

THE

# Canadian Bookseller

DEVOTED TO THE INTERESTS OF THE

Book, Stationery and Fancy Goods Trades.

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PUBLICATION OFFICE, 4 KING STREET EAST.

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VOL. I.]

TORONTO, MAY, 1888.

[No. 3.

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## MESSRS. RAPHAEL TUCK & SONS

TAKE PLEASURE IN ANNOUNCING TO THE TRADE THAT THEIR NEW LINE OF

### Christmas and New Year Publications

For the Season of 1888-9 is comprised in six separate Sample Books, embracing some

1,500 Distinct Patterns in Cards, all new,  
150 New and Original Designs in Satin  
Novelties,

A Large and Varied Line of Art Gem  
Panels,

New Gold Enamel Art Gems, showing  
Satin Pictures,

Fifty Illustrated Christmas Booklets.

Decorated Card Extensions, 40 Styles of  
Calendars,

HANDSOME ART GIFT BOOKS,

“OPALINE CARDS.” “AURORA CARDS.”

GIGANTIC LINE OF PORCELAINS, in four Sizes, and many other  
features which our Travelers wish to withhold until they can personally present  
them to the Trade.

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## RAPHAEL TUCK & SONS,

AMERICAN BRANCH, 298 Broadway, New York.

# PRANG'S CHRISTMAS AND NEW YEAR CARDS,

*Books, Novelties and Satin Art Prints.*

SEASON 1888-9.

We have the pleasure to announce the completion of our line of Cards and Novelties for the coming **CHRISTMAS AND NEW YEAR SEASON.**

Our line is full of new ideas and new decorative effects, making hand decoration of various kinds a more prominent feature even than last season. As new decorative effects, we would here only mention our **Novelties decorated in the style of Royal Worcester Ware**, and our **Art Tile Christmas Novelties.**

## CALENDARS.

We offer a larger number and greater variety than ever, containing a number with quite new arrangements.

## CHRISTMAS BOOKS AND BOOKLETS.

In this department we offer a larger assortment than heretofore, comprising some most elegant Gift Books of high literary and artistic merit, in appropriate and unique bindings. Among them we mention:

**FLOTSAM AND JETSAM**, by LOUIS K. HARLOW.

**WHAT THE BIRD SAID TO BERTHA**, by LIZBETH B. COMINS.

**AUTOGRAPH RECIPES**, by Miss A. G. SHELDON.

**GOLDEN MILESTONES**, by LOUIS K. HARLOW.

**THE BIRDS' CHRISTMAS TREE**, by LIZBETH B. COMINS.

**THE HOME OF SHAKESPEARE**, by LOUIS K. HARLOW.

**OLD STORIES IN NEW ATTIRE** (Costume Pictures), by ROSE MULLER SPRAGUE.

**CHRISTMAS MINCE PIE**, by LIZZIE K. HARLOW.

**THE OLD GARDEN**, by ROSE TERRY COOKE. Illustrated by HARRIET D. ANDREWS and MARY K. TALCOTT.

**BABY'S LULLABY BOOK** (Mother's Songs), by CHARLES STUART PRATT. Profusely illustrated by W. L. TAYLOR. Original Music by G. W. CHADWICK.

*The latter Book will be one of the most unique and elegant Holiday Books of the Season.*

## ETCHINGS.

We shall also offer several sets of New Etchings, some of them as Christmas Cards.

Our line as a whole is decidedly the largest, most artistic and most varied of any we have brought out before.

### ✉ SPECIAL NOTICE TO THE TRADE IN THE DOMINION.

Our representative, Mr. Thomas Merrells, will have the pleasure to call on the Trade in the principal cities of the Dominion in the course of the next few weeks.

L. PRANG & CO.,

Art Publishers,

BOSTON, MASS.

THE  
**Canadian Bookseller,**

Devoted to the interests of the

BOOK, STATIONERY AND FANCY GOODS TRADES.

PUBLISHED MONTHLY

TERMS OF SUBSCRIPTION :

*Per Annum, in Advance.*

To Canada and United States, . . . . . 50 Cents  
" Great Britain and within the Postal Union, - 75 "

Communications on questions of interest to the Book, Stationery, and kindred trades, are solicited.

Subscribers wishing any special information in regard to the Toronto Market will receive prompt replies to inquiries.

The Editor does not hold himself responsible for the views expressed in contributed articles or communications.

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VOL. I.                      MAY, 1888.                      No. 3.

*Please mention the CANADIAN BOOKSELLER when corresponding with Advertisers.*

**Special Notice.**

The publishing office of the CANADIAN BOOKSELLER has been removed to the centrally located premises No. 4 King Street East, the Editor having assumed entire control of its publication. Members of the publishing, bookselling, printing, and kindred interests, are cordially invited to call on us, and to make this office their headquarters when visiting Toronto. Their mail can be sent in care of this office, while facilities for correspondence will be cheerfully furnished. It will be our endeavor always to make all visitors feel "At Home."

**About Copyright.**

It was a narrow escape, there is no doubt about that.

But prompt, harmonious, and decided action averted the catastrophe; and now there is time to discuss the question before the next session of Parliament.

The foregoing remarks refer to the action of the Government in springing on the House at the end of the session, a bill amending the Canadian Copyright Act, and which, the more carefully it is studied, is seen to make the most radical changes in the present act, and to strike the most deadly blows at important Canadian interests.

When the CANADIAN BOOKSELLER was started its projectors recognized the fact that the question of Copyright was one which would engage the early and earnest attention of the trades interested. With the first number, therefore, a petition was sent out, praying the House to appoint a committee to examine fully into the question. Many of the leading houses in the book trade signed the petition and returned it to this office. The petition was then presented to the Executive Committee of the Ontario Booksellers' Association; but that august body refused to move in the matter, and it was therefore forwarded to Ottawa direct.

In due time Lieut.-Col. Denison, M.P., presented the petition to the House, but it appears that it was too late, as on May 4th, the Hon. J. S. D. Thompson, the Minister of Justice, introduced a bill into the House of Commons, amending the Canadian Copyright Act, and said bill was then read a first time, and again a second time on May 5th. Immediately on ascertaining this, we wrote to Ottawa for a copy of the bill, but was advised that it was not yet printed, and that a copy would be mailed us as soon as it was. On the 16th inst., a copy of the bill was received at this office, when it was seen that changes seriously affecting many interests were contemplated, and as it was announced that an endeavor would be made to prorogue the House the same week, it was seen that prompt measures were necessary in order to secure the withdrawal of the bill.

