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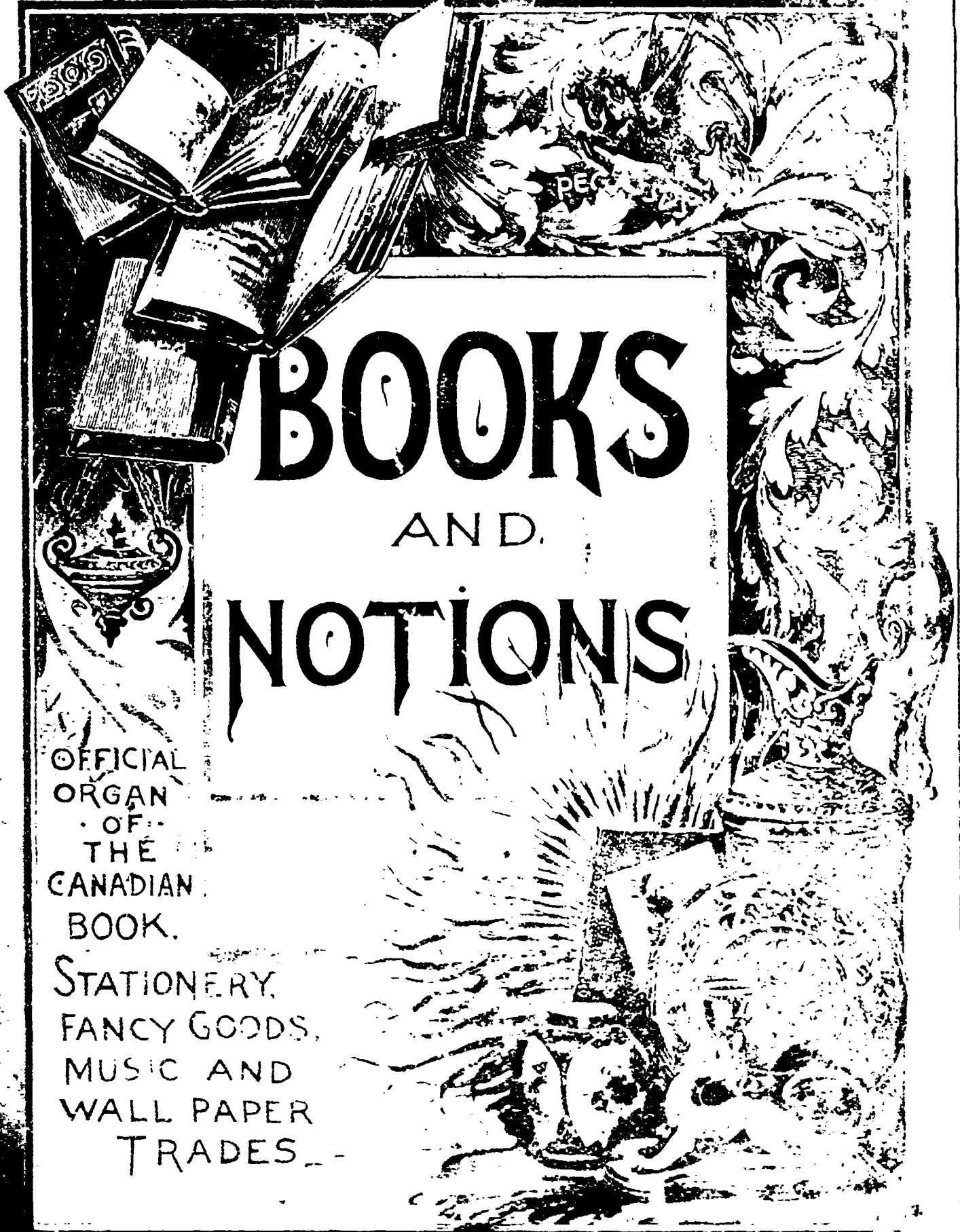
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BOOKS AND NOTIONS

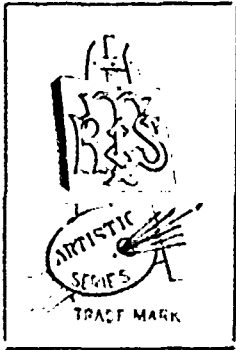
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BOOKS AND NOTIONS

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Vol. X

TORONTO, MAY, 1894.

No. 5

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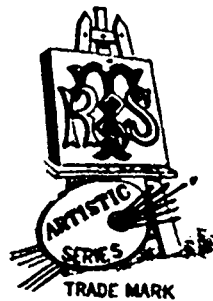
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Copy for advertisements must reach this office not later than the 25th of the month for the succeeding month's issue.

BOOKS AND NOTIONS, TORONTO.

Vol. X. Toronto, May, 1894. No 5

HOUSE GAMES.



Of late years, house games, or "box games," as they are usually known to the trade, have increased in popularity at a surprising rate and at the present time the trade done in these goods in Canada is of so large a volume that

retailers of stationery and fancy goods find it a very profitable line.

These games have a great educational value as well as being extremely suitable for a country with long winter evenings for three months in the year. Their educational value can be illustrated by the experience of a leading educationist of Toronto, who tells how when one of his own children, a girl of eleven, seemed to be very dull, and both unable and unwilling to learn, he began to teach her to play certain box games. In three months her dullness had vanished, and she became a bright, apt pupil. This same gentleman teaches his children solitaire games with cards, to sharpen their thinking faculties. He considers it in effect similar to mathematical studies, and of course much more attractive. There can be no doubt

that this is true. Logomachy, for instance, is a game at which children can learn a great deal. Halma and Go-Bang are games at which children have their powers of observation considerably developed.

Some dealers complain that the "new-fangled" games will not take in their constituency. That is because they are never started. To introduce a new game, give one way to people who keep a sort of open house and play such games, and before a month, if the game is a good one, the friends will commence to drop in and get one. Every one sold means three more to be sold. New games must be introduced, and the retailer is the man who must introduce them.

Stationers and booksellers in selling games should go in for the better games, ranging from 25 cents to \$1.50, with exceptional games, such as Crokinole, higher. These games will net the dealer a profit which is worth working for, and which increases according to the amount of energy which the dealer expends in introducing these games and popularizing them. The cheap five and ten cent games should be left to the fancy goods dealers.

Speaking with Mr. Harcourt, of the Copp, Clark Co., who manages the game department of this company's business, he informed us that when they advertise their games in the daily papers they receive scores of applications for agencies, and are forced to refuse them because they are desirous of protecting the regular trade. Still, he thought, this agency business could be profitably and properly handled by the retailers themselves. A good agent would sell many games if he understood them well, and sow the seeds of a bountiful harvest. The mere fact that the company referred to receive numerous applications for agencies shows that there is room for this, if dealers would only take hold.

In this, as in everything else, the live dealers throughout the country are doing well in games, while the easy-going, soured-minded dealers in other towns are doing nothing.

Wherever possible, games of Canadian manufacture should be given the preference over games from foreign printing and lithographing establishments. The Britisher refuses German goods because they are not the product of his own labor. Canadians would do well to follow this lead whenever it is not inconsistent with a due consideration for the profit account.

THAT OTTAWA DEPUTATION.

WE desire to remove any misunderstanding that may have arisen from an article in last month's BOOKS AND NOTIONS entitled "Letters and Telegrams." We said that a deputation was to go to Ottawa to interview the Minister of Finance regarding a change in the rate of duty, but

that the plan was abandoned owing to keen business rivalry.

The business rivalry was not among the three members of the deputation referred to, but among the trade generally. Mr. Gage, Mr. Thompson and Dr. Briggs were in entire harmony concerning their wishes for a change and as to the nature of that change. Other members of the trade may not have agreed with them entirely.

The deputation consisting of Messrs. Gage, Thompson and Briggs was a self-constituted one, as the book section of the Board of Trade were not harmonious on the matter. The deputation was to have gone to Ottawa Wednesday evening, and to have met the Minister of Finance on Thursday morning at 11 a.m. On Wednesday, unfortunately, Mr. Gage and Dr. Briggs were physically indisposed, and it was decided that the deputation should not go. Mr. Thompson was going to Ottawa on tariff business anyway, and he went, although not as a representative of the deputation. His aim was to find out how matters really stood, and to gain this knowledge because of its intrinsic value to himself. Before breaking up, however, the deputation signed a memorial embodying their views, and forwarded it to the Government.

HINTS TO WHOLESALEERS.

A LEADING retailer furnishes us with the following hints to wholesalers. They are minor points, but nevertheless essential and observance of them will be useful and beneficial to the trade:

"Always notify your customers four or five days in advance of your travelers' intention to call on them. Orders will often be kept over then for them.

"Always notify your customers of the due date of all note drafts due you at least a week previous to due date. You will have fewer renewals and few protested notes to bother with if you do. Only one house in the trade do this as far as my experience goes, and that credit is due to Copp, Clark & Co., and personally I thank them for the systematic notice

"Always mention each line specified that has been ordered per traveler or by mail that you are unable to fill. Don't say on bottom of invoice—balance of order out of stock. Mention each item and you will gain the confidence and appreciation of the trade. We retailers haven't time to look up back orders and are not always sure of whom or what was ordered exactly, so when you can't fill what was ordered always specify. It saves time, patience and trouble. I have stopped ordering from certain houses for no other reason than failure on their part to specify lines they can't fill, and some other houses I am sorely tempted to discard also on the same account. Sometimes they do specify and sometimes they do not; and it's vexatious and annoying."

SIR JOHN THOMPSON ON COPYRIGHT.

SIR JOHN THOMPSON has sent to the British Government a report on the objections to the Canadian Copyright Act of May 2nd, 1889, raised by English experts. A few quotations are here made. A fuller history of the question was given in the February issue of this journal.

Sir John first points out that Canada, by the terms of the Berne Convention, can withdraw from its provisions by a year's notice, and that this notice has been given. He intimated that the Berne Convention had injured rather than helped Canada, as it had in view considerations of society widely different from those prevailing in Canada.

Sir John then goes into the discussion of English pledges to the United States. He says: "It seems, from the committee's report, to be considered that Lord Salisbury in 1891 made an agreement with the United States which is an obstacle in the way of the Canadian request for improved copyright legislation being granted." He maintains that Lord Salisbury in 1891 only explained the law to the U. S. Minister at London (Mr. Lincoln), showing him that an alien could obtain copyright in Great Britain by publishing simultaneously in that country. Lord Salisbury showed him that British law complied with the requirements of the Berne Convention, and he could not have by a simple explanation made the Berne Convention binding on Canada forever, when the Convention itself allows a country to withdraw on a year's notice. "The Canadian Government and Parliament ask for no other condition of affairs, and Lord Salisbury's statement to Mr. Lincoln will still be good, and the reasonable requirements of the United States Government will still be satisfied if the Canadian Act of 1890 be ratified, because American holders of copyright in Great Britain will still be on the same footing as British copyright holders."

He goes on to say: "The copyright holder outside of Canada not only enjoys in Canada a monopoly which the Copyright Act of 1842 gave him, but can, and does, sell to foreigners that monopoly in Canada, and the foreign purchaser thus acquires the right, under the statute of 1842 and the Berne Convention Act of 1842, TO LOCK THE CANADIAN PASSES IN ORDER THAT HIS OWN MAY BE KEPT IN OPERATION TO SUPPLY CANADIAN READERS."

Sir John points out that the Canadian publisher does not complain about being undersold, but that the United States publisher buys the right for Canada, with the right to publish in his own country, and nothing is left to the Canadian publisher to buy. The United States publisher has first chance, because, to obtain a copyright in that country, the book must be set up there. That is, Canadian publishers are not on an

equal footing in an open market with their United States competitors.

Great Britain's generous treatment of Canada in this regard is treated in the ably sarcastic language of which Sir John is master. Dealing with the experts' suggestion that the import duty on books be removed so as to cheapen them, Sir John quietly remarks: "It must be repeated that it is desired that the Canadian publisher be permitted to sell in his own market—a market which under present conditions is reserved for the benefit of persons outside of Canada. The removal of the Canadian import duty would undoubtedly be an additional boon to the publishers and printers of the United States, but the undersigned ventures to think that the interests of this class have been already sufficiently cared for and do not require additional advantages from the Government of Canada."

Sir John Thompson's reply was an able one in every respect, and he answered every argument of importance advanced by the English exports. Moreover, he explained fully and ably defended the Act of 1889, which awaits the Governor-General's proclamation to put it in force. He has won for himself the respect of every citizen in whom surges the deep feelings of patriotism, and the gratitude of the printers and publishers of Canada, whose interests he has so nobly defended.

DO THE PEOPLE DEMAND A COPYRIGHT ACT?

AFTER all that has been written and spoken on the Copyright Act of 1889, it seems strange that we should ask: "Do the people Demand a Copyright Act?" But the question is asked that it may be answered, and answered with proofs of every kind.

Who are interested? The authors, the publishers, the printers and the reading public.

The reading public in general have taken little interest in the matter. Those who have studied the matter declare that some arrangement must be arrived at that would give Canadians better books at prices more suitable than are asked for the costly editions issued in London or New York. Books published in a country for that country will be published in editions suitable for that country and that country's people. The cheap literature now in this country consists of bad and good books, with the accent on the bad books.

The authors of Canada have made a protest many times against a continuance of old laws. They are not protesting now. Why? Because they have gone to London and New York, preferring to live well abroad than starve at home. The Copyright Act of 1889 properly enforced, would bring them back to their native land.

The printers and publishers have done everything in their power to have a Cana-

dian Copyright Act put in force. Some of them have spent hundreds and hundreds of dollars, days and days of time, hours and hours of thought—some of them have even prayed that the scales might be removed from the eyes of those who could not see what was best in this matter.

The Canadian Press Association in March declared: "The Executive of the Canadian Press Association urge the Dominion Government to proclaim the Copyright Act assented to by the Governor-General, May 2nd, 1889, believing that such action would be of immense and immediate benefit to Canadian printers, publishers and authors."

The Toronto Employing Printers' Association recently adopted a resolution instructing their President to write Sir John Thompson, thanking him for his able services in this direction, and urging him to enforce the Canadian Copyright Act of 1889. A letter was sent, and Sir John Thompson answered in a manner which leaves no doubt that he will do his utmost to have the Act put in force.

