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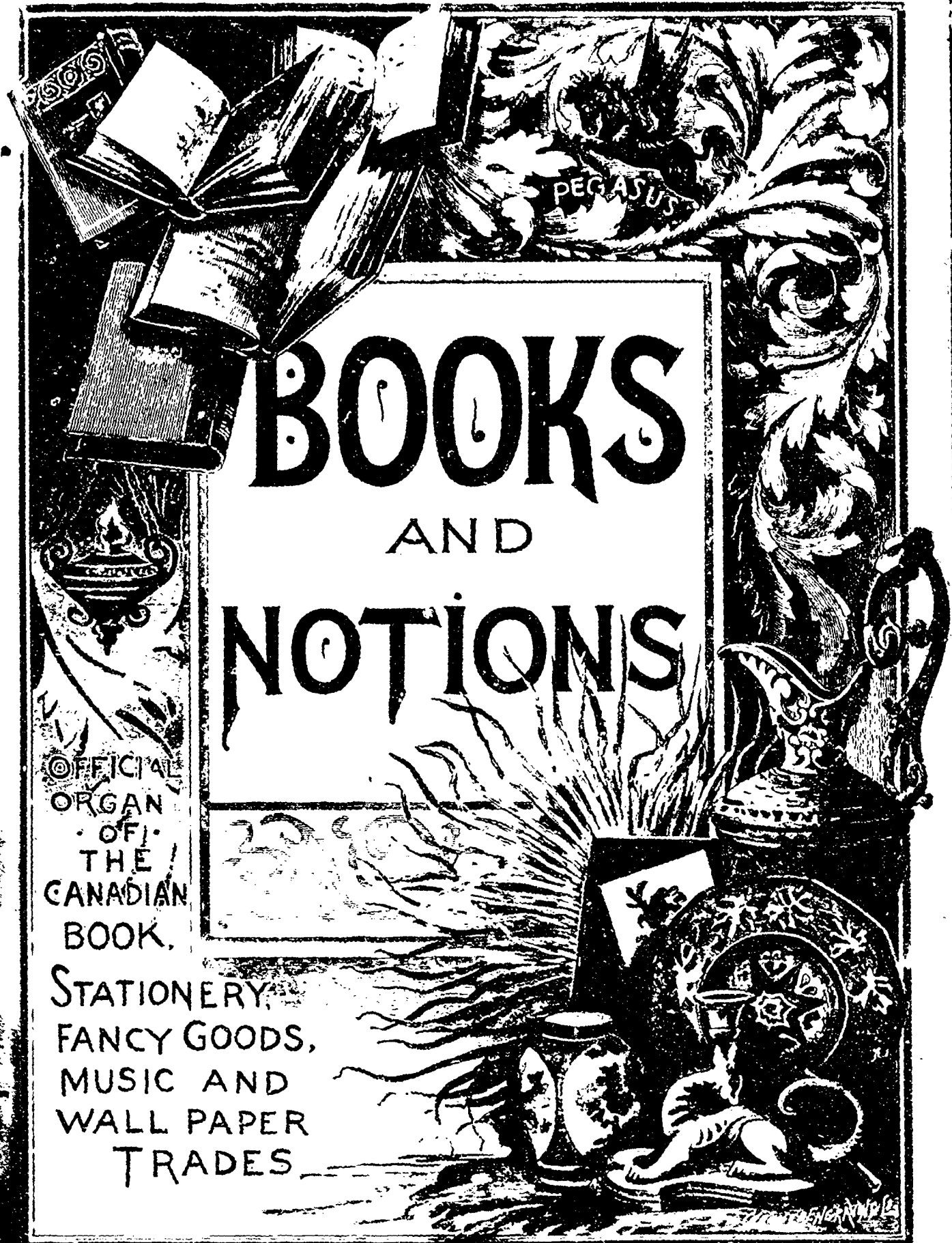
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BOOKS AND NOTIONS

OFFICIAL
ORGAN
OF
THE
CANADIAN
BOOK.

STATIONERY,
FANCY GOODS,
MUSIC AND
WALL PAPER
TRADES

TRADE NOTICE.--Reduction in Price.

Beginning February 1st, THE ART INTERCHANGE reduced its Retail price to 20 cents, and its Wholesale to 15, and is NOT Returnable

A COLORED PLATE with every number. No change in size or quality. Your co-operation is respectfully solicited in our mutual interest. At this low price you should be able to increase your present order.

These superb colored plates will be issued as a supplement with each number free of charge.

Three Months' offer to the Trade.

FEBRUARY, MARCH, APRIL, 1890,
FOR \$1.05 NET.

7 Illustrated 20-Page Numbers.
7 Decorating Design Supplements.
7 Colored Plates.

YOU SURELY CAN MAKE MONEY
SELLING THEM.

If a proper display is given hundreds of copies of The Art Interchange can be sold.

The Art Interchange never gets old. The colored plates will always sell them. Hence there is no risk in buying copies outright.

The price of all New Colored Plates ADVANCED after 30 days to 30 cents retail—25 per cent. off to the trade on subsequent orders.

N.B. All our back Colored Plates can still be furnished direct or through Wholesale News Agent—Twenty five per cent. off to the trade. These sell! Try them!

Advertising matter will be willingly furnished, but only on request. Catalogues on application.



LILACS.—(Feb. 15th).



CONCARNEAU PEASANT.—March 1st.



LUCIAN STONE.—(March 20th).



A SWISS CAMP.—(Feb. 1st).

These four and three others not yet published.

THE ART INTERCHANGE CO., 37 & 39 WEST 22ND ST., NEW YORK.



**BARNUM
WIRE & IRON WORKS**
WALKERVILLE, ONT.



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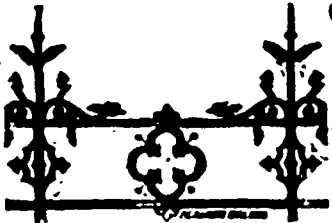
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MANUFACTURERS OF

WIRE OFFICE RAILINGS BRASS WINDOW FIXTURES
WIRE CORRESPONDENCE BASKETS IRON FENCES
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STORE STOOLS BRASS AND IRON CASTINGS
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Sole Agents for Lamson Store Railway System.

SEND FOR CATALOGUES OF WHAT YOU REQUIRE. ADDRESS
ALL CORRESPONDENCE

The - Barnum - Wire - and - Iron - Works, - Limited,
WALKERVILLE, ONT.

The Religious Tract Society

55 PATERNOSTER ROW,

LONDON, - - ENGLAND.

ARE THE PUBLISHERS OF

THE LEISURE HOUR

THE SUNDAY AT HOME

THE GIRL'S OWN PAPER

THE BOY'S OWN PAPER

Each Sixpence Monthly,

AND OF SEVERAL THOUSANDS OF

Books for all Readers

AT ALL PRICES, FROM ONE PENNY TO ONE POUND.

EXPORT TERMS ON APPLICATION TO TRADE MANAGER.

BOOKS and NOTIONS

ORGAN
of the
Book, Stationery,
Fancy Goods,
Music,
Wall Paper
and
Printing Trades.

Vol. 6

TORONTO, APRIL, 1890.

No. 64

H. A. NELSON & SONS

—ARE OFFERING—

“PHOENIX BRAND”

—IN—

Colored, Grey and Solid Balls.

Cricketing, LaCrosse, Base Ball, Croquet
and Tennis Goods.

The most complete line of OUT DOOR
GAMES and SPRING TOYS. Catalogue
will be ready in a few days.

Toronto and Montreal.

JNO. UNDERWOOD & CO

INKS

— AND —

MUCILAGE

In use by Dominion and Provincial Govern-
ments, Railway Companies, leading
Banks, etc., etc.

John Underwood & Co.

10 Johnson Street, - TORONTO.

NEW YORK AND CHICAGO.

**STANDARD
COMMERCIAL WORKS.**

The Importers' Guide or Sterling
Advance Tables.

12 mo., cloth, 75c. Leather, \$1.00.

Mattie's Interest Tables at 3 per cent \$3 00

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Osler's Sterling Exchange Tables, domy, 8vo. \$2 00

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Anglo-French Calculator, Tables of French
into Sterling money, and French measure,
dry and liquid, into English measure, cap.,
8vo \$0 45

MORTON, PHILLIPS & BULMER,

Stationers, Blank Book Makers and Printers.

1755 AND 1757 NOTRE DAME ST., MONTREAL

BROWN BROS.

IMPORTING AND MANUFACTURING STATIONERS

64 TO 68 KING STREET E., TORONTO,

Have on hand a very large Stock of

Account Books,
Of every description.

Writing Papers,
F'Cap, Note, etc., Plain and Ruled.

Printing Papers,
White, Toned and Tinted.

Office Supplies,
Every Requisite Necessary.

Writing Tablets & Pads,
Newest Styles.

Ink Stands,
Large Variety.

We are showing the Finest Assortment conceivable of

**FANCY LEATHER GOODS, MEMO BOOKS, PHOTOGRAPH AND SCRAP
ALBUMS, PORTFOLIOS, MUSIC ROLL CARD CASES, ETC.**

STATIONERS' NOVELTIES In Great Variety. Newly Ap-
pointed Agents for the WIRT
FOUNTAIN PEN. Agents for Graphite Pencil Com-
pany's Lead Pencils.

C. M. TAYLOR & CO.

American Wall Papers,

Borders and Decorations,

THE NEWEST SPRING DESIGNS FOR 1890

— FROM —

HENRY GLEDHILL & SONS,

WHITING & SON,

H. M. BIRGE & CO.,

JANEWAY & CO.,

WILSON & FENNIMOIE.

C. M. TAYLOR CO.,

52 Front St. West, - Toronto.

HICKSON, DUNCAN & CO.