Accordingly, the CANADIAN BOOKSELLER took steps to hurriedly convene a meeting of those interested, word being sent to publishers and to officers of the Employing Printers' Association, the Ontario Booksellers' Association, and the Toronto Typographical Union. It is to be regretted that, in the hurry of the moment, several gentlemen interested in the matter were overlooked, but as the prime movers in calling the meeting, we can state positively that there was

not the slightest intentional desire to overlook or ignore any one in the trade. The meeting was called for eight o'clock, on the evening of the 16th inst., in the rooms of the Press Club, which had been procured through the efforts of Mr. J. Ross Robertson, and at the hour named, the following gentlemen were present:—William Bryce, J. Ross Robertson, Daniel Rose, A. S. Irving, Dan. A. Rose, James Murray, Geo. H. Suckling, F. G. Howe, W. F. Maclean, D. T. McAinsh, W. A. Shepard, W. D. Gillean, R. T. Lancefield, I. T. Gilmour, C. Miller, W. H. Parr, and F. W. Stratton, the last four gentlemen being a deputation from the Toronto Typographical Union. Mr. J. Ross Robertson having been unanimously elected chairman, and R. T. Lancefield, secretary, the object of the meeting was explained. It was shown that the bill was introduced in order to bring this country under the operation of the Berne International Copyright Treaty. It provided that works copyrighted in Great Britain, France, Germany, Spain, Italy, Belgium, Switzerland, Hayti, Liberia and Tunis, should be held to be copyrighted here *without registration*, as long as the copyright held good in the country where it was obtained. The most objectionable feature of the bill, however, was the one which made the *printing* of a copyrighted work here *unnecessary*. The present law stipulates that a book copyrighted here must be printed here, thus giving work to Canadian printers, book-binders, electrotypers, etc. The sweeping away of this provision was, therefore, a most serious blow at these industries, as well as the publishing business generally. And, as if this was not enough, the retail dealer was to receive a blow which would be an irreparable loss to many of them, as, if the bill had become law, the importation of all reprints of British copyright works would have been absolutely prohibited. It is no wonder, therefore, that all present were of one mind that a united effort should be made to secure the postponement of the bill until time had been given for a fair and impartial discussion of the merits of the proposed changes. Telegrams to this effect were sent to the Minister of Justice, to Sir John A. Macdonald, and to the three city members, while other telegrams were sent privately by Toronto people, as well as by several Montreal firms. In addition to this, a deputation consisting of

Messrs. A. S. Irving, D. A. Rose and W. Bryce, publishers; D. T. McAinsh, bookseller, and Jas. Murray, of the *Typothetæ*, went to Ottawa on Thursday to plead their cause personally before the Minister of Agriculture. The Hon. John Carling informally met the deputation with his usual affability, and promised to lay their representations before his colleagues, the result being that shortly after Sir John Macdonald, from his place in the House, announced that the Copyright Bill had been withdrawn for the session. It was subsequently learned that a telegram from W. J. Gage & Co., on behalf of themselves and certain other Toronto publishers had been received, memorializing the Government in favor of the bill. It may be added that Mr. G. R. R. Cockburn, M.P., was most assiduous in assisting the deputation to secure the object of their mission.

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It is now in order for those interested to see that the matter is not allowed to drop. There are many conflicting interests to be considered in framing a bill, but that is no reason why all interests should not meet and discuss the matter amicably.

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Since the above article was written, another meeting of those interested in this question was held on the 25th inst., the following being present:—W. Bryce, A. S. Irving, Dan A. Rose, A. F. Rutter (Wm. Warwick & Son), James Murray, Bruce Brough, T. G. Wilson, John Imrie, W. A. Shepard, A. W. Croil, Geo. E. Challes, W. D. Gillean, Geo. Virtue, Geo. H. Suckling, D. T. McAinsh, J. T. Gilmour, J. Ross Robertson, Chairman, and R. T. Lancefield, secretary. After considerable discussion, it was resolved to form an organization to be known as the Canadian Copyright Association, for the mutual protection of the various interests in connection with the book and publishing trades of Canada. A committee was appointed to draft a code of by-laws, etc., which will be submitted to another meeting to be called by the Chairman, when the organization will be officially formed, officers elected, etc. It is intended also that the members of the trade throughout the Dominion shall be invited to co-operate with this central association, as well as to form local organizations, so that no stone may be left unturned to accomplish the object in view.

### About Import Orders.

The bright, breezy *World* says: "Advertising in blue ruin newspapers is like bonusing a bellman to proclaim that the fish you offer for sale are malodorous." To which we may add that advertising by wholesale houses soliciting import orders in a trade journal that is repeatedly telling retailers *not* to give import orders, is as good as saying, Our travellers are out taking import orders, but it will be bad policy on your part to give him an order! That is just about what it means, and no amount of twisting can put any other construction on it. As to import orders, we will repeat what we have said before, that it will be to the advantage of dealers to look at every lot of samples shown by first-class houses. There can be no harm in doing this, and they may see some goods or novelties which will exactly suit their trade, and which they could not get later on; while they need not buy at all if they do not wish to do so. But if they do buy, be sure and get a copy of the order, so as to be able to keep track of kind and quantity of goods that are being bought, and to check the prices by, when the goods are sent later on.

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### Master Printers' Association.

The employing printers of Toronto have caught the craze for combination which is such a characteristic sign of the times, and at a meeting on the first instant formed themselves into an association, with the following officers: President, James Murray; Vice-President, John Burns; Secretary, Bruce Brough; Treasurer, Daniel Rose; Executive Committee, Messrs. Sheppard, Hill, Maclean, Bingham, and Imrie. One of the first questions discussed by this association was the all important one of Copyright, and it was decided that a memorial should be drawn up for transmission to Ottawa, asking that any book must be printed in Canada in order to secure the Canadian copyright, so as to give work to Canadian printers, bookbinders, and kindred trades. As we pointed out previously, this is a most important question to these trades, and we are glad that they have at last begun to move in the matter. Articles that are patented require to be made in Canada, and there is no earthly reason why copyrighted books should not be manufactured here also.

