for children one is instantly attracted by the high class illustrations, all of which are most handsomely reproduced in colors, and are copies of water and oil paintings by the best illustrators of the day. "The Twins" contains no less than 24 colored cartoons, measuring 6 1/2 by 8 1/2 inches, in John Hassall's inimitable style. It is essentially a picture book, although the clever verses of Edward Shirley are full of charm and humor.

Another beautiful volume for children is "La Fontaine's Fables," with handsome illustrations in the three-color process. "Sea and Sand" is another exceedingly attractive book, and the illustrations by Ruth Cobb are excellently done.

Something new in "men books" is shown in various books of the animal and toy variety. The pictures are in many instances printed on colored background, which has the effect of brightening the pages in a marked degree and making them attractive to the juvenile eye.

The series of "penny" books in large 8vo are claimed to be the most wonderful books ever produced at the price. They contain six pages of colored pictures and six pages of rhymes, with black and white illustrations. Several Bible picture books are included in the series.

Turning to the gift books, special mention might be made of the 5s edition for boys and girls. "In the Trenches," by John Finnemore, is a fascinating tale of

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MR. DUNCAN is a Canadian by birth and education. After leaving the University of Toronto he came to "the States" and engaged in newspaper work in Auburn, New York. He was there ten years, and went thence to work on the New York Evening Post, where he became a sort of "star reporter" and gained much in the way of valuable training. While he was there he wrote his first stories, which dealt with life in the Syrian quarter of New York. But one day the inland man saw the sea,—for a brief half hour on a gray day, if memory of his account of it be not at fault,—and thenceforth he felt impelled to write about it and it only. Partly in search of knowledge and partly in quest of health, he went one Summer to Newfoundland and Labrador, and there grew so well acquainted with the sea-faring folk that his short stories about them, which appeared from time to time in leading magazines, gave him a world-wide fame before ever he essayed his first novel.

Mr. Duncan is now professor of English at Washington and Jefferson College, and comes before the novel-reading public a man to whom already most of his literary confreres have paid their deep respects. His novel, "Doctor Luke of the Labrador," is one of the most beautiful contributions made to literature in many and many a day. It is difficult to write temperately of it, for it is the sort of book that grips so hard, one has no judgment of it, only passionate admiration. It must suffice to say that it is one of the very, very few books that no one who loves human nature and delights in literary charm, can afford to miss. It tells a simple but profoundly moving story which is exceedingly hard to lay down at any point between cover and cover. The characterizations are vivid, fine. Old Skipper Tommy Lovejoy is an "immortal" for the fiction hall of fame, if there ever was one. The comedy of his courtship is the most rollicking comedy one could well imagine, and the fervor of his spirituality challenges comparison. It was no light task Mr. Duncan set himself when he essayed to tell his story through little Davy Roth, but he carries the order-

taking through with faultless art, never once stepping out of character, so to speak, or transcending the bounds of Davy's point of view or probable knowledge. Even the love story of Bessie and the doctor is robbed of no whit of its sweetness by being related as it appeared to Davy's boyish eyes. And the episode of the doctor's confession and Davy's harsh judgment, and Skipper Tommy's intercession, must ever remain a masterpiece of great spiritual qualities presented with an utter simplicity which only supreme art could command. It is impossible to dilate separately on the book's beauties, but reverent mention must be made of the little chapter called "The Women at the Gate." If any one having a mother either here or "at the gate" can read that chapter dry-eyed, then there is nothing in all the world of tender feeling could move him to tears. A word must be said, too, for



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 Cut Books  
 Page 6  
 aus

Illustration from "The Man On The Box," by Harold MacGrath, published by McLeod & Allen.

the attractiveness of the book's make. More it is not possible to say here, save the general wish that the book might go into every Christian home in the land.

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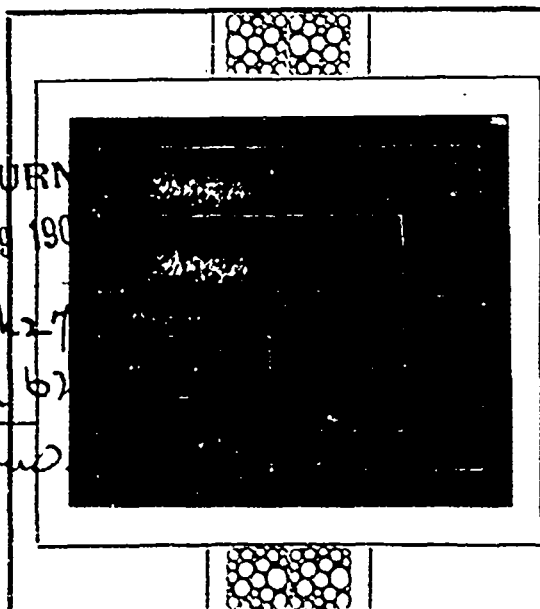
**BOOKS OF THE MONTH**

**FICTION.**

- Hocking, Joseph.** "The Coming of the King." Toronto: The Copp, Clark Co. Cloth, \$1.25. An absorbing romance of the days of Charles II. interwoven with plenty of mystery and intrigue. The black box in which the marriage contract of Charles and Lucy Walters was said to be concealed figures in the story prominently and it is about the possession of it that the interest centres.
- Isham, Frederic.** "Black Friday." Toronto: McLeod & Allen. Cloth, \$1.25. Here we have, under the guise of fiction, an account of the attempt made by Gould, Fisk and their ring in 1869 to corner gold and incidentally we are led through the various stages of an unique love story. Richard Strong, as good as his name, is the central character and he it is who breaks the ring and wins a woman's heart.
- London, Jack.** "The Sea Wolf." Toronto: Morang & Co., Limited. Cloth, \$1.50. One of the most notable works of fiction of the year, vivid in its portrayal of human life on a sealing schooner in the Pacific, unique in its conception of character, and remarkably convincing from start to finish. A story that impresses and haunts the mind.
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- Bragdon, Ollie Hurd.** "The Moon Party." Boston: H. M. Caldwell Co. The story of how Maysie fell asleep and dreamed of a flight through the air to cloudland and of all her adventures in that strange country, delightfully told for the children. The book is bound in heavy ornamented cloth, quite unique in appearance.
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**Lovett, Richard.** "James Chalmers." Toronto: Fleming H. Revell Co. \$1.50. The life story of the hero of New Guinea, beside which ordinary romance is tame. His encounters with the savage people for whom he laid down his life are of thrilling interest. The tale is told with simple and convincing directness and includes incidentally much information regarding a people and region within our own empire but too little known.

**North, Brownlow.** "The Prodigal Son." London: Chas. J. Thynne. 1s 6d net. The old story with the doctrinal teachings which it includes is here interpreted and enforced with the pointed directness which characterizes both the preaching and the writings of the remarkable man who is the author of the book.

**Rainsford, Rev. Marcus.** "The Lord's Prayer for Believers." London: Charles J. Thynne. In this book the author has given a wonderfully illuminating and exhaustive exposition of the believer's relation to Christ. The doctrinal teaching contained in our Lord's prayer is expanded and enforced by the corroborative testimony of all of the sacred writers. A perusal of this work cannot fail to be helpful to the earnest seeker after spiritual truth.

MISCELLANEOUS.

**Bullen, Frank T.** "Denizens of the Deep." Toronto: Fleming H. Revell Co. \$1.75. Fulness of information regarding a realm of nature but vaguely known gained by first-hand experience, joined to close observation, is unfolded in the pages of this fascinating book. The writer is scrupulously accurate as to his facts while giving play to his imagination in the manner of presenting them. The result is a valuable and interesting addition to that branch of natural history which treats of the fauna whose habitat is the great deep.

**Darrow, Charles S.** "Farmington." Chicago: A. C. McClurg & Co. Cloth, \$1.50. Mr. Darrow has given in his "Idyll" an introspective view of the impressions and formative influences that have served to identify the man he is to-day with the child he was some fifty years ago. With rare candor and simplicity there is allied the skill and subtlety of the mature and cultured mind relieved by many humorous touches.

"Discourses of Epictetus." Boston: H. M. Caldwell Co. A dainty volume in red leather, gilt top, boxed, con-

taining choice selections from Epictetus. Suitable for gift purposes.