Canadians have been buffeted about long enough in this matter, and it is a surprise that a democratic people would have tamely submitted to such an injustice so long. The English publisher doesn't think enough of Canada as a book-buying country to bother putting out an edition suitable for the purses of the people, but, like the dog in the manger, he doesn't want to let any native publisher have any chance whatever.

MUTILATED BOOKS.

BOOKSELLERS and others wonder sometimes how books can be produced so cheaply as to be sold for 25 cents. Let us explain one process. A local dealer showed us two copies of Chas. Reade's famous novel, "Cloister and Hearth," each one printed by different publishers. One contained 565 pages of 45 lines to the page, and the other 264 pages of 36 lines to the page. That is, the latter book only contained about one-third of the story.

This is the meanest piece of business that any man could be found guilty of, and one which should be discountenanced. The publisher who mutilated that book of Chas. Reade's also mutilated his other books. His place of business is Chicago, the firm name being E. A. Weeks & Co.

What is the remedy for this kind of business? Enforce the Canadian Copyright Act of 1890, and let Canadian publishers publish the books for Canadian readers. Let it remain unenforced, and the process of trying to raise intellects on food from which the best elements have been extracted will continue until the result can be imagined.

If the Canadian Government will stand firm on this question, they will find a united people behind them, and in this way they need fear no opposition from British publishers.

BRITISH VS. GERMAN.

AN idea prevails in this country that German goods are much cheaper than British goods, and the idea is undoubtedly founded on fact. The Germans, the Austrians and the Dutch are competing successfully with the British, and making great gains, especially in printing, stationery, and fancy goods.

The reasons are not far to seek. Such articles as glass and china goods are made in the homes of the artisan, and no factory system obtains. Factories seem a part of industrial machinery, but Germany does not find them a necessary part. In such cases as these the pay is very small, eighteen cents a day being an average wage, while for \$250 a year a manufacturer can employ a man and his wife and five or six children. While these wages are incredibly low, yet living is cheap, and the laborers are modestly comfortable. This is an example to show why German and Austrian goods are cheaper than British goods. British workmen must have higher wages to make as comfortable a living.

In some places mills are being built by British capital, and manufacturing, instead of being done in Great Britain, is being done by cheaper German and Austrian laborers—men and women with simple tastes and frugal habits. In these factories the hours of labor are from 6 a.m. to 7 p.m.—twelve hours per day. These men earn 4 to 5 gulden per week, a sum equal to \$1.50 to \$2 of our money. That is, the German or Austrian works 50 per cent. longer for one-sixth what a mechanic on the American continent earns, or the wages on the two continents bear the ratio of about one to ten. The girls and women earn from 2 to 3 gulden per week, and some of the men do not earn more than 3 gulden.

In paper mills the pay is about 32 cents per day in some places, and in some cases a day means eighteen hours. In gardening men earn 20 cents, and women 12 to 16 cents. In the button trade the women earn 12 cents per day; in the wool works 20 cents; in the cardboard box trade, 20 cents for girls and 30 cents for men, twelve hours being worked per day.

Yet, after all, the German and Austrian workmen take higher grades of recreation than British workmen, and as a rule are better educated. The wives and daughters work harder and contribute their quota to the maintenance of the entire family. If they do not work in the factories they work a garden and look after cattle or goats—two very material sources of revenue.

Considering the facts as thus presented, it can easily be seen that Canadian and American stationery and fancy goods could not compete with German and Austrian goods if it were not for protective tariffs. The social organization and ideas of the masses are so totally different that free competition is not permissible.

GEO. H. DORAN.

IN the spring of 1884, a young lad fifteen years of age passed the Willard Tract Depository on Yonge Street, Toronto, and read a sign, "Smart Boy Wanted." He thought he might suit, and thought it so hard that he went in, was engaged, and went to work. Seven years of steady, industrious and thoughtful service made George H. Doran a valued employee in the business in which he had entered, and well-known and respected by those with whom business had thrown him in contact.

But as he advanced to manhood he looked forward to something better, and in 1891 he went to Chicago and entered the service of the Fleming H. Revell Co., the enterprising publishers, who have offices also in New York and Toronto. Their Toronto offices are no doubt a result of the confidential relations which existed between Mr. Doran and Mr. Revell. This led to the purchase of the Willard Tract stock when the pro-



GEO. H. DORAN.

motors of that institution decided that it was a financial failure. This purchase was followed by another—that of the Presbyterian News Co.—and both were financial master-strokes. The Fleming H. Revell Co. have secured a hold on the trade in Canada and Toronto which will be of immense value to them in future years. The publishing rights connected with both purchases are especially valuable.

Since these purchases in 1893, Mr. Doran has spent a great deal of his time in his native land, and has called upon a large number of the leading retailers in the way of selling the stock which the Revell Co. had bought. In this matter he has been quite successful, and the combined stocks have, under his guidance, been speedily and profitably reduced to limits which are consonant with the amount of trade that can be done in this country.

The country is to be congratulated that such an enterprising publisher has a branch in Canada, as it will certainly be helpful in

the maintaining of a proper class of booksellers in Canada.

Mr. Doran, as his photograph reproduced here shows, is a very young man, without any tendency to carry too much flesh around with him. He is tall and spare, and possessed, apparently, of an inexhaustible store of energy, which he uses to good advantage. He is no eight-hour a-day man, but one who believes in using fifteen hours when it is necessary to do so.

Mr. Doran is undoubtedly one of the brightest young men in the book trade today, possesses many friends, is ambitious, and will no doubt make great success of life. Unfortunately Mr. Doran is unmarried, but this is not necessarily a final state, and BOOKS AND NOTIONS will add to this history later on.

CHEAP EDITION OF MARCELLA.

THE following letter refers to a short notice which appeared in the April BOOKS AND NOTIONS concerning a probable cheap edition of Mrs. Ward's "Marcella":

TORONTO, May 1, 1894.

Editor BOOKS AND NOTIONS:

SIR,—May we ask through your columns how it is that a wholesale book firm having "the control for Canada" of a certain \$2 two-volume novel, notifies the trade through BOOKS AND NOTIONS (See April number) that there will be no cheaper edition of the said book "for many months, and hence dealers are quite safe in ordering the edition they sell at \$2," when we notice the cheap edition of the aforesaid book in the windows of an enterprising bookseller on King street east, opposite Toronto street, and ticketed at 75c. paper, \$1.25 cloth?

Is it fair to the other booksellers?

Yours truly,

TORONTO BOOKSELLER.

NEW BOOKS, 1894.

IT is surprising to note the number of notable new novels that have been published since the first of the year. We noticed on the counters of Messrs. Jas. Bain & Son's bookstore the following, all of which have, we believe, been issued since Jan. 1st: Katherine Lauderdale, Marcella, The Raiders, The Stickit Minister, Under the Red Robe, The Man in Black, Memoirs of Sherlock Holmes, A Gentleman of France, A Yellow Aster, Ships That Pass in the Night, Modern Buccaneer, Dodo, The Rubicon, The King's Stockbroker, Princess of Paris, Beautiful Joe, A Costly Freak, The Handsome Humes, etc., and many others. All of the above are by well-known and popular writers, and all are good sellers. Verily this season should be a good one for booksellers. We notice further that among forthcoming books will be many more such books by well-known authors.

ARE THE RETAILERS LOSING THEIR HOLD?

The Trade Passing Into Other Hands—Profits Are Being Reduced—Toronto a Great Distributing Centre—Some Letters—Remedies Suggested and Asked For.

A GREAT question is agitating the minds of thinking booksellers, news-dealers, and fancy goods dealers as to the future of the retail trade. There are signs that their business is decaying, and that other hands are doing the work and getting the profit that once was theirs. With a view of waking up the part of the trade that are *calmly sleeping on the brink of oblivion*, we discuss this question in some of its bearings and quote some opinions.

THE NEWS BUSINESS.

As we have pointed out in previous issues, the news business, so far as Canadian papers and periodicals are concerned, is fast passing into the hands of a class of bright newsboys, who are making good money out of it. They are usually energetic little fellows with bright faces and winning ways, and they can sell two copies of Grip to one sold by the dealer—yes, sometimes ten. They hustle with the Chicago Blade, the Detroit Free Press, the Buffalo Express, the Saturday Globe, the Toronto Saturday Night, the Sunday World, the Montreal Sunday papers, etc., and they are doing the newsdealers up.

MECHANICS' INSTITUTE LIBRARIES.

There was a time when mechanics' institute libraries were bought through the booksellers, but very few orders come that way now. The change occurred in this way. A town would have a slow bookseller, who was not fit to be trusted to execute an order with despatch, and consequently a member of the board of directors would place the order with some city firm. The city firm tasted fresh blood, and longed for more. So it has gone on and on, until the libraries are mostly supplied from the cities. The bookseller who doesn't look alive finds this trade in some other man's hands. It is not a case of larger discounts, but simply a case where energy and business tact are put on trial, and where the best man wins.

What is the remedy? The remedy depends on the town and the bookseller. Every bookseller can sell his town library all its books if he is smart enough. If he isn't smart enough to think out a scheme, he had better get out of business. One dealer in Western Ontario—Brantford—supplies his library with the books as they are issued. He never allows anything to drift out of his way. A live man always has success and always deserves it.

SUNDAY SCHOOL LIBRARIES.

Much the same can be said concerning Sunday school libraries. Once the retailers had all the trade. Then a wholesale house began to give 20 per cent. discount to Sun-

day schools, then others joined in and it came down to 25, and then 30, and now it is 33½ per cent. Then somebody started to send out double the quantity to every school, and this is a terrible feature.

Certainly this is not the booksellers' fault entirely. It is the fault, to a certain extent, of the wholesalers. One began and the others followed. And now things are cut so fine, that not a jobber in general literature for Sunday schools will admit that there is any money in it, and more than one man has failed.

During the past few months many letters have arrived at this office complaining of certain and various actions of the wholesale houses. In every case we have tried to investigate these cases and show the wholesale houses how they were injuring the trade. All these letters have not been published, but they have been in substance laid before the wholesalers, and the effect cannot fail to be beneficial.

This month we have received a letter from a prominent bookseller complaining of a circular sent out by the Methodist Book and Publishing House, and especially of two clauses in it. These were to the effect that Sunday schools need not send money with their orders as they would be trusted, and that double the quantity of books needed would be sent and could be returned at the senders' expense. Here is the letter we received:

EDITOR BOOKS AND NOTIONS:

SIR,—Can you in your wisdom inform us how it is possible for the retail booksellers of this Dominion to establish a healthy and profitable state of business when prominent wholesalers scatter such documents abroad? Is it fair to the trade to have a firm like this trying to draw the trade from the local dealers? Is it a healthy state of affairs to induce customers to come to you by offering terms like sections 6 and 7?

How long are the retailers going to submit to the dual position of this firm, loading up the dealer on one hand and unfairly coaxing their customers not to buy from them on the other hand? What can be done? Do you consider it a fair deal?

Yours truly,

Several complaints have reached us of the actions of the Copp, Clark Co. in much the same way. A recent complaint was regarding a very low quotation on Blackie & Co.'s books.

Here is a card from a man in a small store with a small stock:

SABBATH SCHOOL LIBRARIES.

Publications of Presbyterian Board of Publication, Philadelphia; Religious Tract Society, London, England; Nelson & Son, Edinburgh, Scotland; Blackie & Son, Edinburgh, Scotland, etc., etc.

If you wish to replenish your Sabbath school library I will be glad to send you a quantity of books from which an excellent choice can be made. You may order twice the quantity required, and after making selection return those not needed at my expense. The discount to schools on the Presbyterian Board's books is 25 per cent., and on Religious Tract Society's, Nelson's, Blackie's, etc., 33½. In ordering kindly say whether you wish all of one publisher's books or an assortment from each.

N. T. WILSON,

12 King St. W., Toronto, Ont.

We show all the cases to show that wholesale houses are all the same, offer practically the same discounts, and take orders direct whenever they can get them. They proceed on the rule that "If we don't, someone else will," and play the old excuse: "Well, the other fellow did it, and we had to."

SCHOOL MAPS AND SUPPLIES.

School maps and supplies from another line which dealers sometimes supply, but which can be bought direct at a discount. Very few dealers have been able to hold this business. It has drifted into the hands of those who make a specialty of supplying boards of trustees direct. At least three firms in Toronto specialize on this.

We have been referring only to small schools in towns, villages and country sections. In the cities it is different. Here the boards mostly buy not only school supplies but scholar's supplies direct from the jobber. This means a wiping out of a large amount of retail trade. In Toronto two score of small stores handling these goods have gone out of business, and the jobbers now wrangle for the contracts at fractional advances on cost.

THE REMEDIES.

What are the remedies? The most natural remedy and the most prevalent remedy is "combination." If the retailers could and would combine they could educate the trade to resist invasions of their rights and to make such improvements in business methods as would render invasions of their unnecessary.

But we are much afraid that such a combination, no matter how desirable, is practically impossible owing to the lack of esprit an corps, the prevalence of selfish feelings, and the extra exertions required. If an association of retailers were formed and properly conducted, it would do much for both wholesaler and retailer, making business more satisfactory to both. We believe that what ever helps the retailers and gives him increased trade, is helpful to the wholesaler. We believe that the wholesalers recognize

this and would be glad to see started, a movement having for its aim the elevation of the retail trade.

Free and full discussion of method is a splendid way for imprinting truths on men's minds. The columns of BOOKS AND NOTIONS are always open to such discussion, and yet very few retailers take advantage of it. They seem to lack public spirit, and it is for this reason that we fear that the retailers cannot free themselves from the forces that are pulling them downwards. If we are mistaken in this particular we would like to know it.