### Signs of Appreciation.

The list of paid subscribers to the CANADIAN BOOKSELLER already includes dealers in each of the provinces of the Dominion—Halifax, St. John, Quebec, Montreal, Toronto, Winnipeg, Calgary, and Victoria, besides many smaller places being represented; while dealers in Buffalo, New York, Boston, Philadelphia and Cincinnati have forwarded their subscriptions, accompanied with a few kindly words wishing us every success. A copy of this issue will be mailed as a sample to many who are not on our regular list. We trust that all who receive it, and who believe that it gives promise of being worthy of their support, will forward the small annual subscription price. This will only be a trifling amount to each individual dealer, but "many a little makes a muckle," and a large subscription list will enable us to make the CANADIAN BOOKSELLER what we intend it shall be—a first class representative trade journal, a credit to the craft and to the country.

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### The Duty on Periodicals.

As stated last month, the Customs authorities having sent out instructions to collect duty on *Young Ladies Journal* and all fashion journals which contained fashion plates and patterns, Mr. A. S. Irving, of the Toronto News Company, was elected as the representative of the association to proceed to Ottawa and endeavor to secure a removal of the obnoxious ruling. The departmental officials, however, were firm, and the utmost concession that could be secured was the agreement that *if* the fashion plates and patterns in the *Young Ladies Journal* and similar family journals were stitched in, they could be entered free of duty; but it was very plainly understood that the duty would be levied on all distinctively trade journals, such as the *Tailor and Cutter*, etc. The trade, therefore, will have to pay extra for journals of this class, and will of necessity have to charge their customers extra, or make a little less profit. What with the agitation for early closing, vexatious decisions by Customs Commissioners, and ruthless competition on every hand, "the retailer's lot is not a happy one" will become a refrain altogether too popular among the book and newsdealers at any rate.

Since the foregoing article was written, a letter has been received from the publisher of the *Young Ladies Journal*, saying that as the stitching in of the fashion plates would cause him considerable trouble and expense, he would have to consider the matter before complying with the request.

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### Claims for Shortages.

Claims for shortages are among the most vexatious and delicate questions with which wholesale houses have to deal. While the great majority of dealers would scorn to make a demand for anything but what is justly due them, it cannot be denied that there are others who go about the matter deliberately and systematically, making claims for shortages, which, being allowed, have net them quite a little sum in the course of the year. Eventually, however, they are found out, and the last stage of such men is invariably worse than the first; for they cannot complain if even honest claims for shortages made by them are afterwards curtly disregarded. A wholesale bookseller in Toronto had a customer who was continually making claims for alleged shortages, until it became quite a serious matter, and steps were taken to test the honesty of the dealer. When the next shipment was made to him, four of the clerks carefully checked the books and invoice, after which six Morocco Poets were put in the case without being charged. A month went by, but no word came as to there being any goods over in the case. So the six books were quietly charged up to his account, the bill mailed to him, included in the draft, and the full amount was paid without a word of protest. Moreover, from that day to this there has been no claim for shortage from that dealer. Another story we heard sometime ago touching on this question will bear repeating. A traveller had sold a furniture dealer a lot of furniture covering; and a short time after the goods had been shipped the firm received a letter stating that the stuff was not near up to sample, and threatening to ship it back at once, but winding up with an offer to keep it if an allowance of five cents a yard was made. As this was not the first time that the same dealer had made similar claims, which had been allowed, the firm decided to test this one, and the traveller was instructed to take a trip out and see if

the complaint was *bona fide*. Two days after, the traveller took the morning train, and walked into the man's store about noon, when the first object that met his gaze was a sofa covered with the identical stuff on which shortage was claimed. The dealer, it turned out, was so sure his claim would be allowed, that without waiting for the formality of a reply, he had proceeded at once to use the goods; and in the end he not only paid the full price of the goods, but the expenses of the traveller in convincing him that his claim for shortage was a fraud. It is to be hoped that this little incident convinced this dealer that the old motto, "Honesty is the best policy," still holds good.

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### Early Closing.

In the early days of the settlement of the United States, there were certain laws known as the "Blue Laws," which were designed chiefly with a view to making and keeping the people good and pure. But as time rolled on, it was felt that such laws were unfitted to a free people, and they gradually fell into disrepute, being either repealed or entirely ignored. We, in Ontario, live under a flag which floats over a people who delight to sing of their country as "the land of the brave and the home of the free." No one doubts our bravery, but recent events would seem to indicate, that unless "the watchman who sleepeth" is awakened, our freedom may become a thing of the past. Whether it is that our merchants are a greedy and rapacious set of people, or whether it is that the populace are very innocent and very willing to be swindled, or whatever the reason may be, certain it is that we are being slowly legislated to death. Trade and commerce, in Toronto, at any rate, are being hampered to an almost unbearable extent, and strangely enough this is done in the interest of morality chiefly. It is to be presumed that auctioneers are such thorough-going rascals that they must be licensed so as to bring them under police supervision, that the innocent public may be protected. The grocer who would sell tobacco and cigars, the billiard-hall keeper, the butcher, the cab driver, the carter and express driver, the hawker and pedlar, the livery stable keeper, the milk dealer, the victualling house-keeper, are all included in the same category—besides several not enumerated, and who

are included under the term "miscellaneous"—all these dealers *may* try to cheat the public, and so the precaution is taken to make them pay a fine (or as it is politely called a license), before they can commence business. And all this is in a free country! But don't think this is all, for it is not. The next step in advance, or rather backwards, has been taken, and after licensing a man, the government has now stepped in and is dictating the hours during which the man may sell his goods. The City Council of Toronto recently adopted the law enacted at the last session of the Ontario Legislature, requiring dealers in certain lines to close their stores at 7 o'clock. The book and stationery stores have not yet been included, but it is said that efforts are being made to secure the requisite three-fourths signatures. For our part, we think this law is an outrage on the liberty of the subject. It may indeed be law, but it certainly is not justice. It is a law that will play directly into the hands of the large stores at the expense of the smaller dealers. It is undoubtedly a shame and a disgrace that clerks and girls should be confined in stores for 12 to 14 hours a day; but in removing this blot on our civilization, a great injustice has been perpetrated, in that a man or woman who owns a small store, whose business is largely done in the evening, and who does not keep any clerks, is compelled to close at a certain hour by an arbitrary law, under penalty of fine and imprisonment. And this is nineteenth century progress! We hope the law will be found to be unconstitutional, otherwise we may look for a law to compel us to retire at nine o'clock and lights out at 9.30, *a la* military style. One could hardly be more outrageous than the other. There can be no objection to a voluntary agreement to close, such as is observed by some of the booksellers in Toronto, Chatham and St. Thomas; but to declare by law that others who do not want to close at a certain hour should be compelled to do so, is an abuse of law which should be protested against until it is repealed.