**McMahan, Anna Bonneson.** "Florence in the Poetry of the Brownings." Chicago: A. C. McClurg & Co. \$1.40 net. Special editions, \$3.75 net and \$5 net. A selection of those poems of the Brownings that have to do with Florence illustrated by over sixty pictures of the persons or places mentioned. Lovers of the Brownings will here find fresh enlightenment as to the sources of their poetic inspiration and at the same time a new guide to the old historic city on the Arno.

"Not in the Curriculum." Toronto: Fleming H. Revell Co. Cloth, 50c. A book of short, pithy aphorisms for the conduct of student life. Full of practical common sense, making it a safe guide to stalwart manhood, loyal citizenship and Christian character. Well worth reading, pondering and digesting by every young man just entering upon college life.

**Poore, Henry R.** "Pictorial Composition and the Critical Judgment of Pictures." New York: The Baker & Taylor Co. \$1.50 net; postage, 14 cents. This is the third edition of a successful technical book. In it the author develops the processes of pictorial construction, setting forth the principles which underlie the work of the artist. From this as a basis, through the aid of many illustrations from well-known paintings, the argument is unfolded with a clearness which appeals as well to the layman as to the student of art.

**Potter, Mary Knight.** "The Art of the Louvre." One volume, large 12-mo. decorative cover with 48 full page plates. Boston: L. C. Page & Co. Cloth, \$2 net. A volume in the series of Art Galleries of Europe and quite as exquisite in get-up as any of its predecessors. The illustrations are sympathetically treated in brown tints. The letter-press is large and clear and the contents include a history of the Louvre with descriptions and criticisms of the paintings therein.

**Sargent, Dudley Allen.** "Health, Strength and Power." New York: H. M. Caldwell Co. Illustrated. Cloth, \$1.75. A splendid manual of physical culture, written by the Director of Hemenway Gymnasium at Harvard University. The first part of the book is written to convince the reader of the need of physical culture; the second contains the details and directions for the development of the body by means of exercises, requiring no apparatus whatever. The book is addressed mainly to those leading a sedentary life.

**Wilcox, Ella Wheeler.** "A Woman of the World." Boston: L. C. Page & Co. Cloth, \$1.50. A most helpful book, consisting of a series of letters on the important issues of life which confront every one sooner or later and they will do much to help the weak and direct the wayward and careless into the truer way of living.

"Woman and the Wits." Epigrams on Woman, Love and Beauty. Collected and edited by G. F. Monkshood. New York: H. M. Caldwell Co. Price, 75c. A gaily bedecked volume, filled with a collection of bright and witty paragraphs about woman, culled from the writers of ancient and modern times. A suitable book for gift purposes.

# LIBRARY COLUMN

## THE NEW ST. JOHN LIBRARY.

ON Wednesday, November 16, the handsome new Free Library building at St. John, N.B., was thrown open to the public. The new library is of the classic style of architecture and presents a pleasing and appropriate appearance to the eye. It is 88x82 feet in size and stands on a plot of ground 180x90 feet. The material employed in the construction is brick with freestone trimmings.

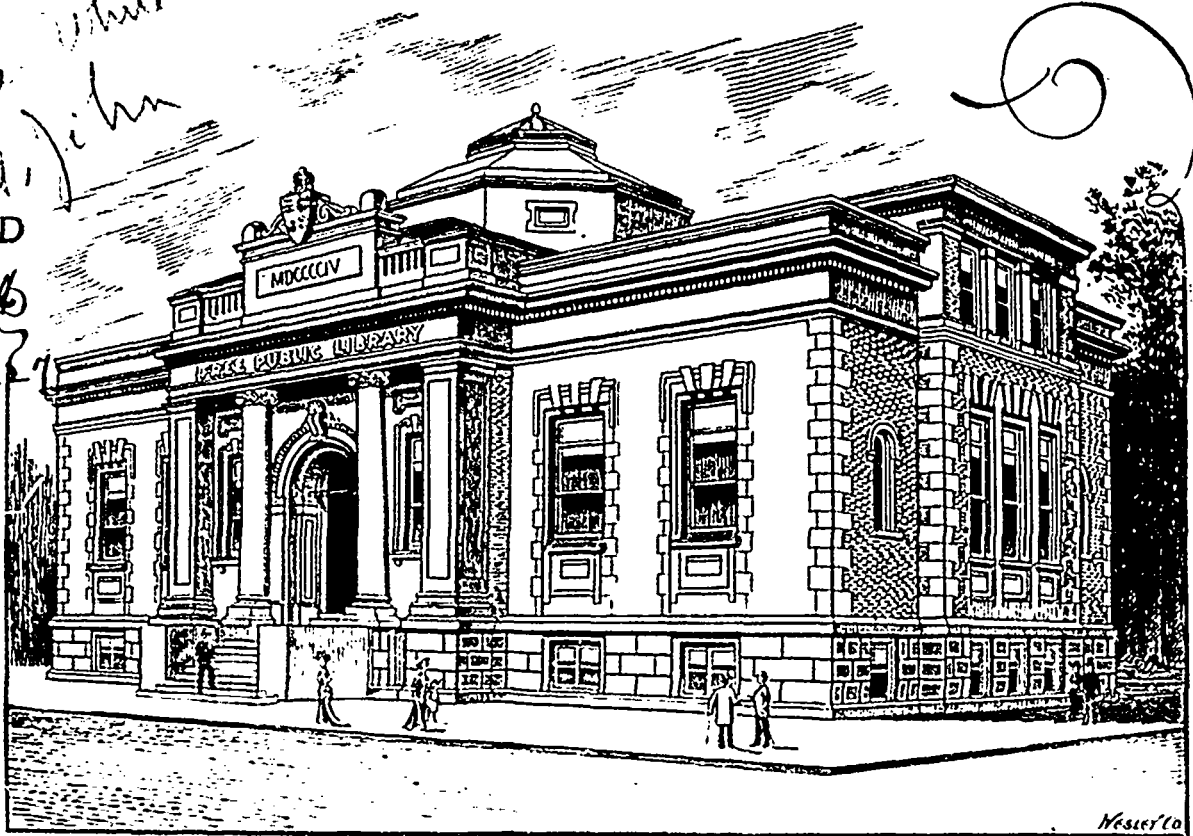
The interior arrangements are of the most approved pattern. The main door opens into a vestibule, from which the visitor passes into the waiting room, a lofty

rotunda are the rooms set aside for the reference library and the children's reading room. These departments have both been adequately equipped. At the rear of the rotunda is the librarian's desk and opening from it the stock room, large enough to accommodate 25,000 volumes. In the basement are the working rooms of the library, the heating appliances, etc. Upstairs is the commissioners' meeting room, and space for filing newspapers and periodicals.

The building adds one more to the benefactions of Andrew Carnegie. Three years ago that noted library builder offered the city of St. John \$50,000 towards meeting the expense of the erection of a suitable building, provided the city assessed itself \$5,000 for maintenance. The offer was accepted and the result is that St. John has now one of the handsomest library buildings in the Dominion.

The history of the St. John library is not a very lengthy one. It owed its inception to the labors of Sena-

*St. John N.B.*  
*white*  
**RETURNED**  
**DEC .9 1906**  
*cut back*  
*Page 64*  
*ans*



Courtesy St. John Globe.

The New Public Library, St. John, N.B.

domed room twenty-five feet square. Here are to be found two tablets, one erected to the memory of Miss Anning, the donor of \$4,000 to the library, the other to the memory of Champlam and De Monts. Space has been reserved for a third tablet to the Loyalist founders of the city of St. John.

To the right of the waiting room is the general reading room, an apartment measuring 25x44 feet. This room has been equipped with tables and chairs sufficient to accommodate a large number of readers. In this room the files of newspapers are kept. To the left of the

for James Donville, who in 1870 issued a circular requesting that books should be sent to him for the purpose of starting a library. This appeal brought in many volumes. Public meetings were held in following years and finally in 1883, under an Act of Legislature, the library was opened in the market building. A committee of ladies did excellent work in aiding the library in the early days, as they raised money for it and for some years furnished the funds for the librarian's salary. In 1885 the library was removed to the Masonic building where it was housed until the present time.

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# THE OFFICE END

DEVOTED TO THE  
OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS

## A FEW SUGGESTIONS.

By H. R. W.

A CARD index arranged alphabetically for "General Information" in any office will be found almost invaluable; for noting special terms; delivery of certain lines of goods; taxes; insurance; water, gas and electric light; employes' names, addresses, duties and remuneration; special contracts; special freight rates; in fact everything which is difficult to record in any other way.

