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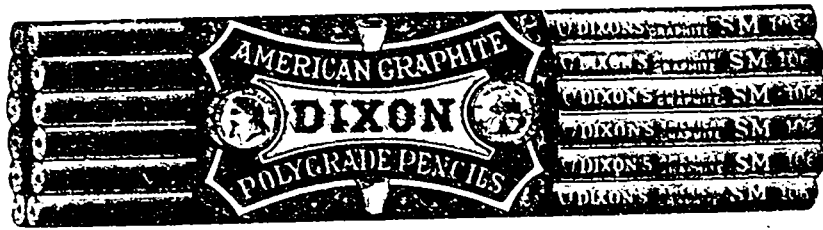
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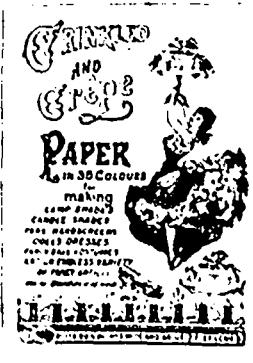
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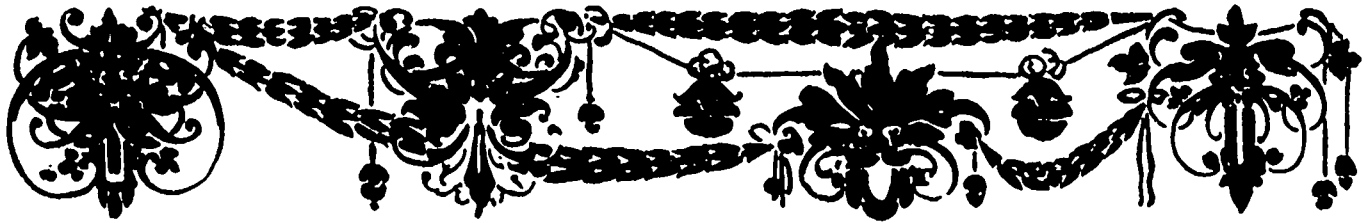
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The Bookseller and Stationer



Vol. XVII.

(MONTREAL AND TORONTO, CANADA, AUGUST, 1901.

No. 8.

TOPICS OF TRADE INTEREST.

What with socialist attempts to provide school children with free text books (thus doing away with the regular dealer altogether); what, with some of the recent slaughtering of new fiction by department stores, the booksellers may well ask themselves what the outcome is

SLAUGHTER PRICES FOR NEW NOVELS.

going to be. The Toronto papers a few days ago contained the advertisement of a big department store offering a list of new novels—the latest Canadian copyrights—at 85c. in cloth and in paper at 45c. We notice that over 20 of these are the latest novels issued in Canadian editions, and bought by the retailer at 50 and 55c. in paper. Clearly, therefore, the department store was selling them at less than cost. True, the advertisement said it was a "stock-taking sale" and that there was only a supply of 600 copies to dispose of. But even that supply would do the regular trade out of a number of sales. Besides a bid is made for mail orders by the addition of 6c. for postage. An out-of-town reader could thus get a paper-bound copy of "The Crisis" for 54c. Now, how can the bookseller doing a legitimate business stand competition like this? It is all very well to say that "competition is the life of trade," that "people want cheap goods and won't stand interference with department stores," etc., etc. But we believe that competition of this sort is distinctly injurious and can be prevented by organized effort. We can see no great difficulty in the bookselling trade meeting and providing a remedy. They have the example of the English and United States publishers to guide them. The system of net books has been adopted in both countries for the purpose (in England) of doing away with the discounts, and in the States to stop department cutting. So far, in the States,

it seems to work well. The Publisher's Weekly says:

On the whole, the trade is to be congratulated the success which the publishers plan has already achieved, as the circular letter from the American Publishers' Association states the case that the "troubles" have been phenomenally small—especially in contrast with the sharp and prolonged contest in England, where a London underseller kept up a running fight for more than a year. The progress of the plan shows the wisdom of putting it into operation in the beginning of the dull, rather than at the commencement of the busy season, and, it is to be hoped, that when the Fall activities commence, even the few opposed to the plan will recognize the wisdom of "falling into line." A frank reversal of opinion, after further investigation of trade sentiments, by a journal which aims particularly to represent the department stores, is one of the best evidences that the reform is in the right direction.

Since our last issue a bitter controversy has sprung up in the daily press of Ontario upon the question of the publication of the Ontario readers. The party newspapers

THE SCHOOL TEXT BOOK DISPUTE.

have succeeded in turning it into a matter of party politics, and this precludes a trade journal like "The Bookseller and Stationer" from dealing freely with the subject, which is, as it seems to us, more a matter of politics than of business. The aspects of the whole text-book question which are of primary concern to the trade are:

1st. That the present tendency in some quarters to provide text books free to pupils should be resisted. This would do away with both publishers and booksellers. It would be a foolish and unbusinesslike proceeding, because Governments exist to administer public affairs, and not to compete with existing industries now in private hands. Governments could not expect to

do a publishing or bookselling business as efficiently and satisfactorily as private firms do it at present. For the same reason we object to municipal school boards supplying their text books free. They are not elected to do such work, but to administer the schools. Parents who elect school trustees should be made to see this. There is no necessary connection between free education and free books, any more than that the pupils while at school should receive free clothes, free lunches, and free soap and water. If this kind of thing spreads the public school system will become absolutely discredited. Parents with independence of character who are willing to support their own children will take them away from the public schools to prevent them being pauperized at the State expense and send them to private schools.

2nd. We are strongly of opinion that a reorganization of the system of changes in text books should take place. When changes are necessary due notice of them should be given. This is only fair to the trade and is in no way unfair to the public. The present system is unjust to the bookselling and bookpublishing trades, and we fail to see who benefits by it. We believe that a conference of bookmen with the Minister of Education should take place to arrange the details of a plan fair to all. Every effort that "The Bookseller and Stationer" can make to improve matters will be made, but, in the end, an organization of the trade must take place or no definite reforms will result.

The wider questions of politics, such as what party shall be in power, who shall be Minister of Education, what publishers shall do the necessary work for the Minister—these are clearly political not trade questions, and with them the electors of Ontario as a body and the members they send to the Legislature must deal.

One of the current complaints of bookmen is that there are too many books being issued. One hour it from every quarter—

from readers, booksellers, and publishers. Of course, there is ground for the criticism.

TOO MANY BOOKS?

The output of books, especially fiction, has vastly increased in recent years. From the bookseller's and publisher's points of view fewer novels by good writers would be more profitable as being easier to push. But readers are more exacting than they used to be. They demand a larger range to choose from. They consume more novels than was formerly the case. There is more reading on trains owing to the improved lighting and comfort of railway trains. Shorter hours of labor and increased education also promote reading. So do free libraries. The bookseller's task is harder, because he is forced against his will to carry a larger stock, and when the demand for a certain novel subsides any copies left over are so much dead stock. What remedy is there for this? We fear it is, like so many other features of present day business, one of the inevitable developments of 20th century trade. It must be met by new methods. The dealer will have to devise new plans to reach the class of book-buyers. More direct solicitation is bound to come. Some dealers do well with circulars. But circulars and booklets have their limit. By engaging a bright assistant, who will wait upon customers at their own offices and houses with a dozen of the latest books, increased sales should be made. Books, too, might be sold more on the instalment plan. To wait in the store in the hope of catching the customer when he comes in is not so effective as it was. Books are a luxury. People must be coaxed to buy them. The bookseller represents the highest class of merchant and some of these new plans for capturing trade may be repugnant to his sense of the fitness of things. But we do not see how, under the new conditions, they can be avoided.

BEST SELLING MUSIC.

The Anglo-Canadian Music Publishers' Association, Limited, report the following pieces of music to sell best:

1. "March Electrique": piano, by Berger.
 2. "His Majesty the King": song, by St. Quentin.
 3. "Heroes and Gentlemen": song, by Peskett.
 4. "Violets": song, by Ellen Wright.
 5. "A Française": march, by Costa.
 6. "Heavenly Promise": song, by Colingwood.
- Whaley, Royce & Co., Limited, are having the best sales on these:
1. "Good-Bye, Dolly Gray": song, by Paul Barnes.
 2. "White Rats' March": piano, by Prayer.
 3. "The Strollers": march and two-step, by Chasseur.
 4. "Honky Dory": cake-walk, by Holzmann.
 5. "Viola": waltz, by Gustin.
 6. "Salome": piano, by Loraine.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of **BOOKSELLER AND STATIONER** and will contain the latest information of value to libraries.

AMONG the books bequeathed to The Toronto Public Library by Rev. Dr. Scadding is a rare Canadian Arithmetic, prepared by Bishop Strachan when he was master of the Cornwall Grammar School. Its imprint is that of Nahum Mower, Montreal, 1807.

Miss Molly Seawell, the authoress of "The House of Egremont," "Lady Beth Stair," "Life of Paul Jones," etc., accompanied by her sister was in Toronto last month on her way down the St. Lawrence. Miss Seawell is a Virginian girl and lives in Washington.

The new volume of the Nova Scotia Historical Society (Vol. XI.) for 1899-1900, is wholly taken up with Dr. James Hanney's "The War of 1812," with index.

The Vancouver Library Board have passed a resolution urging the city council to frame a by-law for submission to the ratepayers authorizing the purchase of a site for the new library toward which Andrew Carnegie has promised \$50,000.

NEW RULES AT DUNDAS

The books in the Dundas Library are valued at \$5,500. The committee has framed new rules. The library will be closed all day on Tuesdays and Thursdays during July and August. Hereafter a list will be published of all persons who keep books out over the regulation time, viz., two weeks; also all for stated periods up to three months and over. The hours when the library will be open are as follows: 10.30 to 12 a.m., 3 to 5 p.m., 7 to 8.30 p.m. Hereafter the librarian shall report each month how often she has been absent, late, and name of substitute: the librarian shall not appoint a substitute, but when absent shall appoint one of two or three persons to be named by the board as her substitute. Regarding papers, dailies shall remain in the reading room one week, weekly papers one month, and monthly periodicals until next issue is placed on file. The reading room is to be open every day except Sunday.

