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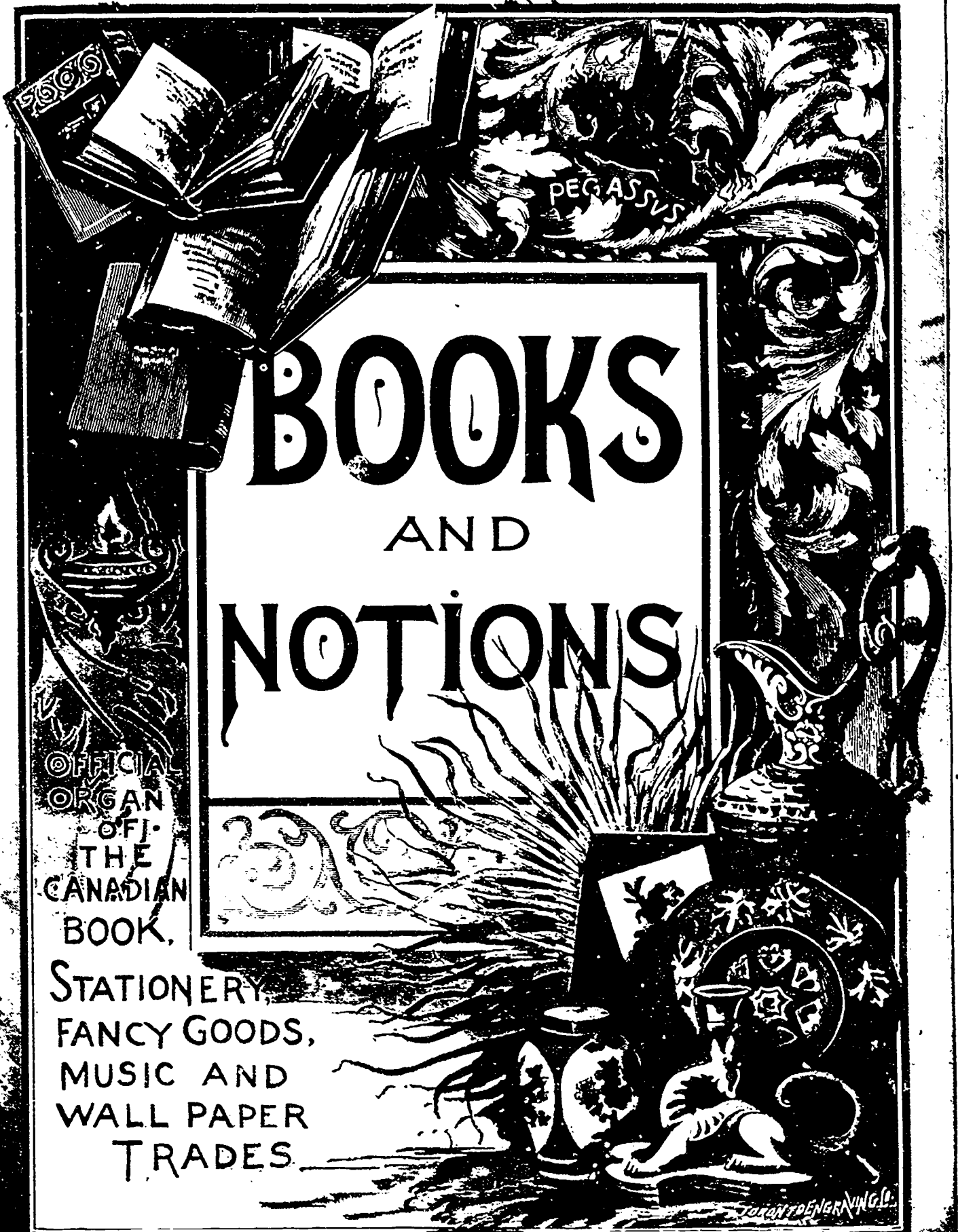
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BOOKS
AND
NOTIONS

PEGASUS

OFFICIAL
ORGAN
OF
THE
CANADIAN
BOOK,

STATIONERY,
FANCY GOODS,
MUSIC AND
WALL PAPER
TRADES.

TORONTO ENGRAVING CO.

AN OPEN LETTER.

It is not often that we refer to the advertisements of other Firms, but, as only a partial statement of facts has been made in an advertisement that has appeared in this paper for the past three months, we would ask the Trade to note the following :--

Messrs. Barber & Ellis complain that another Firm (presumably ours) had been using a number on envelope boxes that interfered with their rights. This complaint, in the form of an advertisement, has been appearing in "BOOKS AND NOTIONS" for some months, although they knew that within a week after our attention had been called to the matter, we discontinued the use of that number by mutual agreement. This particular mark or number was of no possible value to us and had been inadvertently adopted in our factory, and we are credibly informed had also been used in a similar way by another Toronto Manufacturer.

Messrs. Barber & Ellis do not state however, that they were compelled to abandon their action when we entered a counter suit for a violation by them of one of our Trade Marks in placing on the market a "Globe" Tablet, our right to which had been established by Registration, due notice thereof having been given.

In view of the above statement of facts, their so-called grievances and repeated declarations that they have "Put a stop to this kind of competition, etc., etc." will be appreciated at their true value by the Trade.

W. J. GAGE & CO.,

TORONTO.

Wholesale and
Manufacturing Stationers,
Envelope Makers,
Bookbinders, etc.

BOOKS and NOTIONS

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

Vol. VIII

TORONTO, OCTOBER, 1892.

No. 10

You should Now be ready to sort up your stock in anticipation for a big
HOLIDAY AND XMAS TRADE.

We have new lines in Fancy Goods, Glass and China Ware, Dolls, Toys, Games, Toy Books, &c., &c., and are in a position
TO SAVE YOU TIME AND MONEY.

IMMENSE VARIETY AT RIGHT PRICES.

H. A. NELSON & SONS,
56 & 58 FRONT ST. W., TORONTO.

W. H. BLEASDELL & CO.,

Dolls!

Dolls!

Dolls!

THE LARGEST VARIETY AND BEST VALUES IN THE DOMINION.

74 York St. Toronto.

C. M. TAYLOR & CO., Toronto
SOLE CANADIAN JOBBING AGENTS
FOR THE NEW

National Wall Paper Co., of New York,
Capital \$20,000,000.

The following is a partial list of the factories affiliated with the new Co.:

ROBERT GRAVES CO; F. E. JAMES Co; JANEWAY & CO., HOWELL & BROTHERS, H. GLEDHILL & CO., CAREY & CO.; F. BECK & CO.; KEYSTONE WALL PAPER CO.; W. H. MARIS & CO.; HOBBS & CO.; WARREN FULLER & CO, PEAK & CO., WILSON & FENIMORE; THE BARTHOLOMEW CO.; A. A. YERKER CO.; NEVINS & HAVILLAND.

Hold your Orders! Variety most extensive! Prices as low as the lowest! Travellers will be out immediately.

PUBLISHERS OF

The Importer's Guide, 75c. and \$1.00.
Matte's Interest Tables, at 3 per cent.
and at 4 to 10 per cent.: \$3.00 per copy.
Oates' Exchange Tables, \$2.00 per copy.

DISCOUNTS TO THE TRADE.

MORTON, PHILLIPS & CO., Stationers, Blank Book Makers, Printers and Publishers
1755 AND 1757 NOTRE DAME ST., MONTREAL.

Newest Work by the REV. ANDREW MURRAY

THE NEW LIFE

THE SPIRIT OF CHRIST }
ABIDE IN CHRIST }
WITH CHRIST } Rev. Andrew Murray
HOLY IN CHRIST }

The "Essex" Lad, who became England's Greatest Preacher--Life of C. H. Spurgeon, for Young People, by J. Manton Smith. Paper, 35c.

LIBERAL DISCOUNT TO THE TRADE.

TORONTO WILLARD TRACT DEPOSITORY, LTD.,
Corner Yonge and Temperance Sts.

WALL & PAPER

Dealers wishing to put in a stock or sort up can have samples sent on application.

THE BEST GOODS FOR CANADIAN TRADE.

M. STAUNTON & CO., 4 KING ST. W.,

Factory 950 Yonge St.

TORONTO.

THE
: Barber & Ellis
COMPANY,

Nos. 43, 45, 47 and 49 Bay St., Toronto.

AND

823 Craig St., Montreal.

Our preparations for the Fall Trade are on a more

Extended Scale than any previous Season.

We have learned that another maker has placed on the market an inferior envelope labelled with the same number that we have been using for the past ten years, namely, (**155**) and while we have put a stop to this kind of competition, we would advise buyers of envelopes examine for a short time the quality of this line before buying, thus satisfying themselves that they are receiving the genuine article. We are the originators of this label (**155**) and any other maker using it is liable for damages.

In our envelope factory we are making a finer line than ever and in spite of the unfair and unprincipled tactics of a would be competitor we never have been so busy.

Reliable goods well made we feel sure will command the Trade.

N. B.--On account of unusual activity in our bindery this summer, we have decided not to make an exhibit at this years Industrial. Will be glad to show buyers our lines at warehouse.

Correspondence is solicited.

Letter Orders will receive special attention.

BOOKS AND NOTIONS,

ORGAN OF THE

BOOK, NEWS AND STATIONERY ASSOCIATIONS OF CANADA.

Subscription, \$1.00 a Year in Advance.

OFFICE,

No. 10 FRONT ST. EAST, TORONTO.

Montreal Office. — 146 St. James St.
E. Desbarats Manager.

New York Office: Room 41 Times Building
Roy V. Somerville, Manager.

European Branch:
Canadian Government Offices,
17 Victoria St., London, S. W.
R. Hargreaves, Manager.

RATES OF ADVERTISING:

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

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

BOOKS AND NOTIONS, TORONTO.