Direct Importers of Fancy Goods,

25 Front Street West, - - - Toronto.

OUR BUYER having returned from Europe, we are
offering special inducements during the month, par-
ticularly **DRUGGIST and TOBACCONISTS' SUNDRIES.**

GRAND VALUE IN PIPES. Also, all the Spring and
Summer Games and their requisites, including **CROQUET,
LAWN TENNIS, CRICKET, BASE-BALLS, Etc.**

The attention of Clubs are requested to the superior quality
of our **SCOTCH BOWLS**; a full assortment of sizes and
prices on hand.

HICKSON, DUNCAN & CO.

TORONTO WILLARD TRACT DEPOSITORY.

NOW READY.

Another Edition, Completing One Hundred Thousand.

‘The Greatest Thing in the World’

By PROF. HENRY DRUMMOND, Author of NATURAL LAW IN
THE SPIRITUAL WORLD

Paper Cover, Gilt Top, Price 35 Cents.

A. G. WATSON, Manager,

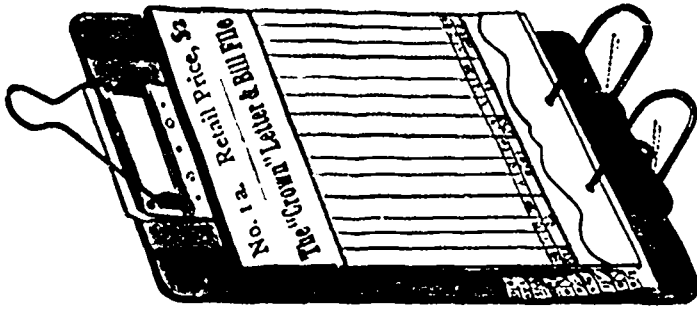
TORONTO WILLARD TRACT DEPOSITORY,

Cor. Yonge and Temperance Sts., TORONTO.

To The Retail Stationer.

WE MANUFACTURE THE

CROWN LETTER & BILL FILE & SHANNON TRANSFER BINDING CASE.



WE are now putting our goods on the market direct to the Retail Stationer, and giving you the whole profit, therefore you save from 20 to 25 per cent. by buying direct from the manufacturers, thus giving you a reasonable profit and not as you have been obliged to handle this class of goods with small profit.

No. 1. A.—Crown File, \$2.00 each; former price for this File was \$2.25 each.

No. 1. A.—Crown File, no Punch, \$1.40.

No. 1. C.— " " " 1.25.

No. 4. A.—Shannon Bind Cases, 4.50 per doz.

NOTE THE DISCOUNT.

One dozen lots 40 per cent. on Files.

Two " " 45 " "

Three " " 50 " "

BINDING CASES. — 1 doz. lots, 30 per cent. 2 doz. lots, 33 1-3 per cent. 1 gross, 37 1-2 per cent. With the ordinary CASH DISCOUNT—30 Days.

The Crown Files are in every way the same as the old Shannon, and only have a slight change in the action, which change is a great improvement, and allows the File a capacity of fully one-third more papers and does not get out of repair. We will be pleased to ship you a sample order enclosed with any orders of the Wholesale Stationers of this city.

Office and Factory:

20 LOMBARD STREET, - - - TORONTO.

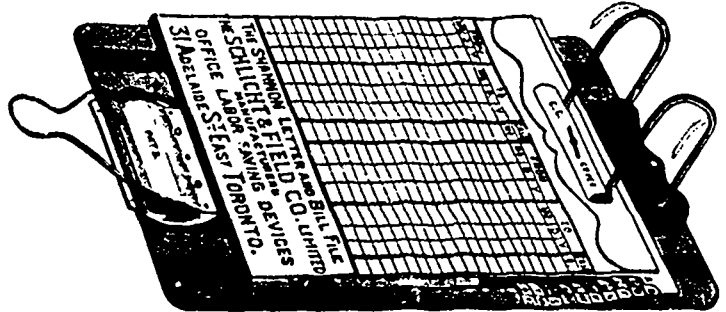
THE OFFICE FILES MANUFACTURING CO'Y,
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NO EXPERIMENT!

THE SHANNON LETTER & BILL FILE AND BINDING CASE

Are sold in every civilized country in the World! And are universally considered "the Best"!

No Stationer desirous of building up a good trade, or holding that which he has, can afford shelf-room to WORTHLESS IMITATIONS which no intelligent man will buy a second time, while the GENUINE TRIED AND TESTED SHANNON GOODS can be obtained of any reputable jobber and satisfaction guaranteed.



No. 4 A File.

BOTH FILE AND BINDING CASE

Have been GREATLY IMPROVED and the careful dealer will not be misled by imitations of forms long since discarded. The File Improved, the Price Reduced, Discounts Increased. Genuine. Send for Circulars. MENTION BOOKS AND NOTIONS.

MANUFACTURED IN CANADA ONLY BY

Office Specialty M'fg Co., 31 Adelaide St. East, Toronto.

TORONTO TYPE FOUNDRY

The Only Type Foundry in Canada on the point system. Type guaranteed equal to the best made anywhere.

SPECIAL AGENCY.

CAMPBELL PRINTING PRESS.

GENERAL AGENCY

For all Type Founders

Write for estimates and terms.

J. T. JOHNSTON.

80-82 Wellington St., West



E. AULD'S

PURE

MUCILAGE

Sticks Everything

BUT THE BUYER

OFFICE AND FACTORY

759 Craig Street, - Montreal.

DESKS

OFFICE, LIBRARY,
CHURCH AND SCHOOL

FURNITURE.

JOHN M. BLACKBURN & CO.,

41 Colborne St. Toronto



The Toronto News Company's

NET TRADE PRICE LIST OF THE

STANDARD BASE BALLS.

| Name of Ball | Each ball wrapped in tin foil | Per doz |
|-----------------------------------|-------------------------------|---------|
| "Brotherhood" League (Trade Mark) | | \$19 00 |
| "Players" League (Trade Mark) | | 12 00 |
| Leontine | | 12 00 |
| Professional | | 9 00 |
| Amateur | | 7 50 |
| Oxford (Trade Mark) | | 6 00 |
| Prize (Trade Mark) | | 4 80 |
| Club | | 4 00 |
| "Star" Regulation | | 3 25 |
| Boys' League | | 3 40 |
| Daisy (Trade Mark) | | 3 00 |
| IXL | | 2 00 |
| Boys' Dead | | 1 20 |
| Young America | | 1 00 |
| Flash (Trade Mark) | | 60 |
| Youngster (Trade Mark) | | 55 |
| Little Dot, White (Trade Mark) | | 35 |

Each of these balls put up in a separate box of nice appearance

Sample boxes containing 15 balls, price \$3. WARRANTED. We are willing to match our "League" Balls against any other Ball that offers refund of purchase money or a new ball to be the forfeit. Base Ball Caps, Base Ball Belts, Base Ball Bats, Base Ball Score Books. The new and exciting game of ROUND THE WORLD WITH NELLIE BLAY. Price \$3.00 per dozen.

The Toronto News Co'y, 42 Yonge St., Toronto.

BUNTIN, GILLIES & CO., HAMILTON, ONTARIO.

NOTE PAPERS.

Queen Anne, Windsor,
Lakeside, Fernside,
with Envelopes to match.

TABLETS.

Finest Line made in Canada.

GILLIES' SERIES OF PENS.

| No. | DESCRIPTION. | PER GROSS |
|-----|---------------------------------|-----------|
| 202 | Railway Pen, fine point | 0 40 |
| 212 | Peruvian Pen, medium point | 0 70 |
| 222 | Queen Pen, fine point | 0 70 |
| 232 | Ledger Pen, fine point | 0 70 |
| 242 | Beaver Pen, turned up point | 0 65 |
| 252 | Commercial Pen, medium point | 0 60 |
| 262 | ELECTRIC Pen, fine point | 0 60 |
| 282 | Public Pen, fine point | 0 45 |
| 302 | Falcon Pen, medium point | 0 40 |
| 402 | Lorne Pen, extra broad point | 0 60 |
| 502 | Windsor Pen, medium point | 0 50 |

Above we quote prices for the celebrated Gillies' Series Steel Pens, from which we will be pleased to make the following discounts:-
On lots of 10 gross, 15 per cent. | On lots of 25 gross, 25 per cent.

SEND FOR SAMPLE CARD OF PENS.

INKS—Stephens', Stafford's, and Underwood's.

Patent Knife Edge Lead Pencils. Send for sample.

Printers' Stock, Boxmakers' Supplies, Bookbinders' Materials.

BUNTIN, GILLIES & CO'Y.



TORONTO BUSINESS COLLEGE

Corner Yonge and Shuter Streets, Toronto, Canada.

The Largest, most Complete and Practical Business College, Shorthand Institute, Telegraph School and General English Training Academy in the Dominion.

Individual Instruction given by men of Practical Business ability. Handsome prospectus and circulars mailed by addressing

J. M. CROWLY, Manager. NOTE ADDRESS.

How to Sell Goods!

Send Ten Cents to BOOKS AND NOTIONS PUBLISHING CO for a copy of B. F. Cumming's Essay on "How to Sell Goods."

Books and Notions Publishing Co.,

6 Wellington St. W., TORONTO.

THE
:Barber & Ellis:
COMPANY,

Nos. 43, 45, 47 AND 49 BAY STREET,

MANUFACTURERS OF

THE STANDARD SERIES OF ACCOUNT BOOKS.

This popular line is increasing in popular favor.

.....

Importers of
Wedding Stationery, Society Programmes,
Announcement Folders and Fancy Cards.