IMPROVEMENTS AT WESTMOUNT.

The public library at Westmount, Montreal, has adopted several new rules. For instance, new books, that is, those issued in 1900 and 1901, are not renewable. A request system has been adopted, whereby a person may leave a request for any book owned by the library, with one cent to cover cost of postage. The Librarian will then inform them by post card that the desired book is returned to the library and will be held for them 24 hours. Should they fail to call

for it it goes to the next borrower. The librarian hopes to introduce birthday tables, bulletin boards, and other modern library ideas.

The card catalogue will be kept up to date, no book going out until it has a card in the cabinet. The librarian is Miss Mary Saxe, a graduate in the library course at Forbush Library, Smith College, Northampton, Mass., a niece of John G. Saxe, the New England poet, and a sister of Charles Saxe, architect, Montreal.

THE KING'S LIBRARY.

Edward VII. is taking great interest in his library at Windsor, which contains 100,000 volumes and is a fine collection. The library is a set of rooms in the North Terrace at the Castle. It is seldom shown to anyone but the Royal family and other guests. George II. and George III. gave their books to the British Museum so that the present collection dates practically from about 1830. The Prince Consort added greatly to it. The library includes all that is best in modern literature, the classics, and many priceless books centuries old. Glass cases contain manuscripts and other curios. There is the Bible which Charles I took to the scaffold with him, the same King's copy of Shakespeare, an original copy of Spenser's "Faery Queen," a letter of indulgence from Leo X., papyri from Herculaneum, and so forth. There is a famous collection of prints and engravings. At one window, overlooking the terrace, Queen Ann was drinking tea when the news of Blenheim reached her. Another room was the bedchamber of Queen Henrietta, Charles I.'s wife, and another was used by Queen Elizabeth as a picture gallery. The librarian is Richard Rivington Holmes, who began library work in the British Museum.

A LONDON PUBLISHER'S PLAN.

Mr. Heinemann, the London publisher, has announced that he will send any book in his catalogue to anyone in the United Kingdom on approval, on receipt of a post-card with such a request, and the name of the local bookseller through whom the book is to be submitted.

The Bookseller and Stationer

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

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Montreal.

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BOOKS AND PERIODICALS.

WM. BRIGGS' LIST.

A Canadian edition of Miss Marshall Saunders' new story, "Tilda Jane," will be placed on the market this Autumn. The reputation won by this clever writer in "Beautiful Joe" has been well sustained by her subsequent literary ventures. Her "Rose à Charlitte" is perhaps the best story that has been written dealing with the present generation of the Acadians.

A new edition, carefully revised and considerably enlarged, of Sir Oliver Mowat's "Christiannity and Some of its Evidences," was recently issued. As one of the reviewers, in writing of the first edition of this work, observed: "The picture of a man in mature life pausing calmly to examine the foundations on which he has stood for fifty years, to see if they are still unshaken, is certainly interesting. The tone of Mr. Mowat's address is hopeful."—Evangelical Churchman.

J. W. Bengough is gathering together the verse written by him since his volume "Motley: Verses Grave and Gay" was published, with the intention of having another book published during the coming Autumn. "Motley" proved one of the best selling volumes of Canadian verse that has yet been issued. The new volume will be superior to it in every way. Mr. Bengough's later work is cast in a more serious view, and many very fine poems from his pen have appeared in recent years in the current press. Mr. Bengough intends making a visit to the Old Country this year, and will probably remain there for several months giving readings and lectures.

A new story by Marie Corelli, and an important one, will appear early next year. In spite of the not too kind attention given to Miss Corelli by some of the critics, her books take a firm hold on the reading public. Her "Master Christian" was one of the great successes of last year.

COPP, CLARK CO.'S LIST.

"When a Witch is Young," by a well-known writer who has adopted the pseudonym of "4-19-61," is the latest issue of this firm. It is a tale of Massachusetts in early days, and will win its share of readers.

A new book just being issued in the States, will appear here this month. It is by R. N. Stephens, the author of "Philip Winwood," and is entitled "Capt. Ravensworth." It is a lively dashing romance of London in the days of Elizabeth when gallants swaggered about town and court and no woman was safe without escort beyond the bounds of her home. The main situa-

tion in this adventurous tale is the kidnapping of a pretty London girl, daughter of a rich merchant, by myrmidons of Sir Harry Maylands, a rake who poses as a moral youth. Capt. Ravensworth, the hero, rescues her after countless difficulties and finally wins her for himself.

"Doom Castle," by Neil Munro, issued since our last number, turns out to be a good Highland story in which the reckless intriguing and violent conduct of the Western clansmen after the defeat of Prince Charhe, the Young Pretender, are well set forth. The book is a careful and apparently an honest study of the less agreeable side of the Highland character in the disastrous days following the '45.

"Cinderella" is quite in S. R. Crockett's style as far as racy dialogue and tender love-making go. It is a modern story. The famous physician, with the two ill-tempered daughters, who robs his orphan niece of a bag of rubies worth a million and who actually has her arrested for wearing one which he fails to steal, is rather a new conception. The orphan's lot is quite as miserable as that of the original Cinderella until she meets with a Scotch Duchess who knew her mother and who plays fairy godmother to perfection. The book is a capital one for Summer reading.

The success of "The Crisis" and the "Helmet of Navarre," two of this firm's recent issues, was instantaneous and has been lasting. They head the list of best sellers in the States and are equally popular in Canada. Each in its way is a novel exactly suited to popular taste—one a vivid and able picture of the American Civil War; the other a telling romance of France in the days of that diplomatic King, Henri IV., who thought "Paris was worth a mass."

An addition to a charming series of prettily illustrated books for young people is "Among the Pond People," by Clara D. Pierson, whose works, dealing with the "people" of meadow, forest and farmyard in a kind of modern fable, are so highly appreciated for school libraries. The new volume retails at \$1.25.

The second edition of Sir John Bourinot's useful "Manual of The Constitutional History of Canada" has been thoroughly revised and enlarged. The author has added a valuable chapter on what may be called the unwritten constitution, that is the portion based on constitutional rules and procedure and judicial decisions on constitutional points, as distinct from the B. N. A. Act itself. The author says: "I have also added a chapter on the practical operation of the principles of Parliamentary Government in the Dominion, for the in-

formation of those readers who have neither time nor opportunity to study the elaborate treatises of Todd, May, and Anson. The text of The British North America Act, and of the amending Imperial statutes, is given in full at the end of the book. A complete list of the many authorities cited in the text of this volume will also be found useful to students who wish to investigate our constitutional history in the most thorough manner."

This book, dealers should note, ought to be in every public library.

MORANG & CO.'S LIST.

"The Octopus" has appeared in a new and attractive cover. The cover paper is heavier and the design, which is very striking, is illustrative of the background of the story. This is the third Canadian edition and it is steadily increasing in popular favor.

Inquiries keep coming in for Hall Caine's "Eternal City," the publication of which has been delayed by the lawsuit brought against the author by the holders of the serial rights. However, Mr. Morang expects to have it ready by the end of August and will publish it exactly as originally written.

A new edition of "Bob Son of Battle," by Alfred Olivant, has been issued by The G. N. Morang Co., making the fifth Canadian edition of this popular book. A beautifully illustrated edition of this book, for the Christmas season, is in contemplation.

Mr. Morang reports the "Visits of Elizabeth" all sold out. A new edition is now well on the road, and he hopes there will be very little delay in filling orders.

In "Tristram of Blent," which Mr. Morang is publishing in September, Mr. Anthony Hope has made a distinct advance in his art. He has made an entirely successful transition in leaving the field of historic romance to devote himself to the broader study of humanity.

W. J. GAGE & CO.'S LIST.

A book which certainly deserves the name "novel" is "The Kidnapped Millionaires," by Frederick U. Adams. The plot is a unique conception and the development of it a brilliant piece of work. Nothing so startling in the book-world has appeared for some time, and it is pleasing to note that it is so well received by the press. The Chicago-American concludes a lengthy and highly complimentary review by saying: "In 'The Kidnapped Millionaires' the author has provided both entertainment and instruction, Summer reading and Winter reading, wealth of incident and wealth of ideas, incidents to pass the time without reflection, and conceptions which will pass away the time in study, all in the compass of a single fascinating book."

"Eldorado, or the End of the Earth,"

THE LEADING BOOK OF THE YEAR.

— JUST ISSUED —

The Canadian Contingents AND Canadian Imperialism

A Story and a Study, by W. Sanford Evans.

This remarkable book has already achieved a pronounced success in England, where it has just been published. The scholarly treatment in it of the question of Imperialism has caused it to rank as the leading and only colonial authority on the subject, while it is universally admitted to be the clearest and ablest work yet issued dealing with the part taken by this country in the Boer War. The quotations from reviews printed elsewhere in this number are well worth studying.

With numerous illustrations from photographs, several valuable maps, and a frontispiece portrait of Sir Wilfrid Laurier.

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THE PUBLISHERS' SYNDICATE, Limited, 7 and 9 King Street East, TORONTO.

BOOKS AND PERIODICALS—Continued.

by John Uri Lloyd, was first issued in an expensive edition at \$1 and has already passed through eleven editions; the present is the first popular edition. The character of the story is well expressed by *The Cincinnati Enquirer*: "Most readers of this remarkable book will conclude that the author is a poet, a seer and a thinker. To say that it is one of the strongest books ever written is to put it mildly. In uniqueness of subject, weirdness of character and mysticism of plot, it stands alone."

In "Heart and Soul," *The London News* says, "There is no dearth of incident; indeed one wonders to find so much compressed into a single three-hundred page novel." It is a strong romantic novel and the plot is laid in a familiar field.