When making claim for shortages or breakages on the transportation company responsible it is generally necessary to furnish the original shipping bill, the freight receipt and a certified invoice covering the amount of claim. To insure a proper record of claim, a copy of the invoice and the letter relative to the claim should be kept on a special file until settled. A note should be made at the foot of the invoice as to the correct account to credit when reimbursement is made.

When sending a cheque or money order in payment of an account for which statement has been received, it is hardly necessary to send a remittance form or a letter along with cheque. Simply attach cheque to statement which is receipted and returned, unless some deductions have been made which require explanation.

## ACCOUNTING ODDITIES.

EVERY now and then we come across examples of nomenclature in accounting matters which excite interest on account of their peculiarity.

Some business houses have their accounts receivable ledgers labeled "Persons and Companies Ledger," "Trust Ledger," "Charge Ledger." One would suppose there were titles enough for this class of ledgers in ordinary use, such as "Sales Ledger," "Customers' Ledger," etc., without exercising ingenuity to discover other alternatives.

In the course of a recent audit an item was discovered on the credit side of the cash book to the following effect:

"Trivial Expenditures .....\$94.50."

As no vouchers or other explanations were forthcoming in regard to this entry it did not turn out to be quite so trivial as the bookkeeper had intended.

In making up a list of fixed assets on a ranch a bookkeeper included a pond. This being somewhat unusual inquiry was made, and it was found that the bookkeeper desired to discriminate between the land and the water, with a view to debiting live stock with the value of the water they drank. He said he was instructed to charge for the grass, etc., devoured by the stock when grazing on the land, and he considered the water to be as valuable as the grass.

This is a case where the "watering" of stock appears to be a commercial and physical necessity.

The term, "Rest" account, is still used by many bookkeepers as a synonym for the profit and loss account, the idea being that after an entry has been chased from the blotter clear through sales book, journal, cash book, etc., it rests at last in the loss and gain account and thereafter stays dead.

This term is also used in connection with the periodical computation of interest on current accounts, interest being computed and the accounts squared off each periodical rest.—From the Bookkeeper.

## THE CREDIT MAN'S SOLILOQUY.

To sell or not to sell?

That is the question.

Whether it is better to send the goods

And take the risk of doubtful payment,

Or to make sure of what is in possession,

And, by declining, hold them.

To sell; to ship; perchance to lose—

Aye, there's the rub!

For when the goods are gone,

What charm can win them back

From slippery debtors?

Will bills be paid when due?

Or will the time stretch out till crack of doom?

What of assignments, what of relatives,

What of uncles, aunts, and mother-in-laws

With claims for borrowed money?

What of exemptions, bills of sale, and the compromise

That coolly offers ten cents on the dollar:

And of lawyers' fees

That eat up even this poor pittance?

Yet sell we must,

And some we'll trust.

We seek the just,

For wealth we lust;

By some we're eust;

And stocks will rust;

But we skip the worst.

Or we'd surely bust.—Exchange.

## SOME "DON'TS" FOR THE JUNIOR CLERK.

DON'T throw away your chances for advancement by too much self assertion. You may never get a raise of salary, but then you will have the satisfaction of knowing that you have been "a modest young man."

Never call the Old Man a fool. He may be, especially when he raises your salary, but remember the Old Man generally pays you the salary partly for the privilege of calling you a fool.

Never dispute with the Old Man about the desirability of an order. It is one of the privileges he pays for to issue all the fool orders that come into his head.—From the Bookkeeper.

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>	<h2 style="margin: 0;">Leading Canadian Accountants and Auditors</h2>	<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>
<p style="text-align: center;"><b>DAVID HOSKINS, F.C.A.</b> Chartered Accountant, Auditor, Financial Valuator. 27 Wellington Street East, Toronto, Canada.</p>	<p>This Space \$15 a Year.</p>	<p style="text-align: center;"><b>JENKINS &amp; HARDY,</b> Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 145 Toronto Street, Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>	<h2 style="margin: 0;">LEGAL CARDS.</h2>	<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>
<p><b>TUPPER, PHIPPEN &amp; TUPPER,</b> Barristers, Solicitors, Etc. Winnipeg, Canada.</p>	<p><b>ATWATER, DUCLOS &amp; CHAUVIN</b> Advocates Montreal. Albert W. Atwater, Q., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.</p>	<p style="text-align: center;">This Space \$15 a Year.</p>

<h2 style="margin: 0;">Educational Department.</h2>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>
<p style="text-align: center;">1889. <b>The Belleville Business College, Limited,</b> Business firms get the best results by applying to us 10 days before vacancies occur in their employ. See Catalogue pages 21, 27, 33, 41 <b>J. A. Tossaw,</b> Secretary   <b>BELLEVILLE, ONTARIO,</b>   <b>J. Frith Jeffers, M.A.,</b> President.</p>	<p style="margin: 0;">TELEGRAPHY SHORTHAND</p> <p style="font-size: 2em; font-family: cursive; margin: 0;"><i>METROPOLITAN Business College</i></p> <p style="margin: 0;">- OTTAWA, ONT. -</p> <p style="margin: 0;">BOOK-KEEPING TYPEWRITING</p>	
<p><b>St. Margaret's College, Toronto</b> A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academic and professional standing employed. <b>GEORGE DICKSON, M.A.,</b> Director   <b>MRS GEORGE DICKSON</b> Lady Principal.</p>	<p>One inch space in this dept. \$15 per year.</p>	

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## PERSONAL AND TRADE NOTES.

Mr. N. E. Suddaby has succeeded the Fernie Drug Store, Fernie, B. C.

Mr. A. R. Biderstone, late of Slocan City, has opened a stationery store in Vancouver.

Mr. Benders, lately with A. H. Stratton & Co., Peterboro, is now managing the Port Arthur Bazaar.

Mr. W. Foster Brown, the veteran Montreal bookseller, is again seen at his place of business, after a very serious illness.

Mr. H. Beaugrand, Montreal, the author of "New Studies in Canadian Folk Lore," lately published, is confined to his home through a very severe illness.

Mr. F. J. Schofield, of the firm of M. P. Morris & Co., Vancouver, B. C., dealers in fancy goods, called on the trade in Toronto in November.

Mr. H. L. Wallace, who for some years kept a stationery store in Rossland, and afterwards moved to Cambridge, is back again at his old place in Rossland.

Mr. F. A. Upham, traveler for the Pattillo & MacDougall Co., of Halifax, is dead. He was for a number of years traveler for D. H. Smith & Co., Truro, and later was with T. S. Pattillo & Co., of Truro.

One of the handsomest new book and stationery stores in Canada was thrown open to the public last month — that of Cloke & Son, Hamilton. Illustrations of this store will appear in an early issue of this paper.

The Art Metropole, Limited, have been incorporated at Toronto, to carry on the business of manufacturers and dealers in art materials and supplies, school and college supplies, photographic supplies, etc. Capital is \$50,000.

The 1905 catalogue of the Dennison Mfg. Co. has brought in many inquiries for the lines of this firm from Canadian dealers. The Dennison Mfg. Co. appreciate the interest that is being taken by the trade in Canada in their goods.

The entire front of T. N. Hibben & Co.'s bookstore in Victoria has been remodelled. One of the two entrances which formerly existed has been done away with, leaving a wide doorway in the centre of the front, with very wide plate glass windows on each side.

The firm of Linton Bros., Calgary, have dissolved, after having been in business 21 years. Mr. Thomas B. Linton has gone to Boise City, Idaho. Mr. J. C. Linton will continue the business in Calgary under the old firm name.

Messrs. J. S. Copland and G. B. Salmond, of Brockville, were recent callers on the Toronto trade. They purchased a fine new stock of books and stationery. The firm are occupying a central stand opposite the Victoria Hall in Brockville.

Mr. Norbert Metzler, representing Young Bros., Toronto, called upon the Montreal trade during the last of November, and incidentally paid a visit to the Montreal office of Bookseller and Stationer. His good words for the journal were appreciated. As the trade is aware, Mr. Metzler is a "hustler."

In the Canada Gazette of November 26 appeared the notice of the incorporation of the L. E. Waterman Co., of Canada, Limited. The company has been empowered to carry on a general mercantile and manufacturing business, and the manufacture and sale of pens, pencils and other stationers' goods. The capital stock is \$10,000, and the directors are F. D. Waterman and W. L. Ferris, Brooklyn, and W. F. Mullen, P. Davidson and A. Wainwright, Montreal.