Our Special Brands of Note Papers are meeting with rapid sale:

*St. Neots, Extra Superfine and Superfine Burmese, Ivory, Old English Yellum, Meadowvale, Gossypine
 Berkley, Pappine, Vancouver and Brant.*

Large and Small 8vo. **ENVELOPES** to match these lines.

JOHAN FABER'S LEAD PENCILS.

A Large Supply of School and Office Stationery.

Correspondence Solicited.

BOOKS AND NOTIONS

ORGAN OF THE

BOOK, NEWS AND STATIONERY ASSOCIATIONS OF CANADA.

Subscription, \$1.00 a Year, in Advance.

OFFICE, No. 6 WELLINGTON ST. WEST, TORONTO, ONT.

RATES OF ADVERTISING:

| | | | | | |
|----------------------|---------|---------|----------------------|-----------|----------|
| One Page | 1 Month | \$25 00 | One Page | 12 Months | \$250 00 |
| One Column | " | 10 00 | One Column | " | 100 00 |
| Half Column | " | 6 00 | Half Column | " | 60 00 |
| Quarter Column | " | 3 50 | Quarter Column | " | 35 00 |
| Eighth Column | " | 2 00 | Eighth Column | " | 18 00 |

All communications intended for publication must be sent in not later than the 22nd of the month.

ADDRESS BOOKS AND NOTIONS, TORONTO.

Booksellers' and Stationers' Association of Ontario.

PRESIDENT:

H. FRED. SHARP, *St. Marys.*

VICE-PRESIDENTS:

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W. MIDDLETON, *Kingston.*

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J. B. McLEAN, *Toronto.*

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BAIN, *N.T. Wilson*; A.S. IRVING

and S. WALLACE, *Toronto.*

Official Organ: BOOKS AND NOTIONS, Toronto.

OUR MONTREAL OFFICE.

OUR MONTREAL OFFICE IS LOCATED AT 115 ST. FRANCOIS XAVIER ST. OUR REPRESENTATIVE, MR. HUGH C. McLEAN, WILL BE PLEASSED TO HAVE SUBSCRIBERS AND ADVERTISERS CALL UPON HIM THERE. HE WILL ALSO PAY SPECIAL ATTENTION TO GATHERING BUSINESS ITEMS AND ATTENDING GENERALLY TO THE INTERESTS OF THIS PAPER.

Vol. VI.

TORONTO, APRIL, 1890.

No. 64



THE Postmaster-General's reply to the question asked by Dr. Landerkin, M.P., in the House of Commons, regarding postage on periodicals, does not apply to any of the complaints made in the March No. of BOOKS AND NOTIONS.

It is quite true that the Canadian news agent has the right to re-mail English periodicals to subscribers in Canada. In order to do so, however, he must first pay the British postal

authorities \$160 per ton postage from Great Britain to Canada. The following table will, I think, make this point clearly understood.

| | |
|--|----------|
| Postage on one ton of English magazines from London, Eng., to Toronto | \$160 00 |
| Cost of re-mailing from Toronto to retail dealers and subscribers in Canada (re-mailed free) | |
| Total | \$160 00 |

| | |
|--|---------|
| Freight on one ton of English magazines from London, Eng., to New York by mail steamer | \$20 00 |
| Cost of mailing from New York to retail dealers and subscribers in Canada | 20 00 |
| Total | \$40 00 |

The above clearly shows that even with the "re-mailing" privilege the Toronto dealer would have to pay \$120 per ton more than the New York dealer for delivering English magazines in Canada.

Then compare the cost of mailing from Canada to the United States with the cost of mailing from the United States to Canada.

| | |
|--|----------|
| Postage on one ton of English magazines from London, Eng., to Toronto | \$160 00 |
| Cost of re-mailing from Toronto to retail dealers and subscribers in the United States | 80 00 |
| Total | \$240 00 |

| | |
|--|---------|
| Freight on one ton of English magazines from London, Eng., to New York | \$20 00 |
| Cost of re-mailing from New York to subscribers and retail dealers in Canada | 20 00 |
| Total | \$40 00 |

The Toronto dealer would have to pay just \$200 per ton more to supply the United States than the New York dealer has to pay to supply Canada, if the former brought his supply from Great Britain by mail.

Now compare the cost of mailing American periodicals from Toronto, with the cost of mailing them from Buffalo.

| | |
|--|---------|
| Cost of mailing one ton of American periodicals from Toronto to retail dealers in Canada | \$80 00 |
| Cost of mailing one ton of American periodicals from Buffalo to retail dealers in Canada | 20 00 |
| In favor of Buffalo | \$60 00 |

There are wholesale news agents in Toronto and Montreal, and they ought to be in a position to mail these publications as cheaply as their rivals in Buffalo and New York. The wholesale price of the Century is the same in Toronto as in Buffalo. But a bookseller in Hamilton can have a copy mailed from Buffalo for one cent, while it will cost him four cents to have one mailed from Toronto.

Another complaint made in BOOKS AND NOTIONS for March, was that the publishers of Canadian libraries are unfairly treated by the present law. These libraries are published periodically, weekly or monthly as the publisher so desires. They are dated in the same way as magazines, and in the United States, are recognized as periodicals, and carried for one cent per pound, while in Canada they are classed as books, and have to pay four cents per pound if sent in the Dominion, and eight cents per pound if sent to the United States.

| | |
|---|----------|
| Cost of mailing one ton of Canadian libraries from Toronto to the retail trade in United States | \$160 00 |
| Cost of mailing one ton of American libraries from Buffalo to the retail trade in Canada | 20 00 |

It takes \$140 per ton more to send libraries from Toronto to the United States than it does to send them from Buffalo to Canada.

| | |
|---|---------|
| Cost of mailing one ton of Canadian libraries from Toronto to Canadian retail dealers | \$80 00 |
| Cost of mailing one ton of American libraries from Buffalo to Canadian retail dealers | 20 00 |

It takes \$60 per ton more to send libraries from Toronto to another part of the Dominion than it does to send American libraries from Buffalo to any part of the Dominion.

The "re-mailing" privilege is valuable in the case of English daily and weekly newspapers, and we wish it retained in the Act, but we also desire the following clause inserted as well:

"British and foreign periodicals, when mailed by newsdealers to subscribers and other newsdealers in Canada or in the United States, one cent per pound."

Then let our postal officials interpret the term periodical in the sense recognized in the United States and all will be right.

BOOKS AND NOTIONS.

RAPHAEL TUCK & SONS,

LONDON, PARIS,

BERLIN, NEW YORK,

Fine Art

Publishers,



CHRISTMAS CARDS

Have Appointed

AS THEIR

SOLE AGENTS

FOR

CANADA

WARWICK & SONS.

RAPHAEL TUCK & SONS'

FINE © ART © PUBLICATIONS
FOR 1890.

Christmas Cards and Novelties

The "Flat Cards" published by this well-known firm have reached such a standard of excellence that it is unnecessary to describe them. Their Cards this year will maintain the LEADING POSITION THEY HAVE HITHERTO OCCUPIED.

The "Novelties" are the production of the original ideas of prominent Artists, including their own staff, aided by the experience of past years, and neither time nor money has been spared to secure whatever was unique and acceptable. They will compose THE LARGEST VARIETY EVER YET OFFERED TO THE TRADE.

New Feature, never before shown,

"IVOROID."



"Ivoroid" is an imitation of Ivory, exactly like Celluloid, and the publications in this material issued by this eminent Firm are done in

From Fifteen to Twenty-four Colors.

Which cannot be rubbed or washed off, and present the appearance of

THE MOST ARTISTIC AND EFFECTIVE PAINTING.

WARWICK & SONS,
TORONTO.

bones above a certain length. Thus it is that the outside sticks are invariably made of two pieces cemented together in the centre in a wedge shape—"the point of joy and sorrow"—joy to the dealer and sorrow to the owner who lends her fan or uses it as a rod of correction.

Every year brings out new styles, though Canada holds tenaciously to feathers. The height of fashion just now is gauze decorated with lace and painting of flowers and sprays. Satin fans will of course always command a sale both plain and decorated, while black fans are about as staple as bread and butter, although they follow the demand for feathers, gauze or satin according as fashion may dictate.

The colors to be bought will perhaps puzzle the dealer quite as much as the styles, for a hard and fast rule cannot be laid down, some shades suiting certain patterns better than others. Satin and feather fans for instance sell largely in cream and white, while gauze will be more likely to take in the dress colors of the season, such as light blue, pink, Nile green, cardinal, etc.

In the large cities of America there is no article of dress outside of jewelry in which such extravagance rules, it being no uncommon thing for a society lady to be the happy possessor of a number of fans costing over \$100 each. In these finer lines, tortoiseshell and real ivory are the favorite handles, while feathers of rare birds or paintings that are real works of art adorn the upper portions.

It is only natural to suppose that in goods like these the profit must be very large, but dealers in Canada need scarcely expect any but a very occasional trade in such goods.

THE POSTAGE DISCUSSION.

The following is a verbatim report of the discussion in the House of Commons on the cost of mailing English Periodicals:—

Mr. Landerkin asked BOOKS AND NOTIONS the organ of the Book, News, and Stationery Associations of Canada having made the following statements:—

"The cost of mailing one copy each of the following English periodicals for one year from Toronto and from Buffalo is as follows:—

| | From Toronto. | From Buffalo |
|------------------------|---------------|--------------|
| "British Workman..... | 12c. | 1c. |
| Family Friend..... | 12 | |
| Children's Friend..... | 12 | |
| All Id. Monthly..... | 12 | |
| Good Words..... | 24 | |
| Sunday Magazine..... | 24 | |
| Sunday At Home..... | 24 | |
| Leisure Hour..... | 24 | |
| Family Herald..... | 24 | |
| Chambers' Journal..... | 24 | |

"It will be seen from the above partial list, that the cost of mailing English magazines from Toronto is just six times as much as the cost of mailing from Buffalo. The Canadian dealer must pay as much for mailing a magazine for two months as the American

dealer pays for a whole year. Is this not very unjust? Are we asking anything unreasonable when we seek to be placed in a position to compete in our own country for trade that rightly belongs to us? We certainly are entitled to at least as favorable facilities as are given to foreigners.