A letter from Mr. Cranston, of Galt, in which he touches on these and similar topics, is offered for the consideration of the trade, and will be a suitable closing paragraph for the article:

Editor BOOKS AND NOTIONS:

SIR,—I fear I am too late in writing you again, but pressure of everyday business must be my excuse. For several months trade has been rapidly increasing, but that's a bearable burden and we don't grumble. We don't feel a bit like saying: "Hold on, Mc-Duff," but rather, "let it come." We will try to take care of all that comes our way so long as it's of an honorable and fairly profitable character. It takes a big volume of trade to make money these days; profits are too small and trade too much divided up with outsiders and department stores. The public are not being robbed, that's certain. Can't the trade get a little more together than at present in the way of retail prices? It seems to me they can and should do so to save themselves from financial ruin. Many of the towns and cities are not yet affected with the evils of department stores and their cut prices, but there is war between the local men, and prices are down, down, down, and the end is not yet. Why this war? What's the good of it? No good whatever. Neither the merchant nor the public are benefited in the long run and instead of the merchant's making a comfortable living out of his business failure is the inevitable result, and then the public say: "He was a fool to sell goods without profit." Business men are not as a rule unreasonable, and I have found that a little mutual confidence and a talk over profitable prices for retailing is desirable and also of practical value. Let jealousy go. Let us be united and see that our best days for laying by a nest egg for the days when we shall be old and feeble are not all spent in an unprofitable warfare on one another's prices. Everything we sell should bear a reasonable profit. Adopt no gift business. Let goods be sold on their merits, and not on catch-penny schemes. Marble season is on now, and balls will soon be selling. Now, what's the good of supplying all the wants in these lines without profit? Why not have a mutual understanding with those in the trade? Fix retail prices on a paying basis. We did so here in Galt recently; all were

united, and the boys are better pleased and public confidence is secured. It strikes me that if you would print a scale of retail prices for the guidance of all retail traders in your valuable journal, and secure the co-operation of the wholesalers and their travelers, much could be done to have uniformity in retail prices on thousands of things booksellers, stationers and fancy goods dealers sell, and all would be benefited. Travelers could be instructed by their employers to advise with and get retailers to sign agreements to retail many staple and standard lines on a uniform price list. Shall it be tried? I think it should. Suppose a committee were selected of well-known retailers to draft an agreement for the trade to sign, and also compile a retail price list for many articles that there is every day sale for, there would, I am sure, be a general adoption of the prices suggested by all reputable dealers. I think you can, through your valuable journal, do much to promote unity of price and mutual confidence amongst retailers. Suppose you give us some prices for spring goods. First, retail prices for rubber balls in all sizes and kinds, marbles (we give 10 painted and 12 plain stone), croquet, tennis bats and balls, baseball goods, express wagons, hammocks, etc. In unity there is strength and profit as well.

Yours,

J. K. CRANSTON.

TWO LETTERS ON BOOK DUTY.

THE two following letters appeared in recent but different issues of the Montreal Star:

To the Editor of the Star:

SIR,—In a recent editorial in the Star you condemn the new specific duty of 6 cents a pound on books. The article states that such a duty is in favor of the rich as against the poor. On the contrary, the 6c. a lb. duty will enable the man of moderate means to occasionally indulge in an expensive book, as the new duty will so reduce the price as to bring it within his means. How much will the new duty be on, will we say, the 50 cent novel? About 3 cents a book. Who will pay this duty? Not the reader, but the retail bookseller. It will be a matter of cutting down his profit on the book about 1½ cents. No new novel is likely to be issued at less than 50 cents, as the author is now being paid for his work, since international copyright took effect, and the booksellers will not advance the price beyond the one fixed by the publisher. The change of duty, together with the fact that electrotypes of books can now come in free of duty, will help the Canadian publisher in his efforts to produce the books in this country. The publishing interest has so far had no encouragement given it. The raw material which it requires has been heavily taxed and the printed book has come in at a 15 per cent. duty. The country has been flooded

with cheap and objectionable books brought in at a valuation of from 50 per cent. to 60 per cent. discount on the retail price. Give the Canadian publisher a fair measure of protection by keeping out a part of the stocks of cheap books that have been imported and he will engage that the Canadian reader will be given the latest and best of the new books in a readable form at the same price he is now paying for them. The Star should not abandon its policy of a moderate protection and in writing against the new tariff on books is making a mountain out of a mole hill. We believe that a specific duty is the only one that meets the call as far as books are concerned.

JOHN LOVELL & SON.

To the Editor of the Star:

SIR,—Will you kindly allow me space in your paper to reply to a letter signed "John Lovell & Son" in the Star regarding the new duty on books? They say that the public will not have to pay anything extra, that the bookseller will have to lose the duty imposed. I suppose they are right; the unfortunate bookseller will have to pay the duty, and I would ask you if it is right that the booksellers should suffer to benefit a few publishers. My opinion is that the publishers are sufficiently protected when they publish a book. All American editions are excluded from Canada under a very heavy penalty, and I should like to know what more they want in the shape of protection. The fact of the matter is that we have not reading population enough to make the publishing of books in Canada a paying business, and that the style of books our Canadian publishers do publish is just the sort of trash Messrs. Lovell & Son complain of being imported into the country, and it is for this style of book they want further protection. I agree with you that your strictures on the high specific duty now imposed on books were perfectly correct.

BOOKSELLER.

Kingston, April 16, 1894.

THE TARIFF ADOPTED.

ON April 22nd the Parliament of the Dominion of Canada came to that clause in the tariff which imposed a duty of 6c. per pound on books. About March 26th it had been announced in the budget speech and had gone into immediate effect. Nevertheless, according to constitutional usage, it had to be confirmed by Parliament. This confirmation took place on April 22nd, as we have said, and the majority decided that for twelve months at least the duty of 6c. per pound must be paid. There is no probability of a change. It is thought that the Government will enforce the Copyright Act or arrive at some understanding before the next session of Parliament, and that this change in duties is the first step in a course which will bring about a radical change in the book business of Canada.

CHICAGO BOOK PUBLISHERS.

BY THE EDITOR.

I SPENT two days of last month in Chicago among the book publishers, and had, withal, a pleasant time. I went over by the C. P. R., and everybody who travels by that route is sure of courteous attention and an enticing trip.

The leading publishers undoubtedly are Laird & Lee. They have a neat set of offices on Wabash avenue, and carry a large stock of books. Although only in business some seven years they have made a pile of money. Their first great success was Conklin's Manual, which they sold by advertising it in nearly every paper in the United States. Mr. Laird is a bright Canadian, and looks after the editing and publishing. Mr. Lee is a salesman and business man of unquestioned ability. Their latest success is W. T. Stead's book, of which they have all ready sold, Mr. Lee informed me, 60,000 copies, and have started on another edition of 30,000. They have a splendid list of books, and are on the high road to success.

F. T. Neely was away from home, but his able manager, Mr. Hobart, was very much on deck. Mr. Neely is extending his list very rapidly, and seems to be doing a heavy business. He sells very largely to railway news companies as well as to the regular book jobbers and retailers. He is publisher for Colonel Richard Henry Savage, whose latest book, "The Anarchist," has been a pronounced success.

The Chas. H. Sergel Co. is doing a good business, but suffered severely about a year ago, when the suicide of Mr. O'Donohue brought down the H. J. Smith Co., the Nile C. Smith Co., and others. Mr. Sergel's first success was "The Kreutzer Sonata," of which he sold nearly half a million copies. He was the first to bring out "Dodo," and did well with it. He deals largely in dramatic literature and in South American histories.

The W. B. Conkey Co., have about 1,200 hands employed in printing and binding. They have done little publishing as yet with the exception of Ella Wheeler Wilcox' poems, and the Peck's series. When the Morrill Higgins failure occurred, they got quite a stock of plates, and will do some publishing in the near future. Mr. F. K. Morrill is now with this firm. The manager of the business, under Mr. Conkey, is Robt. McLaughlin, a Toronto boy, who learned the printing in his native town.

The Veronee Pub. Co., on Clark street, do a small trade in spy literature. Their books are not suitable for the Canadian trade.

The E. A. Weeks Co. have been in business only a year, but already have an excellent list of twenty five cent books, in very attractive covers. Mr. Weeks was con-

nected previously with some of the firms who failed in the recent crash among the publishing houses in Chicago. To-day he has one of the best paying businesses in that city, and is rapidly extending.

Donohue & Henneberry have a big block on Dearborn street, and do a general printing business, as well as book publishing. Their leading thing in books is their line of juveniles, which were sold in Canada last year for the first time. They will have an exceedingly attractive line this year, which should commend itself to Canadians who desire something out of the ordinary.

The Schulte Pub. Co. have a great book entitled "Hell up to Date." It was brought out two or three years ago in large form at about \$3, as a subscription book, and was entitled "Hades up to Date." In this form it was a failure. It was then brought out in a dollar edition, with a new title, and its sale immediately ran away up into the thousands. The author is "Art Young," an artist on one of Chicago's leading dailies. Beyond this they publish very little of interest to Canadians.

Rand, McNally & Co. publish a large number of books little known in Canada. Their maps and atlases are much better known. They do a very large and paying business, and deal less than other houses in ephemeral literature.

The National Book & Picture Co.'s flat was in a state of disorder when I visited it, owing to a fire which gutted the flat above them a few days before. They have the Every-Day Cook Book for which they have quite a demand from Canada.

On the whole it must be acknowledged that these Chicago publishers, although they deal in cheap literature, are more enterprising than their New York competitors. The New York houses are failing; the Chicago houses are prosperous. True, trade has been somewhat flat since the bank panic of June, 1893, but it is reviving, and the Chicago houses have all weathered the storm and are stronger to-day than ever.

A remarkable fact must be noted. Very few of the publishing houses have printing and binding establishments of their own. Only three have so far as I know, viz.: Rand, McNally & Co., The W. B. Conkey Co., and Donohue & Henneberry. All the others let their typesetting, stereotyping, printing and binding out to contract, and confine themselves to the selling of the books after they are printed. I suppose this is due to the fact that a printing and binding establishment is profitable only when actively and continuously employed to its utmost capacity. Book publishing follows the seasons somewhat, and hence continuous employment for printing presses might not be possible. This plan affords a firm an opportunity of specializing more

than if all the processes in the development of a book had to be carefully understood and watched.

The Chicago publishers do an extensive trade with Canada and the Eastern States, but the bulk of their trade is with the Middle and Western States. Here the 25 and 50 cent paper books and the class of literature I have referred to as "ephemeral," finds its greatest outlet. The civilization of the west is not yet stable enough to admit of library editions being sold in very large quantities. The wilder life of "the new west" takes a wilder class of literature and a cheaper class of book.

Just now the publishers are somewhat disturbed over the amendment to the postal law which has been proposed by the Postmaster-General. Their books are published as serials, like magazines, once or twice a month, and pay the same postage—1 cent per pound—as is paid by all magazines and newspapers published in the United States. For many years the postoffice has been distributing these books at a loss, and the Postmaster-General proposes to exclude them from the privileges accorded to magazines and newspapers and make them pay eight cents per pound postage, just as cloth-bound books do. This proposal is now before Congress, and should it become law it will have the effect of cutting off the supplies to small retailers throughout the United States and Canada and throwing the business more into the hands of jobbers. The booksellers most affected will be the California men. The freight rate from Chicago to San Francisco is \$4 per hundred. An increase from \$1 per post to \$8 per post or \$4 per freight on every hundred pounds of books, would be a heavy tax on the western dealers. But if the books are now being carried at a loss, they can only look back with pleasant memories to the day when they got more than they deserved out of the Postoffice Department. One effect may be to increase the number of publishers in California and neighboring States.

The recent change in the duty collected on books shipped into Canada will also affect the Chicago publishers' trade. It increases the cost of 25 cent books about two or three cents, according to the size of the books, being highest on the largest and best books. It remains to be seen whether this will be a benefit to Canadian publishers or not—at present it is not a benefit to Canadian booksellers and newsdealers.

I came back to Canada with a glad feeling of relief. I was tired of hearing people discuss Coxe's Army and General Kelly, tired of hearing about coal miners' strikes, Polish laborers' strikes, the question of foreign labor, the breeding of small-pox and other diseases among the new slaves of the United States, "the European laborers"; tired of hearing men wonder if Congress would settle the tariff business inside of a year, etc. As

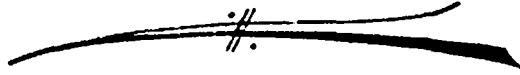
BR

THE BROWN SHIRT CO.

Wholesale Stationers

and General Merchants

BUNTIN, REID & CO., TORONTO



Full line of stock to meet all the
requirements of the Printing Trade.
Coated Papers and Cover Paper in
all shades and designs.

The largest and finest varieties
of Covers in America.

Bond Papers in delicate tints, Blue, Pink, Primrose,
Lavender, Opaline and Green.

Special features in our new lines of Cardboards and
Bristols, white and colored.

We are also agents for Wade's Celebrated Printing Inks
in all colors, a full line always kept in stock.

Printers would do well to get our prices and samples
before placing their orders elsewhere.

We have also considerable plant on hand which we are
offering at auction prices.

All correspondence cheerfully and promptly attended to.



one Canadian living there remarked: "The United States is a good place to make money in, but it is a mighty poor place to live in." So I was glad when, as I lay in my berth in the Wagner, the moonlight enabled me to see the dusky buildings of Detroit vanish from view as the ferry boat crept nearer and nearer the Canadian shore. I had come back to a land where labor strikes do not keep manufactories idle six months in the year; where tariff changes are announced one day and go into effect on the next; where liberty is restrained within sensible limits; where foreign immigrants are few; where bank panics are unknown; where no commonweal armies disturb the social atmosphere; where the mad race for wealth does not prevent a man living out his three-score-and-ten, nor the women from bearing children endowed with the hereditary qualities of desirable parents, and where there is much refinement and a deal of culture.

BOOK NOTES.

DESPITE the fact that "Marcella" was issued in two volumes at \$1 per volume—an expensive edition for the Canadian trade—over one-half of the edition was sold in 30 days. Mrs. Ward is the daughter of the late Dr. Thomas Arnold, of Rugby, and her father was a brother of Matthew Arnold, the poet and critic. She was born in Tasmania, and married in 1872, her husband, T. Humphry Ward, then being a tutor at Oxford. More recently he has been art critic of the London Times. He has edited a number of important compilations and art works. Mrs. Ward has written a great deal for encyclopedias, and had contributed numerous critical articles to Macmillan's Magazine before she published her first important work, the translation of Amiel's "Journal Intime." Since the appearance of "Robert Elsmere," Mrs. Ward has taken part in the founding of the University Hall, a London institution, based on the "Christian Brotherhood" settlement described in that novel.