The Gage Co. have a select list of very popular books and "Josephine Cheshire" is already sold out. "God's Puppets" and "Sirius" are still among the best sellers of the day, and Zangwill's "Mantle of Elijah" still commands a large audience. These are all books to be recommended and the missing of their reading is a distinct loss.

SOME RECENT PUBLICATIONS.

That noted work, indispensable to libraries, "The Statesman's Year Book for 1901," is announced by The Macmillan Co., New York. It sells at \$3 net.

Croly's "Tarry Thou Till I Come," which is being issued in Canada by Wm. Briggs, is one of the most striking novels ever written. It is already making a deep impression upon the reading public and promises to sell well right on through the year. The tale is that of the Wandering Jew and the time that of Christ's life upon earth. General Wallace, the author of "Ben Hur,"

ranks Croly's great romance among the half-dozen distinct achievements of British literature. The present edition is a very handsome one, fully illustrated, bound in scarlet and gold, and selling at \$1.50.

"Peace or War in South Africa," by A. M. S. Methuen, is a timely little book. (Methuen & Co., 36 Essex street, Strand, London, E.C.) It briefly narrates the events that preceded and caused the war, and follows with some suggestions for bringing hostilities to an honorable conclusion. It is a moderate and ably stated case for opponents of the war.

The latest issue of George Bell & Sons' Colonial Library, is "Our Friend, the Charlatan," by George Gissing. It is a study of modern social life in England in which a clever and rather unscrupulous man, with political ambitions, is outwitted in his schemes for wealth and success and finally marries a poor woman whom he believes to be rich.

"Home Thoughts" is a collection of essays of considerable merit, gracefully written and dealing with some of the phases and problems of married life. A few of the topics about which the reasonable philosophy of the author unfolds itself will indicate the scope. "The Homelessness of Certain Women," "The Eldest Born," "Mistresses and Maids," "Our Friend, the Family Doctor," "Comradeship of Husbands and Wives," and many others. There is a great deal of charm about the volume which appeals to good taste, culture, and moral worth. As a gift book it is an ideal present for women, married or single. It is tastefully bound and printed on fine paper. (A. S. Barnes & Co., 156 Fifth Avenue, New York. \$1.50.)

"The Inn of the Silver Moon," by Herman K. Viehl, is one of McLeod & Allen's

recent publications. It is a reproduction of the American edition, except that it sells in cloth at 75c. instead of the \$1.25 of the former. It is a very clever and humorous little comedy of errors in which a pair of Parisians, who are engaged but who do not know one another meet and go through all sorts of absurd adventures together. The book is a capital one for a Summer's day, and makes a pretty gift besides.

The Musson Book Co., Toronto, have issued a notable novel which will attract many Canadian readers. It is "A Daughter of New France," by Mary C. Crowley, and is based upon the early history of Detroit and the French colony there. The story is told in a most engaging style, bright, full of incident and charming romance. It is told by Normand Guyon, a student in the Recollet Monastery at Quebec, destined for the Church, but unfitted by temperament for that vocation. He accompanies his brother-in-law, Sieur Cadillac, to Acadia. When the latter sails away on a mission from the King, Normand protects his sister, and we have some lively accounts of the English attacks upon Acadia and Quebec. Barbe, the adopted daughter of Normand's uncle, is claimed by the English as a "Bostonnais," but declines to leave when Admiral Phipps' withdraws his fleet from the St. Lawrence, and thus becomes a "daughter of New France." When Cadillac goes west Normand accompanies him, and their adventures among the Indians at Detroit and Normand's final achievement in winning Barbe is very prettily and interestingly told. The story of Cadillac is interwoven with skill into the narrative, and the authoress has worked up her historical material with taste and skill. A better historical romance of French-Canadian interest has not been written. (Cloth, \$1.50; paper, 75c.)

Look Out for Them!

The Eternal City,

By Hall Caine.

Author of the "Manxman," "The Christian," Etc.

Ready the End of August.

It is over this story that one of the most sensational literary lawsuits of the century is soon to be fought in the English courts. We will publish it in full.

CLOTH. - \$1.50 - - PAPER. - 75c

Tristram of Blent,

By Anthony Hope.

Author of "Simon Dale," "Prisoner of Zenda," "Rupert of Hentzau," etc.

Ready in September.

In "Tristram of Blent," which is at present running serially in The Monthly Review, Mr. Anthony Hope has made a distinct advance in his art. In his preceding novel it was evident he intended to leave the highly popular field of historic romance and devote himself to the broader study of humanity. In "Tristram of Blent" he has made an entirely successful transition.

CLOTH. - \$1.50 - - PAPER. - 75c.

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Banker's Black,

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200,000 copies already sold.

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"The Literary Success of the hour."—Toronto Globe.

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The new Crockett novel. A pretty love story.

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By Max Pemberton.

"One of the most thrilling and powerful of recent novels."—St. John's Herald.

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By George C. Hazelton, Jr.

"A remarkable book."—Toronto Star.

Doom Castle

By Neil Munro.

An adventurous tale of a haunted castle.

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By Sydney H. Preston.

"A vivacious and delightfully droll story."—Toronto Globe.

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"Inimitable and entertaining."—Toronto News.

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A prominent writer who wishes to conceal his identity.

RETAIL PRICE OF EACH OF THE ABOVE:
PAPER, 75 CENTS; CLOTH, \$1.25.

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Publishers - TORONTO.

GERMAN STATIONERY NOVELTIES

Berlin Correspondent of The Stationery Trades Journal.

A TRIFLING article but very useful, and at the same time suitable for advertising purposes, is a stand for ink bottles. It consists of a square of stout cardboard, in the centre of which the bottle is held by four wire half-loops, resembling the arches of the croquet game. On the rims advertising matter can be printed.

The maker of a new pencil pointer seems to have come to the conclusion that all the shapeners hitherto invented are no good, and that people therefore will continue to use penknives, and allow his little contrivance to cooperate. It consists of a long narrow box containing a cylinder covered with emery cloth, side by side with a velvet brush, the latter being fixed with the hair upwards. In a file the production of a long point is not easy, but it can quickly be obtained by anybody on the curved surface of the cylinder. All the dust drops into the box below the cylinder, and the pencil after having been passed over the brush is ready for use.

Inkstand, pencil case, and penholder combined, sounds well, and yet I doubt whether this combination, though nicely arranged, will stand much chance in the competition with the fountain pen. The whole thing is only about four inches long, and measures half an inch in diameter. It is nearly made of aluminum and hard rubber, but the inkwell is, of course, very small, and is sure to be frequently upset, when during use it is separated from the holder.

In my last letter I described a roller blotter containing a long strip of blotting paper stuck together in a peculiar and hardly practical manner. This was preceded by a like contrivance, but with the paper only stuck in sections. In both cases the sticking appeared to spoil the thing. Another inventive genius has now apparently hit on the right method. He winds the blotting paper strip round his roller and only sticks the end down. Then he perforates the paper on one side from edge to edge in the direction of the axle. The holes which are comparatively wide he fills with gum or glue, and then one layer after another can easily be removed when used up.

An American has just introduced a very effective but wasteful roller blotter. The same consists of round discs of stout blotting paper with a hole in the centre. These discs are threaded on the axle of the roller until they are closely packed between two wooden end discs. As the absorbing power of blotting paper is always greatest at the edge, this blotter is very effective, but it soon becomes useless. A cheap but hardly cradle blotter consists of a strip of flexible metal sheet, and is bent in such a manner that its outline resembles the diagram of a convex lens. At one corner the ends are hooked together in the same way as the bent fingers of one hand can be fitted in those of the other. The layers of paper are by this arrangement securely held in position. The advantages of this blotter are cheapness combined with effectiveness.

The combination of paint box and picture book, the contents of which have to be colored, results in an article which is sure to be greatly appreciated by the artists of the nursery. The place of the book is, however, taken by a block, from which the pages containing the tinted works of art can be torn along a perforated line. Between the latter and the back of the block,

where the edges of the slips forming a note block are generally stuck together, is a comparatively wide margin, in which five holes of the size of a halfpenny each are stamped. These holes contain the water colors, and in front of them is a clip to hold a brush.

A circular block calendar is a decided novelty. The foundation of the game is a round disc divided into seven portions, one for each day in the week, and thus forming seven separate blocks. Through an opening in the face of the calendar only one section becomes visible at a time. None of the date slips need of course be removed unless a week old, and thus notes made on the same are always at hand for that period. A novel and excellent packing material is the so-called cotton-lined paper. It consists of the well-known sheet cotton or wadding used for quilting, etc., to which on either side one or several layers of tissue paper are stuck. This packing material combines softness and suppleness with the advantage that the fibre cannot come into contact with the goods. This packing material can of course be had in various thicknesses, and is certain to be very largely used in the future.

The electrical automatic ink eraser is of course an American invention, most likely adapted for American dimensions only. "The Alps are very fine," remarked a Yankee tourist in Switzerland, "but if they were situated in the United States they would be ever so much higher." They do everything on such a gigantic scale across the large herring pond, and I presume it will enable all the American firms to considerably reduce their staffs if in future the gigantic American clerical errors can be erased by machinery. The apparatus, if connected with a battery, sets a suitably shaped and very sharp steel blade into a vibrating motion, by which paper can be very evenly and effectively shaved.

How to affix paper to tin or iron is a question which I believe has been answered before, but nevertheless here is a new answer. Take five parts of rye flour and mix it with one part of Venetian spirit of turpentine. Add to this a watery solution of glue until the desired consistency is obtained. This paste dries very slowly, but is most effective.

SECOND-HAND BOOKSTALLS.