"There is no prospect of the American Government increasing their postal rate to equal ours, which is an excessive rate on this class of matter. The only remedy is to reduce our rate to the same as theirs. Until this is done the American dealer practically enjoys what is equivalent to an export bounty of 15 per cent. on all English magazines sent into Canada.

"But when we consider the facility afforded the Americans for mailing English newspapers into Canada as compared with our facility for mailing them into the United States, we find ourselves still more unfavorably situated. In Canada each weekly newspaper has to be prepaid by stamp. It may only weigh 1 or 2 oz., yet 52c. per year must be paid on it. A glance at the following comparison of the cost of mailing one copy of some of the leading English weekly newspapers for one year in the two countries will convince anyone how utterly unfair the position of the Canadian newsdealer is:—

| | Cost of mailing from Can. to U. S. | Cost of mailing from U. S. to Can. |
|-------------------------|------------------------------------|------------------------------------|
| "Lloyd's Weekly..... | 52c. | 8c. |
| Reynolds' Weekly..... | 52 | 8 |
| Dispatch..... | 52 | 8 |
| All Id. weeklies..... | 52 | 8 |
| Illustr. Lon. News..... | 1 30 | 28 |
| Graphic..... | 1 30 | 28 |
| Pictorial World..... | 2 08 | 52 |
| The Queen..... | 2 60 | 65 |

"While the American Government throws no obstacle in the way of our sending periodicals into the United States—all periodicals being admitted free of duty—the Canadian postal law practically prohibits it. The postage on 1d. English papers is 52c. per year—more than 50 per cent. of their real value. An export duty of from 20 per cent. to 50 per cent. on all English newspapers sent into the United States would seem unreasonable, and yet the Canadian newsdealer has actually to pay this, in the shape of extra postage."

If the foregoing statements are correct, do the Government propose to remedy these inequalities and remove the burdens complained of?

Mr. Haggart. The organ of the associations mentioned by the hon. gentleman is entirely mistaken, as he will see if he will read clause seven of the Canada Postal Guide, which says:

"British newspapers and periodicals, however, brought by mail to Canadian booksellers and newsagents, and re-posted by them to regular subscribers in Canada, may be mailed by such Canadian booksellers or newsagents free of postage."

In answer to the second paragraph in which are quoted the different prices paid by the different papers, I may state that if these newspapers are mailed to regular subscribers by booksellers or newsagents they go free of postage.

Mr. Landerkin.—Before you leave the Chair, Mr. Speaker, I desire to bring before the House a matter which I have already referred to. It will be remembered, that this afternoon I asked a question of the Postmaster

General, which I had taken from the organ of the Book, News, and Stationery Associations of Canada. It had made certain statements, and I asked the Postmaster General if they were correct. These statements were in regard to the postage charged on English periodicals sent out by dealers in Canada. The Postmaster General stated that the organ was misinformed. Since that I have received a telegram from Toronto, which I will read to the House.

"Article in Book and Stationery organ regarding postage on periodicals correct in every particular. Have seen Bain, Hart, Winnifred, Allan and other leading booksellers here. All say they are paying postage on English magazines. Clause 5, under third class matter in Postal Guide, does not cover the point. Magazines are brought to Canada by freight, and we cannot conscientiously work them to market unless received by mail at double present expense. Have sent copy of this to Postmaster General."

J. H. McLEAN, Secretary-Treasurer, "Ontario Booksellers Ass'n."

I thought I would read this telegram so that the Postmaster General may have an opportunity of reconciling his statement with that of the dealers in these periodicals. I gave him notice that I would mention the matter, and he is here and can give any explanation if he sees fit.

Mr. Haggart.—My statement this afternoon was strictly correct. If you read the question put by the hon. gentleman, you will see that he asked in reference to the cost of mailing the English periodicals named for one year from Toronto and from Buffalo. What I stated in my answer was that any periodical that had been sent from the old country to this country by mail to any news agent or vendor, being afterwards re-sent to any subscriber in this country was sent free. The hon. gentleman has quoted a telegram from the news vendors in Toronto from which it is inferred that they get their newspapers or these periodicals by other means than by the post office, and then they expect them to be sent free. The question which was put to me, and the statement in the paper, are entirely divergent from that. You will find, if you read it, that the inference to be drawn is that they receive their papers from the old country by mail, and then these being re-sent to subscribers, they have to pay certain rates. I stated that parties who get their newspapers from the old country by mail re-sent them to all their subscribers free.

Mr. Landerkin. The Postmaster General has not apprehended the question that I put to him and of which I gave notice. The question is in the following words:

"The cost of mailing one copy each of the following English periodicals for one year from Toronto and from Buffalo is as follows."

I did not say re-mailed, I did not ask about re-mailing. The Postmaster General apparently has not understood the question, and has not answered the question, but he has answered a question that I did not ask.

Mr. Haggart.—The hon. gentleman must see that the cost of mailing a British newspaper would be the same as our own periodicals, and that we could not send them if they had not come through the mail from the publisher to the vendors. We cannot send them on any different terms from what we send our own periodicals.

Mr. Landerkin.—I did not ask for a statement of re-mailing, I only asked how they went, whether the author of this newspaper had been misinformed or not. It appears he has not been misinformed, and that the Minister misapprehends the question.

Mr. Edgar.—The question that has been raised by my hon. friend is important. It does seem from the statement made here, at any

SPECIAL NOTICE TO THE TRADE.

The Publishers beg to draw the attention of the Trade to the following announcement of

NEW BOOKS

which they have now in press and will issue shortly.

"SYRLIN," (will be ready by April 12th).

by OLGA

"A BORN COQUETTE,"

by the DUCHESS

"A SCARLET SIN,"

by FLORENCE MARVAL

"THE FIRM OF GIRDLESTONE,"

by A. COSAN DOYLE

"BY ORDER OF THE CZAR,"

by JOSEPH HATTON

"THE LADY EGERIA,"

by JOHN BERWICK HARDWOOD

"BLINDFOLD,"

by FLORENCE MARVAL

"THE BURNT MILLION,"

by JAMES PAYS

"A WOMAN'S HEART,"

by MRS. ALEXANDER

"A TRUE FRIEND,"

by ADELINA SEABOARD

"A SMUGGLER'S SECRET"

by FRANK JARRET

"WHOSE WAS THE HAND,"

by MISS BRADYON

These books are all CANADIAN COPY WRIGHT, and the Trade are requested to assist the publishers by returning any American Reprints which may inadvertently be admitted into Canada, and sent to them on sale.

JOHN LOVELL & SON,
PUBLISHERS.

Montreal, April 2, 1890.

REINHARDT MFG CO'Y.,

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FOR SALE—One of the best located News and Stationery businesses in the city of Hamilton. Stock now and well-assorted. First-class reasons for selling. Apply to Box 1216, Hamilton, Ont.

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White and Gilt Mouldings, Plain, Shaded and Curved Oak Mouldings, Oxidized Mouldings, all colors, Picture Frames, all kinds, Etchings, Engravings, Photogravures, Artotypes, etc.

Artists' Materials

In great variety, including Winsor and Newton's Oil and Water Colors, Prepared Canvas, Whatman's Drawing Papers, Brushes, Lead Pencils, Academy Boards, etc.

Looking Glass, Picture Glass, Picture Hardware, Easels, Room Mouldings, Curtain Poles, etc.

Recently appointed Sole Agents for the Dominion of the Celebrated Art Publications of Goupil & Co., Paris, France.

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93 Yonge St., Toronto.

WILLIAM BRIGGS,

Publisher,

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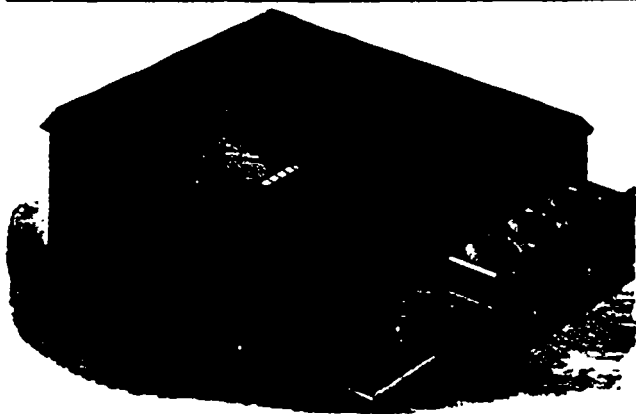
BEGS TO ANNOUNCE TO THE TRADE, that his Travellers are now on the road with Import Samples, and he would respectfully request them to await their coming. I cannot particularize in this space; suffice it to say that they will show you lines that are

SUPERIOR TO ANYTHING HERETOFORE SHOWN

By them, many of which are controlled by me, and will be sold at a figure defying competition.

Booklets, Christmas, Birthday and Scripture Cards a Specialty.

OUR BIBLES, PRAYERS, etc., are superior to former years, both in price, style and finish. FULL LINES OF MISCELLANEOUS BOOKS, Also SOME JOB LINES, away down in price.



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rate, that the cost of mailing English magazines from Toronto is just six times as much as the cost of mailing the same English papers from Buffalo. That surely, is a matter worthy of consideration. What the Postmaster General has said does not answer that at all, does not show any good reason for it. He does not deny that that anomaly exists, and he has not given any good reason, that I have heard, why it should continue to exist.