"The Algerian Slave," by Guiseppi Caroli, is having a good demand, according to Cooper & Co.'s reports.

Sarah Grand's "Heavenly Twins" has been selling well in this country during the month. Weymouth's works are also going well.

"The King's Stock Broker" was issued last week, and is having a big sale. It has also revived the sale of the "Princess of Paris," of which it is the sequel.

"A Yellow Aster," published in D. Appleton & Co.'s Town and Country Library, is said by the author to be to some extent an expression of her views as to the effect of the maternal instinct upon women's lives.

The Pseudonym Library is becoming more popular every day. The Copp, Clark Co. are doing well with the cloth edition

that retails for 50c. They also supply the paper cover edition. The latest issue in this series is "The Hon. Mrs. Stanbury."

"The Story of the Commonweal" is a book issued by the W. B. Conkey Co., explaining the great industrial movement of 1894 which has made the names of Coxey, Kelley, Browne, etc., notorious. The book is said to have considerable economic value. Cooper & Co. are handling it.

"Youth," by Charles Wagner, and translated from the French by Ernest Redmond, is one of this year's important books. It has run through several editions in France, and is published in America by Dodd, Mead & Co., of New York. The trade in Canada is supplied by the Copp, Clark Co., Ltd.

Maxwell Gray, the author of "The Silence of Dean Maitland," is the nom de plume of Mary Glead Tuttle. She is the daughter of a physician who lives in Newport, on the Isle of Wight, where she was born. Her love of study has impaired her health so seriously that in recent years she has been a great invalid.

The Toronto News Co. will publish during April "Outlaw and Lawmaker," by Mrs. Campbell-Praed; "The Trail of the Sword," by Gilbert Parker; "Mr. Bailey-Martin," by Percy White, editor of the London Public Opinion, and "Red Diamonds," by Justin McCarthy. These books will all be great sellers.

Mr. Crawford's "Katharine Lauderdale" has run into the third edition in the States, and the Canadian edition has been exhausted. Mr. Crawford has already finished "The Ralstons," another novel in the Lauderdale series, in which he follows the fortunes of Ralston and his wife, who was Katharine Lauderdale. This latter story will appear serially before it is published in book form.

The Copp, Clark Co., agents for the Religious Tract Society, of London, report the following new books: "Early Church History," by J. Vernon Bartlett, M.A.; "The Printed English Bible," by Rev. R. Lovett, M.A.; "The Money of the Bible," illustrated by numerous woodcuts and facsimile representations, by George C. Williamson; "The Girl With a Talent," by Mary Hampden; "Round the World with the Union Jack," by W. H. Davenport Adams.

"The Scotsman" says that "Mrs. Barr's stories are always pleasant to read. They are full of sweetness and light." And certainly there must be a subtle charm in the books of this delightful authoress, as there is a steady and growing demand for her books. "The Beads of Tasmex" and "The Lone House" have both recently been published and have sold well. The trade in Canada is supplied by the Copp, Clark Co., Ltd.

Cooper & Co., 11 Front west, have some new books. "Mam'zelle Beauty" is a new book by Marian Crawford, a Chicago lady.

Another book by this lady will soon be issued. "Rosa and Ninette," by Alphonse Daudet, and "The Minister's Weak Point," by David McClure, are the two latest in Neely's Popular Library. They are quoting special prices on "Dodo," "A Yellow Aster," and "Ships That Pass In The Night." They are also quoting Laird & Lee's "Views of The World's Fair" at 25 cents; the regular price is 35 cents.

OFFICE SUPPLIES.

OFFICE supplies are usually in excellent range at the Brown Bros' establishment, but even their complete display has been augmented by various lines during the past month. Higgins' Eternal Ink is a new line and retails at 25 cents per bottle. Its name indicates its qualities. Iron inkstands have been restocked, and several large empty cases indicate how great is the call for this class of goods. Safety inks in various sizes of glass bottles have been opened up. Twine boxes and paper-weights are in larger display than ever. Circular and rhombic pencil erasers are two varieties which are capable of being used with greater ease and accuracy than the clumsy square blocks of rubber in vogue so long. Colored chalks are now put up a dozen large crayons in a box, to retail at 5 cents. Copying presses, with both lever and wheel, are shown in longer range than ever, and either kind as preferred can be supplied. A steel brush ink eraser is a small novelty of inestimable value.

DRYING COATED PAPER.

TWO forms of apparatus recently patented are designed for drying paper to which a coating has been applied. These are to be used in connection with the usual coating machine.

One apparatus consists of a combination of an upper and lower conveyor belt, a series of transporting tapes co-acting with the lower conveyor belt, and a series of flier sticks adapted to support the paper from the upper conveyor belt to the transporting tapes, the sticks in their raised position being at an angle to the upper conveyor belt and in their lowered position parallel with and slightly below the upper surface of the transporting tapes and in horizontal alignment with the lower conveyor belt.

In the other apparatus there are two carriers moving in a horizontal plane and a series of sticks adapted to rest upon the carriers and to support a web of paper, with means for automatically reversing the sticks to bring their lower sides uppermost, these means comprising two forks pivotally supported at their closed ends adjacent to the carriers respectively and revoluble about their pivots in a vertical plane, and means for normally retaining the forks in such position that the sticks will successively enter their open ends.

TRADE CHAT.

THE Quebec Paper Bag Co. opened their new factory in St. Roches recently. This is an entirely new industry. It is said that the factory has a capacity for turning out 100,000 bags per day.

W. J. Gage and family leave in a few days for Great Britain.

The affairs of the J. E. Bryant Co. will be wound up under order of the court.

Emil Nerlich, of Nerlich & Co., sails from Liverpool for Canada on May 30.

A. F. Rutter, of Warwick Bros. & Rutter, has been elected president of the Toronto Employing Printers' Association.

W. C. Cunningham, with Buntin, Gillies & Co., Hamilton, has gone to the Pacific Coast in the interest of his firm.

Mr. Bell, the hustling book traveler for the Copp, Clark Co., is resting in Toronto for a few days, planning fresh campaigns.

Hart & Riddell will supply this year's blank books to the Toronto Corporation, and the Copp, Clark Co., the stationery.

Daniel Conrad, book-eller, Aylmer, Ont., is moving into a new and more commodious building, where he will no doubt continue to do a good trade.

Jas. Lorie, who has been with the Barber & Ellis Co. for a number of years, has now signed with the E. B. Eddy Co., and will do the city trade.

Buntin, Gillies & Co. are advertising bargains in foolscap, ruled as prescribed by the Educational Department, for the school examinations next month.

Mark Twain's publishing firm, C. L. Webster & Co., has failed. Mark should have been content to leave the publishing of his books to someone else. Liabilities, \$250,000.

New books are issued in this country at the rate of about 5,000 a year. The chief value of some 4.8% of them lies in the fact that they make business for paper mills and printers. — Minneapolis Tribune.

Mr. Hunt will soon move in the Dominion Parliament that books printed or published by any fraternal, charitable, or religious association, being the annual reports of such bodies, shall be admitted duty free.

The Melita Man Enterprise has been giving Murray & Co., booksellers, Rat Portage, some free advertising because they refused to pay for an advertisement inserted in the Enterprise, from which they claimed to have heard nothing.

The change of the tariff on books from ad valorem to specific has introduced the worst features in the tariff in that important business. On "holiday" books, illustrated books for children, and works in a style of binding accessible to poorer purchasers, the duty has been increased from four to five fold. On more expensive works the duty has been greatly decreased. Many works in fancy

styles of binding will only be taxed one third of the former levy. As an instance given by a prominent dealer, the tax on Prof. Goldwin Smith's new work is just one-half what it was under the old rate. — Toronto Globe.

Mr. Hugh C. MacLean, of the J. B. MacLean Publishing Co., trade journal publishers, Toronto, was married on the 2nd inst. The lady is a daughter of Mr. T. J. Dyas, of the Mail, and niece of the late — Dyas, the founder of BOOKS AND NOTIONS.

Roger & McLean, formerly Government printers, have recovered of the Dominion Government \$24,000.82, as the amount they had lost by the Government's breaking its contracts with the firm. This will take away a few years' profits from the Government printing office.

An international exhibition of book and paper industries is to be opened in Paris in July next. It will comprise the various branches of the manufacture of books and paper, as well as machinery implements, and material used in printing and illustrating books.

M. L. Harrison, stationer, St. John, N.B., has assigned to Thomas Linton. Harrison commenced in '79, was unsuccessful, and failed in '87, with liabilities of \$4,000, assets \$1,800. He compromised at that time, paying 25c. on the dollar, and has been in a small way since.

The fifth issue of *Fin, Fur and Feather*, the sportsman's pocket journal, is just to hand. It is published at Amherst, and the editor and proprietor is Claude de L. Black. The journal is a monthly, and is devoted to the protection and propagation of fish and game, and healthful and honorable recreation.

D. Appleton & Co., publishers, New York, have leased for ten years the six upper floors of the newly completed seven-story brick and stone front building at the north west corner of Fifth avenue and Thirteenth street. The building, which is of fireproof construction, is equipped with two elevators and is otherwise desirable for publishing purposes.

A pleasant event took place last Friday in the warehouse of Buntin, Gillies & Co., when W. A. Truman was presented with a purse containing a handsome sum by his fellow employes in honor of his wedding, which occurred a short time since. The employes assembled on the second floor, and Mr. Graham, the manager, made the presentation, accompanying it with a few happy remarks. Mr. Truman was so much surprised that he was unable to reply at length, but thanked his fellow employes.

Frederick Thibaut, president of the Gebhardt Berthiaume Lithographic Printing Co., Montreal, died last month, after an illness of a week's duration. The deceased was sixty-three years of age, and had been a resident of Montreal for twenty-five years, coming from New Orleans, where his father had made a fortune as a cotton planter, but

lost it during the war. He came of old French Creole stock, and was very popular among the circle in which he moved. He leaves a wife, a married daughter and unmarried son.

The Imperial Writing Machine Co., of Montreal, is applying for incorporation. The object is to manufacture, buy, repair and deal in typewriting machines, etc. The capital stock is \$400,000 and the applicants are: Hon. George Alexander Drummond, Sir Donald Alexander Smith, James Ross, Hugh McLennan, Hon. Charles Carroll Colby, Wellington Parker Kidder, (Boston); Clement Biddle Smyth, (Wilmington).

J. R. Scott, manager of the Paper Co. at Napanee, has given the works a thorough overhauling, including the reshingling of all the buildings preparatory to beginning the manufacture of paper by May 1st. He is also erecting a large stock house. John Christie, for many years identified with the Napanee Paper Co., will live there, still holding his position as assistant manager of the firm.

J. Castell Hopkins, late of the Empire staff, has opened a broker and real estate office in Toronto, and will pursue a business calling as well as his journalistic work. His articles in the April and May Forum have attracted a great deal of attention, and they have brought Mr. Hopkins much fame. As a Canadian writer, Mr. Hopkins had many difficulties to overcome, but his indomitable energy has placed him in the front rank of magazine writers.

Geo. Warwick, of Warwick Bros. & Rutter, was married last Tuesday to a most estimable Ottawa lady, Miss Murphy. Mr. Warwick is one of the best known businessmen in Toronto, and his numerous friends will be glad to hear that he has been removed from the troubles and trials of the single estate by a very popular and charming lady. Mr. Warwick and his bride left on the Teutonic for Great Britain, where they will spend a few weeks, returning to Canada about the 1st of July.

An English paper, published in the interest of the paper manufacturing industry, says: "Despite what may be said to the contrary, wood pulp as a paper making fibre has met with phenomenal success in Great Britain." It is not so very long ago that English paper makers wouldn't have wood pulp at any price. But when an Englishman is once convinced, he is convinced, and for all time. Look out now for the investment of English capital in the manufacture of pulp in Canada — The Paper Mill.

A strong combination has been formed by W. H. Bleasdel and H. J. Hollinrake to continue the old and well established wholesale business of W. H. Bleasdel & Co., Toronto, importers of fancy goods and druggists' sundries, also foreign agents. This firm may look forward to a successful future, as both the partners are enterprising and shrewd business men.

PENS AND PENMAKING.

IF there is one thing more than another the average man is "faddy" about, it is his pen. Woe betide the manufacturer who, albeit with the best intentions, deviates in the slightest from the former make of a pen. The alteration is noticed immediately, and strongly protested against. "The pen is not the same" is the general verdict, simply because the name has been altered from "The Unscratchable Pen" to the "Anti-Scratcher," or because the color is bronze instead of white as formerly.

In vain the luckless maker informs his customers that the two pens are identical, except the inscription or color, and, as a matter of fact, were made with the same tools; the majority will insist on having the old make. The process of reasoning by which they decide that the writing capabilities of a pen are affected by such immaterial changes is a problem the reader may work out for himself.

Steel pens being now almost a necessity, it may readily be surmised that makers often receive suggestions for improvements from outside sources. The idea of utilising the "heel" of a pen as another nib is a particular favorite which crops up with perennial freshness.

The present day writer has the choice of an almost endless variety of shapes, from the Lilliputian lithographic pens—some of which will make a line broader than themselves—to the giant magnum-bonum or parcel pens, the latter with points an eighth of an inch broad and sufficiently hard to write on wood; pens ranging in "touch" from the flexibility of a camel-hair brush to the flexibility of a poker; pens with points turned up and points turned down, also divers patent points of more recent invention, the perception of which has dispelled for ever the prejudice imbedded in the public by the use of the goose quill during several centuries.

Apropos of magnum-bonum or barrel pens, the survival of the fittest is well exemplified by the decay of this once popular pattern. A couple of decades ago "mags" were manufactured by thousands of grosses, but in this economical age an order of any magnitude is a *rara avis*.

On being shown over a pen factory, the invariable remark of a stranger is: "Wherever do all the pens go to?" A natural question too, when one considers that the weekly output from Birmingham, the seat of the industry, is estimated at 150,000 gross; in other words, the prodigious quantity of 1,125 millions of nibs per annum. There are half-a-dozen firms in the hardware city who manufacture between 4,000 and 5,000 distinct varieties, each in two, three, or four gradations of point, suitable for writing in any language and on any paper.