LONDONERS are almost unanimous in congratulating their city on the disappearance of Booksellers' Row. On the score of morality and of convenience its removal has been urgently called for for at least sixty years, and its antiquity, grimy and ugly, was not a sufficient plea in its favor. Yet that class of people who haunt second-hand bookshops will regret it. For them it was an oasis in the arid desert of the Strand. The narrow shops with their low doors and overhanging fronts, black with the dirt of generations, seemed bulging with dusty tomes. The romance of ancient books clung about them. The connoisseur, indeed, rather despised the Row; it had few of the rarities for which high prices are asked and given, and great bargains could seldom be made there. But for those whose object is rather to buy cheap than to buy well, and rather to turn over books than to buy at all, the street was a godsend. The same facilities were given to the latter (if one may so qualify the amateur buyer of books) as are given on the quays of Paris. One stopped, looked, examined, bought or not as the fancy took him, and went about his business without question. The street was likewise much frequented by students eager to dispose of

the text-books they had just gone through, or to buy new ones for the next course. In fact, most of its serious business was done in second-hand educational works.

The denizens of Booksellers' Row having been or being about to be scattered, there is now no centre of the same importance for the retail of second-hand books. The least reputable part of their trade seems to be in process of transfer to the neighborhood of Leicester Square; perhaps so far as the legitimate business is concerned. Charging Cross Road will be the second Booksellers' Row. It offers the advantages of a thoroughfare, busy—but not too busy—and much used by a class possessing moderate leisure and moderate means. New as it is, the street has already literary associations. Ruskin House is there, and the Guild of Women Binders, while Cecil Court, the home of the latest poets, is an offshoot. It has already about half-a-dozen second-hand bookshops, copious and cheap—cheaper, indeed, than those in Booksellers' Row—which were inclined to trade on their reputation.

The humble bookstall, which consists generally of a few boards and trestles, or a barrow, is even more a favorite with the reader above-mentioned than the second-hand bookshop proper. It gives more opportunity for the aimless turning over of the leaves of many books, since its whole stock-in-trade is exposed at a glance. The books are usually of a heavy kind, both as to size and contents including ancient divinity, medical and legal books, sold apparently by the pound, like blue books. Nevertheless, among this learned number some relatively valuable volumes may be gleaned, such, for instance, as a magazine or a gift-book of the fifties or sixties, containing woodcuts by the great English illustrators of that epoch. Dalziel's "Arabian Nights," illustrated by Houghton, was brought recently for half-a-crown from a stall in Aldgate. Farringdon Road has the best collection of bookstalls in London; there are some also in Aldgate and Shoreditch scattered among the more numerous fruit-stalls, wheel-stalls, and the like. In Catherine Street, near Tottenham Court Road, French novels in a very dilapidated state were at one time retailed from a single barrow on Saturday afternoons to the foreign residents of the quarter, but this barrow seems to be there no longer.

The contents of a second-hand bookshop are generally too varied for a short analysis; but it may be said that they are all more or less fed from the perennial flood of novels that reach us from across the Channel. For reasons too easily guessed, these works are popular with most people who have a reading knowledge of French. Good, bad, and indifferent, they can be bought on the average for a shilling each. Otherwise, the stock of the second-hand and the new bookseller differs little. The Englishman, who is not otherwise parsimonious, is inclined to regard money spent on books as little better than thrown away. So to spend a sum equal to the price of a lunch requires grave consideration; to spend the price of an evening at the theatre is almost criminal extravagance. Yet books must be bought, and second-hand books are as good as new, and cost hardly half as much. The prejudice which prevails against other second-hand articles, such as clothes, household furniture, and the like, does not extend to second-hand books, and the second-hand bookseller can count upon the patronage of the general public, who buy indiscriminately, as well as on that of the collector, who has an eye to old editions, autograph copies, and literary rarities.—Review of the Week.

THE NEW BOOKS

Tarry Thou Till I Come
Or Salshtiel, The Wandering Jew
 GENERAL LEW WALLACE — "It is one of the six greatest English novels."
 Paper, 75c.; Cloth, net, \$1.50.

Sylvan Ontario
Guide to Our Native Trees and Shrubs
 By W. N. MULGREW, B.A., D. Paed.
 Illustrated with 131 leaf drawings.
 Limp Cloth, 50c. net; Full Rough Calif, \$1.00 net.

In Nature's Workshop
 BY GRANT ALLEN.
 Illustrated by FREDERICK ENOCK.
 Cloth, \$1.25.

Interesting information concerning the many curious habits and peculiarities of plants and animals.

Christian Instruction in the Public Schools of Ontario
 By REV. JAMES MIDDLEMISS, D.D.
 Cloth, net, \$1.00.

Christianity and Some of Its Evidences Popularly Stated
 By SIR OLIVER MOWAT, LL.D.,
 Lieutenant-Governor of Ontario.
 Second edition, revised and enlarged, net, 35c.

Canadian Essays
 Critical and Historical
 By THOMAS O'HAGAN, M.A., Ph.D.
 Cloth, \$1.00.

The Good Red Earth
 By EDEN PHILLIPOTS.
 Author of "Children of The Mist." A charming story of Devonshire. Alpheus Newte, the unctuous pedlar, is a new character in literature.
 Paper, 75c.; Cloth, \$1.25.

Wild Nature Won by Kindness
 By MRS. BRIGHTWEN,
 Vice-President of the Selborne Society.
 Fully illustrated, Cloth, 70c.

Ralph Marlowe
 A Novel by JAMES BALL NAYLOR.
 "Ralph Marlowe" is the legitimate child of actual experience. Much of the story—the places, characters, and incidents I have known; a part of it I have lived. The plot is founded on fact; many of the incidents are actualities: the characters are living, breathing entities.—J. B. N.
 Paper, 75c.; Cloth, \$1.25.

WILLIAM BRIGGS
 PUBLISHER
 29-33 Richmond Street West TORONTO

POINTERS FOR PROGRESSIVE DEALERS.

ANY stationer can do a big trade in flags this Fall, and it would be well to place in as widely assorted a stock as possible. A Toronto house has given an order to one of our wholesale firms for \$2,000 worth of flags, and as the buyer is one of the most up-to-date and successful business men in the city, it can be taken for granted that he knows what the demand will be. For decorative purposes on the occasion of the Duke of York's visit flags will certainly be the leading feature. The cities that are visited will be a mass of decorations, amongst which flags and bunting of many kinds will be prominent.

Of souvenirs I have spoken before, but it cannot be too often urged that the coming Fall will be a season when more of every description of souvenir will find a ready sale than probably ever before. Cheap goods should be avoided. Boys on the streets will do the best trade with them.

An exchange suggests that country stationers should solicit work and trade from the farmers in the vicinity, in the shape of doing letterheads, or embossed stationery with the name of the farm on it. Many farmers have a name for their homesteads, and, if the idea was presented to them in a proper way, many orders could be secured. Some stationers run small printing plants in connection with their business, and make it pay well. The two are closely connected. All country printers sell stationery, and there is no reason why all stationers should not do printing, that is, such printing as they could carry on without the necessity of a large plant: Printing stationery, visiting cards, invitations, etc., can be legitimately and profitably done, and the cost of installing a small plant would not be a great consideration. As a means to enlarge business, apart from the profit in itself, this should be found a good investment.

Some manufacturers are going to show a few lines of fancy stationery this Fall which are in very pronounced shades, and might be termed loud. No doubt there is a trade for these goods among a certain class of people whose good taste is not their most prominent characteristic, but dealers who wish to sell good goods to people who want them will do well to avoid these styles. Stationery in deep pink, orange, green and purple would certainly make a striking window display, but would not impress probable customers as desirable purchases.

LATEST FICTION

Mr. Dooley Says:

The Kidnapped Millionaires

"Is ingenious in conception and brilliant in execution. There is no lapse in interest and the humour is genuine."

HEART AND SOUL

"A romance of extreme interest."—Montreal Star.

Etidorhpa

Or The End of the Earth.

By John Uri Lloyd.

Paper, 75c. Profusely Illustrated. Cloth, \$1.25.
 "A book to stir the pulse, stir the brain and the heart."—New York Tribune.

God's Puppets.

By Imogen Clark.

Paper, 75c. Cloth, \$1.25.

Has been included in all the lists of the six best selling books for some time.

ANOTHER LEADER IS

MISS FOWLER'S

Sirius

A VOLUME OF FICTION.

ZANGWILL'S MASTERPIECE

The Mantle of Elijah

"By far the best book recently published."—Montreal Star.

OUR SUMMER FICTION CATALOGUE IS FREE TO ALL.

W. J. GAGE & CO. Limited
 TORONTO.

FANCY GOODS AND STATIONERY.

NEW MUCILAGE BOTTLE. The "Everdon" gum bottle is an Old Country novelty which possesses enough real merit to make it popular.

It is made in the form of a mug with a small saucer attached to catch any gum that might run over the sides, the whole being blown in one piece of glass. A handle allows it to be moved without touching the sides of the bottle, which might be sticky. Through the centre of the bottle, near to the top, runs a strong wire bar, against which the brush is rubbed instead of being drawn against the top. A cap fits closely over the top.

CIGAR CUTTER. I. & C. Hardmuth have just brought out a novelty cigar-piercer and cutter. Instead of cutting off the cigar end, a small sharply pointed cylinder is pierced into the end of the cigar and when this is released, by a spring, it comes back bringing a little bit of the tobacco and leaving a small hole drilled in the cigar, large enough to allow of perfect smoking.

BLOTTER NOVELTIES. A number of blotter novelties are out, some useful and others useless. A late

American idea is the threading of a lot of round, disc shaped blotters on a roller with circular wooden discs at the ends. These are then rolled over the part to be blotted, and as the edges of blotting paper have always the greatest absorbing power, the blotter is very effective, but does not last long.

A PENWIPER IDEA. A novelty which should not be long in finding favor is a combined penwiper and extractor. Corrugations at one end, lined with felt, are made to fit a pen, so that when the neck is pushed in a slight pressure cleans it, and a stronger pressure holds it firmly enough to draw it from the handle. They retail for 5 cents each.