Mr. Haggart.—I do not understand the hon. gentleman. Does he mean to say that a cent, or whatever it may be for three or four ounces, is too much for periodicals that are re-sent through the post office? I am only following out the law.

Mr. Edgar. Perhaps he is following out the law, but I venture the suggestion that the law is an improper one that gives the people an opportunity of sending from Buffalo for half-a-cent what costs twelve cents to send from Toronto. It is discriminating heavily against our own newsdealers in this country, and discriminating grossly in favor of newsdealers on the other side of the line; and surely that is not the National Policy.

Mr. Haggart. — No; you do not understand. The newsdealer who gets a periodical from the old country to Buffalo or New York, pays the mail across from London to New York, and, besides that, he pays this postage. If they be mailed from the old country to Toronto or Montreal, he pays no postage in this country; therefore it is cheaper in this country than in the other.

Mr. Edgar.—The Buffalo man did not pay the mail any more than our man.

Mr. Waldie.—The Postmaster General is mistaken as to the course of the dealers. The dealers in Buffalo, get their periodicals from the old country by express, in just the same way as our dealers in this country. I am compelled to say, that our postage rates are a great deal too high, and discriminate against the dealers of this country.

Since the above discussion took place in the House the Toronto Post Office has issued the following circular to the trade:—

"Only such British papers and periodicals as reach Canada by mail are allowed to be re-posted free to Canadian subscribers. Dealers re-posting such publications free are requested to state either verbally or on the covers of the packets whether they have been received from Great Britain by mail."

The executive committee is hard at work, and hope eventually to induce the Postmaster General to accede to our request.

TORONTO BOOKSELLERS.

At the second monthly meeting of the Toronto Booksellers' Association held on the 1st inst., in the office of BOOKS AND NOTIONS, the report of the committee that had interviewed the Ontario Ministry with reference to free school books was presented and received; the city was divided into sections to which canvassers for new members were detailed; the fees of members were received. The number present was fifteen.

THE NEW YORK PUBLISHERS' COMBINATION.

Combination among the New York publishers has been finally consummated, and the era of cheap books is over. Thus the trade here should be thankful for. In the

old chaos books could be bought in New York at ruinously low prices, and dealers were forced to sell here at little or no profit. But while the prices go up in New York it is a question if the advance will not be wholly at the expense of the retailer. The price conventionally established for a book is very tenacious and conservative in its downwardness. Prices are easily reducible, but long-standing ones are with difficulty put up on books. The retailer will have to pay more, but will the retailer get more? That is for the trade to settle, and as the trade has been remiss in doing what it could to settle the former unsatisfactory condition of the business in American books, it is not a matter of sanguine expectation that the trade will assert itself in this emergency. Prices of all "libraries" have gone up. Why should retailers not put them up on their customers? The large "universal" stores are in the way of a unanimous advance, and that is the chief obstacle. The Munro, Seaside, Lovell, Hurst, "libraries" are in the combination, and all will be issued henceforth under the general name of "Seaside." Ogilvie is the only publisher not in it, and he cannot withstand it.

One good result of the advance will be that newspapers can no longer afford to give away so much literature and thereby hinder trade. Another is that our own publishers will have more to do, as a consequence of the check to importation. The rise in prices will at the same time raise the quality of the books. The duty and the advance will help the Canadian publishers to pay their royalty. English publishers will get better orders for cloth bound books, the Americans having gone up so high. Heretofore the English Christmas books had a very poor market here, which will now be improved.

The advance on "libraries" is large, running in some cases to nearly 50 per cent. That advance will be felt at once. The advance on standard fiction is quite 50 per cent. but that is not likely to be felt here before the fall. The better paper, binding and printing of the latter will be the value received for this advance. If there is no advance among retailers upon "libraries" they will be able to redeem some of the trade now in the hands of the large general stores. In a larger trade they may make up for stationary prices.

The plates of the competing editions of standard sets (12 mos.), and poets, that have already been obtained or contracted for, are from Hurst & Co., Worthington Company, W. L. Allison, Alden Book Co., Pollard & Moss, F. F. Lovell & Co., G. W. Dillingham, of New York; Aldine Book Co., Estes & Lauriat, De Wolfe, Fiske & Co., of Boston; J. B. Lyon, of Albany; Donohue, Henneberry & Co., Belford, Clarke & Co., of Chicago; J. B. Lippincott Co., of Philadelphia, and the plates and stock of the paper-covered series of George Munro, Norman L. Munro, National Publishing Co. of New York.

MUSIC NOTES.

"Haute Voce;" Rye, by Chas. Bohner. "On Time;" Jersey, by Chas. Bohner. "Memory;" Song, by Toujee. The above are the new pieces of music with which Messrs. Whaley, Royce & Co. are on hand for this month's trade. They have received an encouraging demand for their latest music, and are prepared to fill large orders.

The twelfth thousand of the University of Toronto Song Book has just been issued by Messrs. T. Suckling & Sons. The collection of academic favorites is most acceptably presented in this issue and should command a wide sale. The book is already well established in the favor of Canadians, and is growing in popularity every year.

The Anglo-Canadian Music Publishing Association are ready to supply the trade with the following select issues, for which there is already a strong demand:—

"The Gondoliers" (1) Lancers; (2) Polka; (3) Quadrille; (4) Waltz, from Gilbert & Sullivan's Opera. Price 60 cents.

"Sunshine and Shade." Valse, by Thos. Bonheur. Price, 60 cents.

"Rosina." Military Schottische, by Marcato. Price, 35 cents.

"Geraldine." Waltz, by J. B. Hutchins. Price, 50 cents.

"When the Lights are Low." Valse, by Thos. Bonheur. Price, 60 cents.

The latest music which Messrs. I. Suckling & Sons have got out is bright, attractive and sure to sell. Three of the leading pieces are:—

"Fantasie." Valse, by Chas. Carte. Price, 60 cents.

"Toujours a Toi." Valse, by E. Frazer Blackstock. Price, 50 cents.

"Winter Pleasures." Polka, by Chas. Bonheur. Price, 35 cents.

The Government has decided to admit books for Toronto University library free of customs duty.

In placing their new goods on the market this year, the Reinhardt Manufacturing Co., of Montreal, have reduced their prices even lower than last year, notwithstanding the duty has been raised on imported goods. Their Izzano in oxidized silver are being greatly admired and selling well.

The plumbago industry, which is mainly represented by a mine situated near Buckingham, is not pleased at what the Minister of Finance, has done for it. The material enters into stove polish, lead pencils, and other articles, and the protection afforded, they claim, is not sufficient to keep out foreign producers. The duty has been raised from 25 to 35 per cent. however, on lead pencils, without any obvious grounds for it.



Messrs. Warwick & Sons find their year's staple business quite up to that of last year, and their import business ahead of last year's record.

Messrs. J. Suckling & Sons are very well satisfied with the way the season is opening in the music trade. Buying has been steady and active.

Rider Haggard's next book, "Beatrice," will appear in May, published simultaneously in England and Canada, in the latter country from the press of Mr. Bryce, Toronto.

Jacques Cartier, a new historical work by Mr. Joseph Pope, private secretary of the Canadian Premier, is now available to the trade, through Messrs. Hart & Co., of this city.

Another novelty that the Toronto News Co. is introducing is for more juvenile purchasers. It is the Troy cannon. This diminutive piece of ordnance weighs 2½ lbs., is safe, and retails at 75 cents.

D. Appleton & Co. will publish immediately, "Around and About South America," by Frank Vincent, who relates his experiences of twenty months of quest and query, made useful with maps and plans and fifty-four full page illustrations.

There have been several changes in the stationery trade recently. Mr. J. Swift, who was with Gage & Co., has gone to Copp, Clark & Co.s. Harry Matthews, of Copp, Clark & Co.s, has taken the Eastern route for the Willard Tract Depository.

Messrs. Cruickshanks Bro., Blenheim, have a good trade in books and stationery, fancy goods and toys, and feel no serious depression in trade, although the weather is unseasonable and the roads almost impassable. BOOKS AND NOTIONS is a welcome visitor here.

Travellers from the Methodist Book Room set out on their route on Monday, the 31st ult. They carry samples of the choice lines laid in for this season by the Book Room's buyer while he was abroad. They are samples that are very certain to interest the trade.

Mr. Wm. Bryce has in press Bellamy's "Looking Back," which he can soon supply to the trade cheaper than ever. "Stanley's Relief of Emin Pasha" will also be published shortly by Mr. Bryce, reprinted from English plates and illustrated. The retail price will be 50 cents.

Arkell & Son, Blenheim, look on BOOKS AND NOTIONS as a useful journal to the trade and say they get many good trade points as well as information that is interesting to

them as book and stationery dealers. Prices are well maintained in Blenheim, and Messrs. Arkell & Son will do their part towards keeping them in a healthy condition.

There is a feeling among the trade that prices should be assimilated. This feeling is expected to end in a revised list to which all dealers shall assent and which they shall observe. The class of books of course on which uniformity is practicable are the only ones likely to be included in such a list. We expect a beginning to be shortly made in this city.

Messrs. R. W. Douglas & Co.'s select catalogue of rare and curious books ought to be kept handy for consultation by every dealer in and connoisseur of books. Some notable treasures of literature and the bookmaking art are there described that were scarcely believed to be in existence. Many very costly volumes have already found their way into the hands of United States bibliophiles.

"The Pocket Atlas and Gazetteer of Canada" was noticed as an embryo two months ago in the press of Messrs. Hart & Co. At about the middle of the current month the book will be through the course of publication and ready for all standing or future orders. We shall be able to tell our readers more of the book in next issue, but from a rapid glance through an advance copy we believe it will be the standard manual of Canadian geography.