Vol. VIII. Toronto, Oct., 1892. No 10

SELFISHNESS.

It is said that the methods of the capitalistic business world of to-day are productive of intense selfishness in the characters of the human factors engaged therein. It would be charitable to suppose these were so. But if the tendency does exist it should be counteracted. Perhaps no trade in Canada can boast more of the absence of this selfishness than can the book trade. Booksellers as a rule are not selfish, and the kindest relations exist and are carefully guarded. But exceptions prove the rule, and two of these have come under our notice during the past month.

The first one is the case of a Yonge street bookseller, who is selling public, high, normal and training school books at a discount of 20 per cent. This is unjust to other dealers. To be sure, the dealer, speaking generally, cannot last long on such profits, but while he may not continue the practice long, yet while it is being carried on it injures men who are trying to do trade on fair, generous and gentlemanly principles. And we strongly maintain that the man who cuts profits below a living margin is neither fair, generous nor gentlemanly. The man who cannot gain trade without cutting prices is better out of the business. The fair way to gain custom and hold it, is by fair dealing, courteous attention, and prompt business methods. The man and the methods should be the drawing card, not the prices. Of course, prices should be as low as pos-

sible consistent with a decent living, but no dealer should indulge in cut-throat prices.

The other violation of business ethics has been made by a wholesale house. It has been well recognized among booksellers that no wholesale house should sell at retail unless he charged full retail prices, and even then he should not seek the retail trade, much less establish retail stores. There have been exceptions to this rule, but these exceptions have been also displeasing violations. Some dealers have sold maps and globes to school trustees at 20 per cent. discount. This is a violation of this rule. Some have established branch stores in the city for the sale of Christmas and holiday goods. One firm has been known to be interested in several places where books are sold in the city, and now it is common talk on the street that this firm has assisted in placing a book stock in the new bazaar store of R. Walker & Sons, King street. If this is so, retailers who withdrew their patronage from this firm cannot be blamed. These books will be sold in this dry goods store at cut prices, and surely the book trade of Canada has been sufficiently injured without a direct blow of this kind. We understand that one house was offered the privilege of renting part of the store and putting in a stock of books, but it refused. If this is so, then it is to be commended. But if the firm first mentioned put in a stock there, knowing that these goods would be sold at cut prices, then, in our opinion, that house is unworthy of the confidence and patronage of the retail booksellers throughout the city and province. If the firm has not business intellect and energy sufficient to enable it to do a good wholesale business, then let it step down and out, but it should not stab its customers in the back. These two examples show that there are certain bounds to each dealer's field of action, and no gentlemanly dealer will go beyond these. Happily instances of trespassing are rare.

Another seeming exception to the rule is the rumor that a wholesale fancy goods house has also placed a stock of fancy goods in this new bazaar store on King street. Well, if this is so, and most of the wholesale merchants seem to believe that it is, then there is another wholesale house that is injuring the retail trade of Canada.

It is a subject on which every person in the trade does not want to say anything. Few people care to stir a cesspool, for fear they may be forced to breathe the tainted air which is apt to be blown upon them. But we believe that in the case of these wholesale houses there has been a gross injustice done to the retailers, and feel assured that the retailers of this Dominion will agree with us that it is a serious thing when either retailer or wholesaler steps out of his territory and trespasses on the private domain of another. Large stores in the cities are doing great harm to retailers throughout the surrounding country, and hence their growth is distasteful to those who make their living by the trade which is going to the bazaar stores. But when wholesale houses by the use of their capital stock or influence help to build up new bazaar stores for the purpose of slaughtering prices, then we believe they are performing an act which will be resented by their customers.

CURRENT DRIFT.

It is said that Zola will treat of mysticism in his next novel, with special reference to the miracles of Lourdes. That man will tackle any subject under the sun, and exaggeration is his forte.

As the reader ploughs his way through the Columbian literature of to-day, he almost wishes that on a certain day in October, 1492, a certain ship with a Genoese sailor and some Spanish faint hearts had struck on a rock, and an end put to their business trip. But America had to be discovered, and on this ground only can we forgive the old gentleman for being so inquisitive.

A current writer says that cholera is the great sanitary inspector of nature, the great author of sanitary laws, because he scares people into taking proper precautions. In the same way the preachers say that death is the great author of goodness. But we don't believe it, nevertheless. It sounds nice, but it is poor logic. If all the world were decent we wouldn't need such extremely minute precautions. But we will trade with the heathen.

Mr. Labouche is attaining great notoriety in the papers just now, not through the articles written concerning him and his snub at the hands of the G. O. M., but simply by means of the headings to these articles. It is a relief to be able to read the headings in a newspaper, because they show a person what he is avoiding.

The great question of the industrial world of to-day is the labor question, or how are labor and capital to be prevented from making war on each other. This great question with most men resolves itself into the form—How am I to get most money with the least trouble? This is the more practical form.

There is one man in England who is quietly but surely gaining in public favor. He has gained the respect of the colonies, and now he is gaining that of the people. Far-sighted business men see in him the man who will one day rule the greatest nation of the earth, in perhaps the crisis of her career.

Tennyson's death brings to mind his own words:—
Sunset and evening star,
And one clear call for me!

And may there be no moaning of the bar
When I put out to sea.

He was a man of a gentle tenderness, a boundless charity, an infinite compassion, and of a sterling, intrepid manliness, nevertheless—he was keenly sensitive to public talk, and always wished to be obscure, hence his death was one which suited his temperament, and England's poet passed away as he had lived. But while England is mourning his mighty genius, France is mourning, as only the French people can mourn, the death of her greatest scholar and her grandest philosopher—M. Renan. The latter was personally closer to the hearts of his countrymen than the former, but both are gone and others will come forward, yet Tennyson and Renan will not be forgotten.

THE CHOLERA AND THE PAPER MILLS.

RAGS are much used in paper making, and the rags used for making the finest of our papers are mostly imported. For ordinary book papers, Canadian rags are good enough, but for finer papers finer rags are imported. Now, it is well known that rags are a very probable means of introducing diseases, and consequently the cholera scare has influenced both the American and Canadian Governments to prohibit the importation of rags. The Canadian Government on Sept. 21 issued an order prohibiting the importation of rags from Europe.

Then, later, when the cholera scare became important in New York, the Ontario Government issued a similar order, but applied it specially to New York or any other infected locality, and making an exception in case it was shown that the rags were free from infection.

The consequence is that the country is now pretty well protected in the matter of disease-bearing rags.

The effect of such regulations as have been adopted in the United States has been quite apparent on the paper mills. The proprietors of the paper mills at Holyoke, Mass., talk of shutting down owing to the scarcity of rags due to the cholera scare, and other mills are scarce in Canada the mills have not felt it so much as yet, owing to the fact that at this season of the year, when the ports are about to be closed by ice, the mills have a heavier stock in preparation for future needs. This finds our paper makers in rather a better state than at any other season of the year. The firms which manufacture the fine paper and use a great deal of these rags are the Rolland Paper Co. and the Toronto Paper Co. But there must soon prove a scarcity for other mills too, if the scarcity continues in the States. The United States Government has not yet found it necessary to place a quarantine against Canada, and consequently, the American paper makers may soon come here, and, by buying Canadian rags, raise prices, which would be a serious thing for the mills with large contracts. Rags in the United States are now much higher than they were a month ago.

Mr. Hunter, New York, the Canadian and American representative of Alex. Pirie & Sons, Aberdeen, Scotland, was in the city last week. Speaking of the prices of papers, he said he expected there would be an advance of about a cent and a half in American paper owing to the embargo placed on foreign rags. Chemicals have already advanced. Regarding his own papers he did not think there would be any change unless there was a further advance in chemicals and rags. They get part of their rags from the factories in the Lancashire district, being new pieces, ends of webs. The remainder come from the continent, but they are all washed and classified before being shipped to Scotland. They manufacture high-class paper only and, therefore, require the best rags.

THE COPYRIGHT QUESTION.

The English and American copyright question, and the injustice that English authors and publishers do to their Canadian confederates, is a well threshed out subject of which all dealers know the details, but some repetition will be permissible, especially in view of the approaching session of Parliament, when it is very likely that Canadian booksellers will move in the matter. The best way to do this will be to give the interesting interviews that your correspondent had with Mr. Robt. Lovell, of the firm of John Lovell & Sons, of this city.

"This copyright question," said Mr. Lovell, "is so old and threadbare that I can hardly find anything new to say about it. My father was perhaps the first Canadian bookseller to move in the matter, for he paid a visit to England away in the sixties to try and induce English publishers to give Canadian firms a chance. This mission was a complete failure. The English firms do not consider that the returns from Canada would be a sufficient offset to the loss of business if a firm like the Appletons or Harpers, in New York, were to be antagonized. The upshot was that they simply threw in Canada when they were selling a copyright to an American firm, and do so still. When he pointed out to the McMillans the injustice of this, they simply laughed at him and said they would not be dictated to by colonists. This reception decided him to start his works at Rouse's Point, N.Y., to get over the difficulty, and for several years he printed English productions at that point and brought them into Canada. He afterwards moved them to Boston and New York.

"We don't do this any longer, but either copyright the works or bring them across the lines in sheets, and afterwards bind them in Canada, copyrighting a section the title page, for instance—so as to be within the provision of the law. The duty on these sheets is only 15 per cent., and it is the most general mode of securing matter at present; for the copyrights taken at Ottawa are few and far between. Of course, if our copyright law was actually in force this would not be done, and perhaps it is lucky for us that it is not. The reason is plain. Its provisions call for a period of three months between the issue of the work in England and its copyrighting in Canada. In that time the American publishers could flood the country with the same works, and we would be left in the lurch."