#### About Authors.

Mr. Geo. H. Taylor, who dropped the editorial mantle of the Wallaceburg *Herald & Record* two years ago and went east in search of health, has completed for the National Publishing Co., Philadelphia, a revision of the late Prof. Fowler's

"Creative Science," a work of 1165 octavo pages. He has also had accepted by the Detroit *Free Press* some abstract chapters of his "Spirits of the Baldoon," a story founded on the early history of the Baldoon settlers, and they will appear in print shortly.

Mr. Wilkie Collins has taken 82 Wimpole Street, London, and removed there recently from the house in Gloucester Place which he has occupied during the last twenty-one years.

A. C. Gunter went to New York from California several years ago, armed with two or three plays and the plots for many more. A reporter met him the other day at a bookstore, where he was inquiring about the sale of his second book, "Mr. Potter of Texas." "How did you get any one to publish your first novel, Mr. Gunter?" inquired the reporter. "I didn't and couldn't. I sent it to half-a-dozen, and they wouldn't have it at any price, or even as a gift. Then I made up my mind I would publish 'Mr. Barnes of New York' for myself. To do so cost me about one thousand dollars for the first edition. For two or three months the sale dragged along slowly. I didn't advertise it much, and I depended on reviews, and the recommendations of those who read it. Suddenly the sale took a spurt, and it has been going ever since, till it has now passed one hundred thousand. When my second book was announced, I didn't spend more than one hundred dollars in advertising it. Orders began to pour in. The first edition was sixty thousand—and that was not enough to fill the orders before it was off the press. It is better than playwriting, but still I love the old craft. I have a drama made from my first novel, but though I have had several offers for it, none was altogether satisfactory. The heroine will need a rather peculiar style of actress."

LOUISA MAY ALCOTT, the little people's friend, instructor and beloved entertainer, died on March 6th, at her home, in Roxbury, Mass., in the fifty-sixth year of her age. In 1869, she published the first volume of "Little Women," the charming work which brought her fame and money. In less than three years the sales of this story amounted to 87,000 copies. As is well known, the writer and her two sisters were the originals of the characters "Joe," "Beth" and "Meg." Among other of her entertaining works through which she also obtained great popularity may be mentioned, "Flower Fables; or, Fairy Tales," Boston, 1855; "Hospital Sketches," her first book; "An Old Fashioned Girl," 1869; "Little Men," 1871; a series entitled "Aunt Joe's Scrap Bag," 1871-82; "Work, a Story of Experience," 1873; "Eight Cousins," 1874; "Rose in Bloom," 1876; "Silver Pitchers," 1876; "Under the Lilacs," 1878; "Jack and Gill," 1880; "Moods," 1864; "Proverb Stories," 1882; "Spinning Wheel Stories," 1884, and "Lulu's Library," 1885.

### L. Prang & Co.

"Familiar as household words" is the name of L. Prang & Co. to every bookseller and stationer, as well as the art-loving public. In the United States, in Canada, in Great Britain, in South America, in far away Australia, in these and other countries, the beautiful Christmas, valentine, Easter and birthday cards, novelties and satin art prints, with the other publications of this well-known house, are found for sale. As dealers are always more or less interested in the personnel and surroundings of the firm whose goods they handle, we present herewith a short sketch of the head of the firm, as well as an excellent view of their extensive establishment. Mr. Louis Prang, head of the firm of Louis Prang & Co., Boston, Mass., was born in Breslau, the capital of Silesia,

the title of Prang & Meyer. Their specialty was to be color work, their plant being one hand press and a few stones, with a capital of \$250 in cash. From this humble beginning, business has gradually grown, until it has assumed its present enormous proportions, giving employment to hundreds of hands and requiring the expenditure of hundreds of thousands of dollars in wages and for stock. Shortly before the breaking out of the civil war, Mr. Prang bought out his partner, and the business has since been conducted under the firm name of L. Prang & Co.

As an instance of the manner in which Mr. Prang cultivates and creates business, it may be stated that in the past ten years he has paid upwards of \$500,000 in cash to artists who have originated the subjects of his works, but this large expenditure brought him not only fame but



Prussia, on the 12th of March, 1824. He was early initiated into the experimental study of the physical sciences and the practical arts based on them, so that when he reached his 18th year he was already a master of the general principles of chemistry, and of bleaching, dyeing, designing, engraving, color-mixing and of printing. The revolution of 1848 so unsettled affairs in his native land that Mr. Prang decided to seek his fortune in the new world, and landed in New York on the 5th of April, 1850. Though almost penniless and without friends, his indomitable energy and artistic talent stood him in good stead, and in 1856 he formed a partnership with Mr. Meyer, 17 Doane Street, Boston, under

fortune, as the public appreciated his efforts and the sales of his publications have been enormous.

Not only in art publications, but in educational works the firm has done a great work in producing a very superior line of goods.

For the forthcoming holiday season, the firm are producing an extensive and elegant series of their beautiful goods—comprising many novelties, and every article produced in first-class style, so as to fully maintain the exceptionally high reputation which they already enjoy. The trade are referred to their announcement on another page, and will do well to hold orders until they have seen this line.