A GIRL'S FAD. An English fancy goods house has just added to its list of novelties a scent ball charm to be worn on a bracelet or chain. It consists of a hollow metal ball with a number of openings, inside which is another ball of the same size of cotton wool covered with turpentine silk. This is delicately perfumed and can be scented afterwards with any desired perfume.

A WINDING STRAP.

A new razor strap is made to wind up into a cylinder like a tape measure. It is called the "Pullman," and for travelling is one of the best ideas in this line yet shown. It retails for 40 cents.

LOCK FOR FILES.

A combination lock for files or boxes is being put on the market by a New York firm with good chances of success. It can be applied to boxes or files very easily by anyone, without previous experience, and it cannot be opened unless the combination is known.

THE DECORATION SEASON.

For decorations on the occasion of the visit of Royalty to Canada, Brown Bros. are making special preparations for supplying crepe tissue, patriotic streamers and flags, which will be greatly used. Dennison's crepe tissues, plain and fancy, will also come in handy at

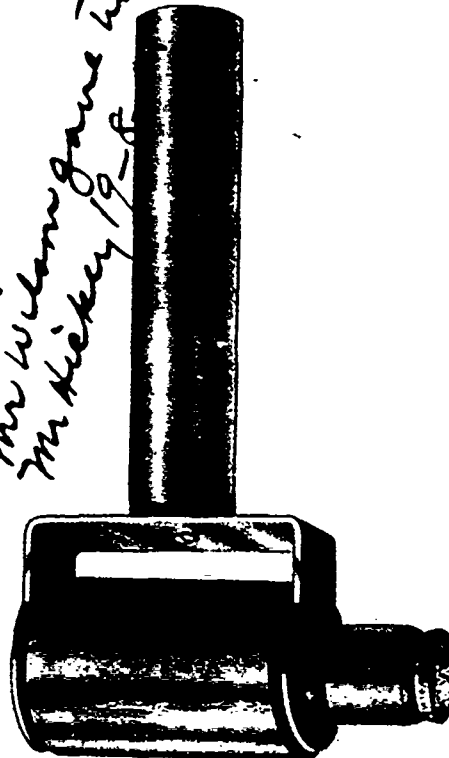
simple as possible. Fancy colored waste paper and desk baskets, woven in many shapes and designs, are going well. Dennison's seals, gum labels, etc., the former in gold, red and silver, are wanted in large quantities. The shipping tags, tickets, etc., include some metal rimmed goods, which are always in demand. A shipment of Hardmuth's goods, just arrived, includes pencils and tracing cloths, envelope openers, and all such goods. In papereries Pirio's and Hurlbut's are given a first place, and a line of Edinburgh organdie note and envelopes in the latest shades will be a good investment. Edison's oscillating mimeograph is the latest, and perhaps the best of its kind. The work done on it is marvelous, both for its perfect copy and the rapidity of doing it. As many as 2,000 copies per hour have been made upon it, and there is little or no difficulty in the operating. A circular describing this machine and showing samples of its work will be sent to anyone dropping the firm a card.

NEW CHATELAINE BAGS.

Chatelaine bags are still keeping well to the front in sale, and many new designs are being made in buffalo, real seal, alligator, snake, calf, morocco, etc., some with oxidized or silver frames, others with leather-covered frames. Perhaps the most attractive of all is the newest, which is just now being turned out by Brown Bros. This has a hand-carved floral design on one side, the other being in excellent imitation of bridled leather. It is made in Mexican calf, the handle being of leather also. A steel spring hook, leather covered, serves to hang it on the belt. Altogether this is one of the finest pieces of work Brown Bros. have yet shown.

TOY BALLOONS. The Copp, Clark Co. are showing something new and attractive in fancy balls.

One line is worsted or sponge ball, the centre made of sponge, over which colored worsted is wound, the whole being enclosed in a netting of colored string, making a strong, pleasing summer ball. They are lighter than rubber and will bounce higher—no fear of injury. For this line they anticipate a large sale. They are quite different from any other balls in appearance and lighter in weight, a good assortment of bright catchy colors in each dozen, a ball that will please the children. sold in four sizes, 5, 10, 15, and 25c. Another line is the fruit balls, made of rubber in very natural imitation of oranges, apples and lemons, the best quality rubber and splendid bouncers. No. 900-3 assorted lemons and oranges; No. 901-3 oranges; No. 902-3 apples. They retail at 15 and 25c. each. They are also showing some novelties in toy balloons. No. 494-3 squeaking balloons, retail at 1c., assorted colors; Nos. 453-3 and 456-3 balloon bag-pipes. These have red and yellow stained pipes with key holes, good bladders and mouth piece, retail at 5c. The greatest novelty in this line is No. 488-3, called the Li Hung Chang Balloon. It is an extremely comical toy balloon, shows the face of a Chinaman with long colored nose and colored head, to which is attached a pigtail of plaited wool; the effect is made greater by a fringe of crepe tissue paper of two colors around the neck. The mouth-piece is fancy and well made. It blows up to a very large-sized head and emits a very loud sound which gradually dies away; these should sell at sight. Retail price 10c. No. 457-3 balloon blows out into three separate balloons, which has the appearance



that time. Their new stamp and envelope moistener is illustrated here, and is already a favorite. It is simple and effective, the revolving barrel containing water which feeds the brush at one side.

OFFICE SPECIALTIES.

A number of office goods are being specialized on by Brown Bros., and a glance over them may reveal some lines which dealers might now be in need of. Office scales are shown to weigh from 1 ounce up to 24 pounds. These are in the latest improved designs, and are as

F. ^{AND} E. W. KELK

FALL and CHRISTMAS GOODS

Dolls, Toys, Fancy China, Cups and Saucers,
Vases, Albums, Toilet Cases, Leather Goods,
Fancy Glass Water Setts, Berry Dishes,

SILK FLAGS
BUNTING FLAGS
COTTON FLAGS
MUSLIN FLAGS

A very large assortment.

Breakfast Setts.

All our Christmas goods are now arriving—a great many lines are now in the warehouse. It will pay you far better to buy your Christmas goods in the city about Exhibition time, as you will save your expenses twice over and get different goods to your neighbor. It don't do to buy too early. Come to the city and get cheaper goods. All our stock will be found new and attractive.

F. & E. W. KELK, 76 York St., TORONTO.

FLAGS
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To order in city cut 79

For Duke of York Celebrations.



Printed Cotton Flags,

Hemmed Cotton Flags

Bunting Flags,

Silk Flags.

Released P 22 1902

PAPER LANTERNS



Write for Price Lists.

NERLICH & CO.

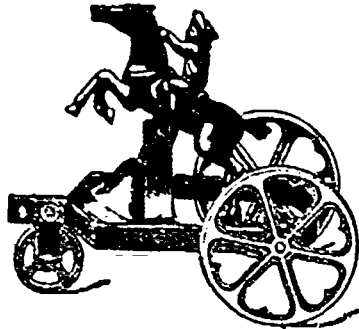
146-148 Front Street West,
(OPPOSITE UNION STATION)

 TORONTO

FANCY GOODS AND STATIONERY—Continued of a long message, with wording in blue, yellow and red. "Best German Sausage." Retail at 5c.

NEW PAPETERIES. The Copp, Clark Co. are showing some of their own make of writing stationery in three 15c. lines, the "Alma Mater," "Hiawatha," and "Springtime." These are in cream and white, ruled or plain, nicely boxed and will take well. The "Blue Danube" is the fashionable grey-blue shade, with emperor wallet-shaped envelopes, one quire in a box. This is a 25c. line. The "Australian" is a line in assorted colors in a floral designed box. "Ye English" antique parchment, which had such a great run in Octavo, Gladstone and Salisbury shapes, is now shown in large Boudoir shape.

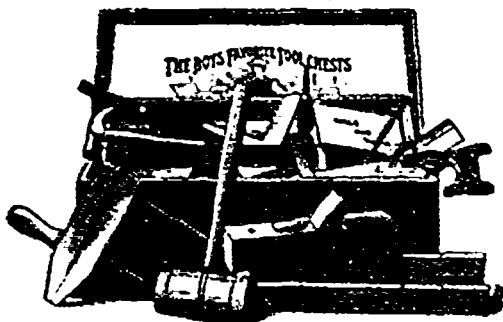
NEW TOYS. Nerlich & Co. are showing some novelties in toys which the dealers will like to know about. "Horse and rider, bell toy," illustrated, is a large and attractive line at its retail price of 15



cents each. The entire toy is of metal and its unique bell-ringing mechanism and galloping motion makes it very attractive.

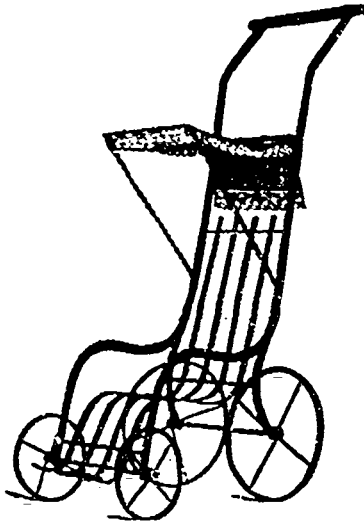


In our July number we described the new ball-bearing friction toys, and we here give a cut of an automobile with this motive power. The operation is the same as for "Hill Climbers," already illustrated.



The "Boys' Favorite" line of tool chests sold in Canada by Nerlich & Co.,

offer the biggest values to be had in these goods and should suit all classes of trade as they come in a big range of sizes and retail at from 35c. to \$3 each.



The big successes last season in flat steel wire toys in baked enamel finish has resulted in the production of some new lines. We illustrate the Doll Go Cart intended to retail at 75c., and saw in Nerlich & Co.'s sample room a smaller size at a price that would allow the dealer to sell it with good profit for 40 cents each.

SELLING NOVELTIES.