"But is there not a duty to prevent this?" was asked.

"Nominally there is, but it does not work. The Customs department impose a duty of 15 per cent. on all American books, and if they are a reprint of an English copyright 12 1-2 per cent. additional. This would be all very well if English publishers would register all their copyrights at Ottawa, which they do not; and of course, with no system of registration, a Customs House officer cannot decide whether he should impose the additional 12 1-2 per cent. or not. The law simply does not work, that is all, and reprints are coming in every day."

Explaining how he would get around this, Mr. Lovell said:—"I would

adopt the suggestion made to me by one of our appraisers here. He suggested, instead of the present duty, that a specific duty of 6c. per lb. be imposed upon all American printing and books, excepting perhaps some standard educational works. This would practically prohibit cheap books by enormously increasing their cost, while the high priced works, which a man had to have anyway, would not be affected materially."

Mr. Lovell added here that the bringing in of sheets above mentioned was an injustice to the Canadian printer, as it took away so much work from him.

As to the rights of Canada in the copyright question, like all Canadians, Mr. Lovell said that Canada should be permitted to regulate all her own domestic matters, and that this was one of them. He did not know whether the trade were going to make any move in the matter during the next session, but he was prepared to co-operate in anything that was done.

Several retail booksellers were called upon in relation to the same matter. Of course they did not feel so keenly over the matter, but they all coincided with the views outlined above.

MONTHLY COLLECTIONS.

There are booksellers in this country who sell for cash and for cash only—but they are the happy few. Then there are some who give all the credit that people want. They are numerous, but are a miserable crowd. That is, that they are not miserable in the sense that they are mean, ungentlemanly fellows, but their life is rendered miserable by the wrong occasioned by the vexatious and ruinous business methods they are pursuing. Business prosperity is an uncertain thing with them. Their balance sheet is fairly good when their books are full of accounts, and all are estimated worthy, but when these same accounts come to be collected there is a serious shrinkage.

In our August issue we said a little concerning monthly collections. These are certainly necessary in large businesses, where the accounts are large; and monthly statements would undoubtedly pay with every customer whose account attains large proportions, but they may not be quite so useful when accounts are numerous and small. Here the expense would be too great. We are pleased in this issue to present to our readers several letters on the subject, and these are all worthy of consideration because they contain crystallized experience. No bookseller can fail to be benefitted by a thoughtful perusal of these letters, written by men who are up with the times in business doctrines and practices, who are also anxious that the book trade in Canada should attain the highest plane of business prosperity, and who are willing to give their experience for the benefit of others. We are always pleased to hear from our readers, and we are sure the discussion of monthly collections cannot fail to be very beneficial to the trade generally. We shall return to the subject later.

BROWN BROS.,

64-66-68 King St East, TORONTO,
MANUFACTURERS OF

POCKET BOOKS

Fancy Leather Goods, Etc.

Our stock is unusually complete, New Styles,
Great Improvements, Finest Material,
Best Make.

ACCOUNT BOOKS

In this department we aim to have the
best assorted line in the market, every de-
scription, unsurpassed for style, quality and
price.

Stationery,
Office Supplies,
Stationers' Novelties.

We are now opening out an extensive as-
sortment of New Goods, Inkstands, Cash
Boxes, Copying Presses and Stands, Waste
Baskets, Files, Clips, and every office re-
quisite.

TYPE WRITER SUPPLIES—Full line
of everything.

CANADIAN AGENTS FOR CALIGRAPH TYPE WRITER

Improved Styles. "Stands at the Head."

Arnold's Celebrated Inks.
Wirt Fountain Pens.
Edisons Mimeograph.
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PUBLISHERS OF THE
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BROWN BROS.,

Stationers, TORONTO.

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WHOLESALE STATIONERS

Paper, Envelope and Blank Book
Manufacturers,

TORONTO.

The Oldest Established House
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FULL LINES OF

English, Scotch,
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Writing and Colored Papers.

Straw Boards,
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Fancy papers
in great variety
for Box Makers
and Printers.

Twines,
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Writing and
Printing Inks,
School Books,
etc., etc.

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Makers will do well to get our prices
before ordering elsewhere.

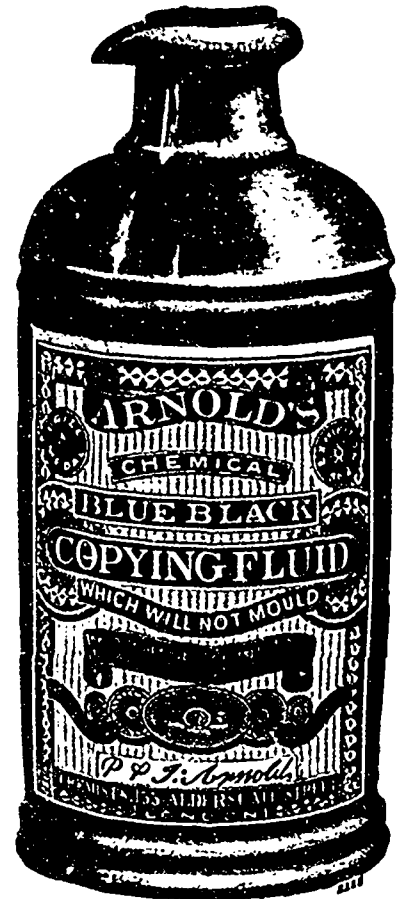
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Warehouse : 27 to 29 Wellington St. West,
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WHOLESALE ONLY.

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Chemical Blue-Black WRITING FLUID

Noted for its Fluidity and Permanency.

Blue-Black Copying Fluid

Will take 6 Good Copies.

Brilliant RED INK.

For samples and prices, apply to the
Wholesale Agents,

BROWN BROS.,

64-68 King St. East,

TORONTO.



MONTHLY COLLECTIONS.

Editor BOOKS AND NOTIONS:

Sir.—I was much interested in your article on Monthly Collections in your August issue. The next best thing to doing business for cash only is strict credit limits. Most certainly "Cash and One Price" are carrying the large departmental stores to victory, but to change suddenly from cash and credit to cash only would be found difficult, unless there were many advantages to be gained by the customer. The interest in monthly accounts is a modern one, and I believe a stepping stone to entire cash.

Personally I have been convinced by experience that early settlements are the most satisfactory, for it is only the cranky and narrow-minded customers who complain, and, if you notice these people, they are as a rule a Jewy, close-fisted class who think you ought to live on wind.

Unless a man keeps a bookkeeper he will find it very laborious to render all accounts monthly, but even if he did it quarterly it would be satisfactory in most cases. In my opinion it would certainly not be wise to render to a customer an account of \$1 for September when perhaps he purchased as high as \$20 worth in August; yet even in a case of this kind it would depend largely on what the customer had been used to. A system like this can be worked successfully by educating customers to it—such as rendering accounts twice a year, then three times or four; lastly, issue a circular notifying your customers that you are going to sell on closer profits, and in return wish their co-operation by settling their accounts promptly every month.

In selling on thirty days' time you can pay cash for your goods, thus saving five per cent., which you can give to your customers as an inducement to trade with you, and this is one of the greatest drawing cards any dealer can have, as everybody trades with whom they consider the best dealer for their pockets.

One could, I have no doubt, give them ten per cent better, as the absence of bad debts would certainly be five per cent. of an advantage.

A dealer's ideal should be to do a cash trade, but while this is not possible, he should aim to come as close to it as circumstances will allow.

Yours truly,

A. T. COOPER.

Clinton, Sept. 12.

Editor BOOKS AND NOTIONS:

Sir.—The question of collections whether monthly or otherwise, is a live one to all retailers. I have read with much interest your article on monthly collections in the August number of BOOKS AND NOTIONS, and, while in the main agreeing with the principle laid down, yet there are to my mind some objections to it. Take for instance in our own business. We have nearly 500 accounts, large and small, scattered all over this part of the country, and to make them out in

detail monthly would entail a very large amount of labor on the bookkeeper, to say nothing of the extra expense to us in mailing, which our drop-letters, thanks to our liberal-souled Postmaster, is double what it was some time ago.

Then, again, there are the magazine accounts. Of course, we all send out notices that magazines are payable strictly in advance, but who sticks to it and refuses to supply them unless the terms are complied with? In this case we give and take. April 1st we bill subscriptions from January to June, and October 1st from July to December, and we find it works very well. With regard to the quarter column printed slips sent out by Mr. Cranston on his monthly statements, I should think they would prove horribly tiresome reading to those who habitually receive them, and would soon lose their effect unless frequently changed.

I suppose, Mr. Editor, that in all retail businesses where credit is given pretty much the same experiences are met with. There are the prompt payers and the slow payers, there are the good accounts and the percentage of bad ones, and, until the millennium day dawns, when probably all business will be transacted on a cash basis, this state of things is likely to continue.

If my experience in collecting has taught me anything it is this. Have the accounts out promptly, and, if not paid within two weeks after rendering, start and dunn them up, and keep at it until they are collected. It matters not whether you send statements monthly or quarterly, the mere sending out of a bill will not collect it, it is the persistent effort that will do that. I have frequently found that in the case of slow customers a personal letter varying according to circumstances, has had the desired effect of procuring settlement without having recourse to the Division Court. If a customer gets to be one of the slow pay kind, and requires extra dunning, drop him.

I hope that any of the trade who have any points to offer on this all important subject will communicate them through your Journal.

I cannot conclude without saying a good word for BOOKS AND NOTIONS. It is one of the brightest trade journals which comes to us, and contains ideas and good sound counsel, which, if adopted, by members of the trade, would help much towards making their business a success. Yours truly,

JAS. I. ANDERSON.

London, Ont.