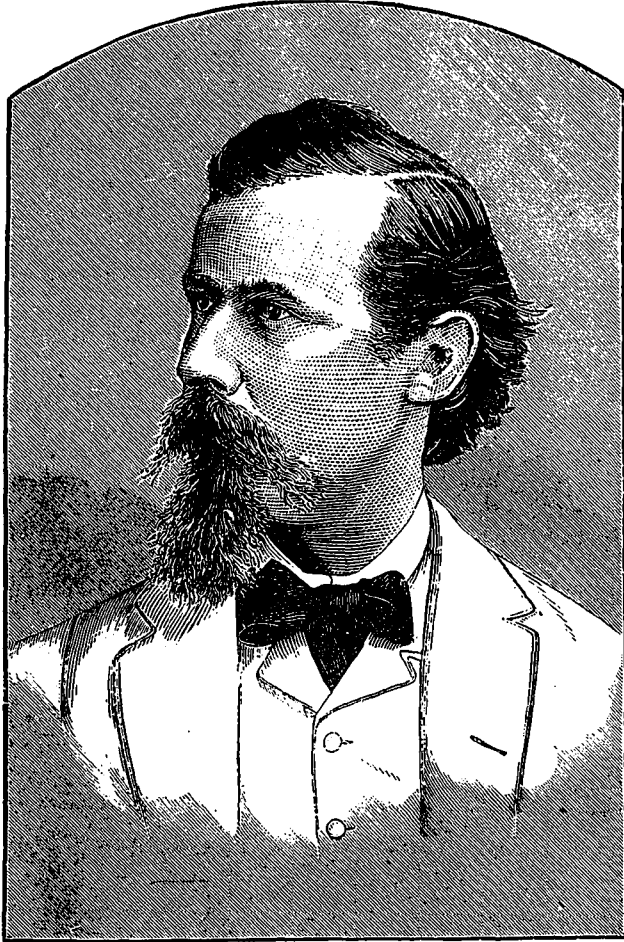


### Our Portrait Gallery.

EDMUND E. SHEPPARD.

The name of Edmund E. Sheppard is now a "household word" throughout the Dominion. His novels "Dolly" and "Widower Jones" are written in such a manner as to carry the conviction home to the mind of the reader that they are stories of actual life, and no mere nambypamby writings of the sensational style; while his recent bright sketches in *Saturday Night*, over the signature of "Don," have attracted

Hur" is an especial favorite, and considering the many editions which are in the market and the constant demand for the book, it is safe to say that it will not be long before it enjoys a sale such as few other books have had. Mr. Lawrence says that Gen. Wallace wrote "Ben-Hur" after a discussion with Col. "Bob" Ingersoll. The two met on the train, and they sat down for a long talk. "What shall we talk about?" asked the distinguished unbeliever. "Oh, I don't care," replied General Wallace. "Let's discuss religion, then," said Ingersoll; and he recited his



EDMUND E. SHEPPARD.

wide-spread attention. Mr. Sheppard is at present on a trip to the old country, combining business with pleasure, and not unlikely gathering materials for his new story, "A Bad Man's Sweetheart," which is to appear in the course of a few months. We are sure our readers will be pleased to see the excellent portrait, which we present in this issue, of this brilliant Canadian writer.

GEN. LEW WALLACE.

Is there a bookseller in Canada who has not sold "Ben-Hur" or the "Fair God?" "Ben-

arguments and exercised his wit against Christianity until, to use General Wallace's own words, "somehow I felt ashamed of myself." In a general way General Wallace had accepted the Christian religion, but he had not investigated its history nor grounded himself in its faith. He now set seriously to work at religious study. He became devoutly convinced of its truth, and determined to embody his conviction and his reasons for it in a romance. The portrait of Gen. Wallace, which we give, is reproduced from an excellent portrait made by Messrs. Harper & Bros., the New York publishers.

## MRS. FRANK LESLIE.

The Frank Leslie publications are too well known to need any introduction at our hands, but we have no doubt many will be glad to see the portrait of the great woman publisher. This beautiful and accomplished woman, it is needless to say, is kept busy superintending the details of her vast business. Mrs. Frank Leslie is evidently a born business woman, for not only has she redeemed her husband's bankrupt business from an enormous debt, but has besides made a handsome fortune for herself. "May prosperity continue to follow in her train," is a sentiment which, we are quite sure, will be joined in unanimously by the Canadian trade.

Letters Patent have been issued incorporating The Canadian Craftsman Publishing Company of Toronto (limited), capital \$3,000.

Rose Publishing Co. have secured Rider Haggard's new book, "Mr. Messon's Will," and will publish it about 20th June, at 30 cents. They will also issue in a few days, "John Fahey's Crime," a thrilling story of the Montreal Detective Case, price 30 cents.

H. A. Nelson & Sons, Toronto and Montreal, are sole agents for the sale of the Canada Manufacturing Co's Celebrated Iron Wheel Baby Carriages, and are supplying the trade with superior goods, made in new and beautiful designs at prices to compare favorably with any other



GEN. LEW WALLACE.

## Trade Chat.

H. Rider Haggard has written the story which is to comprise the summer number of the *Illustrated London News*.

Mr. J. T. Johnston, of Wellington Street, the well-known dealer in type, presses and printing material, has recently returned from a short business trip, and reports business good in his line.

The Willard Tract Depository are having great success with Dr. Fulton's new book, "Why Priests should Wed."

manufacturer. The trade should send to Messrs. H. A. Nelson & Sons for one of their illustrated catalogues.

Ground has been broken on Wellington Street, adjoining the Rose Publishing Co.'s premises, for the erection of a spacious new warehouse for Messrs. Buntin, Reid & Co.

James Bain & Son, Toronto, have published a fine large chart of the Ten Commandments—a most excellent thing for the walls of private houses, Sunday school rooms, etc. Price \$1.50.

A man, calling himself Wm. Johnson, is travelling through the country representing himself as the agent of the Toronto News Co., and securing subscriptions to the *Young Ladies' Journal* at \$1.50 a year. But worse than all, he finds people foolish enough to pay him the money in advance. The Toronto News Co. desire us to say that the man is an impostor, as they never employ canvassers, and that he should be arrested if possible, and word sent to them. He was last heard of in Georgetown. And here let us repeat a word of warning: Never pay subscriptions in advance to a travelling agent, unless you are willing to run the risk of being swindled.

C. M. Taylor & Co. are quite confident that Dutton's Fine Art Books and Booklets are going to enjoy an enormous sale. The trade everywhere are reported to be holding orders for them. The complete samples will be ready shortly.



MRS. FRANK LESLIE.

J. C. Blair, the wide-awake manufacturing stationer, of Huntingdon, Pa., makes a special announcement in this number, to which the attention of the Canadian trade is called.

A building permit has been issued to the Methodist Book Room for the erection of two four story warehouses on Richmond Street, Toronto, to cost \$50,000. For several years past the business of this house has been continually increasing, and under the energetic management of the Rev. William Briggs, every department is kept well up to the standard of excellence. The total outfit of the establishment is now immense.