One man's meat is proverbially another man's poison, and this is peculiarly applicable to pens. Shapes sold largely in Holland, for instance, are positively unsaleable

in England; and, remarkable as it seems, several patterns current in Naples and the South of Italy are practically unknown in the North. One shape, called the "oblique" pen, however, is much favored both in Spain and—mark the contrast—Scandinavia.

The most popular pattern for the home market is the well-known "shoulder" pen, with the good old "J" a close second; the latter being also exported in large quantities to India, where the natives file the points obliquely to suit their style of writing from right to left.

"I have a pen which writes so badly that it reacts on my composition and my spelling," wrote the late Cardinal Manning to Sergeant Bellasis, in a letter recently published. Probably the article at fault was not the pen, but the paper. An "extra fine" pen cannot give good results on a coarse paper, and the writer who makes a judicious choice in the pen used, according to the paper written upon, will be well repaid.

Most pens undergo ten or twelve distinct processes, usually requiring a period of five or six weeks. Cards exhibiting these processes have been distributed in this country by enterprising manufacturers, and have done much to dispel the popular delusion that pens are produced by putting a strip of steel in a kind of sausage machine, which turns out the article at the other end ready for use.—Tit Bits.

STOCK-TAKING.

AT this season of the year every merchant takes stock, or, if he doesn't, he expects the sheriff to do so shortly. There cannot be the least doubt that the stock will be entered up at its proper value by one of the parties.

Stock-taking is an old habit. It is said that Adam took stock when he left the Garden of Eden, and found he had one wife, two fig leaf aprons, and a sad heart. Then everybody knows of that old Jewish saint who took stock—the stock that had stripes, or bars, to distinguish them from those who had not. Then, some of the heathen who lived in those times took stock that didn't belong to them; and some people in the Western States have a similar habit.

But the stock taking in which dry goods merchants are most interested is a modern invention; so modern that some merchants seem to think that they will be liable to imprisonment for infringing on a patent if they use it. But we have taken the pains to investigate the situation, and can assure Canadian merchants that there is no danger to them from this source. As the poet says, the right to take stock is "as free as the morning air."

Many merchants have a wrong idea of stock taking. Some men in taking stock would just find out three things: the invoice price of all the goods unsold, the amounts owing wholesalers and the amounts owing him. So firmly does this idea seem to have

got hold of merchants, that many of them will enter up the suit they have been wearing for two years at its full cost price—\$8.75. They never seem to realize that anything they have bought can depreciate in value; they never see the depreciation in that suit, until the second-hand clothes man remarks that he would give 25 cents for the suit, with a new shirt thrown in. But stock depreciates after the close of each season, and the merchant who recognizes this and acts accordingly, is the man who is making a success of his business.

To estimate stock at its true value is the secret of successful and beneficial stock-taking. The man who cannot see exactly what stock is worth what was paid for it, will not benefit much from the process. It is like eating food and not digesting it. It is like lending a man \$5 for a couple of hours, and when he comes for another five, taking no lesson from the fact that the first five was not returned.

Stock-taking should separate the goats from the sheep. It should divide the stock into two classes—the one class that is sound and healthy and doesn't need the doctor's care, and the other class that must be brought forward into the sunlight, undergo a surgical operation under the price-trimming knife, and then be discharged from hospital as soon as possible.

Such stock-taking teaches the taker that any price for last season's goods is better than holding them. Some goods can safely be held; others depreciate 25 per cent. each succeeding season. Stock-taking indicates these goods, and the merchant can only be benefitted if he brings out these goods and keeps his eye on them until they are gone.

When the stock has been taken at its proper value, and the liabilities and assets summed up, the profits for the year are shown. These profits should be sufficient to pay for the risk, the interest, and the merchant's salary, and leave a nice surplus. This surplus, and this surplus only, is the net profit; the other amounts are merely earnings. The merchant should not make a mistake about this.

If the merchant has more than one class of business combined under his roof, each class should show its profits distinct. Every department's profits should be shown singly. It is only thus that the merchant can discover what part of his business is a profitable venture, and what part of it may prove a maelstrom for his capital.

DUTTON'S PUBLICATIONS.

THE Copp, Clark Co. have sent out circulars announcing that they will show the trade the full line of E. P. Dutton & Co.'s publications. This includes toy books, booklets, calendars, board books, etc., and full samples will be in travelers' hands shortly. These goods need no introduction to Canadian booksellers. The name is *synonymous with excellence*.

SPECIAL MONTREAL NEWS.

APRIL has not been a bad month at all with the local book trade, especially with the retailers. It was expected that business would show a falling off, and indeed it did lack a good deal of the vim usual, but to their surprise they found on adding up the month's sales that it was in a great many cases an improvement on last years. In the cheaper grades of books the approach of hot weather has given a slight stimulus to the sales of paper cover novels and business is beginning to pick up. That it is as good as last year's is the general consensus. Fancy goods people are busy just at present getting their fall stock into shape and attending to any incidental business that may come along. This latter compares favorably with last year's.

The new book duties, now that dealers have had a fair opportunity to become acquainted with them, are giving a good deal of satisfaction and the ranks of the dealers in low priced goods, who were at first the principal objectors to the new duty, have been somewhat seriously depleted. The dealers in the better class books say that after a book costs a dollar the new duty is practically the same as the old. On a fifty cent book - and most of the better class of imported books are sold at that figure - the duty amounts to about a cent more. Some firms say that publishers have been writing to make them an allowance on this score, so that they are making as much to day as they did under the old duty. The cheaper class of books are feeling the new duties somewhat severely, in some classes the increase being as much as 50 per cent. "This is not the great hardship it would appear," said one gentleman, whose business is not in this class of literature but in the grade just above it. "Nowadays the newspapers should take the place of these publications. When a thing is worth publishing the Canadian publishers will take it up, when it is not they should leave it alone, and will do it."

Mr. Stead's book, "If Christ Came to Chicago," is not creating a great sensation in Montreal. Some of the book stores keep it and some do not. The Montreal News Co. are not handling it. The publishing house sent a consignment to them, and Mr. Brophy, the manager, looked over a sample copy and came to the conclusion that his firm did not care to handle it. They left the consignment in bond "Some of our customers wrote us asking if we could supply them with it, and we replied that we could not, explaining our reasons. The book is not one we would care to handle, and so we left it alone. The Government should have prohibited its importation." Some local retailers have directly imported small consignments, which have gone off slowly in spite of the advertising given it by the local press. The purchases made of it by the class for whom Mr. Stead intended it have been very

small. The majority have been taken by those people who are better able to criticize Mr. Stead's effort than they are to learn anything of Chicago's want of morality from it.

Fishing tackle is going very well now, and Messrs. Porter, Tesky & Co. say that their business this year in this line will show a considerable increase over last year's. Lawn tennis sets are another thing for which there is considerable demand, and the indications are that the game will be more popular than ever this summer. Some new and handsome rackets are shown.

Rev. Prof. Campbell, of the Presbyterian Theological College, whose indictment for heresy before the general assembly of the church last year will be remembered, has just had published on the request of a number of his friends a sermon, "The Great Election," which he delivered some time ago. The printing was done by Messrs. John Lovell & Son, and the pamphlet is being handled by Messrs. Drysdale & Co.

The firm name of John C. Watson & Co., the wall paper manufacturers, has been changed, while the personnel remains the same. The new style is Watson, Foster & Co., a well-deserved compliment to F. S. Foster, who has been connected with the firm for a number of years.

The wall paper manufacturers are well pleased with the list change in the wall paper duties. Colin McArthur says that now they can fight the American cut-throat prices. The duty of 35 per cent on ungrounded papers meets the exigencies of the case.

Mr. Foster, of J. C. Watson & Co., says that the wall paper prices will be lower this season. The firm are now busily engaged on their samples, which will be ready in June. They are an exceedingly handsome lot, and, like all the past productions of this well-known firm are very well printed.

Colin McArthur, who has been in Atlantic City, N.J., for the benefit of his health, has returned, much improved.

U. S. NEWS.

The plant of the *Cosmopolitan Magazine* will be removed to Irvington-on-the-Hudson, N.Y., in the near future. John Brisbin Walker, editor and publisher of the magazine, has already taken up his residence at Irvington.

The Elezevir Co., New York, has failed, and it is to be hoped this will end John B. Alden and his cheap literature. The liabilities are about \$30,000.

Richard Worthington, formerly secretary of the Worthington Company, publisher, New York, was held in \$1,000 bail in the Tombs Police Court on April 27, on a charge of perjury. The complaint was made by Joseph J. Little, of J. J. Little & Co. In proceedings for the dissolution of the Worthington firm the accused testified that he had discounted at the East River National Bank

notes made by Margaret Worthington, who was the head of the company, and that when these notes fell due he paid them in checks drawn by Margaret Worthington. The bank cashier swore that his bank had not discounted the notes. On Tuesday last Justice Martin discharged him from custody.—*American Stationer.*

THE WALL PAPER DUTIES.

WHEN the duty on wall paper came up for discussion in Parliament the Minister of Finance announced a change exactly as was outlined as being necessary in the *April BOOKS AND NOTIONS*. It was indicated there that the New York combine were slaughtering goods and selling at or below cost, to the detriment of stable manufacturing in this country, and to allow a change of duties to give them great advantages in Canada just at this moment would be disastrous. It might have had the effect of cheapening papers this year or until the Canadian factories were crushed to earth, but after that the Canadian public would be at the mercy of an American combine.

So this Canadian Government, which had played such havoc on book duties, did a wise thing when it changed the proposed duty of 35 per cent. to 35 per cent. on ungrounded papers and 1½ cents a roll and 25 per cent. on grounded and all ornamented papers. That is, the very cheapest grades are left at 35 per cent., while brown blanks, white blanks, gilts, etc., pay 1½ cents and 25 per cent.

The duty on a brown blank costing 4 cents in the States will thus be 2½ cents or 62½ per cent. Under normal circumstances this will be about the highest rate of duty now paid. On white blanks the duty will be about 50 per cent., while on gilts it will average about 32½ per cent. It is on brown blanks and white blanks that the greatest cutting has been going on, and it is on these lines that the highest protection is maintained.

Should the New York combine again raise its prices, or should it be broken up, the Government will be fully justified in removing the specific duties. But under present circumstances every Canadian must believe that the present rate is necessary and desirable.

NEW MUSIO.

Among the recent publications of the Anglo-Canadian Music Pub. Ass'n are a couple of songs for baritone or bass which are having a very satisfactory run. "Salt Sea Foam," by J. D. A. Tripp, is a rollicking nautical song of the "Yo! heave ho!" style and has a really good effect. "Private Tommy Atkins," by S. Potter, is also, a taking song of a military character. A march has been arranged from the latter song which is published by the same house under the name of "Tommy's Own" march.

MAP-MAKING.

MAP-MAKING is a work to which labor-saving devices have contributed little or none. According to J. G. Bartholomew, of Edinburgh, who has been interviewed by an English newspaper, the art of cartography is still in its infancy, and the public does not appreciate good maps enough to encourage the producers. He says: "A better knowledge of geography and more discrimination on the part of the public would certainly lead to the production of a higher class of maps, but at present they are only appreciated by a select few, and I am sorry to say that many of our best new maps do not pay—they have cost thousands of pounds to produce, and they are no more in demand than the old ones at the same price." Of the training and work he says: "It is personal business; it depends on the originative powers of the cartographer at the head of it; and the qualifications being somewhat hereditary, having once taken root here, it has continued to grow. The men who started it kept pace with and anticipated the requirements of the time; they associated with them and trained a special staff of skilled workmen for the production of work requiring so much care and exactness. Indeed, almost the only way to get assistants for our work is to train them. The apprenticeship is long, and involves more intelligence and patience than are apparent at first sight.

"To make a map, first, I must have a clear idea of what I want to illustrate—which features are to be brought into prominence. After forming a metal draft of the proposed map, I set about collecting the materials for its preparation. A thorough knowledge of the best and latest authorities is of the greatest importance, and only to be gained by reading all the geographical literature of the day."

The article thus describes the scene in the workshop: "On entering the engraving department one instinctively gets the impression that here, if anywhere, is plodding industry. And this is confirmed by a glance at the work, which is being carried on so so silently and patiently. Bending over about twenty brightly-polished copper plates, as if fascinated by some irresistible charm, are about twenty engravers nipping out of the copper microscopical rivers that esteem but lightly the honor thus conferred, quiet country villages that have no rivalry with a neighbor on the map, or secluded country roads whose dust or precarious ruts are only disturbed by the mail-gig at noon and evening. Above each workman a glass screen is suspended to deaden the light and prevent any simmering of the plates. In producing the map, the engraving occupies most time and requires most painstaking workmanship. Some idea of the amount of work involved in this stage may be gathered from

the fact that it takes a year to engrave a map of Scotland, done ten miles to the inch. There are no short cuts or royal roads; the engraver must go over every line, name, river and hill before the plate leaves his hands. To get the impression of the original copy of the map on the copper the engraver takes a tracing. Meanwhile the surface of the plate is covered with a thin coating of beeswax, and on to this the tracing is transferred, the work being drawn with a special kind of ink."

THOMAS MOORE AT LACHINE AND ST. ANNE'S.

IN the month of August, 1804, Thomas Moore visited St. Anne's in an excursion he made up the Ottawa River. Tradition recalls the house wherein he spent some days as the guest of Simon Fraser, a factor of the Northwest Company and father of Mrs. J. C. Tunstall. The house where he stayed is the property of Mrs. Tunstall, and is still known as the Moore House. On his way down to Montreal he also made a short stay at Lachine, a guest of a relative of Mr. Grant, in a stone house near the lock, about two hundred yards west of the tollgate. It was while the poet remained in this house that he composed the "Woodpecker," the incident therein referred to having occurred between the house and the old canal.

Moore was charmed with all he beheld. He refers to the bell of St. Anne's tolling its evening chime. He was especially touched with the devotion of the voyageurs to the titular saint of the parish. "It is singularly gratifying," he says, "to discover that to this hour the Canadian voyageurs never omit their offerings to the shrine of St. Anne before engaging in any enterprise, and that, during its performance, they omit no opportunity of keeping up so propitious an intercourse. The flourishing village which surrounds the church on the green isle in question owes its existence and support entirely to their pious contributions."

He had one and perhaps several outings on the Ottawa river, where he heard our voyageurs singing:

Dans mon chemin j'ai revu
Deux cavaliers très bien montés.