The Brown Bros., Limited, after their trying experi-

ences, are back at their old address on Wellington street west, Toronto. The new premises are very fine, and when completed will be an improvement on the building which occupied the site previous to the great fire. The building is in a very advanced state, and the interior fixtures are being put in with all haste. It is expected that early in the new year everything will be working with old time smoothness. Already a complete stock of all staple lines are in, and orders are being filled without delay.

## THE PERIODICAL BUSINESS.

Editor Bookseller and Stationer :

Just a word to say that it is unfortunate that the newsdealers have not a thoroughly organized association to demand some satisfaction from a few of the magazine publishers who make prices that it is impossible to do business on. The latest one is the Ladies' Home Journal, which has raised the retail price of a single copy from 10 to 15c, while they keep the yearly price at \$1, and then have the nerve to write us to say they are philanthropists, and we can make 3½c per copy, when it actually means we will have to take 85 per cent. of our customers and make them yearly subscribers at a smaller profit than we ever had. We handle 100 per month, and of this number about 75 or 80 were retailed over the counter at 10c, and now as we notify each one that the price is 15c they say, "Oh we will take it yearly at \$1." Now had we, as I said, an association, I would for one be in favor of cutting off entirely all periodicals that made such a great difference between the monthly rate and yearly subscription. If they can afford to sell it for twelve months at 8 1-3c per copy they can surely make the monthly price 10c, especially so when the magazine is not returnable. From my business standpoint, I say it is a force to have all the subscriptions go to head office, or a grab to make interest on the big capital which they would receive in advance from the trade, who certainly will have to order a large number of copies for a year to get them at a reasonable price.

Thanking you for the space, I am, yours truly,

CHAS. L. NELLES.

Guelph, November 30, 1904.

## LIFE STORIES FOR YOUNG PEOPLE.

It is much to be regretted that biographies are so seldom put in a form within the comprehension of the ordinary child. No other branch of literature is quite so good for a child. To be early inspired with a desire to emulate the deeds of the worthy dead is something which every parent would desire for his child. The children all know their Bible stories, and they have their imaginary heroes like Robinson Crusoe, but how little they know of the lives of the great writers, the great musicians and the great statesmen. This void, it is pleasant to see, is being gradually filled up, and it will not be because there are no such books that children will in future go without them. One serviceable little series, just come to hand, deals with the lives of Beethoven, Mozart, the Maid of Orleans and William Tell, all originally written in German, but now translated for the benefit of English children. The books are conveniently small, tastefully printed and bound and illustrated. The stories are told in a conversational style and are bound to interest and instruct the children. The publishing house of McClurg & Co., Chicago, are responsible for these books, which sell at 60c each.



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Dresden	Orangeville	Simcoe	Woodstock

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Canada Life Building. TORONTO.

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HEAD OFFICE, - TORONTO.

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GENERAL  
BANKING  
BUSINESS  
TRANSACTION

**SAVINGS DEPARTMENT**

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# FINANCE AND INSURANCE

**I**N a compilation of the failures in Canada and the United States during the month of October, Canada, according to the report of R. G. Dun & Co., does not make as favorable a showing as her sister country. Commercial failures during October in the States numbered 888, involving liabilities of \$10,525,278. This is a striking improvement as compared with the corresponding month last year, when there were 1,086 defaults, with liabilities of \$18,387,567. In Canada there were 112 defaults for \$819,840, comparing with 85 failures and \$747,312 liabilities last year, while the increase is still more striking when the comparison is carried back still further, for liabilities were only \$502,183 in 1902 and \$594,070 in 1901. This year's record is good as to manufacturing failures, 24 for \$114,436 comparing with 20 for \$474,248 last year, when two large saw mills and one mine defaulted for a heavy amount. Trading failures numbered 85, with liabilities of \$547,963, against only 62 defaults for \$269,476 a year ago. Last month's total was swelled by a large hardware suspension, and the losses in general stores were exceptionally heavy. Other commercial failures numbered only three, but provided \$157,441 liabilities, owing to the suspension of a stock broker in Nova Scotia. Last year there were also three suspensions in this class, but the amount involved was only \$3,588.

**A**NOTHER satisfactory half-yearly report has been issued by the Sovereign Bank of Canada. The statement shows an increase as compared with a year ago of \$2,600,000 in deposits, \$2,300,000 in loans and discounts; an increase of \$600,000 in cash and bank balances, or 100 per cent., and an increase in total assets of \$3,000,000. The report states that the circulation of the bank is practically up to the legal limit, and the figures generally represent an unprecedented growth, which not only reflects credit on the management of the Sovereign Bank, but is an evidence of the prosperity of the country. The bank shows \$3,375,000 of immediately available assets, or over 50 per cent. of its liability to depositors. The whole showing is a credit to the directors and management and must be very satisfactory to the shareholders of the Sovereign Bank.

**O**N January 1 the First National Bank of Chicago will put into operation a new scheme of bank management, the working out of which will be watched with keen interest by bankers. The scheme contemplates the specialization of the various large branches of trade represented by its deposit item. Under the new system the various lines of business will be divided in the bank's classification into groups and divisions. There are to be seven groups and twenty-six divisions. One group will include such divisions as collateral stocks and bonds, grain, flour and feed, meat products, leather, wool, live stock commission and coal. Another group will include dry goods and all branches of the clothing trade, and still another will take in agricultural implements, iron and steel products, lumber and furniture and manufacturing sundries. The customers of the bank will be classified according to this grouping of the lines of business they follow. Under the present system the customers of

the bank are classified in an arbitrary alphabetical way. The main object in making the change is to minimize the bank's losses. The second is to increase its business. There will be a departmental system for handling the business of its customers with a view to making the official staff a group of specialists in the various lines of trade and industry that are followed by people who do business with the institution.

**M**OLSONS BANK annual statement is a satisfactory one. The net profits for the year were \$457,290.72, affording dividends as usual, at 9 per cent. and \$150,000 for the reserve fund, which is now equal to the whole paid-up capital of \$3,000,000. Next year the Molsons Bank will reach its 50th anniversary. Its record in all the time of its existence has been one of conservative and careful management and sustained well doing for its shareholders.

## NOTES.

A rumor has gained currency that the Metropolitan Bank of Toronto, the People's Bank of Halifax, the People's Bank of New Brunswick and a Prince Edward Island bank will amalgamate under the name of the Alliance Bank of Canada, with a capital of \$5,000,000.

The Standard Loan Company, of Toronto, has absorbed the Huron and Bruce Loan and Investment Company, the head offices of which are at Goderich, Ont. During the past year the Standard has effected amalgamation with two other companies, the Aids Savings and Loan Company, and the Ontario Loan and Investment Company, Limited, both of Toronto.

At its meeting in Toronto on November 11 the Canadian Bankers' Association re-elected the following executive:—President, E. S. Clouston, of Montreal; vice-presidents, Duncan Coulson, Toronto; Geo. Burns, Ottawa; H. Stikeman, Montreal; M. J. A. Prendergast, Montreal. Council: B. E. Walker, Toronto; Thomas Fyshe, Montreal; D. R. Wilkie, Toronto; Thos. McDougall, Quebec; James McKinnon, Sherbrooke; W. E. Staven, St. John, N.B.; G. N. Balfour, Quebec; P. A. Lafrance, Quebec; S. P. Reid, Toronto; T. G. Brough, Toronto; E. L. Pease, Halifax; D. R. Clarke, Halifax; H. S. Strath, Toronto.

The Sovereign Bank has opened a branch at Arkona, Ontario.

Mr. L. Bolster, formerly manager of the Toronto branch of the Sovereign Bank, is dead.

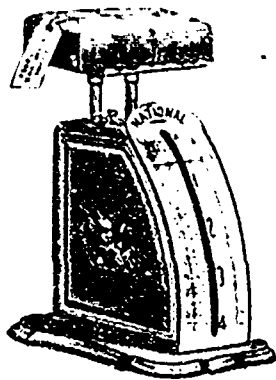
The Canadian Bank of Commerce is opening a branch in Brandon. This is the seventh chartered bank represented there.

Mr. C. A. Gray, manager of the Union Bank, Windsor, N.S., has been appointed manager of the branch at Port of Spain, Trinidad.

The Bank of British North America has started to keep its new St. John, N. B., branch open from eight to ten o'clock on Saturday nights.

Mr. D. R. Wilkie, vice-president and general manager of the Imperial Bank of Canada, has been elected as a director of the Confederation Life Assurance Company.