The Copp, Clark Co., Limited, are showing a nice range of telescopes, which at this season of the year should sell well. Each telescope comes in a separate case, they are well finished and serviceable, very attractive in appearance, they are a four-draw telescope, different diameters and length, according to price. Wholesale price, \$1.80, \$3.60 and \$9 per dozen. A superior line comes at \$1.75 each; it is well finished, black leather, fitted with sun-protecting cap shutter, and has great magnifying power. They are sending out

a circular describing their pencil boxes, which are ready in immense variety for the Fall school trade. The circular gives prices in addition to a clear description of the goods. A new edition of the office diaries is shortly to appear. The last one has been completely sold out. A circular of their 1c. goods will soon be out. Those of the trade who do not receive a copy will do well to notify the company as this circular is sure to contain many lines that can be profitably handled. Novelties in inkstands are going well. Among these will be noticed 166-3 a barrel-shaped well, made of gun metal, with brass finish, which will sell well; 172-3, an imitation of an absinthe bottle, and 177-3, an imitation of a quart ink bottle. These are 50c. lines. For the 25c. line are shown a round nickel well, with double safety top, in a white enamelled cover with a colored Union Jack adding to its attractiveness. Of the same shape, to sell for 30c., is a bottle finished in leather and brass. Collapsible aluminum drinking cups, toy magnets, to retail for 1c. to 10c.; picture frame, with colored floral design, toilet paper in rolls, and packages, 5 and 10c. lines, are among the month's rapid sellers. Bags of assorted colored beads to retail for 5c. each are good property.

NEW LINE IN STATIONERY.

Warwick Bros. & Rutter have just received a shipment of the Pelouze Postal Scales, and report increased sale for these scales, in all styles and sizes. They are carried in stock in ten different styles to retail from thirty-five cents to five dollars, and weigh up to twenty-four pounds. A cut of the National is shown herewith. Dealers who do not already handle these goods should make up a sample lot as they are a most desirable and useful article as well as being most attractive in appearance. The most popular lines are the "Victor," which retail for \$2.25, and the "U. S.," the retail price of which is \$3.50.

The letter balance made by the same firm is also shown by Warwick Bros. & Rutter. It is made of steel in the shape of a paper

Booksellers and Stationers

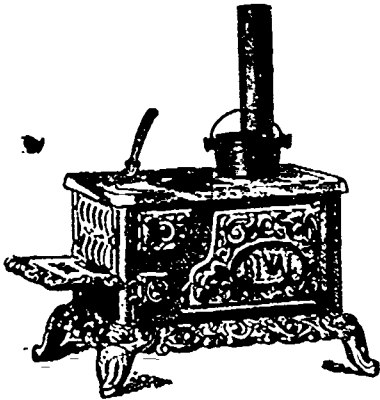
cannot afford to pass us on these lines, as we are showing better values than ever—greater values than any other house in the trade:

Social Note Papers,	Bill Heads,	Mailing Envelopes,
Wedding Stationery,	Business Envelopes,	Writing Tablets,
Commercial Stationery,	Document Envelopes,	Pads,
Flat Papers,	Pay Envelopes,	Papeteries,
	Paper Boxes, etc.	

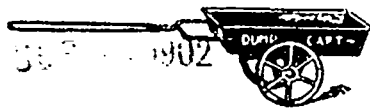
The Barber & Ellis Co., Limited, Toronto

SEP 22 1902

Xmas Trade.



Our line of Toy Stoves in OXIDIZED finish will interest you. (Listed in our new catalogue.)



The Sheet Steel Toys listed in our new catalogue offer the biggest values on the market.



Iron and Steel Combination Trains are the latest in indestructible toys. Have you seen them?



Get our prices on Masks.

NERLICH & CO.

Wholesale

Fancy Goods.

DOLLS, TOYS,

NOVELTIES,

all 5 new
CHINAWARE,

GLASSWARE,

SUNDRIES.

Our Travellers are now on the road with complete lines of samples.

Our Catalogue is almost ready. It gives a host of information about our lines. Write for it.

DUKE OF YORK Celebration.

Flags

Get our quotations before placing orders.

Flags

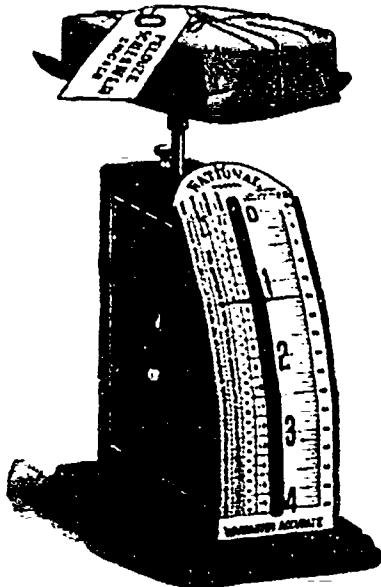
Nerlich & Co.

146-148 Front Street West.

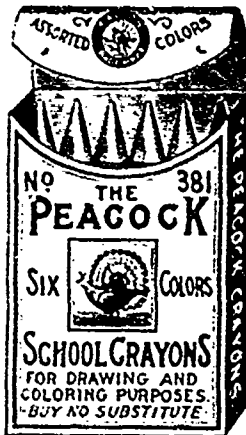
(OPPOSITE UNION STATION)

• • • TORONTO.

FANCY GOODS AND STATIONERY—Continued
knife, and by dropping the letter on the handle it shows if it is overweight. The retail price of the paper knife and letter balance is only thirty five cents, and it is a most convenient desk necessity.



The demand from all parts of the country at present is for new sundries, which will attract the school children. Warwick Bros. & Rutter have always given these lines special attention and this year are showing



all the new novelties to be found in the way of school requisites. Colored crayons, for map and other drawings, are one of the lines which are shown in great variety. A



number of different sizes and qualities are shown to retail at 5 cents, while a new size, containing twelve crayons, is made to retail at three cents each, and the younger

scholars are given a variety of three styles to choose from for one cent.

Other lines of specialties, such as advertising rulers, blotters, pencil boxes, etc., are carried in great variety. School trade this year with this house has been most satisfactory, the demand for their series of blank practice books far surpassing that of any other season. Samples of these goods would be gladly supplied to any of the trade who have not had an opportunity of seeing the travellers of this house.

Warwick Bros. & Rutter **PEN CARBON LETTER BOOKS** report a steadily increased demand for the specialties made by The Pen Carbon Company, the leading line of which is their Pen Carbon Letter Book. This book keeps a record of all letters written, the original of which may be written on private letter paper, inserted as required, and by simply



writing the letter in the usual way, with any style of pen, the copy is made. The sale of these goods is especially large in the smaller cities and towns and all live stationers should have samples of these new lines. We herewith show a cut of this new book with the letter being written and the copy being made at the same time.

Messrs. Rachael Tuck & Sons are to be complimented on the exquisite designing and workmanship produced in their Royal series of Souvenir Post Cards.

The new numbers in the series showing the King and Queen of England and the Duke and Duchess of York are meeting with a most satisfactory demand in Canada. The trade are supplied by Warwick Bros. & Rutter, who are sole agents for Raphael Tuck & Sons.

The Canadian trade will be interested in knowing that Hyde & Co., the noted English manufacturers of writing inks and sealing wax, are pushing their line in this market. Their Canadian representative is Wm. McPherson, 57 Prince Arthur avenue, Toronto, who will show samples to any inquiring dealer.

Hyde's combination writing and copying fluids are known all over the world. Their ink is suited to all climates and can be used with equal satisfaction for letters, ledgers, and the press. It gives two perfect copies at once or one 48 hours after writing. The manufacture of this ink is a chemical secret, writes a good blue and turns an intense and abiding black 21 hours after use. In the matter of sealing wax, Hyde & Co. are the original makers of the "Bank of England Wax," and the "Prize Medal India Wax," for hot countries.

Subscribers wanting goods or special quotations on any thing anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE BOOKSELLER AND STATIONER**, Toronto or Montreal.

NEW BRITISH PUBLICATIONS

London, July 27, 1901.

IN the early autumn Maurice Hewlett's new book "New Canterbury Tales" will be ready. It is different in style from his other books, but is said to have some of the charm of "The Forest Lovers." The publishers are Messrs. Constable.

Mr. Robert Machray, a nephew of the Canadian Primate, Archbishop Machray, of Winnipeg, has lately written a novel entitled "Sir Hector: The Story of a Scots Gentleman." It will be published in the Autumn by Messrs. Constable.

"An Episode on a Desert Island" is the name of a novel Mr. John Murray will have ready this month. The author, who is a lady, remains anonymous.

Messrs. Hutchinson are about to issue a society novel by Mrs. Violet Tweedale, called "Her Grace's Secret."

Mr. S. R. Crockett's new book, "Love Idylls," will be published by Mr. John Murray on September 3. It will be uniform in size with "An Englishwoman's Love Letters."

Messrs. Constable will have ready in the Autumn "The Lady of the Woods," by Mr. Bernard Capes; and "Cartigan," by Mr. R. W. Chambers.

Messrs. Hodder & Stoughton are about to publish Miss Adeline Sergeant's latest novel, "Sylvia's Ambition."

Mr. John Murray will have ready in a few days a novel by Mr. Hamilton Aidé, entitled "The Snares of the World."

Mrs. Hugh Fraser's new novel is entitled "The Saving Child," and will be published by Mr. Fisher Unwin. The scene is laid in Peking during the early years of the present Emperor.

Two books, of which the late Dr. Mandell Creighton was the author, are about to be published by Messrs. Longmans. The first is entitled "The Church and the Nation," and consists of various charges and addresses. The other is a memoir of Sir George Grey, with the late Bishop of London's memorial sermon preached in Embledon Church, Northumberland, in December, 1883. This memoir is a reprint of a volume privately printed in 1884. Interest, however, is added to it by an introduction by Sir Edward Grey, the grandson of Sir George, and by the reproduction of numerous rare portraits.