Editor BOOKS AND NOTIONS:

Sir.—I have not time to go into details of the advantages of monthly collections to-day, but may do so later. I am decidedly of the opinion after eight months' experience that it pays to render all accounts monthly. Customers soon understand what it means, and instead of getting mad and taking themselves off because of the reminder being sent, they appreciate systematic business and give one credit for adopting what ought to be done by all. Long credits are a great source of loss and annoyance. The merchant is blamed by all for gross carelessness and mismanagement, and even those to whom long credit is given turn round and call you "fool" for your leniency. By all means let the

merchants of Canada collect monthly. Short accounts make long friends and good customers.

J. K. CRANSTON.

Galt, Sept. 19, 1892.

Editor BOOKS AND NOTIONS:

Sir. We desire to say we think that with regard to monthly collections, there are a very great many advantages and no disadvantages. A customer who declines to pay his account monthly, is really not a safe customer or worthy of credit. There are some, we apprehend, who pay their accounts only quarterly, but as a rule we think that stationers throughout Canada would be very much better off if only monthly credits were given and accounts promptly every month. We beg to say that we also appreciate very much those items of vital interest to booksellers' and stationers' trade, and believe that you can make Books and Notions much more valuable to the trade by thus discussing live questions which must meet every bookseller in his trade.

We are yours truly,

FERGUSON & CO.

Winnipeg, Oct. 6, 1892.

WINDOW FIGURES.

Mechanical window figures have been a great feature in the cities, and could no doubt be turned to good advantage in towns also. The great trouble has been that there is a large outlay, no perceptible return and quick depreciation. But a dealer with a good mechanical figure can generally dispose of it after one or two seasons' use at a fair price. It will be "as good as new" to a dealer in another town or city.

They have been much used among the booksellers in Canada, not nearly so much as might be expected, but some dealers have used them, and one is offered for sale, as may be seen by reference to another column. Every dealer knows how attractive a mechanical toy is when placed on exhibition for the first time, and no one who noticed the crowds attracted by the comic mechanical figures displayed in a ticket office in this city a few days ago can doubt their drawing power. Such a display figure must be attractive, but its attractiveness must be subordinate to the general display of goods. They must be so used as to draw the onlookers attention to certain lines which are also exhibited in conjunction with them. In these days of close and keen competition, the dealer cannot omit any means of drawing attention to himself and his business. Everything must be turned to account, and some sort of attraction is necessary during the coming holiday season. Large figures of Santa Claus, the great gift-giver, are very useful, but for a short time only. Mechanical figures are also useful, and their period of usefulness lengthens according as the size of the crowd who are to see it increases. The dealer should remember the words of the renowned Franklin and not pay too much for his whistle, but he should also consider very carefully the question whether a mechanical figure in his window would attract enough attention to warrant him in purchasing one. Ingenious dealers may provide these themselves with a little trouble, but the busy dealer must buy them.

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New words by the following well-known
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RITA, author of "The Laird o' Cockpen,"
"A Vagabond Lover," etc., etc.
SEA MEN ABBEY, BY FLORENCE WAR-
DEN, author of "Nurse Revel's
Mistake," "Those Waterton
Girls," etc., etc.
Having taken out an INTERIM COPY-
RIGHT on these books, we would cau-
tion the trade against selling or offering
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— LIST OF —

MAGAZINES AND ALMANACS.

— 1892:—

We wish to remind the Trade that OUR
EXCLUSIVE ARRANGEMENTS with
the Publishers for ADVANCE SUPPLIES
enable us to publish in Canada simultane-
ously with London and Paris, sufficiently
long before Christmas as not to interfere
with the sales of Holiday Goods, an arrange-
ment which has been so highly satisfactory
to all dealers.

Christmas Illustrated Papers.

Black and White, Chatterbox Xmas Box,
Chicago Horseman, Dramatic News,
(New York), Frank Leslie's, Father
Christmas, Figaro (French), Figaro
(English), Gentlewoman, Harper's
Weekly, Illustrated London News, Il-
lustrated Sporting and Dramatic News,
Holly Leaves, Judge, London Gra-
phic, Lady's Pictorial, Life, New York
Dramatic Mirror, Punch, Puck, Queen,
Saturday Night, (Toronto), Truth, (Lon-
don), World, (London), Yule Tide.

Christmas Magazines.

Art Annual, Bow Bells, Boys' Own Paper,
Century, Girls' Own Paper, Good
Words, Harper's, London Society, Re-
view of Reviews, (English), Review of
Reviews, (American), Strand, Scrib-
ner's, St. Nicholas, Sunday Maga-
zine, Young Ladies' Journal, Myra's
Journal.

Almanacs.

Bow Bells, Cassels', Clipper, Canadian,
Canadian (Cloth), Frank Leslie's Comic,
Frank Leslie's Illustrated, Fun, Grip,
Illustrated London News, Judy, Whit-
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The Toronto News Company.

AND

The Montreal News Company,

PUBLISHERS' SOLE AGENTS.



Thos. McConnan, stationer, Victoria, B.C., is dead.

Amedee Periard, publisher of law books, Montreal, is dead.

Mrs. M. D. Strachan has opened a fancy goods store in Kingston.

Murray & Co., stationers, Montreal, have assigned to Jno. Fulton.

The birth of another son to Mr. C. E. Warwick, of Warwick & Sons, Toronto, is a recent event.

Wilson & Co., booksellers, North Sydney, N.S., have sold their stock to W. A. Richardson.

Butau, Edgington & Co., fancy goods, Montreal, have been succeeded by Parlah & Edgington.

Bolsseau & Beland, wholesale fancy goods dealers, Quebec, have assigned. They have been offering 40 cents cash.

Malcolm Barr, formerly of Buntin, Reid & Co., of Hamilton, has gone to Chicago, where he has secured a position with T. A. McClurg & Co.

Mr. Edw. A. Taylor, for many years representing Messrs. Warwick & Sons, Toronto, will after November 1st represent the E. B. Eddy Co., of Hull, Can., in Toronto and west.

As far as can be ascertained the first trade journal ever published in the world was a monthly, devoted to the bookselling line. It was called Mercurius Librarius, and made its first appearance in 1648.

Mr. Cranston, of Galt, Ont., is having a large addition built to increase the space necessary for carrying on his extending business. Mr. Cranston watches carefully for new ideas, uses printers' ink liberally, and pushes general as well as book business with great success.

Mr. Hurst, although financially interested in the firm of Norton, Densen & Hurst, counter check book manufacturers, is still representing C. M. Taylor & Co. He is now on the road with samples of the National Co's wall paper, for which his firm are Canadian agents.

Dr. Allen has suggested that the public school books of Toronto be made and bound so that heat and moisture will not destroy them, as it was frequently found necessary to disinfect school books. Those now in use might as well be burned at once as put into the steam disinfecter.

Application was made recently for a copyright of a very fine map of British Columbia, about six feet by seven, by the Dominion Publishing Co., of Victoria, B.C., but as the map bore the imprint of being compiled in Seattle and engraved and printed in Chicago, the application for a copy right was refused.

At a very enthusiastic meeting of the Copp, Clark Co and their employes held recently a football team was organized under the management of the following officers:—W. W. Copp, president; E. H. Harecourt, vice-president; G. Walter Begg, secretary; committee, William Copp, A. Percy-Ross Reed, F. Will Thomas, G. Alexander Fuller. The initial match takes

place Saturday, the 15th inst., when they will lin up against W. J. Gage & Co.'s representatives. They are open for engagements with any club in the wholesale stationery trade.

Ambrose Greene was married recently to Miss Anne Powell, daughter of John Powell, of the G. T. R. Among the presents was a dinner set from the employes of Gage & Co.

Messrs. Jas. I. Anderson & Co., retail booksellers, London, Ont., have recently lengthened their store by an addition of thirty feet. The store is a model one in many respects and is increasing in popularity, the result of which is that an enlargement of the premises was necessary to meet the increase of trade.

The Toronto School Printing and Supplies Committee accepted the tender of Gage & Co., to label the free books at the rate of \$1.75 per 1,000. The tender of the Canada Paper Co. to supply 20,000 covers for free textbooks, at \$3.50 per 1,000, was also accepted.

The attention of the Morality Department of this city is directed to a volume which is having a large sale, and which is not calculated to improve the morals of its readers. The title of the book is 'A Little Game with Destiny.'

The decease is announced of Mr. Thomas McConnan, bookseller and stationer, Victoria, B.C. By Toronto travellers, who met him in business, he was highly esteemed for his personal good qualities and integrity in his dealings. He had built up a nice trade in Victoria by close attention to its requirements and a genial manner towards his customers.

J. S. Terrier, of Oliphant, Anderson & Terrier, the publishers of Edinburgh and London, as one of the delegates to the Pan-Presbyterian Council, and spent several weeks in Toronto. Their publications have a large sale in Canada, and Mr. Terrier, in conversation with Books and Notions, said he was very much pleased with their Canadian business. He regretted, he said, to notice so much cheap American literature with a doubtful reputation being circulated in Canada.

A new firm, J. Johnston & Co., has bought the old business of M. W. Waitt & Co., booksellers and stationers, Victoria, B.C., but although the firm is new, Mr. Johnston has been closely identified with the house, having been in the employ of the late Mr. Waitt since he established the present business 14 years ago. He knows the trade in every department, as well as the customers, and he is certain to continue the successful conduct of the house. It is one of the best businesses in the city.

In consequence of the rapid development of their business, the old established firm of H. P. Davies & Co. has become incorporated under the style of the H. P. Davies Co., Limited. With the increased capital that has been put into the company their manufacturing operations will be largely increased. Mr. H. P. Davies, the managing director of the company, has, during his recent visit to England, secured the exclusive agency for the latest development in English bicycle productions, namely, the "New Howe."