New "NATIONAL."



National 4 lbs. \$1.00 Union 2 1/2 lbs. \$2.50  
Columbian 2 lbs. \$2.00 Postal 1 lb. \$1.50  
Crescent 1 lb. \$1.00

**T**HERE are other scales claimed to be as good as the PELOUZE. They are not, but like most imitations they lack the skilled workmanship of the genuine. They are built to sell cheap. There is no economy in a Cheap Postal Scale.

To tell a Pelouze Scale—look at the double needle index that starts at the top and moves through a slot, pointing exactly to the information desired. No guess work.

One price; one quality. Always accurate; always the best.

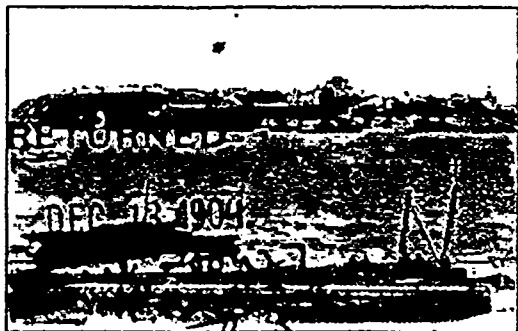
Tells instantly the exact cost of postage in cents on all mail matter.

Received highest award at World's Fair, St. Louis, which confirms our repeated claims that our Postal Scales are the best.

Buy of your Jobber. Liberal Profits. Send for new Catalogue P.

Make Excellent Xmas and Holiday Gifts. **PELOUZE SCALE AND M'FG CO.**  
118-132 W. Jackson Boulevard, Chicago.

## Pictorial Postcards



OF THEM FROM LEVIN

We keep constantly adding to our already large list of subjects, the most recent being sets of Hunting, Fishing, Historical Typical, Winter Sports, Farming, Northwest Farm Scenes, Celebrities and Colored Bathing Scenes.

We still have a very good assortment of colored and fancy Xmas Postcards, but as they are going fast, dealers whose stock is running low should order at once.

Our stock of Albums is also well assorted and specially good value.

Samples and prices—to the trade only—on application.

## The Picture Postcard Co.

P. O. Box 334, OTTAWA, ONT.

## The Picture Post Card House of Canada

(Established 15 years)

### The Orders Booked

Justify us in believing we have the Right Goods at the Right Prices.

View Post Cards Fancy Post Cards  
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SAMPLES ON APPLICATION.

The Montreal Import Co., 17 St. John Street, Montreal

## KOH-I-NOOR AND MEPHISTO COPYING PENCILS

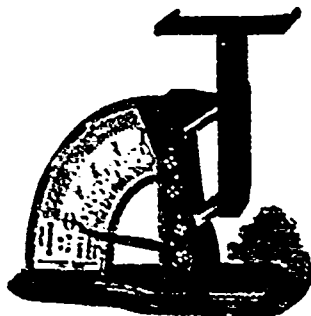
are always of exceptional quality and a prominent part of a Stationery and Office Supply Stock.

### THEY ARE THE BEST

to handle; on account of their superior qualities they almost sell themselves.

## GRAND & TOY, LIMITED

STATIONERS AND OFFICE OUTFITTERS  
WELLINGTON AND JORDAN STS., TORONTO, CAN.



MADE IN FOUR SIZES

## THE TRINER POSTAL SCALE

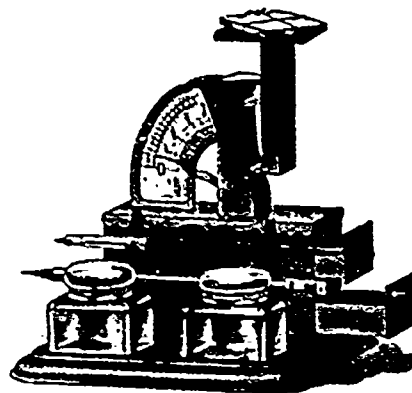
RECORDS INSTANTLY THE EXACT COST, IN CENTS, ON ALL CLASSES OF MAIL MATTER.

Article can be placed anywhere on the platform, yet always show accurate weight. Our successful development of this scientific principle has produced the only perfect postal scale.

They save stamps—Your jobber has them.

## Triner Scale & Manfg. Co.,

128-130 S. Clinton St., CHICAGO, Ill., U.S.A.



FAST MAIL

Capacity 1 pound by 1 ounce.

Tr. SELLER OF BOOKS AND STATIONERY  
Tr. DEALER IN  
Tr. GEM  
Tr. REGULAR

# HERE AND THERE AMONG THE JOBBERS

Personal information for the guidance of buyers of stationery and fancy goods, especially procured by "The Monthly Visitor."

JUDGING from the reports of the jobbing houses, there has been an awakening in the popular fancy for valentines, and a valentine vogue will be something to reckon with next January and February. Up to date business has shown a remarkable increase, both in import and Canadian-made lines.

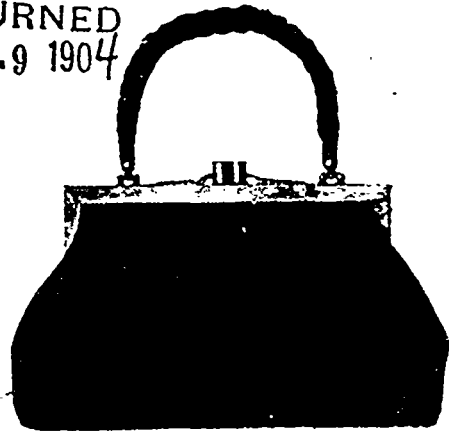
In conversation with one of the members of the firm of Warwick Bros. & Rutter, Limited, I was informed that they have just completed shipping their 1901 orders for import fancy goods. They look back on the past season as the most satisfactory in every particular which they have ever experienced. Their buyers are now in Europe scouring the markets of the continent for next year's novelties. These will be on display in their new warehouse early in March, it is expected.

In miscellaneous staple stationery the Copp-Clark Co. are now well stocked. They have a full supply of blank books in readiness for the opening of business in January. Their Foolscap Nos. 1, 2, 5, and Demy. are

ers. The travelers will also carry a full range of Bibles, prayer books, poets, reward, gift and toy books. These are import lines, procured from the best publishers in England.

No stock can be complete about Christmas time without some attractive numbers in leather goods. The lines illus-

RETURNED  
DEC .9 1904



Ladies' Hand Satchel.

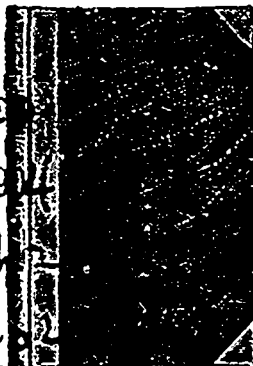
trated are the make of the Copp, Clark Co. and are first-class quality. The hand satchel shown is made of walrus, assorted brown, black and grey, with plaited leather handle and 7-inch oxidized silver frame, silk lined. The

Copp

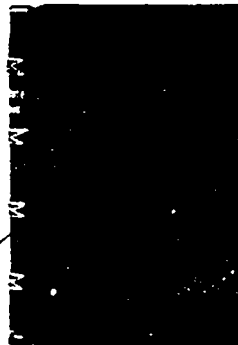
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DEC .9 1904

Cut Book  
Page  
Two



Demy.



Foolscap.  
No. 5 quality.

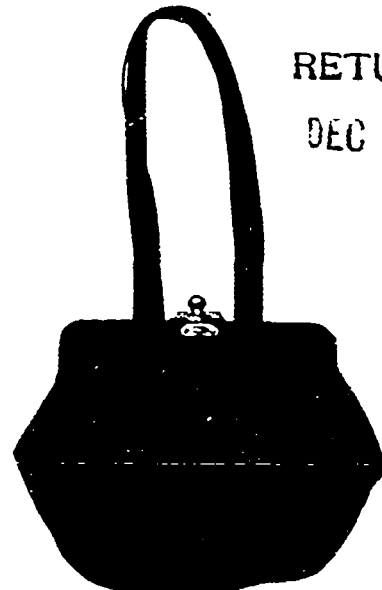
what they term their "strong numbers." Pocket diaries for 1905 are also ready and in this department. They draw attention to their memorandum book and diary combined, on which they hold the copyright.