The game called "Nellie Bly" is the newest diversion. It is intended for young people, but will find favor with old ones as well. It has all the qualities of a pastime, and adds to them others of utility. The game being on a geographical basis, whets the memory for the situation of places, and being slightly intricate trains the player in the habits of caution and foresight. It will retail at 75 cents, and is supplied to the trade by the Toronto News Company.

Gebbie & Co., Philadelphia, have just published a delightful book on the drama, entitled "Players and Playwrights I Have Known: a record of the English stage from 1840 to 1880, by John Coleman." Commencing with Macready, it gives a bright and chatty account of the lives of the actors, both before and behind the scenes, whose names are familiar to the present generation, and is full of anecdote of the plays and players of the time. The book is in two handsome octavo volumes illustrated with fifty engravings.

The catalogue of Messrs. Chas. Bæckh & Sons, manufacturers of brushes, brooms, etc., is a piece of work that the publishers, Messrs. Warwick & Sons, should have put their stamp upon. It is a credit to their establishment. The volume is bound in a heavy linen cover, on which the title is handsomely engrossed in bronze and silver lettering. The contents are beautifully displayed under at-

tractive designs. The colored and other illustrations are well brought out. Reference is facilitated by means of a thumb-index which opens departments numerically arranged. It is a very fine catalogue.

Mr. Wm. Bryce has studied the European market at its leading centres in England, Germany and France, and has just returned from a lengthy tour of observation and buying. Booklets, he says, are likely to be cheaper. Fancy goods, toys, etc., are on the other hand stiffening in value. His opinion is that there is no occasion for dealers to sacrifice any foreign fancy goods that have been carried over in good condition. Staples made from tin and iron will be specially good stock, as coal and labor are constantly rising in value in Europe. Those who buy late will have to pay higher prices.

W. J. Slater, Chatham, says his last year's trade shows a steady increase over former years, and while he thinks his trade would have been better through the holidays with good sleighing and more seasonable weather, he is well satisfied as his local city trade was exceptionally good. Booklets and plush goods were in favor, while cards were entirely neglected. Medium priced articles were in demand, while high priced goods were slow. He says every dealer should encourage BOOKS AND NOTIONS, as it is certainly devoted to the trade.

There is no fuller stock of stationery, fancy goods and notions, toys, etc., in Ontario than that kept by Mr. J. H. Fisher, Paris, Ont. Mr. Fisher has great taste in the selection of his stock, and understands how to display it to catch the eye. This is proved by the fact that several people living in Toronto, and visiting friends in Paris, were so well pleased they made their late holiday purchases at his store. Mr. Fisher says plush goods and booklets were the choice with him this year. He keeps a large stock of the goods manufactured by the Gendron Manufacturing Company, Toronto.

The circular paper, noticed in last issue as part of Messrs. Hart & Co.'s stock, is now kept by that firm in seven varieties, all under the general name of Elegante. As well as for circular purposes it is most suitable for pamphlets and catalogues in which richness of appearance is a desideratum. Besides this paper for printing purposes, Messrs. Hart & Co. have a line of notepaper and envelopes which are most appropriately also named Elegante. Very modish are those letter goods, and they seem too luxuriously beautiful to defile with ink. They are put up in boxes, each box containing a package of envelopes and the usual proportion of paper.

Zola's latest work, "La Bete Humaine," will be followed by "L'Argent," which will deal with Bourse speculation and, to a certain extent, with politics. Then will follow "La Guerre," a naturalistic work, treating of

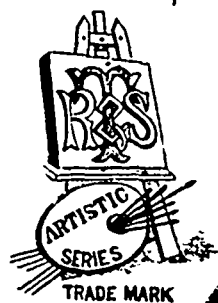
RAPHAEL TUCK & SONS,

LONDON, PARIS,

BERLIN, NEW YORK,

Fine Art ————

— Publishers,



BOOKS

AND BOOKLETS

Have Appointed

AS THEIR

SOLE AGENTS

FOR


CANADA

WARWICK & SONS.

RAPHAEL TUCK & SONS'

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The immense success which the Books and Booklets published by this enterprising Firm met with everywhere last year, has encouraged them to bring out for next season a series which for **STYLE, BEAUTY and ELEGANCE** cannot be approached.

New and Rich Bindings

In Laced Vellum, Embossed Leather, Ivory and Cloth, will contain Beautifully Illustrated Choice Works of Favorite Authors.

THE "SHAPED BOOKS"

A few of which appeared last year and met with a rapid sale, will comprise a large number of different styles and shapes, such as Rose, Swallow, Poppy, Dog, Cat, Bucket, Ivy, Song of the Shirt, Blue-bell, Letter from Father Christmas, &c.

SUPERB EDITIONS OF SELECTIONS FROM DISTINGUISHED WRITERS

Are a prominent feature in Tucks' Books and Booklets for 1890. Following are a few names:—
"Romeo and Juliet" (four different bindings); "On Service"; "Ready, Aye Ready";
"On and Off Duty"; "Golden Days"; "Jacks and Jills";
"None but the Brave."

SEVERAL SERIES at prices ranging from 5 cents to \$15.00, presenting a most attractive and varied selection suited to the requirements of **ALL CLASSES OF BUYERS.**

SAMPLES WILL BE IN THE HANDS OF OUR TRAVELLERS IN TWO OR THREE WEEKS.

WARWICK & SONS,

TORONTO.

the army, the war of 1870, and containing a long dissertation on the surrender of Sedan. The next book will conclude the Rougon-Maquart series, and will describe how all the characters not already killed off will end. As soon as the series is completed, which will be in 1891, M. Zola intends to devote himself exclusively to the stage. He will then be fifty-two years of age, and will confine himself to the production of original plays, that is to say, plays which have not been adapted from his novels.

An item of interest to the stationery trade we incidentally picked up in Messrs. Warwick & Sons' stationery room. That firm has just got out two new tablets—one of letter, the other of note size—padded by the Johnston process, and named Cross-bar Tablets. The paper is the linen quadville variety, and the name arises in the fact that vertical and horizontal water-lines cross each other on the surface of each sheet. The lines in both directions are separated by a liberal writing space, and not differing in color from the paper. They are not a violation of the good form which discountenances ruled paper. Cross-bar is a class of paper for which there will be a large demand, as there is a countless number of people who do not want to be dissenters from fashion, but who like to have some visible track to lay their written sentences upon. The writing quality of the paper is excellent.

Merry Melodies, a new music book of forty-eight good-sized pages, is filled with beautiful words, sweet melodies and delightful harmonies. Such songs as "The Moonlight Sail," "Sweet Summer's Gone Away," "Merry Spring Time," "The Bugle Song," "Sweet Evening Bells," "On the Lake We Float," "Our Country," etc., fill every school with enthusiasm and good cheer.

The following words come from four educators in as many different states:

"My pupils have fallen in love with 'Merry Melodies.'"

"We like them so well; please send twenty copies more."

"There is not a piece of music in the book that is not full of melody."

"The songs electrify my pupils."

Hundreds of teachers pronounce Merry Melodies unequalled. Price per copy, in manilla cover, 15 cents, post paid. Price per copy, in board cover, 20 cents, post paid.

The trade ought to take hold of this book. It is really an excellent collection of songs, and judging by the unprecedented sale of over 10,000 copies in about two months where the book has been introduced and become known, and also by the beautiful words and charming melodies of this little book, it at once wins for itself a place in the hearts of teachers, children and parents. We think Mr. Cranston has secured a good thing; in fact, the choicest, freshest and most captious book for schools we have seen. The

trade often make a mistake in not pushing little books of this kind, and if they will but call the attention of customers to whatever subject a little book is about, it is astonishing how many can be sold. Only a few cents profit, you say? Yes, but many littles make a muckle, etc.

COPYRIGHTS.

5262. A Digest of the Criminal Law of Canada, by George Wheelock Burbidge, A.B., D.C.L., Judge of the Exchequer Court of Canada, Ottawa, Ont., 27th February, 1890.

5263. The Haunted Fountain, by Katharine S. Macquoid. William Bryce, Toronto, Ont., 28th February, 1890.

5264. Come to my Heart. Valse by Theo. Bonheur. I. Suckling & Sons, Toronto, Ont., 1st March, 1890.

5265. When I Survey the Wondrous Cross. Composed by T. C. Jeffers.

5266. Pensiero Napolitano Reverie, by Harlow Vernont; I. Suckling & Sons, Toronto, Ont., 3rd March, 1890.

5267. The Index of Current Events, 1889. Henry Dalby, Montreal, Quebec, 4th March, 1890.

5268. The Catholics of Scotland. Rev. Aeneas McDonnell Dawson, Ottawa, Ont., 4th March, 1890.

5269. The Bell Telephone Company of Canada, Subscribers' Directory, Quebec, Levis and Etchemin. The Bell Telephone Company of Canada, Montreal, Que., 6th March, 1890.

5270. God Bless Thee, Canada. A National Hymn. Words by Samuel Whitt, music by Mrs. M. J. Whitt. Samuel Whitt, Toronto, Ont., 8th March, 1890.

5271. Le Claviste. Petite Methode Pratique pour le Piano, par Gustave Smith. J. L. Orme & Son, Ottawa, Ont., 8th March, 1890.

5272. Jacques Cartier, His Life and Voy-

ages, by Joseph Pope, Ottawa, Ont., 11th March, 1890.

5273. Plan of the City of Hull, County of Ottawa, Province of Quebec, Paul T. C. Dumais, Hull, Que., 11th March, 1890.

5274. Good Night. Words by L. A. Morrison, music by T. A. Blakely. Llewellyn A. Morrison, Toronto, Ont., 11th March, 1890.