Fancy goods merchants in Halifax are much concerned over the cholera at Hamburg. All of them have given

large orders to Hamburg houses for toys, fancy goods and dolls for the Christmas trade. Now it is feared that the authorities will not permit the goods to arrive in Halifax in view of the present bad state of Hamburg. One firm had a big lot of goods ordered, and if these goods are not allowed to come to Halifax they say the Christmas trade will be ruined. The importation of dolls from Hamburg to Halifax is large, and these articles would be likely to carry the germs of cholera in the stuffings. The authorities will no doubt prohibit their coming into the city. Two Halifax firms have now goods in one of the Hamburg steamers with cholera on board at quarantine at New York. Another firm that had ordered a large lot of goods from Hamburg, decided to cable cancelling the order.

A GREAT ALMANAC.

To be issued shortly in Canada, the finest almanac ever published in America, entitled "The Star" Almanac, consisting of 400 pages of information of the most absorbing interest, together with six colored maps, constituting one of the most valuable works of the kind ever published in any part of the world. A compendium of statistics covering a multitude of important subjects. A book of reference for all Canadians and all Americans, and having a special value for all strangers in all lands desirous of knowing about Canada and Canadians. The Star Almanac, after inspection by the most competent judges, has been pronounced the best almanac the world has yet produced. This sweeping opinion is fully borne out by the facts.

The first edition of fifty thousand copies is now going through the press, and the indications are that it will fall so far short of the demand that preparations are now being made for further editions.

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NEW PUBLICATIONS.

OGILVIE'S ONE HUNDRED AND TEN Recitations and Readings, No. 1. Is a neat little volume of all kinds of literature, published by J. S. Ogilvie, New York. Price, 25 cents.

THE BLACK TIGER, by Captain Frederlek Whittaker, author of the great Kenton Fend, Bel Rubis, etc., an Eastern tale of great interest, told with consummate skill and evincing much dramatic power. Price, 25c. Robert Bonner's Sons.

THE ROMANCE OF TROUVILLE is a novel translated from the French of Brehat, by Meta DeVere. Its letter press is the usual excellent work that has been noticeable in all the issues of the Ledger Library; it is handsomely bound and appropriately illustrated by Wechsler. The story itself is well worked out and is exceedingly interesting, giving an admirable picture of the frivolous life of a French watering-place. Price, paper, 50 cents. Robert Bonner's Sons.

HOW MEN MAKE LOVE AND GET MARRIED is the sentimental title of a book by D. R. McNally, Jr., but the book is not so sentimental as one might expect. The author has treated his subject in a strong literary manner, but beneath it all runs a strong vein of common sense, penetrating the surface here and there very prominently. The conclusion shows that the author recognises that too much sentimentality is degrading to any man, and that good hard work is the proper tonic. Laird & Lee, publishers, Chicago.

PRIVATE DETECTIVE NO. 39, or The Mysterious Client, by John W. Postgate, is a book which will sell to a certain class on account of the exciting nature of the tale, with its thrilling situations and interesting details. J. S. Ogilvie, publishers, New York.

KATE WALSHINGHAM. This is a story of woman's devotion, pure, lofty and changeless, and will linger long in the memory of those who read it. Like all of Miss Pickering's novels, it is characterized by such touches of idealism as are rare among the writers of the present generation, while at the same time it affords an admirable picture of English life, its society, its manners and its most feelings, abounding in interest of a healthy and ennobling nature. *Kate Walshingham* has just been published in *Petersen's* New Twenty five Cent Series of choice fiction.

SADDLE AND SENTIMENT, a story of the turf, by Wenona Gilman, is reproduced in book form from *Outing*. While running in this magazine as a serial it created much enthusiasm, and it has already run through two editions. It is very strikingly illustrated and appeals very strongly to the racing instincts of the American nation. Paper, 50 cents. The Outing Co., New York.

CONSTANCE by F. C. Phillips and **THROUGH PAIN TO PEACE**, are Nos. 13 and 14 in the Broadway Series. The former is a love story pure and simple. The old tale with its ever bewitching power, couched in simple but touching story, is the theme. The troubles of married life and its joys are portrayed with a truthfulness which admits no gainsaying and appeals strongly to the human. The latter novel, by Sarah Doubney, is a dainty tale of refined life. Strange it is that

a woman's strength of character shines in either of two directions—love or charity. Close one and the other is her only hope. Such facts as these have been embodied in this tale with a simple but carefully managed plot. John A. Taylor & Co., Toronto.

ENTHRALLED AND RELEASED, by E. Weoner, translated by Dr. Raphael, is a bright German story of undoubted merit. The characters are well drawn, and the novel should prove as good a seller as the previous issues by the Rose Library. It is amply and appropriately illustrated, and is a handsome work. Paper, 50 cents. Worthington Co., New York.

A BACHELOR IN SEARCH OF A WIFE, by Annie S. Swan. This writer and her delightful novels are known wherever the English language is spoken. For purity of sentiment and thoughtful pictures of real life she cannot be surpassed. Her tales are written for the heart and not for the brain. The teaching is done by example, not

precept. This little novel is possessed of more than ordinary interest for Canadian readers, on account of part of the plot being worked out on Canadian soil. A young man in poor circumstances is left a fortune by an eccentric uncle, a fur trader in Quebec. One condition only is imposed—that within a year he shall marry, and accordingly he sets out in search of a wife. His experience is sharp and grievous, but finally the sunlight breaks in on his existence and happiness and a fortune are assured him. This volume also includes another of this author's dainty novels, *Roger Marcham's Ward*, which is also very interesting, as well as being cleverly written by this gentle critic of human nature. The publisher is Wm. Briggs, Toronto.

CASTOROLOGIA, or the History and Traditions of the Canadian Beaver, by Horace T. Martin, is a book which should be in the library of every patriotic Canadian. For nearly three centuries Canada has been known as the

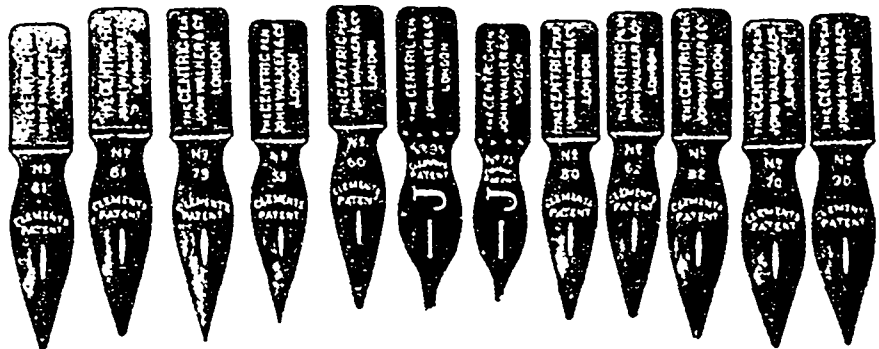
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home of the beaver, and for over two hundred years this animal has contributed to Canada's most substantial advancement; inspiring adventures, stimulating enterprise, and laying the strong foundation of her commercial development. In this book Mr. Martin has combined all the romance connected with the beaver with a great deal of knowledge with regard to its history and its habits. Canada's national totem is the beaver, and no Canadian should be unfamiliar with its true significance. The author has treated the subject in a clear yet learned manner, but pleasing in its thoroughness. The book is dedicated to Sir Wm. Dawson. It contains over fifty illustrations, while the letterpress is beautifully clear. It is bound in gilt cloth and is one of the most handsome productions that has yet appeared from the Canadian press. Montreal: Wm. Drysdale & Co.; Desbarats & Co., printers.

AN ISLAND PARADISE, and Reminiscences of Travel, by H. Spencer Howells. This well known Canadian writer has travelled a great deal, and being of an observant turn has noticed many things which an ordinary traveller would miss. During one of his trips across the Pacific he stayed for a few weeks at Honolulu, the capital of the Hawaiian Islands. The first chapter takes up the history of the islands, the second describes Honolulu, and the next three describe the people and islands more generally, with special reference to the volcanoes. The second part of this volume is full of reminiscences of travel, told in ten chapters, and in a manner so interesting and with descriptions so vivid, that one is carried along in thought with the author as he visits western Canada, California, India, Malta, Gibraltar, Belgium, Edinburgh and Australia. The observations are those of the learned stranger who tells those things which each traveller would like to know first and best. Such books as these will remove the narrowness of people's thoughts if they are but read. The author has here clothed much useful information in a bright and entrancing garment of language. The book is handsomely illustrated with twenty full-page half-tone photographs of pretty scenes in the Hawaiian Islands, and is magnificently bound in cloth and gold. Altogether it is a model volume. Hart & Riddell, publishers, Toronto.

LIFE OF GENERAL JACKSON, by Oliver Dyer, author of Great Scourges of the United States, is published in the Ledger Library. While not so interesting to Canadians as to the fellow countrymen of the great general, yet it possesses much that Canadians will appreciate. A hero in his youth, a general during his early manhood, and mature age, dignified by being twice elected President of the Republic, all must admire General Andrew Jackson, who died in 1845. Robert Bonner's Sons, publishers.

MESSAGES FROM MARS, by Robt. D. Irvine, is a work which should find many readers at a time when the liveliest interest is being taken in this great planet. The hero of the story starts out with his violin, much like Goldsmith and his flute, winning people's hearts with his boyish playing. He is shipwrecked after a time and lands alone on a strange island. Here he goes through startling experiences

and makes rich discoveries, the chief one being that by means of a lens-plant the inhabitants of Mars could be seen, and also conversed with. The tale is well told. J. S. Ogilvie, publisher.