Warwick Bros. & Rutter, Limited, have had considerable trouble all Fall keeping up a supply of Raphael Tuck & Son's postcards, which have had a heavy sale in this country. They tell me that they have now on hand from 15 to 20 thousand envelopes of these cards, including comics, rite aways and new designs of all sorts. This should relieve the apprehensions of the trade lest they should fall short in their supply. Mail orders, I am assured, will receive prompt attention.

On January 3 the staff of travelers representing Warwick Bros. & Rutter, Limited, of Toronto, will start out on their several routes with a line of souvenir novelties for the Summer and tourist season, which the trade will be glad to see. This business is getting to be a most important one and worthy of the attention of all retail-

RETURNED

DEC .9 1904



Peggy from Paris bag.

Peggy-from-Paris bag is in black seal, with six-inch leather-cased frame, nickel lock and silk lined. The purse is of walrus in assorted colors, calf face, silk

sewn, leather lined throughout, nickel frame. These and many other lines are listed in quite a pretty little catalogue, which is well worth sending for.

RETURNED

DEC 8 1904

Cut Book 2

Page 6  
Er



Ladies Purse

The Copp-Clark Co. are showing some fine new lines of the Eagle Pencil Co. One is called the Eagle Pencil Exhibit. It is a selection of fine pencils displayed in a stand, arranged similar to a folding screen, the number of pencils contained in the exhibit is six dozen. Another line is the Cleopatra pencil. This is a pencil of very high quality, beautifully enamelled and mounted with a pearl in Tiffany setting. The line is made up in one dozen lots and makes a very attractive exhibit. The Golden Eagle is the name given to a pencil of extra fine quality, a line likely to become well and favorably known to the trade.

One of the prettiest series of Christmas picture post-cards I have come across is the Canadian line manufactured by Warwick Bros. & Ruttet, Limited. I have been told they have sold well wherever they have been introduced. A line of novelty waste baskets in ornamented birch bark has also been popular. A supply, ready for immediate shipment, is still on hand.

The cardboard game of crokinole made by the Copp-Clark Co. is, I understand, taking exceedingly well. The board is lithographed on the bottom of a cardboard box and the game is played with but slight variations from the ordinary game. The retail price of 50c places it well within the reach of everybody.

The Copp-Clark Co. are still handling the product of the Plaswater West Paper Mill, for which they are the sole Canadian agents. This notepaper is made in smooth finish, white and cream and in kid finish, white and cream, in all the popular sizes. They also inform me that they are well stocked with their old standbys, Linen and Fine Linen Lawn notepapers.

About the first of the new year the Copp-Clark Co. will have ready a new series of papeteries, which are now in course of preparation. I was shown the designs and they will certainly prove to be trade-bringers. The names selected for them by the manufacturer's are Oceana, Touraine, Colborne Fabric, Derbyshire, Old Irish, Norwood and Buckingham.

The Copp-Clark Co. announce a new bridge whist

score, called the "Wallace Bridge Whist Score and Summary Sheet." The cards are padded fifty in a book and can be torn out. The score is written on one side and the summary on the back. The rules of the game are published on the back of the pad. They also show the ordinary score cards. It might be mentioned that there is still a demand for the Wallace whist tray, indicating that duplicate whist has not as yet been entirely superseded by bridge.—The Monthly Visitor.

MONTREAL STATIONERY TRADE.

PREPARATIONS are complete for the handling of a holiday trade that bids fair to outrival previous outputs. Papeteries for Christmas gifts naturally stand at the head of the list and these, while being antique, are neat and free from objectionable ornateness. They bear strong resemblance to effects previously described, though many designs apt for holiday trade are noticed. A Yuletide papeterie in holly leaves was a beautiful effect, and it is pertinent to notice that holly and mistletoe play a strong part in decorative effects. Burnt work and embossed effects in striking designs are also prevalent. Cabinets are in increasing strength, and altogether designs are of such a suitable nature that many goods really sell themselves.

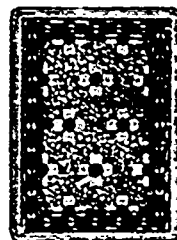
It is gratifying to note shades of writings are almost completely centred on white, blue and azure, with a sprinkling of grey. High colors are eschewed. A peculiar new form of paper was noticed in a hemstitched and fringed edge which was spoken of highly. A reddish border known as cross stitch letters was noticed on a grey ground and presented a novel effect. Speaking of papeteries, a noticeable effect was in the form of imitating various dress goods, heavy materials, principally heavy tweeds, zibelines, etc. Writings are still towards the fabric finish, whether designated dimity, organdie, cambric, lawn, etc. Envelopes are gradually approaching the wallet shape, whether it be in the round, square or deep pointed flaps. The thin end of the wedge has been implanted and it remains for public caprice to sanction. A new shape in writings measured 3x10 in., seen in a new papeterie, and beats only a novelty mention. Papeteries occupied separate tables always, and displays were of novel and pleasing arrangement, though they must be easy of access.

MORE NEW DESIGNS.

Last month there were shown in this paper nine of the new designs in Congress playing cards. A few more are illustrated herewith. Special attention is directed to the Initial series, which is the newest and most exclusive



Eastlake.



Shamrock.



Victory, Initial Series.

Club Series. Copyright, 1904, by U. S. Playing Card Co.

back of all. It carries all the letters of the alphabet and is executed in gold and beautiful colors. The club series needs no endorsement. It possesses quality without any undue ostentation.


ESTABLISHED 1850.

# C. F. Rumpff & Sons

CABLE ADDRESS: "RUMPSON."



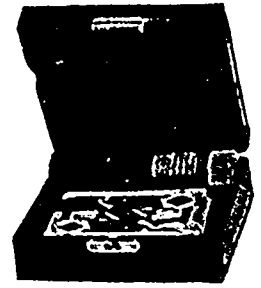
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Manufacturers  Exporters

## FINE LEATHER GOODS

Pocket Books, Hand Bags, Dressing Cases, Cigar Cases, Stationery Sets, etc.

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PLAYING CARD CASES.

NEW YORK SALESROOM: - - - 683 and 685 Broadway.  
CHICAGO SALESROOM: - - - 35 Randolph St.

When your customer wants a lead pencil, give him one that means a reputation and more business for you—give him

### KOH-I-NOOR

acknowledged by connoisseurs to be the perfect pencil.  
We have them, and also Hardtmuth's China Ink Slabs, Wells, Saucers, and Architects' Basins.

**A. Ramsay & Son Company**  
Artists' Materials, - Montreal

## JOBBERS

who place their orders for Tally Cards, Dinner Cards and Novelty Stationery, without seeing the new Elliott line of these goods for 1905, which will be ready January 1st, will have lost the best opportunity for profit ever offered to the trade.

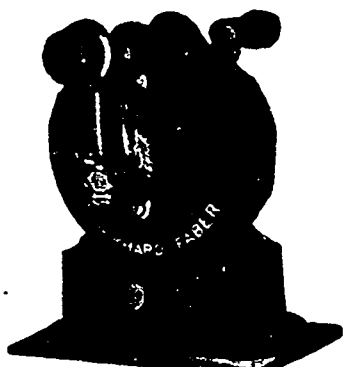
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**THE CHAS. H. ELLIOTT CO.**  
PHILADELPHIA, PA., U.S.A.

## EBERHARD FABER'S

### "Lakeside" Pencil Sharpener

TEN TIMES THE CUTTING SURFACE OF ANY OTHER SHARPENER.



The only perfect PENCIL SHARPENER made.

For use in BANKS, OFFICES and SCHOOLS.

**BECAUSE....**

The pencil can be quickly adjusted and a perfect point can be obtained without wasting the pencil, it will be as long after sharpening as before.

The pencil does not have to be held while sharpening.

A colored pencil containing a large lead can be sharpened.

No dirt. No washing of soiled hands.

Obtainable from the Leading Stationers.

## HIGGINS' INKS AND ADHESIVES



The Higgins Inks and Adhesives are in a class by themselves. They are the best goods that original thought, conscientious workmanship and sustained high ideals can produce. They are largely imitated but never equalled. They give unvarying satisfaction to consumers and dealers, and every unit is backed by our absolute guarantee. PRICE LISTS AND DISCOUNTS ON REQUEST.

**CHAS. M. HIGGINS & CO.,** New York—Chicago—London  
Originators and Manufacturers Inks and Adhesives  
MAIN OFFICE, 271 Ninth St., FACTORY, 240-244 Eighth St., | **BROOKLYN, N.Y., U.S.A.**

THE LATEST MUSIC

"Story of the Year." Song. Words and music by Gerald Lane. Published in E flat (B to D), F (C to E) and G (D to F). This song possesses all the characteristics that have contributed to the signal success of Lane's other songs. The beautiful sentiment of the poem finds ideal expression in the musical setting provided. It is, moreover, not difficult, and makes a most effective vocal number. Anglo-Canadian Music Co., Toronto.