5275. As You Like It. Polka elegante pour piano, par L. V. Williams. I. Suckling & Sons, Toronto, Ont., 12th March, 1890.

5276. Was Ever Woman in this Humor Wooded? by Charles Gibbon. John Lovell & Son, Montreal, Que., 12th March, 1890.

5277. On Time. Jersey for Piano, by Charles Bohner. Whaley, Royce & Co. Toronto, Ont., 13th March, 1890.

5278. Rock of Ages. Hymn for Male Quartet, by T. C. Jeffers. I. Suckling & Sons, Toronto, Ont., 14th March, 1890.

5279. A Complete Credit System, with Plans and Forms Necessary, by L. Maybaum, L.L.D., Newark, New Jersey, U.S.A., 14th March, 1890.

5280. Plan of the City of Toronto. Alexander & Cable, Toronto, Ont., 14th March, 1890.

5281. Rose Carney. A song of ever shifting scene on land and sea, by Thomas B. Smith, Windsor, N.S., 14th March, 1890.

5282. Avant-Garde. Marche pour Piano, par T. D. Cowan. Whaley, Royce & Co., Toronto, Ont., 15th March, 1890.

5283. Reports of Cases decided in the Court of Appeal, for Ontario, during parts of the years 1887 and 1888. Reported under the authority of The Law Society of Upper Canada. Volume XV. The Law Society of Upper Canada, Toronto, Ont., 17th March, 1890.

5284. Reports of Cases decided in the Court of Appeal for Ontario, during part of the year 1889. Reported under the authority of The Law Society of Upper Canada,

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Volume XVI The Law Society of Upper Canada, Toronto, Ont., 17th March, 1890.

5285. On the River. Song. Words by Eleonore, music by Rubini. Edward Rubini. Toronto, Ont., 17th March, 1890.

5286. Fallen Heroes of 85. Words by Wm. Putman Lett, music by W. H. Grafton. W. H. Grafton, Ottawa, Ont., 18th March, 1890.

5287. Miss Shafto, by W. E. Norris. (Book.) The National Publishing Co., Toronto, Ont., 21st March, 1890.

5288. Haute Volée. Rye. New Dance by Chas. Bohner. Whaley, Royce & Co., Toronto, Ont., 22nd March, 1890.

5289. Abide with Me, Sacred Song, composed by J. B. Hutchins. The Anglo-Canadian Music Publishers' Association, Ltd., London, England, 22nd March, 1890.

5290. Varsity Ripple, by E. Emile Farringer, the Anglo-Canadian Music Publishers' Association, Ltd., London, England, 22nd March, 1890.

5291. The Western World, Volume I, Number 1, March, 1890. Acton Burrows, Winnipeg, Man., 24th March, 1890.

5292. The Gondolier's Waltz.

5293. Gondoliers Lancers. On airs from W. S. Gilbert and Arthur Sullivan's Opera, by P. Bucalossi. The Anglo-Canadian Music Publishers' Association, Ltd., London, England, 26th March, 1890.

5294. Exercises from Section 3, No. 1.

5295. " " " 3 " 15.

5296. " " " 4 " 16.

5297. " " " 4 " 33.

5298. " " " 5 " 8.

5299. " " " 5 " 15.

Of Practical Pianoforte School, by Chas. Halle. Forsyth Bros., London, England, 27th March, 1890.

5300. The Gondoliers Polka.

5301. The Gondoliers Quadrille. On airs from W. S. Gilbert and Arthur Sullivan's Opera, by P. Bucalossi. The Anglo-Canadian Music Publishers' Association, Ltd., London, England, 27th March, 1890.

INTERIM COPYRIGHTS.

297. Misadventure, by W. E. Norris. Book. Wm. Bayce, Toronto, Ont., 21st March, 1890.

Messrs. Brown Bros. are giving special attention to their leather goods department. New designs of purses, wallets, portfolios, music rolls, etc., are being rapidly made up for the spring and summer trade. They have some cheap goods in very attractive new designs.

It is expected that the price of elastic bands and other rubber stationery goods will be advanced. Manufacturers and wholesale sellers are advised by circular that prices are withheld for the immediate present, owing to the advance in crude Para rubber.

CORRESPONDENCE.

HALIFAX, N.S., March 17, 1890.
Editor of BOOKS AND NOTIONS.

DEAR SIR, In response to your request some time ago to "let us hear from you" occasionally, I will try to give you some of the "down East" news.

Trade is really pretty good throughout the Maritime Provinces, although reports are quite the contrary as regards the Upper Provinces.

By this I mean particularly the retail trade. Halifax book-sellers had a very good Christmas season. I heard a prominent book-seller say, the other day, that 1889 was the best year he has known in trade in Nova Scotia, and the others agree with him, I believe.

We have not degenerated as yet, I am happy to say, into the "cutting" habit now so common in the trade up West, and we all hope we never shall. I may say that the most pleasant relations exist between book-sellers and stationers as far as Halifax is concerned.

Of course, we all mark our books cheaper here than your Western importers. I don't know exactly why, except that it has been, but almost all English juveniles and other books are marked 30c. to the shilling in Halifax. In St. John, N.B., however, I understand they mark them at 35c.

Probably the principal reason is, because we can import cheaper from Europe. Freight steamers are continually coming and going direct between London and Liverpool and Halifax, and freight charges on books are only about fifteen shillings per ton of forty cubic feet.

Another advantage we have is this: A dealer here can send off an order to England say to-day, March 15th, and in four weeks' time have the goods on his shelves or sent out to his customer.

This reminds me that the same dealer might send an order for goods to Toronto, Ontario, the same day, and perhaps he will get them in two weeks' time, but not always. It is a great bar to trade with our western houses, the extremely long time it takes for freight to go from West to East, or vice versa. Could not the BOOKS AND NOTIONS stir up somebody on this subject in the interest of wholesale dealers in the West, and retailers down East?

My opinion is that freight would be ordered shipped from England, via steamers direct to Halifax, to a larger extent than is done at present, were it not for the delay, or rather the terribly slow time made on freight between East and West. Write it up BOOKS AND NOTIONS, it would increase trade every way.

Halifax has its full share of book and stationery establishments. On Granville street we have on one side of the street,

Methodist Book Room, A. & W. Mackinlay, Knight & Co., P. A. Book and Tract Society, C. H. Gladwin, Knowles & Co., and Geo. W. Jones, and on the opposite side of the street, the Baptist Book Room and T. C. Allen & Co's., making nine dealers within two blocks. The others are scattered over the city. Of these, I think three (3) or perhaps four (4) do a wholesale jobbing business, and send out travellers through the Maritime Provinces and Newfoundland.

Trade is reported to be good in our lines, through the country also, and we hope it will keep good until we have made our spring call on our friends, and of course, ever afterwards. The book and stationery business here is also, I am glad to state, confined to its legitimate limit. I do not know of any dry goods house in Halifax selling books or stationery, and we refrain from keeping dress goods, cottons, boots and shoes, etc.

The subscription book business is increasing. The Earle Publishing Co., of St. John, and the Methodist Book Room, of Halifax, are continually wearying us by their glowing advertisement in the papers, and invariably ending with "Agents Wanted." The country is not yet overrun with agents. The Methodist Book Room folks tell us that they have just appointed an agent to go to the Bermudas, Jamaica and the West India Islands, to canvass a recently published work on Canada.

May it not increase trade between Canada and the West Indies, as we have steamers running direct?

The Earle Publishing Co., of St. John, announce themselves in to-day's papers as general agents in Maritime Province for Scribner's Edition of Stanley's Own Book.

My letter is getting too long, so I must refrain.

With greetings to our friends in the West, from

HALIFAX.

BRANTFORD, MARCH 26.

DEAR SIR,—In your March issue, a correspondent asks you to inform him where he can get a few gross of paper leaves for artificial flower making. Will you please inform Mr. T. H. McCallum that I have a few gross that I could supply him. His address is not given, so I could not write him direct.

Yours truly,

S. M. FRY.

GALT, MARCH 3, 1890.

DEAR SIR,—I overlook mentioning a grievance. We have here re wholesale dealers supplying schools and mechanics' institutes direct. Not long ago a Mechanics' Institute in a small country place a few miles from Galt, had been buying their supplies from me. We supplied by a Toronto wholesale house at 1, and when said wholesale house was applied to me for a commission, they refused, saying that they

had no account in that place, and though they had been my customers, they had a right to supply them direct and did so. There is only a small corner grocery in the place, and the people of the village or hamlet are nearly all customers of mine. Now one of our churches here in Galt want a library, and are asking for tenders from Toronto wholesalers, and would like you to use your influence in some way to prevent the church people getting supplies, excepting through some of the local dealers. Will be glad of any help you can give us. Would we be justified in withdrawing our current account from wholesalers that supply or tender for said library?

Yours,
J. K. CRANSTON.

PROHIBITED IMPORTATIONS.

The new tariff which came into force on the 28th of March contains a clause of particular importance to book dealers. We quote it:

The importation of any goods enumerated in schedule "D" is hereby prohibited, and any such goods if imported shall thereby become forfeited to the Crown and shall be forthwith destroyed, AND ANY PERSON IMPORTING ANY SUCH GOODS SHALL IN EACH CASE INCUR A PENALTY of \$200.

[Schedule D enumerates these prohibited articles: Books, printed paper, drawings, paintings, prints, photographs or representations of any kind of a treasonable or seditious, or of an immoral or indecent character. REPRINTS OF CANADIAN COPYRIGHT WORKS AND REPRINTS OF BRITISH COPYRIGHT WORKS, WHICH HAVE BEEN ALSO COPYRIGHTED IN CANADA. According to a late judicial decision, ignorance is not accepted as a mitigating plea.]