William Bryce, publisher, Toronto, has sent us copies of the following new copyright novels, just issued by him:—The Argonauts of North Lib-

erty, by Bret Harte, 25 cents: Miracle Gold, by Richard Dowling, author of *Tempest Driven*, etc., 30 cents; *Cradled in a Storm*, by T. A. Sharp, author of *The Sword of Damocles*, etc., 30 cents, and *A Woman's Face*, by Florence Worden, author of *the House on the Marsh*, etc., 30 cents. These books, being by well-known authors, are sure to enjoy a steady sale.

Williamson & Co., Toronto, announce in book form, Mr. Goldwin Smith's papers on "A Trip to England," price 30 cents.

Copp, Clark & Co. have just issued the third edition of *Chapman's Minerals and Geology of Ontario and Quebec*. Now that attention is being directed to the mines and minerals of Canada, this book will be of service to many. The price has been fixed at \$3.50. They have also ready the new *High School German Grammar*, by W. H. Vandersmissen, M.A., and W. H. Fraser, B.A. The price is \$1.00. A special edition of *Pillan's Classical Geography for High Schools*, is also just ready. The price will be fixed shortly.

Wm. Bryce has just published a 35-cent edition of "Mr. Potter of Texas."

The National Publishing Company will issue at once "Old Blazer's Hero," by David Christie Murray; "By Misadventure," by Frank Barrett, and "The Heir of Linne," by Robert Buchanan, in their popular 30-cent series.

The Minister of Education has issued a notice that "the authorized retail price for the Public School Drawing Books on and after the 1st of January next will be five cents each." The present price is 10 cents each.

T. N. Hibben & Co., Victoria, B.C., have purchased the stock of the British Columbia Stationery and Printing Co. for 57½ cents on the dollar.

C. M. Taylor & Co., 52 Front Street West have received from Raphael Tuck & Son, a proof impression on satin of a magnificent painting by F. Sargent, R.A. The subject depicted is "The Queen's Drawing Room," and peculiar value attaches to it from the fact that the artist succeeded in securing a special sitting from every person whose portrait appears on his picture. The Queen's sitting was noted at the time in all the English papers, being the first she granted to any artist since the demise of her consort. The original picture, six times the size of the engraving, upon which the artist spent three years of labor, is valued at £5,000, and is now on exhibition at the Grosvenor gallery, London. The engraving which Messrs. C. M. Taylor & Co. have, is said to be the finest work yet done by any line engraver, and a most faithful copy of the original picture.

## Monthly Record of Canadian Publications.

*Under this heading we will publish each month a list of all publications copyrighted in Canada, together with as many others as we can gain information of.*

*Publishers are asked to send to the Editor a copy of any book or pamphlet published by them, so as to ensure correct entry in our list.*

### COPYRIGHT PUBLICATIONS,

- A. B. C. Shopping Guide, John Lovell & Sons, Montreal.
- A Bouquet of Sonnets by J. Imrie. Imrie & Graham, Toronto. Paper, 25 cts.
- A Collection of Original Acrostics on Ladies' Christian Names by George J. Howson. Hunter, Rose & Co., Toronto. Cloth, \$1.
- A False Start, by Captain Hawley Smart. National Publishing Co., Toronto. Paper, 30 cts.
- A Life Interest, by Mrs. Alexander. National Pub. Co., Toronto. Paper, 30 cts.
- Almanach Judiciaire de la Province de Quebec, Compilé par L. A. Audette et T. W. S. Dunn. Mercier & Co., Quebec.
- A Real Good Thing, by Mrs. Edward Bernard. National Publishing Co., Toronto. Paper, 30 cts.
- A Short History of the English People, by John Richard Green. Copp, Clark Co., Ltd., Toronto. Cloth, \$1.50.
- A Visit to the Spring on the Hillside ; or, The Temperance Question, by R. T. K. The Morning Printing & Publishing Co., Halifax.
- Canadian Music Course, Book I, by Alexander T. Cringan. Canada Publishing Co., Limited, Toronto. Paper, 15 cts.
- Canadian Music Course, Book II, by Alexander T. Cringan. Canada Publishing Co., Limited, Toronto. Paper, 15 cts.
- Cases decided on the British North America Act, 1867, in the Privy Council, the Supreme Court of Canada and the Provincial Courts, Vol. III, by John Robison Cartwright. Warwick & Sons, Toronto. Half-calf, \$3.
- Chris., by W. E. Norris. National Publishing Co., Toronto. Paper, 30 cts.
- Confidential Reports of the Merchants' Protective and Collecting Association of Canada.
- Constitution, Laws and Rules of Order for the Government of subordinate Divisions of the Sons of Temperance. National Division, Sons of Temperance of North America.
- Cyclopædia of Canadian Biography, Series II. edited by George Maclean Rose. Rose Publishing Co. Cloth, \$10.
- De Roberval : a Drama, also The Emigration of the Fairies and the Triumph of Constancy, by John Hunter Durar. J. & A. McMillan, St. John, N. B.
- Dubreuil's Reference Book to all Public and Private Statutes and Orders in Council. Second Edition. Amedée Periard, Montreal.
- Exercises in Arithmetic, by S. McAllister. The Copp, Clark Co., Limited, Toronto. Paper, 5 cts.
- Fireside, The February Number. W. Bennet & Co., Montreal.
- Gifts of the Royal Family, The ; or, Systematic Christian Beneficence, its Nature and Need, by Rev. James Cooke Seymour. Wm. Briggs, Toronto. Paper, 25 cts.
- Gospel Hymns, No. 5, with standard selections, by Ira D. Sankey, James McGranagan and Geo. C. Stebbins. The Copp, Clark Co., Limited, Toronto. Boards, 40 cts., Paper, 35 cts. Words only, 10 cts.
- Illustrated Price List, J. Eveleigh & Co., Manufacturers of Trunks, Travelling Bags, Sole Leather Trunks, Valises &c. D. Bentley & Co., Montreal.
- King or Knave, by R. C. Francillon. National Publishing Co., Toronto. Paper, 30 cts.
- Legons de Langue Française, par les Freres des Écoles Chretien (Livre de l'élève). C. Darveau, Quebec.
- Cours Superieur (Livre du Maitre).
- Le Guide du Colon Français, Belge, Suisse, &c., Stanislas Drapeau, Ottawa.
- Letters describing Romanism, in its Origin, Character and End, by Marcus. Wm. Drysdale & Co., Montreal.
- L'Ordre de Malte en Amerique, par J. Edmond Roy. A. Coté & Co., Quebec.
- Marvel, by The Duchess. The National Publishing Co., Toronto. Paper, 30 cts.
- Mona's Choice, by Mrs. Alexander. The National Publishing Co., Toronto. Paper, 30 cts.
- Notes and Vocabulary, by John Squair, B.A., to the Book called Un Philosophe sous les Joits, by Emile Souvestre. Wm. J. Gage & Co., Toronto.
- Notice Biographique sur l'Abbe Edward Bonneau. Leger Brousseau, Quebec.
- Original Fables and Riddles, in Rhyme, with other Poems, by Melissa T. & Edwin L. Sanford. W. Drysdale & Co., Montreal.
- Poems of William Wye Smith. Dudley & Burns, Toronto. Cloth, \$1.
- Public and High School Copy Book of Business Forms & Accounts, No. 3, by S. McAllister, S. Clare, J. T. Slater. Copp, Clark Co., Limited, Toronto. Paper, 10 cts.
- Renfrew County Directory, 1887-88, Wm. John Gallagher, Renfrew.
- Ritual and Service for Lodge of Sorrow. John Moore,
- Sara Crewe and Editha's Burglar, by Frances Hodgson Burnett. Wm. Bryce, Toronto. Paper, 30 cts.
- Scriptural Way of Salvation, by C. H. Madden. The Times Book & Job Office, Orillia.
- Scripture Readings, for use in Public and High Schools of Ontario. Second Edition. Wm. Briggs, Toronto. Cloth, 75 cts.
- Sermons Preached in St. Andrew's Church, Quebec by John Cook, D.D., L.L.D. Dawson Bros., Montreal. Cloth, \$1.50.
- Sutherland's Common Sense Plans and Tables for Life Insurance. H. Sutherland, Parkdale.