"My Lady of the North." Waltzes, by H. B. Blanke. These waltzes need no further introduction than mention of the fact that they are by the composer of the ever tuneful Lazaire waltzes. Whaley, Royce & Co., Toronto.

"Honey, I'm Waitin'." Song; words by F. F. Feist, music by T. S. Barron. A characteristic negro melody with chorus, which will appeal to all fond of this style of song. Leo. Feist, New York.

"Uncle Jonathan." Song, words by J. Flynn, music by H. L. Newman. A genuinely good comic ditty. Whaley, Royce & Co., Toronto.

"Smiles and Caresses." Idyll; by T. Bendix. A pretty little sketch for piano written in a popular style. Leo. Feist, New York.

"Nyomo." Mexican love song, by A. Halzmann. A characteristic melody effectively scored, making a first-class popular song. Whaley, Royce & Co., Toronto.

"An All Souls' Day Dream" Song; written and composed by Frances Wright. Published in E flat (C to E) and F (D to F). A classic which should be added to every singer's repertoire. Anglo-Canadian Music Co., Toronto.

"Time's Roses." Song, words by A. E. Gillington; music by K. Barry. Published in E (A sharp to E) and G (D to G). Were one to predict the most popular song of the present season he would not go far astray in saying "Time's Roses" will be soon sung as widely as Nevin's "Rosary" and Ellen Wright's ever-popular song "Violets." It has all the requirements of a successful drawing room or encore number, and is a charming trifle to say the least. Anglo-Canadian Music Co., Toronto.

"The Empress of the Sea." Song, music by Theo. Bonheur, words by G. A. Binnet. Published in G (D to B) and B flat (F to F). A patriotic song with plenty

of swing reminiscent of "Soldiers of the Queen." Anglo-Canadian Music Co., Toronto.

"Love's Desire." Waltzes; by W. C. Powell, composer of "The Gondolier." One of the newest and most acceptable pieces of dance music from the publishers so far this season. Whaley, Royce & Co., Toronto.

"My Girlie Girl." Song; words by F. W. Feist; music by T. S. Barron. Featured in the recent operatic success, "The Errand Boy." It is written in popular rag-time with chorus in march time. Leo. Feist, New York.

"When You're in Love With Somebody." Song; words by J. Kemble; music by L. Keiffer. One of the best sentimental songs of the season, with musical setting quite above the ordinary. Whaley, Royce & Co., Toronto.

"He Was Only a Private, That's All." Song; music by F. E. Gladdish; words by W. L. Werdin. Another addition to the already long list of popular war songs in a sentimental vein, and likely to be equally popular with such favorites as "Sons of the Sea." Leo. Feist, New York.

"Asama." March and two-step by E. Van Alstyne, composer of "Navajo," "Seminole," etc. Without exception the catchiest and brightest two-step of the season. Whaley, Royce & Co., Toronto.

"Karama." Japanese romance; by Mabel McKinley. This tuneful and characteristic song and two-step by the composer of "Anona" has already become widely popular. Leo. Feist, New York.

"My Black Eyed Sue." Song, words by F. E. Feist, music by H. Rogers. A characteristic song prettily scored with catchy chorus. Leo. Feist, New York.

"Zenobie." Oriental march; by R. A. King. A march and two-step bound to have a prominent place on dance programmes this season. Leo. Feist, New York.

"Billy." Song; words by E. Malone; music by T. S. Barron. Mr. Barron's latest number will doubtless be well received by lovers of sentimental songs. L. Feist, New York.

"A Song of Ireland." Song; words by E. Clifford; music by W. King. Published in C (C to D) and E flat (E to F). An exquisite lyric with plenty of national color. The pathos of the words and musical setting is effectively offset by a suggestion of St. Patrick's Day, which recurs again and again in the accompaniment. Anglo-Canadian Music Co., Toronto.

IN OUR NEW CATALOGUE DID YOU NOTICE THESE ACCESSORIES  
SO INDISPENSABLE FOR YOUR GROWING DEMAND OF

# Dennison's Imperial Crepe Paper

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Tinting Fluid.



Patterns for Paper Flowers,  
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RUBBER TUBING and FLOWER CENTERS, Etc.

OUR "ART AND DECORATION" BOOK FOR INSTRUCTIONS.

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# C. Brandauer & Co.'s - Limited



## CIRCULAR POINTED PENS

SEVEN PRIZE MEDALS.

These series of Pens neither scratch nor spurt. They glide over the roughest paper with the ease of a soft lead pencil. Assorted Sample Boxes, 6d., to be obtained from all Stationers. If out of stock, send 7 stamps to the Works, BIRMINGHAM.

London Warehouse : 124, NEWGATE STREET, E. C.

C. B. & Co. would be glad to appoint wholesale agents for Canada.

### Silence is Golden

Especially when you wish to write quietly. Secure restful quiet by using **Golden Silent Smooth** writing

### Koh-I-Noor Pencils

Mephisto Copying Pencils 73B and 77 are conceded to have the largest sale of any copying pencils now on the market, and they cost more than inferior makes.

Other well known high grade lines are Koh-i-noor Tracing Cloth ; "H" Pliable Rubber, Grey and Pink.

**The Brown Bros., Limited, Toronto**  
Direct Canadian Importers

### MONTHLY BULLETIN.

**SCHOOL SUPPLIES**

Just making up some new lines of scribbiers, 1c., 2c., 3c., and 5c. Pencils, Pens, Rulers, Erasers, etc., a complete line in stock.

**WRITING TABLETS**

"In Days of Yore" Lined, a beautiful Tablet to sell at 25c., just out.

**PAPERERIES**

Six designs of 15c. goods. Two beautiful 10c. lines.

**FANCY GOODS**

A shipment of Plaques, Fancy Mirrors, Puzzles, etc., just arrived.

**TOYS**

Special prices to clear Christmas stock.

**FOUNTAIN PENS**

Parker Lucky Curve Pens, complete line kept in stock.

**REPAIRS**

All kinds of Fountain Pens repaired.

**G. A. WEESE & SON, 44 Yonge St., TORONTO**

## The Stationers of Canada.

At the close of 1904 we desire to thank you for the hearty reception you have accorded to our "Japanese" brand Writing Inks, Mucilage, Carbon Paper and Typewriter Ribbons

In 1905 we purpose upholding the high standard of quality, and will be prepared to handle your orders with greater promptness than ever.

Wishing you the Compliments of the Season, we are,

Yours for 1905,

**The Colonial Ink Co.**

Limited,  
PETERBOROUGH, Canada.



Typewriter Ribbons, Pen, Pencil and Typewriter Carbon Duplicators, Stencil Papers and Inks, Hectograph Composition, Hectograph and Rubber Stamping.

Agents Wanted Everywhere.

Sold to the Trade Only.  
Prices on Application.