Another example of fighting fire with fire is furnished by Messrs. H. N. Brooks & Co., booksellers, of Meriden, Connecticut. They send us a circular headed "Dry-goods without profit," which they say turns out the most successful scheme they have tried yet. In this circular they offer pins, Coates' thread, and other leading lines of the dry-goods stores at bottom cut prices, and "dry-goods 12mos" at 19 cents each. The sting of the circular is in the concluding paragraph, which says "No price others can make on these goods will be as low as our price, save until we find it out. We shall set the prices." The circular is signed by H. N. Brooks & Co., as "booksellers and stationers and temporary dry-goods dealers." The dry-goods people in Meriden are beginning to feel that what is "saucer for the goose is saucer for the gander."

A drummer who was trying to sell a book called "Sermon on the Mount" to a rising Western bibliophile was knocked speechless by the latter asking him who the author was. Bookbinders' machinery is dearer, in common with all products of coal, iron and steel manufacture in Germany.

G. R. Hamilton & Co., books and stationery, Orillia, have assigned to W. Q. Phillips for the benefit of their creditors. Hamilton owes about \$2,500, with assets considerably less.

Messrs. Underwood & Co. report an increased trade in March. Their ink is going into new offices every day.

The latest addition to Lovell's Canadian Copyright Series, "Was Ever a Women in this Humor Wooded?" by Charles Gibbon, and "A Girl of the People," by L. T. Meade, has just been received.

Messrs. Hart & Co. are publishing a new book, called "The Protestant Layman's Handbook." The arrangement of the matter will be by the dictionary method. The subject of each article will be placed in Alphabetical order, and its explanatory and historical treatment will follow. The terms to be defined are those occurring only in ecclesiastical and canonical parlance, terms that crop up in all descriptions of reading in these days. The book is wanted, and should find large sales.

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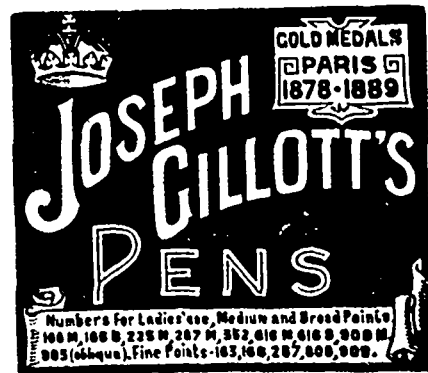
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A. A. Campbell, of Warton, has sold out his drug business to R. M. Fisher.

G. R. Hamilton & Co., the Orillia booksellers, assigned early in march to Wm. O. Phillips of Toronto.

S. Henderson, the Lakefield, Ont., druggist, has sold out his business to G. B. Smith.

M. W. Waitts & Co., extensive dealers in books and music in Victoria, B.C., have been burnt out.

Thos. N. Campbell, bookseller and stationer, has disposed of his Prince Albert, N.W.T., store to Robert Jardine. The Campbells are selling, hurrah!

The Reinhardt Manufacturing Co., of Montreal, have taken unto themselves a partner, Ernest Walter by name. We have not met Mr. Walter, but will congratulate him in his new venture.

Lavolette & Nelson, druggists, of Montreal, have been making a change, Mr. C. A. Nelson having bought his partner out with the right to continue his name as formerly.

There was a disastrous fire in Regina on the 19th March, in which ten or more business houses were burnt out. Amongst the sufferers we regret to say was our brother in books, C. Black. We have not learned particulars of his insurance, but trust that he had been a provident man in this respect.

Owing to an error of our type setter, we were made to say Lemam instead of Lemaire, in our article on Opera Glasses in the last issue of BOOKS AND NOTIONS. Our readers of course will understand how the error could occur in confusing between the letters re and n, which in writing hurriedly are apt to look alike.

This is not the first time that Simon Schreck, of St. Thomas, who deals in watches and jewelry, has been in trouble. Report has it that the sheriff has planted both his feet inside the front entrance. We thought Mr. Schreck had fallen in for a bonanza in the shape of a large Louisiana Lottery prize. Ill-gotten gains seem to depart very easily.

Geo. Andrew, one of Winnipeg's largest jewelers, has been closed up, we understand, by two large dealers in Montreal. This has been quite a surprise to Mr. Andrew's friends, who thought that he was of late gaining ground steadily. Too much real estate was the trouble. No man can serve two masters. Storekeeping and land-speculating were never intended to be run by the same individual. The principles of action are diametrically opposed to one another.

Chris. Dickson, of Clinton, is in trouble. His stock is being advertised for sale under chattel mortgage. As, however, the mortgage is held by relatives, it is Dickson's creditors who are most in trouble. Until this year Dickson was supposed to be doing a flourishing trade, but ill health and extravagant buying are two drawbacks that few businesses will stand. It is likely that there will be some work for the lawyers before the creditors are quieted.

J. T. Petrie, who bought the Davidson stock in St. Catharines last July from R. Hy. Holland & Co., of Montreal, is finding it hard work to make ends meet. After paying off Holland & Co's. mortgage, he finds that he owes the same amount of money to other wholesalers, from whom he has succeeded in obtaining an extension of nine months. Petrie is a good hard working fellow and we hope that with this lift he will find the hill a little easier to hoe. Steady careful work will set things straight we think.

D. J. Hawley, who for the past twelve months has been running a stationery and fancy goods store in Trenton, assigned on the 17th March to D. R. Grass of that town, for what that gentleman styles the "benefit" of his creditors, whom he invited to come together at the Palmer House in Toronto on the 28th March, which date was just too late for us to give latest particulars, we having already gone to press. When last seen some of Hawley's creditors were very severe upon him, as he kept ordering goods up to a day or two before he assigned.

In reply to many inquiries we give below some of the series and names of types. The names refer entirely to the size and not the design of the letter.

Point—5 Point

Agate—5½ Point

Nonpareil—6 Point

Minion—7 Point

Brevier—8 Point

Bourgeois—9 Point

Long Primer—10 Point

Small Pica—11 Point

Pica—12 Point

English—14 Point

Great Primer—18 Point

D. S. Pica—22 Pt

A point is the standard basis of type measurement. Seventy-two points make one inch. By referring to the tables of types above, it will be easy to estimate the number of lines of any given size of type to the inch. For instance, Pica type is twelve points high, and measures six lines per inch; Nonpareil type is six points high, and measures twelve lines per inch.

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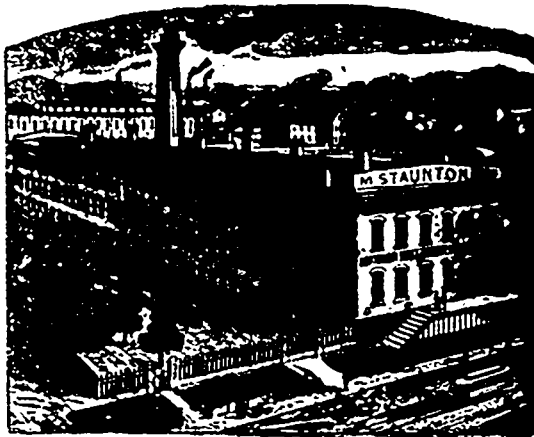
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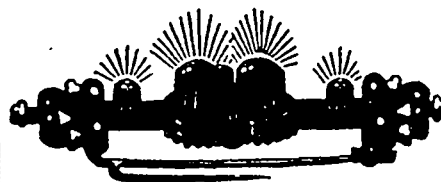
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TRADE NOTES.

Rivalry. Copy of "Ben-Hur" in circulating library patronizingly "Hello, Faunt. Got a little of the shine worn off you, I see."

Copy of "Little Lord Fauntleroy" sharply "A little, hey? I'll be jiggered if I ain't about as shabby and dirty as you dare be!" Chicago Tribune.

The Iowa State Register has discovered a new volume among the works of Hawthorne, as the following extract from its columns shows. "Moses from an Old Mouse" is a pretty story, written by Nathaniel Hawthorne and published by Houghton, Mifflin & Co., of Boston and New York. It is a large volume, and is very interesting, as are all of the works of this noted author."

The "Pilgrim's Progress" has been translated into Amharic, the language of Abyssinia. The book has now been translated into eighty-four languages.

The stock and estate of J. E. Wilton, books and stationery, Strathroy, have been seized under a chattel mortgage.

At a very large meeting of the directors of Upper Canada Bible and Tract Societies, Mr. Taylor, for many years a bookseller in London, was appointed as salesman and assistant in the book room, Toronto.

Mr. Gore, of Montreal, representing the makers of the Esterbrook pen, asked for a specific duty on steel pens instead of the present rate of 30 per cent. ad valorem in order to keep out what are known as seconds and thirds, but which in reality are the culls sent to Canada at a cheap rate.

The board of directors held their monthly meeting on the 27th ult. Mr. R. H. Yule was appointed colporteur in Manitoba. A second will be appointed immediately. A grant of tracts was made for the Toronto General hospital. Mr. John Young presented his report for the year, showing an advance on cash receipts of \$4,163 over previous year. Dr. Moffatt, secretary, gave in his report on the colportage work of the year, showing that in addition to the work done by Mr. Bone on the Welland canal the other five colporteurs had travelled 9,448 miles, visited 16,102 families, sold 4,027 Bibles and Testaments, sold 6,829 religious books, with cash sales to the amount of \$3,577. Very large quantities of the best tracts had been distributed, and many poor families had been given copies of God's Word.

B. Marcuse has just returned from his annual trip to Europe, where he has as usual selected beautiful novelties for the holiday trade. As soon as his samples will have arrived completely, he expects to show to his customers the best and finest line of fancy goods ever imported into Canada, and hopes to be rewarded by a multitude of good orders.

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