A SON OF OLD HARRY, by Albion W. Tourjee, is a genuine American story. It breathes a life different essentially from that across either oceans. It is a tale of home. The author has evidently been thinking deeply on the subject of heredity, and between the lines of a stirring, yet graceful tale, one can read his thoughts on this subject. The difference between the way in which man inherits the qualities of his forefathers, and the way in which the horse inherits, is clearly set out. The first part of the plot reminds one of "The County Fair" and the "Kerry Gow," being the training of a horse for a race, the stake being necessary to pay off the mortgage on the farm. The plot is lengthy but not intricate, and carries one through glimpses of farm and city life, with a passing view of the civil war in the United States, and closing with a description of the opening of the great western country about Denver. No native American can read this tale without being delighted. Robert Bonner's Sons, publishers.

TIOMANE, by Jacques Vincent, is an English translation of a high class French novel. This is a pretty tale, with its plot laid partly in France and partly in Smyrna. The picture of Eastern life from its aristocratic side is one of the most vivid and interesting that has ever been drawn by the pen of any writer. Its indolent and pleasure-loving females are portrayed in a clear and decisive manner, the lines being drawn by a master hand. Some of the peculiarities of French youth are also displayed by some of the characters which the author has placed on his stage. The tale is full of thrilling interest, and no flagging is allowed until the story is finished. Rand, McNally & Co., Chicago. Globe Library No. 173.

MISS DIVIDENDS, by A. C. Gunter, author of Mr. Barnes of New York, is one of the brightest pieces of fiction that has been offered to the reading public for some time. The plot is laid in the United States among the stirring events of 1871; but what is most remarkable about the plot is its unity. The whole novel is like one anecdote told in a superb and finished manner, by an author who can be playfully humorous one moment and deeply pathetic the next. Incidentally the polygamy of the Utah Mormons is critically analyzed and crushingly rebuked. Their degraded and grasping character as a sect is shown in all its horribleness, and the light of truth penetrates its utmost recesses, only to condemn it. Moreover, the author has written a story which exalts love in its truest form, which shows the barrenness of life without it, and which shows dramatically and touchingly the power of love to make men die for their fairer companions. Powerful and dramatic scenes make the work intensely interesting, especially when Miss Dividends, the millionaire beauty, is placed where her wealth avails her not and where love alone can save her. Wealth, its usefulness and its uselessness, is here analyzed by a master hand. Toronto: The National Publishing Company.

BOOK AND LITERARY NOTES.

The handlers of toy books are acquainted with the name John Kendrick Bangs and his Tiddledy-wink Tales. The De Witt Publishing House has issued a volume of Tiddledy-wink Poetry, handsomely bound in colored waterproof covers. They have also issued a new book for boys, entitled In Savage Africa, being descriptive of six years of adventure in Congo land. Mr. Slave, the author, was one of Stanley's pioneer officers.

The Toronto Humane Society have published a neat illustrated volume showing the work accomplished by the society during the four years from 1887 to 1891. It contains a great deal of interesting and educative information on such topics as care of horses and other animals, dehorning, treatment of newsboys, Bands of Mercy, etc., which shows that this society is performing a function much needed in society.

The National Publishing Co. have now in press the following books, which will be issued during October:—The Children of the King, by F. Marion Crawford; Ascendancy of the Ford, by Rita; The Last Signal, by Dora Russell; The Old Mill Mystery, by A. W. Marchmont; On the Beach at Falesa, by Robt. Louis Stevenson; and The Ivory Gate, by Walter Besant.

Messrs. Hart & Riddell will publish in December a volume of the proceedings of the Pan-Presbyterian Council, to be edited by Rev. Geo. D. Mathews. It will be a handsome memorial work, and will contain about twenty illustrations. It will be the only complete and accurate report published.

The new R. T. S. publications received by the Copp, Clark Co. are:—The Deacon Light, a tale of the Covenanters; Seven Times in the Fire, a story of France in Revolution times, by C. Mand Battersby; Young Smallshoes, by Joseph Johnson; Worthy of His Name, by Eglington Thorne; A Hero in the Strife, by Louisa C. Silke; Heroes of the Goodwin Sands, by Rev. Thomas Stanley Treanor, M.A.; Uncle Tower, a story for boys young and old, by Rev. A. N. Malan, M.A., F.G.S.; Bush Lack, an Australian story, by W. H. Timperley. Warne's new shilling toy books are also carried by this firm.

FREE TEXT-BOOKS.

The Educational Committee of the Toronto Trades and Labor Council have reported that in their opinion students attending night schools were entitled to free text-books just as much as those going to day schools. Yes, and pupils going to high schools and collegiate institutes, even those attending the Technical School, have a right. One step downward often means three or four, as the people of Toronto will yet learn.

The Trades and Labor Council have slated the publisher of the text-books for not paying legitimate wages to employes, and this is to be brought to the notice of the Public School Board. This is another step down the incline. Are the laboring men of the city, in their Council, to hold the sceptre of wisdom and might, and say: These are the proper wages, because we know all about your business?

Again, the City Solicitor will be asked to give his interpretation of the free text-book law.

FOR SALE CHEAP.

A 1 Window Attraction.

We will sell "The French Barrister," Mechanical figure and Musical box for \$25 nett cash. It cost \$50.

The figure is richly dressed and stands 2 feet 6 inches high.

The movements are most natural and there is a good sized space for showing advertising matter.

It has proved the greatest attraction we ever had.

JAS. I. ANDERSON & CO.

Bookellers and Stationers,
London, Ont.

THE COLUMBIAN HISTORICAL NOVELS

A Complete History of America, from Columbus down to the present day, in the form of twelve complete stories.

By **JOHN R. MUSICK.**

Issued Bi Monthly Each volume complete in itself.

NOW READY

Vol. I, COLUMBIA. A story of the Discovery of America. 351 pages.

Vol. II, ESTEVAN. A story of the Spanish Conquest. 392 pages. Illustrated with full page Half-Tone Engravings and other Illustrations Cloth, 12mo. Price per vol., \$1.50.

FUNK & WAGNALLS CO.,

NEW YORK. LONDON, ENG.

CANADIAN HOUSE:

TORONTO, 11 Richmond St. West.

R. J. BERKINSHAW, Manager.

Ready Oct. 1st



CASTOROLOGIA

OR THE

HISTORY AND TRADITIONS
OF THE

CANADIAN BEAVER

BY

HORACE T. MARTIN, F. Z. S., ETC.

An exhaustive monograph, popularly written and

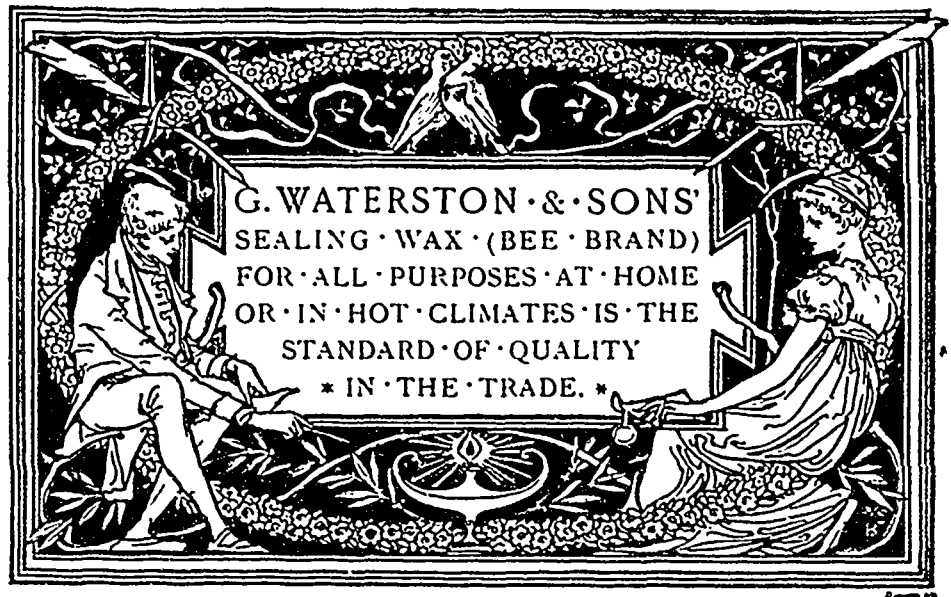
FULLY ILLUSTRATED.

WM. DRYSDALE & Co.,

232 St. James Street, Montreal.

EDWARD STANFORD,
Charing Cross, London

1892



To the Trade :-

We would ask your special attention to Our New List of
Calendars for 1893.

THE FAITHFUL PROMISER. A twelve Sheet Calendar Size 10 by 8½ with very Choice Designs in Color. 60c.

OUR ONWARD WAY. Twelve Sheet Calendar, with choice coloured designs and Scripture Texts. Tied with Ribbon. 30c.

THE WHEELS OF TIME. Similar to above, with designs in colors, representing the Months of the year. 30c.

MOTTO CALENDAR Twelve Sheet with choice colored designs. Tied with ribbon, with Scripture Texts. 20c.

ALL THE YEAR THROUGH. Six Sheet Calendar with colored designs, and Two Months on each sheet, with Scripture Texts. 15c.

All the above may be had also with selections from the Poets. Liberal Discount to the Trade. 20,000 already sold, order early to secure them.

WILLIAM BRIGGS, Publisher,

N.B.—Samples forwarded on application.

TORONTO.

SECOND-HAND BOOKS.

JOHN BUMPUS,

(Bookseller to H. M. the Queen), 350 Oxford St. London, England.

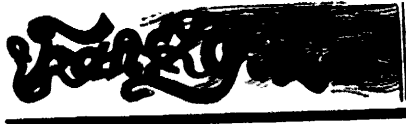
One of the largest stocks of scarce and interesting books in England.

All books of whatever scarcity or value, if not in stock, obtained within a reasonable time.

First Editions of modern popular works a speciality.