**MADE IN CANADA.**

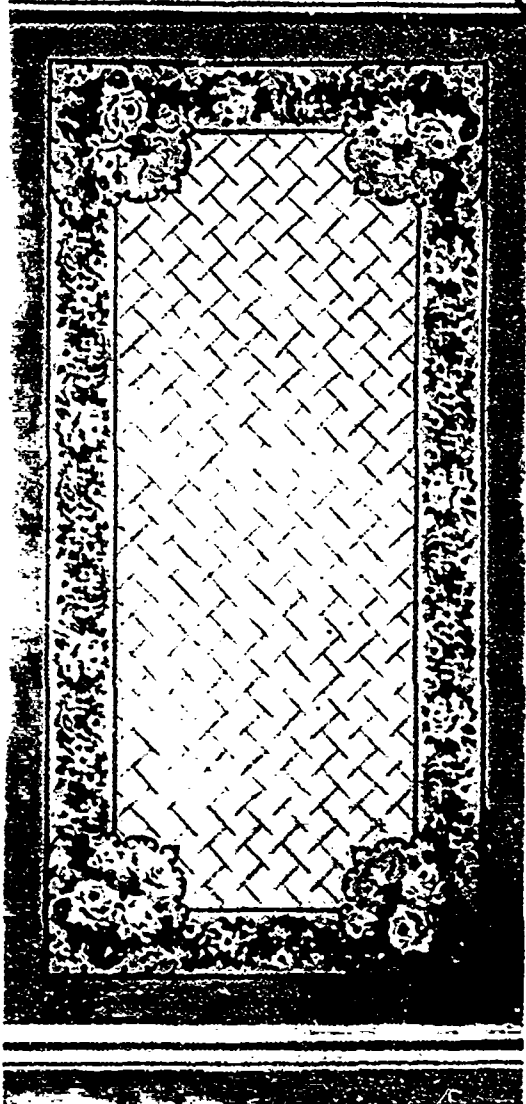
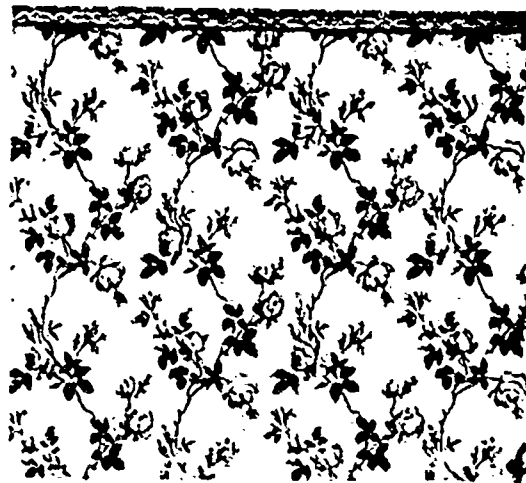


# WALL PAPER

## ART IN WALL PAPER.

THE present day belief that good design consists of pattern—pattern repeated—an nauseum—is an outrage on good taste. A wall paper should be a background, pale and simple; that and nothing more. If there is any pattern at all (and a discreet pattern is certainly an enrichment) it ought to be of the simplest kind, quite unobtrusive both in color and also in its motive and shape. The general tone of a wall paper is the important thing to be desired; pattern is a mere trifle in comparison with tone. The art teaching of to-day gives but little consideration to this fact. It follows in the steps of William Morris, a great man, who somehow delighted in glaring wall papers. The kind of paper hanging that we need most of all is what may be described for want of a better name as the "tone wall paper." A dozen or so of good patterns—modest patterns, well drawn and unassuming—would be enough, if only they were printed in from fifteen to twenty pleasant tones of any normal color, such as red, green, blue, gray or yellow—the gamut of the color ranging from pale to dark tones. How easy it would then be to choose a wall paper to suit the lighting of a large room! At the present time, when an apartment has to be repapered the decorator presents for inspection half a dozen thick books filled with samples of profusely patterned papers, so various and so useless that the patient examiner soon feels distracted. It is seldom that the pattern and the color are right in the same piece; that would be too much to expect. The only thing to be done (and this one thing is not really safe) is to choose a pattern that one has seen elsewhere and liked.

We all know from sad experience, when ill and in bed what it is to have always in evidence a patterned wall paper, a thing that transforms a wall into a labyrinth of curving lines, by which the mind is fascinated and rendered anxious and feverish. Surely we might be spared this distraction. But if wall papers should be quiet in design and color, how is this principle of quietness to be reconciled with the splendor of tapestry, the most beautiful of all coverings for a wall? The answer to this question is quite simple. Tapestry is a thing apart; it has always, when good the desired quality of modest reticence, though every square inch of it is full of entrancing interest. It keeps its place flat against the wall and never challenges attention. All painters love tapestry as the most exquisite of backgrounds, even men in black coats and white ties look well against it! But good tapestry is expensive and rare, and to-day one rarely sees a tapestried room. The material is still used in a good many homes, but the modern way is to employ it in strips and pieces, to frame it in woodwork and treat it as a picture. The real tapestried room has become, or is rapidly becoming, a glorious thing of the past. In such a room the furniture is reduced to a minimum. He would be a vandal who placed a sideboard against a fine piece of tapestry, and what person of taste would ever dream of hanging pictures on a wall enriched with this fabric and its silent histories?—The Upholstery Trade Review



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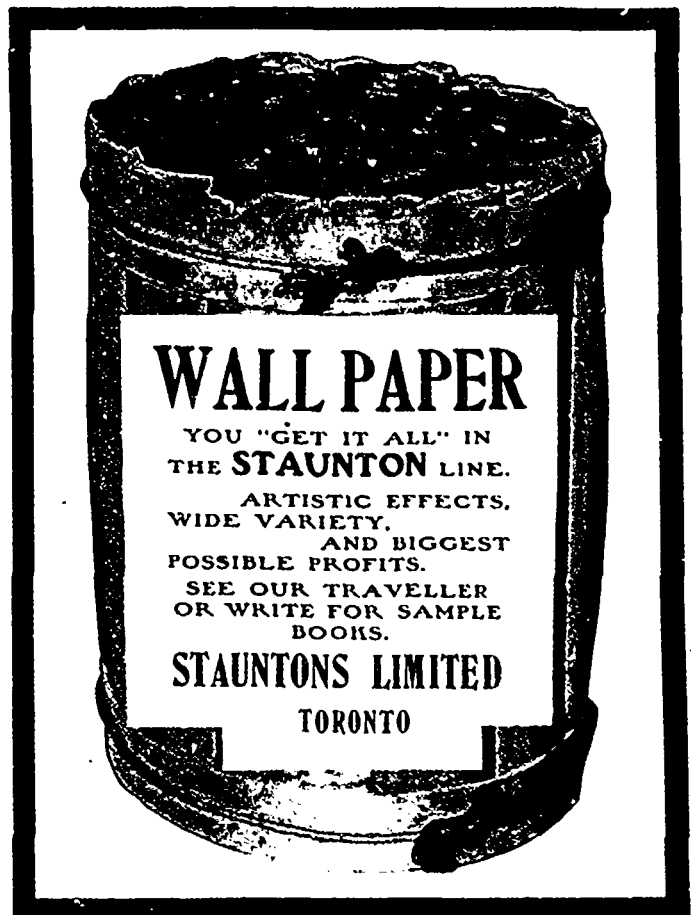
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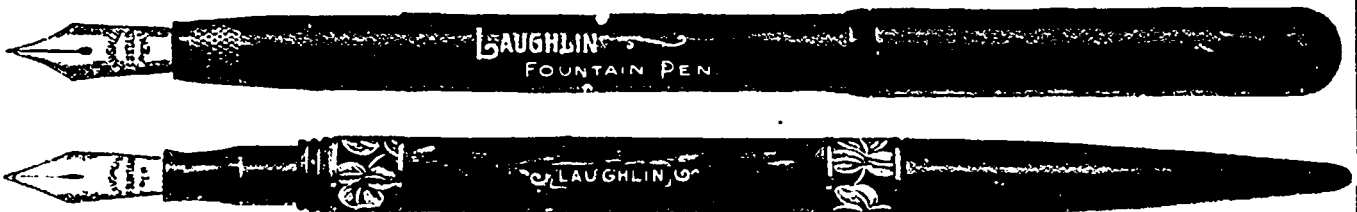
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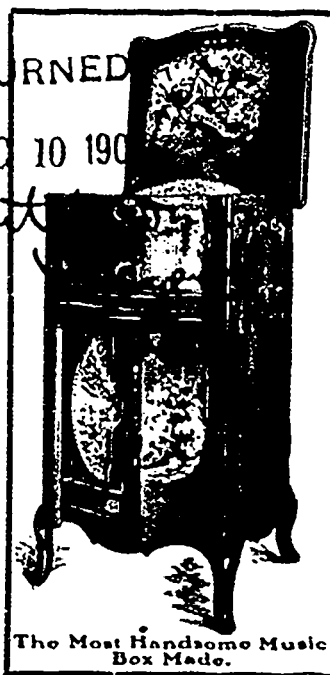
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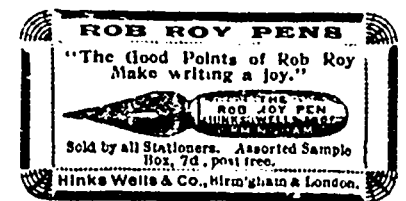
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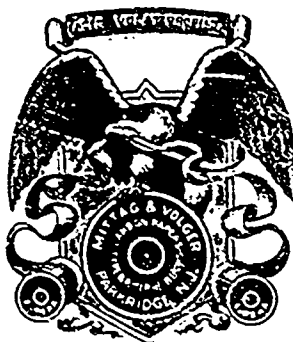
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