System of Drainage Tables calculated for the use of Township Officers, Contractors, etc. John Henry Jones, Sarnia.

Systematic Giving, The Church's Safeguard against 19th Century Evils, by Rev. Chas. A. Cook. Wm. Briggs, Toronto. Paper, 25 cts.

The Higher Reader, De la Salle Series of Readers. M. M. Graham.

The History of the County of Huntingdon, and of the Seigniories of Chateaugay and Beauharnois from first settlement to 1838, by Robert Sellar. The Canadian Gleaner, Huntingdon.

The Intermediate Reader, De la Salle Series of Readers. M. M. Graham.

The Lyrics of Dorothy. A comedy opera in 3 acts, written by B. C. Stephenson, Music by Alfred Cellier. Anglo-Canadian Music Publishers' Association, Limited.

The Passenger from Scotland Yard, by H. F. Wood. National Publishing Co., Toronto. Paper, 30 cents.

The Path of Wealth; or, Light from my Forge, by a Blacksmith. Thos. S. Linscott.

The Primary Reader, De la Salle Series of Readers. M. M. Graham.

The Wrong Road: By Hook or Crook, by Major Arthur Griffiths. National Publishing Co. Paper, 30 cents.

Transactions of the Celtic Society of Montreal. W. Drysdale & Co., Montreal.

Une Fête de Noel sous Jacques Cartier, par Ernest Myrand. L. J. Demers & Frère, Quebec.

NON-COPYRIGHT PUBLICATIONS.

Bill Nye's Chestnuts, Old and New. Illustrated. Rose Publishing Co., Toronto. Paper, 30 cents.

Commercial Union in North America. Some Letters, Papers, and Speeches. Toronto News Co., Toronto. Pamphlet.

Canadian Mines and Reciprocity; being a paper read before the Commercial Union Club, by T. D. Ledyard. Hunter, Rose & Co., Toronto. Pamphlet.

Resources and Progress of the Province of Ontario, by Archibald Blue. Hunter, Rose & Co., Toronto. Pamphlet.

Commercial Courtship and Unselfish Union, a Tale of the Borders. Hunter, Rose & Co., Toronto. Pamphlet, 10 cents.

Policy of Unrestricted Reciprocity in Trade, Commerce, and Shipping, between Canada and the United States. Hunter, Rose & Co., Toronto. Pamphlet.

True Commercial Policy for Greater Britain etc. An Address delivered by J. N. Blake. Hunter, Rose & Co., Toronto. Pamphlet.

Hand Book of Commercial Union: a collection of Papers read before the Commercial Union Club, Toronto, with Speeches, Letters and other documents in favour of Unrestricted Reciprocity with the United States, preceded by an Introduction by Goldwin Smith, edited by J. Mercer Adams. Hunter, Rose & Co., Toronto. Paper, 25 cts.

Mr. Barnes of New York, by A. C. Gunther. Rose Publishing Co., Toronto. Paper, 25 cents

Mr. Barnes of New York, by A. C. Gunther. W. Bryce, Toronto. Paper, 25 cents.

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## Trade Chat.

Financial Inspector McMichael has been making it hot for the dealers in paper hangings. He has so far made two seizures in Hamilton, two in St. Catharines and one each in London and Clifton, claiming that paper was entered at a fraudulent under-valuation.

Rose Publishing Co. have secured from E. P. Roe, his new story "Miss Lou." The arrangement made by them secures the exclusive sale in Canada. The English edition will not be sold here.

A bookseller's clerk complacently announced, "I've just had a contribution accepted by THE CANADIAN BOOKSELLER." Closely pressed, he admitted that the accepted contribution was fifty cents for a year's subscription.

Tenders for 5,460 ten pound shares (nine pounds paid) in Cassel & Company, Limited, were opened on the 26th March, at London, England. 13,568 shares in all were applied for, the average price of accepted tenders being £14. This is a premium of £5 per share. The last dividend was ten per cent.

Messrs. Barnicott & Son, 44 Fore Street, Taunton, England, invite colonial publishers to forward three copies of their catalogue with any forthcoming announcements, as it is intended to include a selection of works published in the colonies, in the forthcoming colonial edition of the General Book Catalogue.