They had good voices, he adds, and sung perfectly in tune together. He frequently heard the melody while drifting down the St. Lawrence, and his mind was fired by the charm of the voices and the beauty of the scenery. He harmonized the air of the voyageurs, and composed the Canadian boat song which has made the river Ottawa a classical place in every one's imagination. Dr. Scadding and Dr. Wilson declare that it has become alike in words and air a national anthem for the Dominion. Mr. Davin says that the verses of Moore are known to every school boy, and echo every summer along our lakes and rivers.*

"Without that charm," adds Moore, "which association gives to every little memorial of

scenes or feelings that are past, the melody may, perhaps, be thought common and trifling, but I remember when we have ventured at sunset upon one of these beautiful lakes into which the St. Lawrence so grandly and unexpectedly opens, I have heard this simple air with pleasure which the finest compositions of the first masters have never given me."

A CANADIAN BOAT SONG

Evenly as tolls the evening chime
Our voices keep time and our oars keep time;
Soon as the woods and the shore look dim,
We'll sing at St. Anne's our parting hymn
Row, brothers, row, the stream runs fast,
The Rapids are near and the daylight's past

Why should we yet our sail unfurl?
There is not a breath the blue wave to curl;
But, when the wind blows off the shore,
Oh, sweetly we'll rest our weary oar
Blow, breezes, blow, the stream runs fast,
The Rapids are near and the daylight's past.

Ottawa's tide, this trembling moon
Shall see us float over the surges soon;
Saint of this green isle, hear our prayers,
Oh, grant us cool heavens and favoring airs
Blow, breezes, blow, the stream runs fast,
The Rapids are near and the daylight's past.

* The Irishman in Canada.

WOOD PULP FOR PENCILS.

ONE of the difficulties which have stood in the way of the substitution of paper pulp for wood in the manufacture of pencils, says Industries, has been the toughness of the paper covering, and its consequent resistance to the action of a knife; but by a new process which has lately been introduced, the molecular cohesion of the paper is modified in such a manner that it can be cut as easily as cedar wood. In realizing this the paper is in the first place made into tubes, and a quantity of these are placed in a frame at the lower end of a cylinder, the substance which is to be used as marking material being placed in a cylinder while in a plastic condition, and sufficient pressure applied to force it into the hollow centers of the paper tubes, the mechanical appliances for this operation being such as to insure the most perfect result. After the completion of this process the pencils are dried in a gradual manner at increasing temperatures for six days, and then plunged into a vessel of molten paraffine wax, which renders the paper pulp of the required texture.

A REDUCTION IN PRICE.

When the dealer can buy Chase's mucilage pot at a price which enables him to retail it at 60c. with a good margin, he is getting a snap and he knows it. When he can buy them so as to be sold "close" at 50c. he must be delighted.

Buntin, Gillies & Co. live in Hamilton, but that does not prevent their making large importations of right goods and securing special prices. They are making a specialty of the goods mentioned at a price never equalled in the trade. In fact, they have always some specialties which no wise dealer can allow to pass into the control of a retail competitor.

A NEW WALL PAPER FIRM.

A NEW wall paper firm in Montreal is Watson, Foster & Co., successors to John C. Watson & Co. While the firm name is new and the partnership has been re-arranged, the management will remain the same.

J. C. Watson, so long and favorably known to the trade, will retire from active business, although he will remain as a special partner. He was presented with a complimentary address and a gold watch and chain by the travelers and employees, while he presented each of the travelers with a handsome diamond ring as a souvenir. Mr. Watson is a native of Glasgow, and has been a resident of Canada for forty years. After some years of crockery importing, he went into wall paper manufacturing in 1880. While in business he made a host of friends who will wish him every happiness in his leisure.

Hugh Watson, who has managed the business office with great success, and with



MR. F. S. FOSTER

full satisfaction to the firm's customers, will continue to perform the same duties. As a partner in this business, Mr. Watson is favorably known and thoroughly respected. Much of the firm's success is due to his ability.

A portrait of the other partner, F. S. Foster, is given herewith, and although a comparatively young man, he stands unexcelled as a wall paper manufacturer and as a manager. His fourteen years' experience in this business has given him a thorough knowledge of every detail of manufacturing, and during the past three years as managing partner, the firm has had a run of unexampled success. Mr. Foster has during this time had complete charge of the factory, has supervised the selection of designs and the manufacture and application of coloring, etc. The lines manufactured by this firm have been so taking that the business is half as large again as it was when Mr. Foster assumed control. He had an opportunity, he was capable of grasping it and reaping the benefit. In fact,

the firm now claims to be making more than one-half the number of rolls made in Canada.

With Mr. Foster as managing partner, and Mr. Hugh Watson in control of the office, the business will go on as before—progressing and expanding. Already a line of samples is being prepared which, Mr. Foster asserts, will lay over anything ever shown in Canada, and will be sold at prices which are much lower than at previous seasons.

The new firm is thus really the old firm, and the many friends and customers of the old will be friends and customers of the new.

MAGAZINES.

OUTING for May seems to hold the life of Spring in its pleasant pages. Illustrations and text appeal strongly to the lover of sport and the student of Nature, and plead eloquently in behalf of healthful outdoor recreation. Notable features are: "Sketching Among the Crow Indians"; "Sharp Time on the Mattawa," by S. C. Kendall; "The Mail Carrier's Daughter," by Jessie F. O'Donnell; "Spring Snipe Shooting," by Ed. W. Sandys; "A May Day's Trout," by H. P. Beach, and "Combination Rowing and Sailing Boats," by Capt. A. J. Kenealy.

Since the Forum has been reduced to 25 cents, the Toronto News Co. has doubled its supplies, and reports the demand as still increasing.

Chas. G. D. Roberts finds plenty of room in the American Magazine for all the poetry which springs from his fertile brain. He is maintaining his position as the leading Canadian poet.

Both the April and May issues of the Forum contained articles by J. Castell Hopkins, recently of the editorial staff of the Empire, Toronto.

An amply illustrated character sketch of Louis Kossuth appears in the May Review of Reviews. Besides portraits of Kossuth at various stages of his career, there are several reproductions in rare prints, representing battle scenes in the Hungarian revolution, which were suppressed at the time.

Every bookseller will be interested in the review of "Marcella" in the May Canadian Magazine. It is by John A. Cooper, the editor of this journal. An article by this writer appeared in the March issue of the Canadian Magazine, and received more attention from United States papers than any other magazine article that has been published during the past year.

A leading feature of the Century for May is the first of a series of papers by Thomas G. Allen, Jr., and William L. Sachtleben, recounting their adventures in a journey "Across Asia on a Bicycle." The ground covered in the first paper is from the Bosphorus to Mount Ararat. The objective point of the journey was Peking, and for the greater portion of the way the route was parallel and occasionally identical with that of Marco Polo. The account will be illus-

trated by a large number of unique photographs taken by the writers during this adventurous trip in a region almost unknown to the western world.

The complete novel in the May number of Lippincott's is "The Autobiography of a Professional Beauty," by Elizabeth Phipps Train, whose hand is light but firm and sure. This work of a little-known writer is remarkable for the freshness and brightness of its style; the heroine is conducted through manifold social and moral dangers to a safe haven. Gilbert Parker's serial story, "The Trespasser," reaches its fifteenth chapter, and will be concluded in another number. "Her Concert," by Dorothy E. Nelson, records a pathetic incident in the life of a reduced gentlewoman. In "The Young Ravens that Call Upon Him," Professor C. G. D. Roberts gives a strong and careful sketch of wild life.

The May Arena closes the ninth volume of this leader among the progressive and reformative reviews of the English-speaking world. The table of contents is very strong and inviting to those interested in live questions and advanced thought. Among the important social and economic problems discussed and ably handled in a brave and fundamental manner, characteristic of this review, are "The First Steps in the Land Question," by Louis F. Post, the eminent Single-Tax leader; "The Philosophy of Mutualism," by Prof. Frank Parsons, of the Boston University Law School; "Emergency Measures for Maintaining Self-Respected Manhood," by the editor of the Arena. The Saloon Evil is also discussed in a symposium. One of the strongest papers on Heredity that has appeared in recent years is found in this issue from the pen of Helen H. Gardener. Rev. M. J. Savage appears in a very thoughtful paper on "The Religion of Lowell's Poems"; a fine portrait of Lowell appears as a frontispiece. Dr. James R. Cocke contributes a striking paper on "The Power of the Mind in the Cure of Diseases." A strong feature of this number is a brief character sketch by Stephen Crane entitled "An Ominous Baby." Stinson Jarvis' series of brilliant papers on "The Ascent of Life" closes with this issue.

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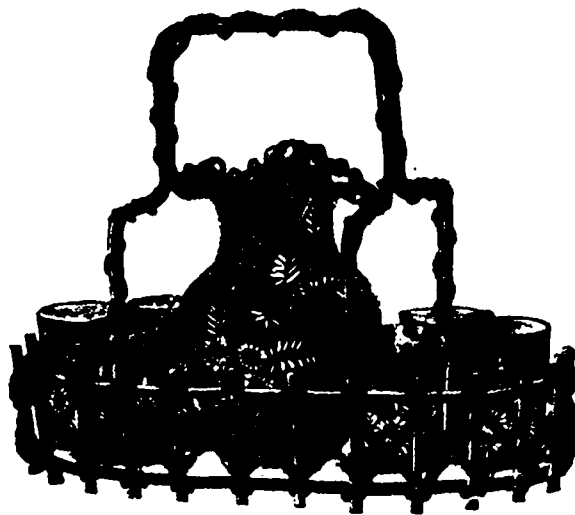
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BOOK REVIEWS.

THE GUN-BEARER. A War Novel. By Edward A. Robinson and George A. Wall, authors of "The Disc," etc. Illustrated by James Fagan. Cloth, \$1.25; paper, 50 cents. Robert Bonner's Sons, New York.

"The Gun-Bearer" is a story of the great Civil War. It opens with the cry of war sounded by a newsboy through the stormy midnight air in a country village. There is a hasty gathering at the village tavern, and intense excitement over the firing on Fort Sumter. There is a delightful romance woven in the hero's life, but the great interest of the story is in his adventures in the army. We have never read anything giving a more vivid picture of a soldier's life and feelings in camp and in battle than "The Gun-Bearer." On every page are proofs that it is drawn from the writer's experience. None but a soldier could have written it.

BERNARDIN DE ST. PIERRE. By Arvede Barine; with portrait, and a preface by Augustine Birrell. Cloth, \$1.25. London: T. Fisher Unwin; Toronto: The Copp, Clark Co., Ltd.

The following extracts from the preface will give some idea of the treat in store for him who reads this entertaining biography. "St. Pierre was no ordinary person, either as man or author. His was a strong and original character, more bent on action than on literature. Though a master of style and a great painter in words, he was ever a preacher. His masterpiece—as the French reckon Paul and Virginia to be—came by chance, and is but a chapter in a huge treatise, a parable told by the way in a voluminous gospel. Bernardin de St. Pierre was as obstinate a theorist as ever lived, and his theory was that Providence had fashioned the whole world with one intent only—namely, the happiness of man. That man was not happy, St. Pierre sorrowfully admitted; but there was no reason whatever, save his own folly, why he should not be as happy as the days were long. The terrible catastrophes of life—plague, pestilence, and famine, earthquakes and shipwreck—counted with him as nothing."

THE RAIDERS, by S. R. Crockett. **THE STICKIT MINISTER,** by S. R. Crockett. Canadian Copyright Editions. Methodist Book and Publishing House, Toronto.

A review of these two books in connection with some information concerning the author's life was given in the April issue of this journal. Dealers should be careful not to import foreign reprints, as notices have been sent to all the customs officers that copyright has been secured on these two books. Moreover, the Canadian editions of these two books are really creditable, and worthy of the trade's support. The title page of

"The Raiders" is done in two colors, a feature which is extremely pleasing, but seldom seen in Canada. The Methodist Book and Publishing House are really the only publishers in this country of whom the dealers can speak with a glow of pride. They have, considering their limited market, shown a commendable energy and a deserving patriotism in undertaking tasks which were difficult and, perhaps, thankless. But they have given to the country many books which will benefit it in numerous ways, and will especially be an encouragement to the authors of this young nation. A nation's strength lays not wholly in material possessions; often it lays still more in its educational facilities, the sturdy independence of thought among its citizens, and their intense regard for peace, order and good government. No nation was ever made without a literature; no nation can be a nation without producing a literature. Canada is producing a literature; and it is as wicked to condemn it as it is to discourage the child's first attempts to walk. Publishers who encourage Canadian books, or even Canadian editions, as in the case under consideration, should in turn receive the encouragement of the trade.

HORACE CHASE. A novel by Catherine Fenimore Woolson. New York: Harper and Brothers; Toronto: Fleming H. Revell Company.

This novel, written by the lady whose recent tragic death in Paris has aroused such comment, contains a vivid portrayal of life. The scene is laid in the Southern States, and the characters portrayed in the everyday of life but add to the fascination. The leading character is a young lady, Ruth, who, like so many other young women, married because she was fascinated by a clever young man. And Horace Chase, like so many of the sterner sex, married for entertainment. As in this case, so in the everyday occurrences, the woman finds herself possessed of a heart and later finds it is given involuntarily to another's keeping; and as often does the man find this infatuation gradually ripens into the deeper and more lasting bond. To my mind Chase is the ideal of an American man—keen, sharp, almost too much so in business, yet kind and over-indulgent in home life, his supreme aim being the gratification of every wish and the giving of every comfort to those in the home circle; and to be successful in business with ambition to a degree found only in the modern American. He was apparently too much engrossed in the race for wealth to think of social life until he suddenly falls into infatuation with youth and beauty and vivacity. The two natures were admirably adapted to each other did there but exist love.

Ruth, an American girl of the period, attractive and bright, lured by the fascination of a life of ease and luxury, forgot her heart

and pleased only her mind. And what an awakening was hers—purely selfish, however—when her heart craved and she could not resist its influence. Even her last act must be viewed with all charity, for such a nature as hers once awakened knew no bounds.