The colotype facsimile of the first folio of Shakespeare which is being prepared for publication by The Clarendon Press is expected to be ready before the end of next year. The Chatworth copy has been deposited on loan in the Bodleian Library, by permission of the Duke of Devonshire, and from it a reproduction is in progress at the Oxford University Press, which, when completed, will be as exact a facsimile as is likely to be produced. This reproduction will be of the exact size of the original, with the necessary margin, and the whole of the 910 pages will be included in the one volume. A brief introduction by Mr. Sidney Lee will be prefixed with as full a catalogue as practicable of all known copies of the first folio. The subscription price for copies in paper boards is five guineas.



Book Labels

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HEAVILY GUMMED DIE CUT.
Finest Work. - Any Shape, Style or
Color. - Any wording or design.
EXPRESS PREPAID.
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GEORGE OWN, - - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R BARBER.

PAYSON'S INDELIBLE INK



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

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

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and promptly
attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

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LIMITED**

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ABERDEEN, SCOTLAND.

Established over 150 years.

Agencies in all the principal cities of
the world. A special feature is the
manufacture of

**MOURNING STATIONERY
AND PAPETERIES**

of the highest class, in all sizes and
selected designs. On sale everywhere
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**Leather
Goods.**

This is a special and Greatly
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We manufacture and have now
in stock a very superior line of

**PURSES, WALLETS,
LETTER and CARD CASES,
PORTFOLIOS, MUSIC ROLLS,
PHOTOGRAPH CASES,
DRESSING CASES,
LADIES' WRIST BAGS, Etc.**

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Chatelaine Bags



Now a necessity
to every lady.
Surpass anything
hitherto made.
We have them in
all the

**NEW
MAKES
and
STYLES of
LEATHER.**

SEAL,
RUSSIA SEAL,
MOROCCO,
WALRUS,
HIPPO.,
RHINO., Etc.

With the newest
and finest of
frames.

Surprisingly low prices considering
the superiority of make.

**THE BROWN
BROS., Limited**

MANUFACTURERS OF

FINE LEATHER GOODS, ACCOUNT
BOOKS, STATIONERY.

51-53 Wellington Street West,
TORONTO.

To have the Best and Most Complete Line of

CRAYONS



has been our aim. We
can please you with more styles
and varieties than any other manu-
facturer. This cut represents one
of our special leaders. We will
display from week to week, the
best taking styles in our variety.

WRITE FOR OUR CATALOGUE.

THE STANDARD CRAYON CO.

New York Salesroom,
381-383 Broadway,
P. G. THORN, Manager.

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

WALL PAPER AND DECORATIONS.

THE NEW YORK DISPLAY.

IN August the big wall paper concerns are showing their lines at the Gilsey House, New York. Fashion is just as fickle in the way of wall papers as in all other things, and there is quite a change from the mode of last August.

The tendency is toward more subdued colors, and stripes are more in evidence than formerly. For bedrooms the satin stripe in delicate tints seems to be the favorite. No frieze is used, the paper being carried up to the ceiling, with the picture moulding eight inches from the top. For halls and parlors, papers of large figures and in Oriental colors are popular. There are some most gorgeous patterns in these styles, with a good deal of dull gold carried into the design. With these the half-yard frieze is still used, and often of heavy leatherette.

For dining-rooms the tapestry papers are still liked, with burlap dado. For many years no fashion has come in which has been more satisfactory for dining-rooms as to both appearance and wear. With this combination the frieze is not used. The moulding for odd plates, placques, etc., is still in evidence, but placed a little higher than of yore. In many cases this moulding serves for picture hanging as well. Dealers say that wall papers are more and more replacing kalsomining. The papers cost less, wear longer without becoming soiled, and consequently landlords are far more willing to repaper than to kalsomine their houses.

For bathrooms white tile paper is best liked, does not fade or spot, can be wiped carefully with a slightly dampened cloth and thus be kept fresh and clean for a long time.

GERMS IN OLD WALL PAPER.

The Paperhangers' Union of Philadelphia wants all walls about to be papered thoroughly scraped first, as a sanitary precaution. R. T. Mitchell, of the union, prepared a circular letter to prominent physicians asking their views upon the subject, and it is said that the board of health will be asked to urge compulsory legislation.

"The scraping of the walls does not mean more money to the paperhanger," said Mr. Mitchell. "He is not allowed to do the scraping himself. The cost is

trifling, and it really pays for itself in the end. Paper pasted smoothly and evenly wears longer than paper with fragments beneath it. The main consideration, however, is that of hygiene. I know an instance where a parsimonious landlord refused to pay for the scraping of walls in a smallpox-infected house that was about to be repapered, and this is by no means an isolated case."

BUYERS VISITING THE MARKETS.

Wall-paper dealers visiting Toronto during the Exhibition in September will be given a hearty welcome at Stauntons Limited, wall paper manufacturers, 944 Yonge street. No doubt many dealers will be glad to take a walk through the company's immense factory and gain an insight into the manufacture of wall paper, which will help them when selling the goods. The company will also have quarters at the Rossin House, where a full line of their samples will be open to inspection, and some of their salesmen will be in attendance to show every attention to visitors as well as to take orders. The company hope to see quite a number of their friends.

GROWING TRADE IN GRAPHITE.

A. K. INGRAHAM, representing The Joseph Dixon Crucible Co., of Jersey City, is making one of his periodical visits to the Canadian trade. To the stationery trade, Dixon's pencils are so well known that a visit by Mr. Ingraham, to Canada, is invariably followed by large orders.

It is characteristic of The Dixon Co. that they have developed around their graphite business an immense trade in cognate and allied lines, so that their Canadian representative is a welcome guest not only to stationery importers, but to hardware firms, machinery houses, and others. A partial list of the goods they manufacture will indicate the extent of their operations, because graphite is put to many uses, and users of graphite require certain articles which The Dixon Co. also make. So a list of goods, including pencils of every grade and style, lubricants, belt dressing, stove polish, axle grease, graphite for railway use, graphite for electrotypes, crucibles, stoves and clippers, hard oil pumps, etc., etc., means an extensive business in all parts of the world. Mr. Ingraham, like the big concern he represents, is all alive and full of information.

I asked him about the conditions under which trade is pushed in the United States. "Well," he replied, "our dealers generally are hustlers, and they have to be to keep their trade. Even the small dealers are awake to this. Take the matter of pencils, for example. The stationer makes every effort to keep his own trade at home. He solicits and obtains the local custom of all big companies or manufacturers with headquarters or branches in his town. Men from outside, especially in the cities, come after this trade and the local dealer to keep it, must be a hustler. He must show the company whose trade he is after that he can do as well as a bigger outside house. In order to prove this he must place a large order so that his prices are right. One big order brings another and he soon gets the reputation locally of being quite as satisfactory a source of supply as an outside competitor. I have known a dealer in a small village place an order for 150 gross of pencils. This is only possible where the dealer is getting all his local trade. By working into local prominence, such as going on the school board, etc., he gets control of this trade.

"Canadian trade? It is expanding well, and I notice that there is a demand for special things in which a man can work up a trade of his own."

Mr. Ingraham is an interesting man to talk with, and The Dixon Co.'s own wise policy of adding new lines so as to develop the graphite business in every shape and form is in itself a valuable pointer to every merchant in Canada no matter what line of business he is in.

ENGLISH NOTES.

Mr. Hall Caine is the subject of a monograph by Mr. C. Fred. Kenyon, which Messrs. Greening have in preparation for their English Writers of To-day Series. The book, to which Mr. Hall Caine will contribute an introduction, will contain many unpublished letters from Ruskin, Rossetti, Wilkie Collins, and other well-known men.

Not many members of Parliament are associated with the publishing business. The latest who has thus interested himself in the issue of books is Mr. John Stanhope Arkwright, M.P., who has entered into partnership with Mr. R. Brimley Johnson. Mr. Arkwright is nearly 30 years of age, and was educated at Eton and Christ Church, Oxford. At the general election he was returned unopposed for Hereford, and is a member of the Liberal-Unionist party. Mr. Arkwright is the author of a small volume of poems entitled, "The Last Muster."

Mr. Andrew Lang's Christmas book for this year is entitled the "Violet Fairy Book," and will be published with eight colored plates and fifty-four other illustrations. Another book of his is now at the press. It is called "The Mystery of Mary Stuart." It is an investigation into the character of Queen Mary, and especially as to her relations with the Earl of Bothwell and the other murderers of her husband, Lord Darnley. Mr. Lang has enjoyed the advantage of using authentic materials hitherto unknown to historians, among them a number of documents employed by Mary's enemies in getting up their case against her.

WATSON FOSTER CO.



MONTREAL

WALL PAPERS

1901-1902.

SPECIAL REPORTS FROM A
MAJORITY OF OUR TRAVELLERS
TO DATE SHOW THAT IN NO IN-
STANCE HAVE THEY FAILED TO RETAIN
AND GENERALLY INCREASE OUR TRADE
WITH EVERY DEALER VISITED

* * * PROVING OUR LINE OF WALL
PAPERS, FROM BLANKS TO VARNISHED
GILTS, TO BE THE MOST COMPRE-
HENSIVE, WELL COLORED, AND

BEST VALUE

IN THE MARKET.

NOTES OF CANADIAN TRADE

THE old and well established firm of Morton, Phillips & Co., stationers, Montreal, has been reorganized, with Messrs. C. S. J. Phillips and R. J. Gibson as sole partners, Mr. Hugh Cameron dropping out.

Gowley Bros., picture dealers, Toronto, have dissolved partnership.

The sheriff is in possession of the business of W. H. S. Lane, stationer, North Sydney, N. S.

The stock of G. Hardy, stationer, Sorel, Que., was partially damaged by smoke; insured.

D. K. Currie, bookseller and stationer, Summerside, P.E.I., has sold out to K. H. Montgomery.

H. G. Robertson, stationer and druggist, Dundas, Ont., has sold out to A. W. Ralph, of Hamilton.

George N. Morang, of Geo. N. Morang & Co., publishers, Toronto, was elected a vice president of the Leipzig Congress of Publishers in June.