Catalogues issued and forwarded post free on application.

BOOKSELLERS TO THE FRASER INSTITUTE, MONTREAL.



The wholesale fancy goods trade in this city has been somewhat injured this past few months by the selling of a certain fancy goods stock at cut prices to clear. But now that this stock is nearly all picked up, trade is becoming more normal. By the elimination of these fancy goods the remaining houses are experiencing a slight increase in trade. This will not be very great, but the lessening of competition will lessen losses and prevent cutting. This will have a beneficial effect on both wholesale and retail trade, as the latter will not be so likely to become over-loaded.

Orders are numerous but not bulky, as dealers seem to be buying quite cautiously. This is a good sign, with regard to stability of trade.

Messrs. Brown Bros. have just received a nice line of fancy Japanese basket ware, which are useful in the office and can be utilized by the ladies for ornamentation. The shipment includes waste-paper baskets in different weaves and shapes, document baskets, writing desks, and pen and pencil boxes. Bedecked with ribbons, these articles form nice Christmas presents for business men. Besides being always a staple line.

Messrs. Nelson & Sons are showing a beautiful range of Jardineres orfancy flower pots, including enameled ware, majolica, and phoenix art china. A variety of sizes and designs are shown. They have also a beautiful range of the celebrated Royal Bonn ware, comprising a full range, from small jugs to large mantle centrepieces. Another attractive line of fancy goods shown at present is a line of ornamental mirrors, comprising single, double and triple mirrors in heavy gilt and silver frames. The line includes photo frames of similar design. The designs are new and with a quiet but very pretty effect.

A fast selling line of stand work-baskets is being shown by W. H. Beasly & Co. These are extremely pretty as well as eminently useful, and should take well with the buying public. The variety is extensive and the goods are of well finished wickerwork. They are also showing a very extensive line of dolls, some of which are very pretty. The dressed dolls include several lines which show extreme care and excellent taste on the part of the manufacturer.

Hemming Bros. are continuing to uphold their reputation for manufacturing fast-selling novelties in fancy goods. Their oak toilet cases and handkerchief boxes have been a strong feature of the fancy goods market this season, the sale having been great. Some very pretty things in chamols manicure sets and dressing cases are shown; these have been prepared especially for the better class of trade. Their celluloid photo holders with the patent toll have had an enormous sale this season, and seem to be holding their own very well. Another of their leading lines this season is that of photo boxes. Several very pretty varieties are shown in plush covering, with metal ornamentation. They are also manufacturing several patent lines of photo holders which are not easy

of description, but which are nevertheless simple in their use and well adapted for holding and showing photos without the slightest injury to the picture. Dealers should examine these lines.

The Methodist Book Room has this year done a huge trade in Christmas card novelties. Most of these novelties were picked up in foreign markets by Mr. Solomon, and were sold at low prices. A line of cards which is very beautiful is where the central scene lies back from the outside or front part of the card. Then colored lights are thrown on the rear scene by means of a colored reflecting paper. The effect is wonderful and very pretty. One is that of a sleeping child, over which hovers an angel face, and a red light is thrown around the angel face, making a beautiful effect. In folding novelties the variety beggars description. One very pretty variety when opened up presents a square enclosure about six inches in width and length, across the centre of which is a half-opened doorway. In the front are two or three children, while through the doorway is seen benign Santa Claus beside a richly ornamented Christmas tree. In better cards some very beautiful and artistic lines are shown, which have scarcely ever been surpassed on this market for elegance and cheapness.

One of the latest novelties made by Boyd, Bower & Brumell is a fancy ballon match holder. The upper or ballon part is made of an incandescent light globe, covered with silk netting. The lower part is a small Japanese basket, fitted with a glass tumbler, and trimmed with fancy ribbons and pompons. This is attached to the ballon by strands of silk. The novelty may be attached to a gas jet as a receptacle for burnt matches or used for other purposes. Another novelty is an egg cosy specially designed by this firm for the home trade. The cover is made of elderdown flannel, fastened with bows of ribbon, and in the interior is a wire frame, surrounded by elderdown cloth and holding four or seven eggs. This forms an extremely pretty as well as useful novelty. The great American craze is now for tinted or French painted pattern goods in linen, Bedford cord, soronto cloth and art flannels. The firm are showing a full range of these beautiful goods, in slideboard covers, table covers, cushions, splashers, etc. These goods are guaranteed to wash and the colors will be preserved as fresh as before.

A SUCCESSFUL SALESMAN.

"I have known hundreds of commercial travellers in my time," said Geo. L. McGrew, national president of the Travellers' Protective Association of America, "but I have never known one yet to make a success on the road, or even remain on the road for any length of time, unless he worked as hard for his employer as he would work for himself. I will say even more, and that is, that I never knew a narrow minded or bigoted salesman to succeed. The requirements made upon a salesman can never be appreciated until one becomes a salesman himself. The successful salesman cannot be ignorant, because the dealer will find it out at the very start; he cannot be insolent, because his insolence will be resent-

ed; he cannot be too smart, because there is many a small country dealer just as smart as he is. He must be a well-informed, earnest, courteous gentleman at all times, and I am glad to say, while speaking on this subject, that the old style salesman that we used to read about when we were boys is gone. The idea of the "drummer" twenty-five years ago implied a man dressed in the flashiest style of clothes, of loud demeanor, who demanded and got the best of everything where he went, and regarded morals as only of secondary consideration. The people a quarter of a century ago thought that a drummer could not be successful unless he got on an occasional "tear." The drummer is now essentially a gentleman in all that the word means. He must be a gentleman in conduct as well as in appearance. No bumming and no tearing around is tolerated for one moment by a reputable house. In short, the salesman is a perambulating merchant; he travels from place to place representing his house, and stands for his house wherever he goes. The better class of salesmen will not associate with nor excuse the drummer who thinks it is his duty to get drunk or act smart wherever he goes. Go where you will, I doubt if you can find a more intelligent, a more moral, or a more trustworthy class of men than you will find in the ranks of the travelling salesmen."

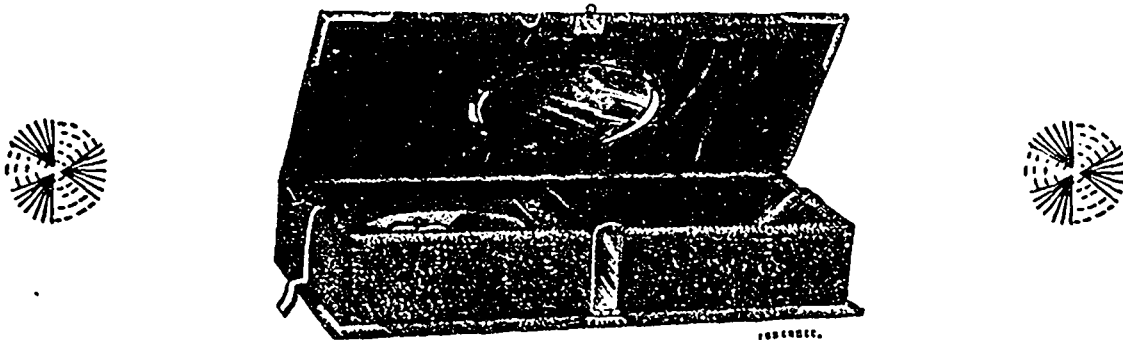
AVOID MISTATEMENTS IN ADVERTISEMENTS.

It is quite the fad now-a-days with some editors to devote a considerable portion of their space to the publication of instruction in the art of writing advertisements. The idea is a good one, although it must be almost as difficult a task to adapt some of the forms published to the wants of the country stores as for the merchant to write his own advertisements. There is one idea that should, however, be kept very prominent before dealers, and that is that an advertisement should be strictly honest in its representations. There is no more reason for and possibly more reasons against lying advertisements than against misrepresentations by clerks or salesmen.

He apparently forgets that the circus comes but once or twice a season and appeals to a new and curious public each day or week, while his customers are the same year in and year out. The visitors to the tents of the country caravan may grumble or even occasionally make some more violent demonstrations, but it is a long time before the fraud is repeated, and he forgets more or less the objections to the last visit and goes again to the circus. Even at the worst, the circus affords him a day's pleasure. But with the country merchant the conditions are so varied that he must pursue a different course. His store does not move away from the reach of patrons who consider themselves cheated. He stays right where he was; so do they, ready to treasure up any unfair treatment and to make him suffer the consequence. The goods that he has sold and which failed to give satisfaction are also present as a constant reminder, so that a merchant who desires to prosper cannot be too careful that all of his representations shall be honest and fully and freely carried out.—Chicago Apparel Gazette.

PHOTO BOXES

Everyone who has handled our photo boxes, admits that they are fast sellers and will yield a large profit. They are universally conceded to be an improvement on the Album, and are eagerly snapped up in preference to almost every other style of fancy goods.



THE FOLLOWING VARIETIES ARE IN STOCK:

No.			
119.	Square Plush-Covered Box to hold 2 doz. photos, with Nickle Motto.....	\$1.00	118. Same as 116, but with Britannia Metal Lid.....
120.	Square Plush-Covered Box to hold 4 doz. photos, with Nickle Motto.....	1.50	These last 3 lines make most acceptable wedding presents.
115.	Square Plush-Covered Box to hold 2 doz. photos, with Nickle Motto and Corners.....	3.00	124. Glass top to hold 2 doz. photos, fitted with Bambridges patent photograph holder.....
116.	Oblong Plush-Covered Box to hold 2 doz. photos, with Britannia Metal trimmings, handsomely engraved, (same as above design).....	3.25	125. Same box, to hold 4 doz. photos.....
117.	Same sized box as 115, but with beautiful Britannia Metal Lid.....	5.25	123. Double opening box to hold 4 doz. photos, ornamented with silver plated "fleur-de-lis".....
			127. Upright Satchel Box to hold 4 doz. photos, open sides
			126. Upright Satchel Box to hold 4 doz. photos, closed sides
			128. Patent automatic slide box. This box cannot be described here, but we can say of it, that everyone buys it at sight.....
			5.00

We can safely say that no Xmas goods being shewn this year are as sure of being sold out as our **ALBUM BOXES.** If you have not ordered them, write for half a dozen.