The Franklin family, of which Ruth was a member, seems to have been one wholly contented one with the other, and there seems to have existed what one so often finds, a bond so strong as to be comparable only to the branches of a tree—injure one and the whole is affected. Dolly, the weak branch, a crank on account of chronic infirmity, given to strong dislikes and very few likes, to offset this was a miserable existence—miserable to those around her at least. Jared Franklin, Jr., evidently married the president of a Dorcas Society, one of those women who continuously neglect home duties for those of supposedly philanthropic ones. Poor helpless fellow! he almost deserved his fate for his unmanliness. Mrs. Franklin, Sr., in common with her daughter Dolly, possessed to a large degree those qualities of perception which enabled her to truly estimate character, and eventually led her to a fatal overtaxing of nervous energy brought about by the tragic death of her son Jared, and with a keen appreciation of the character she was wrought up to an effort which undoubtedly cost her her life. Walter Willoughby, Chase's junior partner, a character we frequently meet, in his ambition first and later in his careless fascination of Ruth, did much to mar the happiness of several. Not a villain, not even a flirt, he enjoyed conquests, not estimating to the full the harm he was capable of doing, finally he falls desperately in love and dreams not of his poor dupe. Miss Billy, the Commodore, Malachi Hill and others help the interest, but develop nothing remarkable. Maud Merrill, fortunately a rare character, does not add to the grace of her sex.

One cannot but surmise the end; the author does not record it. Chase, grand fellow, forgives his erring wife. His was a broad nature, capable of the greatest sternness and of the greatest compassion—a nature in many points well worth emulating. The whole book is peculiar in the respect that saw for the fact that Malachi Hill in his profession was a clergyman, no mention is made of religion nor deity. Most authors deem it almost a necessity to engraft a certain amount of religious sentiment into every book, but this one is evidently written by an atheist or by one upon whom religious duty sat very lightly.

THE CONSTABLE OF ST. NICHOLAS. By Edwin Lister Arnold, author of "Phra, the Phunician." Cloth, \$1.25. Toronto: The Copp, Clark Co., Ltd.

Count Oswald de Montaigne, the hero of this historical novel, was born and bred by

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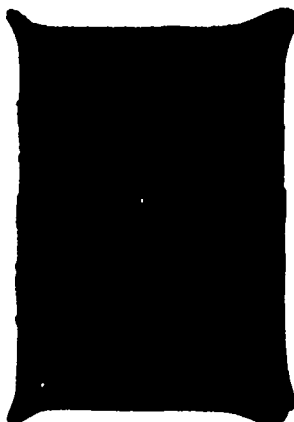
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a soldier's camp fire, and accustomed from infancy to the sights and sounds of fighting and bloodshed. On his father's death, Oswald, then 18 years of age, went to his uncle in England. His laughing soldier spirit won the heart of his fair cousin, Margaret Walsingham, and they became betrothed. However, rumors of European wars reached De Montaigne's ears, he became restless, and soon buckling on his sword, departed to the strife. Ten years go by and Oswald has sent no word to Margaret in England. He has made a name for himself as one of the bravest knights and most skilful swordsmen in Christendom. He has also joined the Knights of St. John at Rhodes, which is at this time threatened by the victorious hosts of the Sultan Mahomet II. Meantime Margaret, having had no word from Oswald and hearing that he had joined an order of knights vowed to celibacy, considers herself freed from the engagement

to him and accepts another lover. Chance brings Margaret and her lover, Andrew Hepburn, to Rhodes, just as the siege begins. De Montaigne, who is in fear of expulsion from his order on account of his wild life and debts, urged on by his evil genius, the Grecian Jew, Saluzzio, endeavors to hold Margaret to her engagement at the same time that he is making love to Saluzzio's daughter, the beautiful Samana. The end of the siege and Oswald's heroic death brings to a close this most interesting tale.

THE BEST PLAYS OF THOMAS HEYWOOD.

(The Mermaid Series, No. 6) With
etched frontispiece. Decorated cloth,
90 cents. London: T. Fisher Unwin;
Toronto: The Copp, Clark Co., L'd.

Of this dramatist Charles Lamb said: "He possessed not the imagination of Shakespeare, but in all those qualities which gained for Shakespeare the attribute of

gentle, he was not inferior to him—generosity, courtesy, temperance in the depths of passion; sweetness, in a word, and gentleness; Christianity, and true hearty Anglicism of feelings, shaping that Christianity, shine throughout his beautiful writings in a manner more conspicuous than in those of Shakespeare; but only more conspicuous, inasmuch as in Heywood these qualities are primary, in the other subordinate to poetry."

THE QUEEN AT BALMORAL. By Frank
Pope Humphrey. Cloth, \$1.75. To-
ronto: The Copp, Clark Co., Ltd.

This is a book of good-natured gossip collected by someone who has infested the neighborhood of Balmoral, and heard all the stories of the Queen's patting babies and asking for old women's rheumatism. We are all big children, and some of us never get past the stage of marvelling that monarchs should actually eat and sleep like other

people; and like Shylock kings may say, Hath not a king eyes? Hath not a king hands, organs, dimensions, senses, affections, passions? Mr. Humphrey's book is an elaborate affirmative to all these questions: The Queen is a woman and a kindly woman, with all a woman's love of small gossip and the little feminine mysteries of motherhood.

HISTORY OF THE YEAR 1893, with Especial Reference to Canadian Affairs. Paper. The Mail Printing Co., Toronto.

This is a paper bound volume of 200 large pages, clearly printed and abundantly illustrated. It starts off with succinct notes on the Dominion and Provincial political history of 1893, then devotes a chapter to the new Governor-General. Then follows an able article on Canadian Trade and Commerce of the year full of facts and statistics. Farming interests are then considered, and sports of the year are described and illustrated. The World's Fair receives a great deal of attention, while the chapter on Canadian Happenings of 1893 is full and complete. The latter part of the book gives a great deal of foreign news and information.

OXFORD AND HER COLLEGES; a view from Radcliffe Library by Prof. Goldwin Smith. Cloth, 16mo. MacMillan & Co., New York; Copp, Clark Co., Toronto.

The latest product of Professor Goldwin Smith's literary industry and skill is a little volume entitled "Oxford and Her Colleges." It is a brief historical sketch of the various colleges, sympathetically bringing out the more significant facts in their history, and intended as a handbook for the visitor from America. He says in his introduction that he "would gladly believe that Oxford and Cambridge, having now, by emancipation and reform, been reunited to the nation, may also be reunited to the race; and that to them, not less than to the universities of Germany, the eyes of Americans desirous of studying at an European as well as at an American university may henceforth be turned." The history of Oxford since its birth in the twelfth century is graphically sketched by the master hand of one of its most distinguished graduates, and the reader who takes a glance at the beginning finds himself being led on and on to the end.

THE KING'S STOCKBROKER, the Sequel to "A Princess of Paris"; a novel, by Archibald Clavering Gunter, author of "Mr. Barnes of New York," etc. Paper, 50 cents. The Toronto News Co.

Gunter's book, "The Princess of Paris," had a wonderful sale in Canada, and the sequel will have, no doubt, as prodigious a sale. In fact it has already sold to an extent which would surprise those who belittle the extent to which the fifty-cent novel can be sold in Canada. The story is taken up at

the point where D'Arnac finds his former companion-in-war in chains among the galley slaves of a French ship. He succeeds in effecting his release and goes back to Paris—himself to fresh honors, his friend to plan his revenge. O'Brien Dillon is less the hero of this story than D'Arnac, whose young protege has won distinction as the greatest comedienne on the Paris stage. It is the time when schemes for colonization in America and India were rousing the world to a pitch of speculating enthusiasm which has made the world modern. John Law, the inventor of paper money, was the financial genius of France, the founder of the East India Company, the King's stockbroker, and not the first Scotchman to bring trouble on the excitable inhabitants of France. His scheme to pay off the national debt of France stamped him in financial history as one of the greatest financial giants of modern history—yet that was in the sixteenth century. The Regent-Duke of Orleans, with his fondness for ostentatious display and beautiful mistresses, is a puppet in Law's hands, as the king is a puppet in Orleans' hands. John Law blows the bubble so large that all France and all Europe is amazed. But finally it bursts and Law is a fugitive, while our hero wins a wife, a friend, a fortune and a name. The incidents in the book are numerous and most exciting—even the most sluggish nature must respond to the author's power as a raconteur. The descriptions are masterly, the plot ingenious, the characters striking and the finale magnificent.

A MODERN BUCCANEER. By Rolf Boldrewood, author of "Robbery Under Arms," etc. Cloth, \$1.25. New York: Macmillan & Co.; Toronto: The Copp, Clark Co.

Ever since "Robbery Under Arms" was published, Rolf Boldrewood has been favored with public expectancy when a new book of his is announced. His latest is entitled "A Modern Buccaneer," being the history of William Henry Hayston, an American who, exiled for misdeeds, becomes a trader among the South Sea Islands. He rejoined the United States navy in 1855, serving with great gallantry under Admiral Farragut. Falling out with his occupation he became an adventurer. He was a giant in stature, with enormous strength and imposing appearance. He was bold and masterful, with an ungovernable temper. These qualities fitted him to exercise a rule of "blood and iron" among the savage collection of scoundrels who frequented the South Sea Islands. The trader of that period and that locality is much the same as in Robert Louis Stevenson's "Island Nights' Entertainments," but he is more numerous, and, consequently, more varied in character. Those were the times when might was right—for the armed cruisers of Great Britain and other nations were too few or too busily engaged to

preserve or enforce justice between the wily trader and the ignorant islander. Those were the days, too, when slave trading was still profitable and prevalent, and when "Christians" carried rum and whisky to degrade the ignorant savages on those isolated spots of "God's Green Earth." They cheated the men, debauched the women and carried off their daughters to unholy marriages under the protection of the flags of the greatest nations of the nineteenth century. The author's description of this wicked trading is masterful, clear and poignant. But it is his description of the wonderful scenery of that region which is perhaps the greatest charm of the book. The luxurious sense of dreamy repose is nowhere more realized than among the summer seas, the lulling breezes, the beautiful paradises, the white-sanded islands of the Southern Seas.

WOOLING A WIDOW. By Ewald August Koenig. Translated. Paper, 50c. Robert Bonner's Sons, New York.

This is a nicely illustrated book bearing the handsome paper cover of the Ledger Library, in which so many good tales of native and foreign books may be found. The book itself must be judged by other than the usual standards. It is essentially a book for the mind that desires no heavy thinking, but the balm and solace of a pleasant love tale.

THE LORDS OF MISRULE, by Wm. C. Pomeroy. A tale of Gods and Men. Illustrated; paper, 50c. Laird & Lee, Chicago.

This book reminds one of Col. Savage's, "The Anarchist." The gist of this cannot be better given than in a few sentences from the preface: In imagination you may sit with Old Eros within the "mystic halls of time," and hear him tell of the "destinies of mortal man"; you may wander with stern Minerva or sweet Pandora through the starlit vaults of immensity or traverse the bosom of Mother Earth, and, invisible, perceive the hidden acts of the hand of man or peer deep into the hearts of women. You may witness the fall of the "Age of Mammon" and see the "Social Republic" rise in its stead. Linger and you will see that same Social Republic apathetically tremble through a labyrinth of woes, and, tottering, fall into the abyss of anarchy.

MRS. HAROLD STAGG. By Robert Grant, author of "Jack Hall," "The Carletons," etc. Paper, 25 cents. Robert Bonner's Sons, New York.

This is a novel which is quite insipid, like very many of its class. True, it will help pass an idle hour, with its motley collection of time-varying illustrations. But its get-up presumes so much ignorance and lack of culture on the part of the buyer of such a book, that to praise it would be to write oneself down an ass.

TWO BOOKS FOR BICYCLISTS.

WH. MILN has issued a neat little Road Guide of Canada for the use of cyclists. Mr. Miln is known as the publisher of "Cycling," and consequently anything bearing his name has the stamp of genuineness upon it. Its excellence is its comprehensive index, its concentrated matter (104 pages), its colored map got up specially for the book, and its handy pocket size and feather weight. The trade are being supplied by Cooper & Co., 11 Front street west; 30 cents per copy.

The most comprehensive book on "cycling" published in Canada is the one published by W. N. Robertson, of Stratford, an old-time cyclist, and a thoughtful writer. It contains a great deal of information on learning, dress, training, wind, muscle, food, etc., is well illustrated, and gives a lot of geographical information useful to tourists of Ontario. The book contains nearly 600 pages of information which all good riders must necessarily possess. It is copyrighted and selling for \$1.

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The Hemming Bros. Co., Ltd. 76 YORK STREET Toronto

SPORTING GOODS.

JUST at this season of the year retailers are hustling sporting goods—that is, the live retailers. Stocks should be very light but well assorted. In this way risks are few and customers can usually be held if they desire any high priced article. Catalogues of sporting goods should be kept handy, and a full acquaintance with them secured beforehand. H. A. Nelson & Sons' catalogue is very complete; Harris H. Fudger, P. C. Allan, and Nerlich & Co. also issue catalogues which are very useful.

Tennis is a great game now-a-days, and every dealer in the town that sports a tennis club should have at least four weights and two styles of racquets on hand. The English racquet differs from the American in that it is wider near the handle than the latter, while it is narrow near the outer part of the blade. Spalding's racquet is probably the leading American racquet, while Slazenger's is a representative English racquet. In tennis balls "Anger's Championship, 1894" has been adopted by the Canadian Lawn Tennis Association. Slazenger's balls are also much used, and are illustrated herewith.

Lawn tennis markers are very handy machines, and a new one just introduced by H. A. Nelson & Sons is illustrated herewith, and is secured by the trade at about \$2.25, making it very cheap and consequently very saleable.

In cricketing goods, Ayer's bats have a reputation, but other dealers' goods are also sold. Wicket-keeping gauntlets, batting gloves, leg guards, etc., are usually ordered from the jobber when the particular dealer receives the order from his town club. Duke's and Dark's balls should be kept in stock in cricketing towns, in small quantities.

Lacrosse is almost our national game, and no town is without sufficient enthusiasm to absorb a few sticks. Where lacrosse is regularly played, the sticks should be well stocked in early spring, but afterwards sorting should be done sparingly.

Baseball goods are dangerous articles these days. Dealers must be guided wholly by circumstances.