A petition has been filed in court in Toronto to wind up The G. M. Rose & Sons Co., Limited, publishers, of Toronto. The claim is in the form of a Division Court judgment against the company for \$187, which includes a judgment of \$56 also obtained against the company by W. O'Brien, which judgment Mr. Carris bought in. The company, according to the papers filed, was incorporated in 1898 with an authorized capital stock of \$25,000, of which \$1,050 has been subscribed by stockholders.

S. B. Gundy, A. M. Huestis and E. S. Caswell, of the Methodist Book Room, left Toronto on Thursday, August 1, for a fortnight's vacation on Georgian Bay. Mr. W. P. Gundy, of The W. J. Gage Co., and Mr. Jas. Swift, of The Copp, Clark Co., were also in the party. Let the bass beware when men skilled in angling for new novels and fishing for new trade go after them.

Rev. Dr. Briggs, book steward of the Methodist Book and Publishing House, sailed from Montreal on August 7 to attend the Ecumenical Conference of Methodism, which meets in London in September. Dr. Briggs is the Canadian representative on the business committee of the conference, and is down on the programme for a couple of addresses.

Within the past month or two, Nerlich & Co., of Toronto, have opened up a sample

room in Montreal at 301 St. James street. The manager will be Mr. T. F. Clark, who has represented this firm through the Province of Quebec for 20 years. Associated with him will be Mr. Hermann Nerlich, who is settling in Montreal. The sample-room is a bright and airy room, as large as an ordinary flat. The samples are now in, and customers will be welcome at any time to inspect their china, glassware, fancy goods, toys, toy books, purses, tobacconists' and druggists' sundries, etc.

STOPPING CUTTERS' SUPPLIES.

The management of the American Publishers' Association has worked overtime for

weeks to ferret out and trace the agents who have been furnishing supplies of books to the price-cutters. Step by step Mr. Emory has been successful in hunting down the intermediaries, sometimes going miles afield in his chase. In most cases the agents for the price cutters have been able to obtain supplies unchallenged and quite readily from jobbers and large dealers in books. It seems, therefore, desirable for all who handle large quantities of books, and who may be interested in the success of the reform movement, to exercise more than ordinary care in dealing with unknown persons—for cash or otherwise.—New York Publishers' Weekly.

"Staunton" Wall Papers

We don't know any better testimony to the excellency of the Staunton 1902 line than the generous orders that are daily coming to us.

Maybe your order is in! Maybe it isn't!

Our traveller is getting to you as fast as he can, if he has not been there already.

It will pay you to wait for him—he has Wall Papers at prices that will interest every up-to-date dealer.

Every dealer who has seen this line says it's the best yet.

Stauntons Limited  **Toronto**
Formerly H. Staunton & Co. 

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE

- 1 "Graustark," by G. B. McCutcheon. McLeod.
- 2 "The Crisis," by W. Churchill. Copp.
- 3 "Helmet of Navarre," by B. Runkle. Copp.
- 4 "The Sky Pilot," by R. Connor. Westminster.
- 5 "Cinderella," by S. R. Crockett. Copp.
- 6 "Eben Holden," by I. Bachelier. Briggs.

CHARLOTTETOWN.

- 1 "Kidnapped Millionaire," by U. Adams. Gage.
- 2 "Like Another Helen," by G. Horton. Montreal News Co.
- 3 "The Puppet Crown," by H. McGrath. Montreal News Co.
- 4 "Mistress Nell," by Hazleton. Copp.
- 5 "Jocelyn Cheshire," by S. B. Kennedy. Gage.
- 6 "The Third Floor," by Mrs. Dudency. Gage.

QUELPH

- 1 "The Crisis," by W. Churchill. Copp.
- 2 "Tarry Thou Till I Come," by G. Croly. Briggs.
- 3 "Helmet of Navarre," by B. Runkle. Copp.
- 4 "God's Puppets," by I. Clark. Gage.
- 5 "Visits of Elizabeth," by E. Glyn. Morang.
- 6 "Graustark," by G. B. McCutcheon. McLeod.

KINGSTON.

- 1 "Daughter of New France," by M. C. Crawley. Mussen.
- 2 "Lords of the North," by A. C. Laut. Briggs.
- 3 "God's Puppets," by I. Clark. Gage.
- 4 "The Crisis," by W. Churchill. Copp.
- 5 "The Octopus," by F. Norris. Morang.
- 6 "Visits of Elizabeth," by E. Glyn. Morang.

MONCTON.

- 1 "The Crisis," by W. Churchill. Copp.
- 2 "Like Another Helen," by G. Horton. Montreal News Co.
- 3 "The Puppet Crown," by H. McGrath. Montreal News Co.
- 4 "Tarry Thou Till I Come," by G. Croly. Briggs.
- 5 "Cinderella," by S. R. Crockett. Copp.
- 6 "Ralph Marlowe."

OTTAWA.

- 1 "The Crisis," by W. Churchill. Copp.
- 2 "Helmet of Navarre," by B. Runkle. Copp.
- 3 "God's Puppets," by I. Clark. Gage.
- 4 "Cinderella," by S. R. Crockett. Copp.
- 5 "Prince Rupert."
- 6 "Puppet Crown," by H. McGrath. McLeod.

STRATFORD

- 1 "God's Puppets," by I. Clark. Gage.
- 2 "Mantle of Elijah," by I. Zangwell. Gage.
- 3 "The Octopus," by F. Norris. Morang.
- 4 "Eleanor," by Mrs. Ward. Briggs.
- 5 "The Cardinal's Rose," by S. V. Sutphen. Briggs.
- 6 "Heart's Highway," by M. Wilkins.

ST. JOHN.

- 1 "The Crisis," by W. Churchill. Copp.
- 2 "The Puppet Crown," by H. McGrath. Montreal News Co.
- 3 "Graustark," by G. B. McCutcheon. McLeod.

- 4 "Helmet of Navarre," by B. Runkle. Copp.
- 5 "Cinderella," by S. R. Crockett. Copp.
- 6 "Like Another Helen," by G. Horton. Montreal News Co.

VANCOUVER.

- 1 "Helmet of Navarre," by B. Runkle. Copp.
- 2 "Pro Patria," by M. Pemberton. Copp.
- 3 "Graustark," by G. B. McCutcheon. McLeod.
- 4 "Her Mountain Lover," by H. Garland. Copp.
- 5 "Good Red Earth," by S. Phillpots. Gage.
- 6 "Lone Star Rush."

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6. "Cinderella," by S. R. Crockett.....	21

ENGLAND.

1. "The Crisis," by W. Churchill. Macmillan, 6s.
2. "Jack Raymond," by E. L. Voynich. Macmillan, 6s.
3. "Master Christian," by M. Corelli. Methuen, 6s.
4. "Casting of Nets," by R. Bagot. Arnold, 6s.
5. "Penelope's Irish Experiences," by K. D. Wiggin. Gay, 6s.
6. "Cardinal's Snuff Box," by H. Harland. Lane, 6s.

SCOTLAND.

1. "Doom Castle," by N. Munro. Blackwood, 6s.
2. "A Crafty Foe," by H. Nisbet. White, 6s.
3. "Sirius," by E. T. Fowler. Hodder, 6s.
4. "Silver Skull," by S. R. Crockett. Smith, Elder, 6s.
5. "Five Years of My Life," by A. Dreyfus. Newnes, 6s.
6. "Tony's Highland Tour," by J. A. Hamerton. Marshall, 2s. 6d.

UNITED STATES.

- 1 "The Crisis" Macmillan, \$1.50.
- 2 "Helmet of Navarre." Century, \$1.50.
- 3 "The Puppet Crown." Bowen, \$1.50.
- 4 "The Visits of Elizabeth." Lane, \$1.50.
- 5 "Alice of Old Vincennes." Bowen, \$1.50.
- 6 "Graustark." Stone, \$1.50.

NEW U.S. POSTAL REGULATIONS.

The United States Postmaster-General has issued an order depriving publications with the characteristics of books of the benefit of second-class mail matter. This strikes at the "libraries" issued weekly or monthly by publishers. Another order cuts off advertising sheets which pose as journals or newspapers as follows:

"The subscription price must be shown by the publication, and when it appears from the contents or from the extrinsic

inducements offered in common with it, that the circulation of the publication is not founded on its value as a news or literary journal and that subscriptions are not made because of such value, but because its offers of merchandise or other consideration result, in effect, in its circulation at apparently a nominal rate, such publication does not come within the requirements of the law for acceptance as second-class matter."

The "Annual Financial Review," compiled by W. R. Houston, of the Dominion Bank, Toronto, is a carefully prepared précis of facts regarding securities listed on the Montreal and Toronto stock exchanges. It is the first Canadian preparation of this kind and is almost indispensable to business men, bankers, insurance managers, lawyers and investors generally. It retails at \$3 and is conveniently bound and printed. It is brought down in detail to July 1, 1901, and is thus strictly down to date. In it are all the leading banks, loan companies, lighting companies, mining, navigation and railway companies, and a vast mass of information of practical value to the public.

An American exchange says that according to a despatch from London, "The Canadian Government has appealed to the British Postmaster-General requesting that the postage to Canada on British magazines be reduced. Canadian Government officials say that American magazines circulate in Canada at the rate of 1 cent per pound, whereas the British magazines cost 8 cents per pound. In consequence the American periodicals are driving the British out of Canadian markets."

This is true only as regards the higher-priced English magazines, like The Pall-Mall, Windsor, etc.; but, those who have adopted the American 10-cent rate are selling as well as any of the American magazines, except, perhaps, Munsey's, Pearson's, The Strand, Royal, Hamsworth's, etc., hold their own easily and show no signs of falling off in sales.

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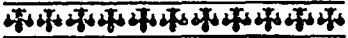
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