The English wholesale houses are likely to get the idea that trade in Canada is "booming" far and away ahead of what it actually is, if they believe such a paragraph as the following which appears in the March number of the usually reliable *Printing and Paper Trades Journal*:—"Plush Fancy Goods are at present all the rage in Canada. According to latest report, retailers have sold out and wholesalers are waiting further supplies." Wonder where the worthy editor got his information? No doubt the Canadian trade will be glad to learn that plush goods are sold out so clean. And yet, we have a shrewd suspicion that if the public were crying for more, the demand could be met readily and promptly. But, as a matter of fact, the public are buying very slowly just now, much to the sorrow of ye retail dealers.

It is said that an editorial in the *Mail* of the 19th inst. has caused the authorities at Ottawa to issue orders to Collectors of Customs to confiscate all copies of "La Terre" by M. Zola, that any one may attempt to import. Funny how long it has taken them to find out how wicked M. Zola's writings are. The English and United States authorities have not considered it necessary to suppress this book, although it has been suppressed in Germany.

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**Correspondence.**

St. Thomas, May 16th, 1888.

(To the Editor of the Canadian Bookseller.)

SIR,—Business in St. Thomas is looking up somewhat. It is not quite as good as we would like to see it, but generally it is better than this time last year. Base-balls are selling well and are fetching good prices. The same may be said of rubber balls. Wall papers in general about the same as last year. Books, excepting cheap novels, are not selling well at present. The presence of Messrs. Hunter & Crossly in the city is lending an impetus to the sale of the song books used by these gentlemen at their meetings, but the trade is not satisfied with the small discounts allowed on these books. More anon.

IVAN.

**Business Changes.**

Robert Miller, Son & Co., wholesale stationers, etc., Montreal, dissolved.

C. O. Rapeljo, of Essex Centre, has gone out of the book business.

S. S. Weaver, publisher, of Madoc, has removed to Eldorado.

E. A. Taylor, bookseller, of London, has advertised his business for sale.

McGregor & Knight, stationers, etc., of Hali fax, have assigned.

**Sense or Nonsense?**

Howe can we Gage this Copyright question, anyway? Some say we shall want not only a surgeon (Sir John) and a jury (Durie), as it was nearly strangled, but as many others as possible to get it settled; so we must be doing right to call in Robertson and Williamson and Hutchison and Henderson and other sons to help us. Anyhow, let us have a Fairfield and no favor, or Ellis I do de-Clare there will be a row. A Bird in the business, out in Winnipeg, says it is impossible to be Gay while the Hunter is trying to slaughter him with such a Bill. Let us send word to Owen Sound and tell Ireland that now is a fine chance to help Canada, and when we feel sad we can take Comfort in the thought that we can't be Beatty, as John Chinaman would say.

**Something of Interest.**

Among the many firms which make a specialty of the Christmas card trade, there is not one which is better or more favorably known, both to the trade and to the public, than the house of Raphael Tuck & Sons. Established in 1866, the business has grown marvellously, until to-day the goods of the house are found not alone in Great

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"What do you think that is?" inquired a wholesale stationer of the writer, at the same time handing the latter a sheet of note paper of excellent quality and the finest finish. "Paper," was the answer. "Can't you give me something hard?" "Oh, yes, of course it is paper, but what is it made from?" "Linen rags." "Just what I thought you'd say, but you see you don't know at all. No, sir, that paper, which appears to be, and is equal to paper manufactured from linen rags, was, in its natural state, nothing but the stems and waste of the tobacco plant. A use has thus been discovered for thousands of tons of material that has heretofore been practically worthless. Another new paper-making material is bamboo, which, after being crushed to a pulp, can be made into an excellent quality of paper. I shouldn't be very much surprised," added the stationer, ruminatively, "to hear that some genius had succeeded in manufacturing paper from pulverized cobble-stones. It is a great country, and you can't most always tell what's going to happen next."

### Eccentricities.

A hotel was thus advertised: "This hotel will be kept by the widow of the former landlord, Mr. Brown, who died last summer on a new and improved plan."

"Wanted, a saddle-horse for a lady weighing about nine hundred and fifty pounds."

An Iowa editor says: "We have received a basket of grapes from our friend W., for which he will please accept our compliments, some of which are nearly two inches in diameter."

"Board may be had at No. 4 Pearl Street, for two gentlemen with gas."

Over a bridge at Athens, Ga., is the following: "Any person driving over this bridge in a pace faster than a walk, shall, if a white man, be fined five dollars, and if a negro, receive twenty-five lashes. Half the penalty to be bestowed on the informer."

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"We really think the publishers have at last brought out a dictionary that is a **sensible dictionary**."—*The World*.

"We are quite sure that for all practical purposes it will be found **far more serviceable** than any of the larger unabridged works."—*The Week*.

"A work which should be on **everybody's table**."—*Grip*.

"The **best and most convenient** dictionary that we have seen."—*The Christian Guardian*.

"We have no hesitation in characterizing this work on the whole as **complete, scholarly and recent**."—*Presbyterian Review*.

"It is especially such a book as is **suited to the wants of clergymen and teachers**, and is, in every way, a cheap and excellent family dictionary."—*The Evangelical Churchman*.

"We can heartily recommend it to those of our readers who are in want of a **thorough modern authority**."—*The Varsity*.

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"A highly **creditable** production."—*The Saturday Review*.

"A **model** of careful condensation."—*The Graphic*.

"One of the **best printed books** that has passed through our hands for a long time."—*The Bookseller*.

"The type is **exquisitely clear**."—*The British Quarterly Review*.

"**Complete** and stamped with **authenticity**."—*Civil Service Gazette*.

"Its conciseness consists in its **masterly arrangement of matter**."—*Daily Chronicle*.

"An excellent example of the art of condensation."—*Daily News*.

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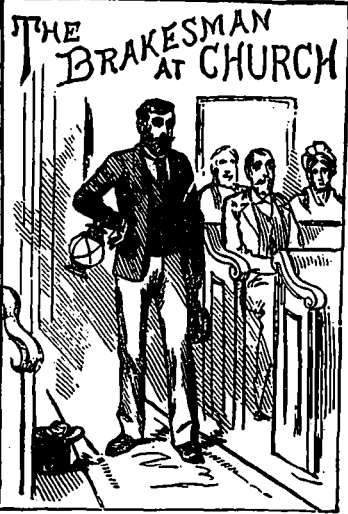
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