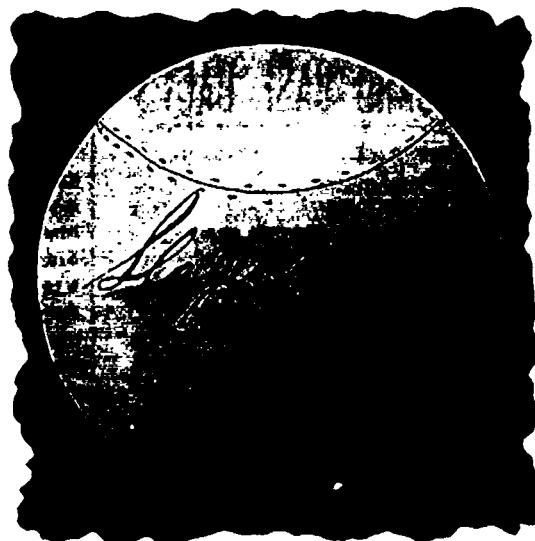
Football should be stocked in the fall, and towards spring the stock should be very low. In fact, it should never be very heavy.

A good trade can be done in sporting goods by a dealer who is live enough to "stand in" well with the various clubs of his town. A sporting goods dealer must, to a certain extent, adopt the methods of the politician. He must be the friend of all sporting men; not necessarily a companion, but one who is both liked and respected. He must also be sufficiently alive to push for this

class of trade, for it cannot be depended on to come of its own free will. Some dealer may be found ahead, or clubs may buy direct from some large city firm.

DECORATION GOODS.

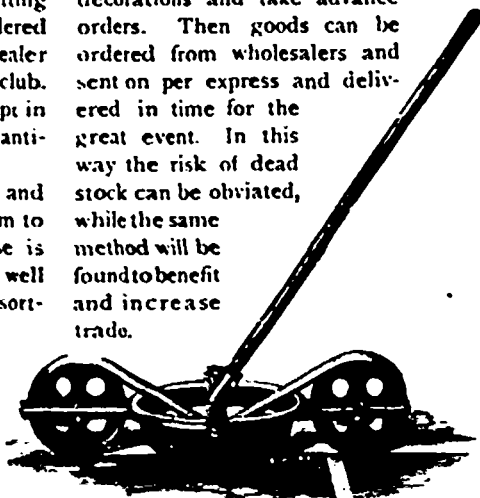
ANOTHER class of goods, which can be sold only at particular seasons, yet which can be made to yield a great



SLAZENGER'S TENNIS BALL.

deal of profit, is decoration goods. These include flags, lanterns, fire crackers, fireworks, bunting, etc. A small stock must of necessity be carried at all seasons, and replenished when an extra call is anticipated.

An excellent method of gaining the trade for such goods as flags and lanterns without running much risk, is to take samples a few days before any celebration, and canvass merchants and others who will be using decorations and take advance orders. Then goods can be ordered from wholesalers and sent on per express and delivered in time for the great event. In this way the risk of dead stock can be obviated, while the same method will be found to benefit and increase trade.



THE DUFFEN MARKER.

Flags are higher in price this year than last, owing to the fact that the leading New York and American printers have formed a combine and stiffened prices. Last year one firm stood out against this, and prices were cut very low, but this year the combine controls the market, and some lines cost the Canadian dealer about twice as much as last year. This, of course, applies only to the

small printed flags used for decoration purposes. Firecrackers have been varying in prices this last month. It appears that H. A. Nelson & Sons came to the conclusion that the price of firecrackers was being cut by some person who should have known better, so they filled the market with some 1,500 cases at a cut price. One city dealer secured, it is said, over 500 cases. Since then prices have been more normal, there being less inducement for wholesalers to cut.

Chinese lanterns are carried in full stock by wholesalers, and values remain quite stationary and normal.

Small fireworks are kept in stock by some of the wholesalers, and can be secured for special occasions. Rockets, etc., can be sold to advantage.

STATIONERS' SUPPLIES.

IN stationers' supplies the Copp, Clark Co. are showing some lines which cannot be ignored. Castell Bros.' box stationery is shown, and includes society note in six au fait shades, and gilt-edged note and cards, with envelopes to suit Flat, crinkled and crepe tissues are in full stock. A 75-cent fountain pen, which can be filled without opening, is an article which must have a rapid sale. Globe letter files at \$3 an 1 \$4.20 per dozen gives low-water mark on this class of goods. The two lines are respectively designated "Tornado" and "Commercial," the former being the cheaper. The Eagle Pencil Co.'s pencils, made especially for the Canadian trade, are having a big sale. The polygrade pencils are put up three dozen in a box, the drawing pencils a gross in a box, and are quoted very low. The Sun red and blue pencil is reliable and profitable.

They have introduced a new scheme for distinguishing memos. with dollars and cents columns, and memos. with merely faint rulings. The former are called pass books, and the latter memos., and brightly printed, artistic labels add to the appearance of the packages. A new catalogue of stationers' hardware and office sundries is in course of preparation.

By advertising in the educational papers of Canada they have popularized with the teaching fraternity their Duckett's ink powder, and dealers handling it find its sales assured by these circumstances. In fact, teachers from many sections are writing direct for it. The powder is put up in small cans, and when mixed with water makes a good commercial ink. In its concentrated form, a can which cost \$3 makes 10 gallons of ink, while a can which costs \$5 makes 20 gallons of black liquid. This is a cheap way of getting ink at 25 cents a gallon, freight paid. Dealers who have not yet investigated this line should inquire as to its profitableness.

Bliss Carman, the Canadian poet, has been engaged as the literary adviser for Stone & Kimball, of Cambridge and Boston.

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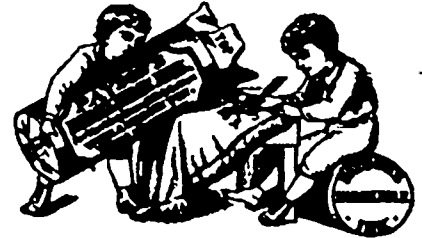
7322. Map of the County of Grey. Published by John Mitchell, Hanover, Ont.
7323. Love's Divine Alchemy. By E. A. McLennan, Vancouver, B.C.
7324. Reconciled. (Song). Words by Thos. Rowley. Music by Chas. Bohner. Thos. Rowley, Toronto, Ont.
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7327. McKellar's Farmers' Account Book (second edition, improved and enlarged). Robert Dennis Richardson, Winnipeg, Man.
7328. How to Vamp (a new method for teaching the art of playing by ear artistic piano accompaniments). By Theo. LaMoite. W. H. Billing, Toronto, Ont.
7329. Le Laurent: Critiques des Œuvres de M. Louis Frechette. Par W. Chapman, Quebec, Que.
7330. Memoirs of the Right Reverend Edmund Burke, Bishop of Zion, First Vicar Apostolic of Nova Scotia. By Cornelius O'Brien, D.D., Archbishop of Halifax.
7331. Oh Wert Thou in the Cauld Blast. Vocal Duet. Words by Robert Burns. Music by Dr. E. Dean Marriott. The Anglo-Canadian Music Publishers' Association.
7332. The Canadian Album: Men of Canada; or Success by Example. Volume III. Edited by Rev. Wm. Cochrane, D.D. Thomas S. Linscott, Brantford, Ont.
7333. Odds and Ends of Quebec History. Temporary copyright, which is now being preliminarily published in separate articles in the Daily Telegraph, Quebec. Thomas O'Leary, Quebec.
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7335. Twilight Schottische. For Piano. By W. Carkeek. Whaley, Royce & Co., Toronto, Ont.
7336. The Farmers' Hand-book and Guide. John S. Pearce & Co., London, Ont.
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7338. Aberdeen Polka. By Hunter Gowen, Toronto, Ont.
7339. A Canadian Manual on the Procedure at Meetings of Municipal Councils, Shareholders, and Public Bodies Generally. By J. G. Bournnot, C.M.G., etc. The Carswell Co., Ltd., Toronto, Ont.
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7345. The York County Loan and Savings Company Systematic Saving. Circular.
7346. The British Columbia Guide. Vol. 1, No. 1. Vancouver and Victoria, April, 1894. Acton Burrows.
7347. An Alberta Farmer's Experience. An article in The Nor'-West Farmer, Winnipeg.
7348. An Everlasting Calendar.
7349. Elona Waltz. By Arthur H. Genge, Quebec, Que.
7350. Canadian Probabilities. Pamphlet. Caleb W. Wetmore, St. John, N.B.
7351. The dream of Columbus. A poem. By R. Walter Wright, B.D. Wm. Briggs, Toronto, Ont.
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7356. Ordre des Sepultures. J. A. Langlais et Fils, Quebec, Que.
7357. Canticles of the Church. By J. Lewis Browne. Containing: Te Deum, Benedictus, Magnificat, Nunc Dimittis. Whaley, Royce & Co., Toronto, Ont.
7358. The Mystery of the Blind Line of Scaleby (story now being preliminarily published in the Spectator, Hamilton, Ont.) Temporary copyright. Rev. Richard F. Dixon, Hamilton, Ont.
7359. Notice re Payment of Premiums on Life Insurance Policies.
7360. Interest Tables at Three and One-half per cent per annum. Compiled by Ernest Wellings. William Williamson, Toronto, Ont.
7361. Canadian Savage Folk. (Book which is now being preliminarily published in separate articles in the newspaper Pen and Scissors, of Toronto, Ont., and in other newspapers.) Temporary copyright. Rev. John Maclean, Port Arthur, Ont.

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7305. Sir William Phips Devant Quebec, 1694. Histoire d'un Siege, par Ernest Mignaud.
7306. Petite Pharmacie Veterinaire du Cultivateur. Bernard Lippens, Quebec.
7307. The Des Brisay Analytical Latin Method. Lesson XIV.
7308. Cycling. By William N. Robertson, Stratford, Ont.

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437. The Montreal Handy Directory. Louis H. Tache, Montreal, Que., 6 avril, 1894.
438. The Quebec Handy Directory. Louis H. Tache, Montreal, Que., 6 avril, 1894.
439. Phrenological Chart and Advertiser. Archibald Thomas Anderson, Toronto, Ont., 9th April, 1894.



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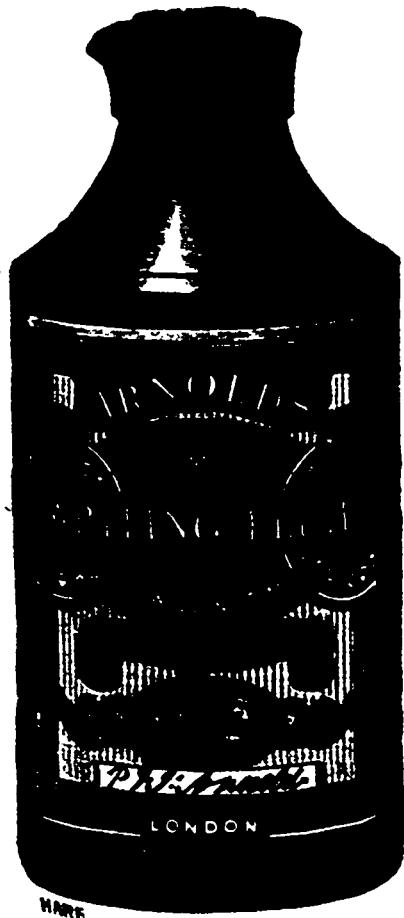
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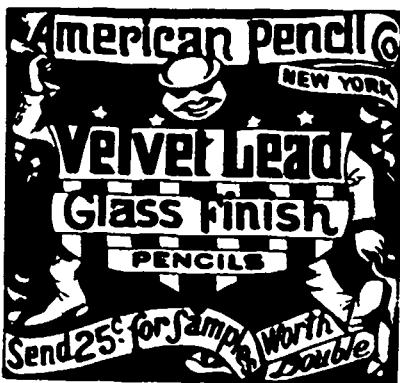
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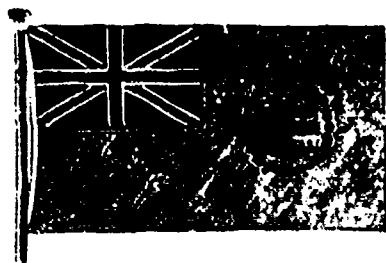
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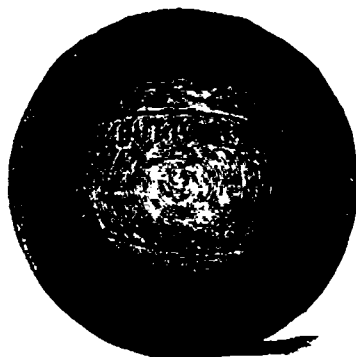
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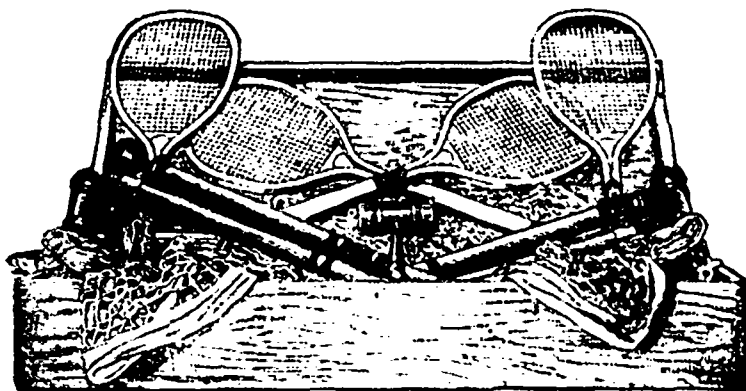
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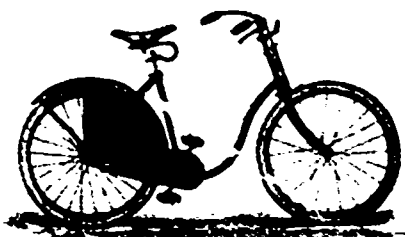
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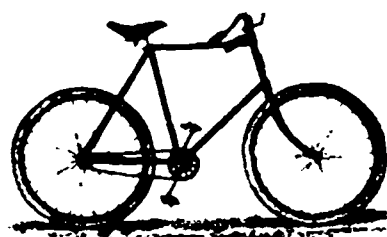
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