THE HEMMING BROS. CO. LIMITED.,
TORONTO.

WALL PAPER.

DURING the past month a great change has taken place in the situation of the Toronto wall paper jobbers. When arrangements were first made, Messrs. C. M. Taylor & Co. were authorized to proclaim themselves sole Canadian jobbing agents for the ensuing season for the National Wall Paper Co., of New York. This they at once did. Shortly afterwards Messrs. Janeway & Carpenter and Messrs. Crowell & Washburn, two large manufacturers, entered the trust, and Messrs. Gage & Co., who had made arrangements to handle paper from firms outside the trust, and of which these were two, felt the necessity of securing a larger line of samples and accordingly made arrangements to handle trust goods. Hence there are now two Canadian jobbing agents of the trust, instead of one. Readers will thus see that the information given by Books and Notions in the last issue was not incorrect, but that the situation was changed soon after the news was published. Because each of these two firms handle trust goods, it must not be concluded that their samples are the same. The trust's samples are numerous and varied, and each house here has chosen the lines which each one thought most suitable; hence the samples will be as different as the tastes and ideas of the buyers.

The National Wall Paper Co. have fixed prices, and no manufacturer or jobber can sell below those figures. But it should be borne in mind that when a jobbing house places a sufficiently large order, it gets its goods at prices which enable it to sell, if it so wishes, at the same prices as those fixed by the manufacturer.

Another point that dealers should notice is that all the samples carried by the Toronto jobbers are sure to be made. There will be no such thing as ordering a certain pattern and having another substituted for it, because enough of the former was not sold to guarantee a profit to the manufacturer. This at least will be one direct benefit of the Trust to the dealers.

There are a great many imitations of English patterns in this year's samples, and many patterns hitherto retailed at about 75c. per roll can now be sold at 15 or 20c.

In Messrs. Gage & Co.'s samples glimmer whites are shown in exceedingly strong and improved variety. These mica patterns are produced in much more brilliant color effects than ever before, and the treatment is much more artistic. These will run strong in Canada on account of the duty on them being only three cents, while on the cheapest gilt the duty is six cents; and the effect is quite as strong as in the cheaper grades of gills. Messrs. Gage & Co. have issued a neat circular describing their goods, which also mentions that they carry English sanitary papers, which allow of the washing which is necessary after disease has been in a room and also varnish tiles, which are washable papers for kitchens and bathrooms.

Messrs. C. M. Taylor & Co. have again presented the readers of Books and Notions with one of their artistic advertisements. Messrs. Taylor & Co. show an almost perfect taste in their manner of presenting their information to their customers. Being among

the first to choose their patterns from the Trust samples, they secured the very best patterns, and have combined these with a very carefully made selection of the cheaper grades of Canadian-made goods, so that a buyer may procure everything that he requires from their samples. This firm has established a reputation for carrying good papers, and for their promptitude and carefulness in filling orders, and this year they have made a good start on what promises to be, for them, a profitable season on account of an increased volume of business.

RETAIL HANDLING OF WALL PAPER.

There is nothing more difficult to handle than wall paper. The patterns must be kept well stocked in all the different qualities and kinds, and numerous other details attended to. But the great difficulty is found in keeping the stock so that it can be easily found, and keeping the samples in showable shape. Every systematic dealer keeps his stock in a rack, with apartments which will hold at least twenty-five double rolls; a good size is one that takes six double rolls in width and four in depth. These are numbered. The samples are kept in cloth bound sample books, and each sample is marked on the back with the number of the apartment in the rack in which stock of that pattern is kept. Each sample book contains but one class of paper; that is, one contains white blanks, another brown blanks, and so on.

The most difficult part of the stock to show is the borders. Many borders are now made to match the paper, both having the same pattern. The easiest way to show these is to paste a strip of the border the same width as the paper across the top of the sample in the sample book. This shows at once the effect of the two when placed together, and helps to show the paper in its completeness. General borders may be shown in a very nice way by pasting a strip on a piece of pasteboard just the width of the border and the length of this corresponding to the width of the paper. Another method in use is to take a strip of cotton the width of a roll of paper and about seven feet long and paste a number of samples of borders on this strip, leaving a narrow margin between each for the number of the apartment of the rack in which each is kept. These decorated cotton strips are then mounted on spring rollers and the rollers mounted in a hanging frame, so that all may be shown in succession without the necessity of changing the seat of the customer. This is very handy and speedy, but it does not show the border in conjunction with the paper.

The sample of the paper does not always show the pattern to advantage, and when a roll is to be shown or two rolls placed contiguously, a wall paper stand is used. This is a loose frame work, standing say six feet high, having a trough at the top about seven feet long, five inches deep and ten inches wide, to hold the unrolled part of the roll. The frame-work is so built that slats on its side enable the strips of paper to be kept together for the purpose of showing the pattern more fully than can be done by means of a single strip.

A wall paper stock must be kept in good order always. Nothing is more

detrimental to selling than ragged samples and a jumbled and muddled stock.

PAPER MAKING IN POINT.

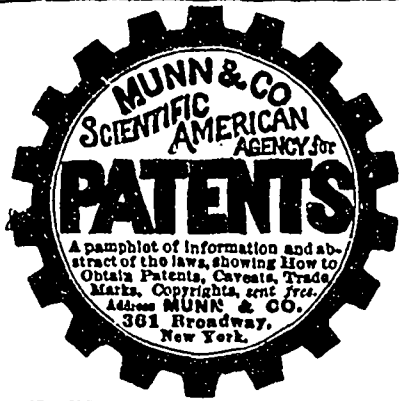
The St. John, N.B., Telegraph has been lamenting the decay of paper making in Canada, which it contends might be larger had it sixty millions of people to make for instead of what we have. But The Sun very truthfully replies that the number of persons employed in paper making in Canada is at least double, and probably more than treble, the number employed in 1878. All the product of this labor is sold in Canada, and it is still necessary to send more than a million dollars a year out of the country to buy paper and its products. There are in Canada some 40 paper mills and wood pulp factories. One of the largest has been recently completed, and has a capacity probably exceeding that of any of the Maine establishments. The Canadian market is still apparently equal to the occasion. If New Brunswick has the natural conditions for cheaper and more profitable operations in this field it is not lack of market, but other causes which have stood in the way of successful operations. It may be said by the advocates of the sixty million market that the people of this province cannot compete with the establishments of Ontario and Quebec. But this objection answers itself. If New Brunswick could not compete with the western men in the market of their own province, how could they compete with them in the United States markets, where the fight would in the nature of things be much sharper? If the Ontario and Quebec manufacturers have an advantage which enables them to overcome competition from New Brunswick, the result of the abolition of the duty would be to throw the Dominion open to a struggle between the manufacturers of the United States and those of the upper provinces, while New Brunswick would have an obviously poorer chance than it has had hitherto.—London Free Press.

TOO FAR OR NOT FAR ENOUGH

The School Board cannot be congratulated on the manner in which the free school book idea is being carried out. The board has done sufficient to annoy those who are compelled against their will to bear a portion of the cost of the experiment, but has not gone far enough to confer any appreciable benefit on those for whose relief the new system was professedly inaugurated.

The great expense to parents, whose children are in the junior divisions, at all events, has not been in the purchase of readers, but in procuring scribbling books and stationery. The former are to be supplied free hereafter, but the latter must still be provided by those who use them. Consequently, as we have said, the extra tax imposed for the purchase of books is an annoyance to certain ratepayers and at the same time the principal burden has not been removed from parents with families of small children.

The board should either make all supplies free or else go back to the old system of compelling each head of a family to furnish everything required by his own children.—Toronto News.



Brokers and Commission Merchants

With a good connection in the wholesale book stationery and fancy goods trade, who are open to represent another foreign firm send address and references, stating what firms they now represent to Editor—BOOKS AND NOTIONS.

THE GOODRICH HARD RUBBER CO., AKRON, OHIO.
Manufacturers of
Hard Rubber Stationers' Sundries.

PEN HOLDERS, Finely Finished
RULERS, Flat, Round and Flexible.
INK STANDS, Round and Oval
VEST POCKET INK STANDS.
MATCH BOXES, in Unique Designs etc., etc.
Send for Illustrated Catalogue and Discount Sheet.



Factories and Salesrooms, Toronto, Canada.
F. O. GOODERHAM, JNO. C. COPP,
Manager. Sec.-Treas.

MENU AND GUEST CARDS
HIGH CLASS

Illustrated Catalogue free by Mail. Goods through all Shipping Houses.



Perfect Models of beautiful Flowers, etc., and Charming Decorations for the Dinner Table.

J. TAYLER FOOT,
18 Poland St., London, England.

THE B. F. GOODRICH CO.,
Akron Rubber Works,
AKRON, OHIO.

Manufacturers of
Soft Rubber Stationers' Sundries.

Sterling Shell Erasers, Fluted Erasive Rubbers, Crown Erasive Rubbers, Pointed Erasive Rubbers, Akron Improved Ink Erasers, Type Writer Erasers, Etc., Etc.
Sling Rubbers, Copy Press Shoots, Key Foot Balls, Bladders for Foot Balls, Lawn Tennis Racket Handle Covers, Elastic Bands, all sizes and of Pure Rubber.

Send for Illustrated Catalogue and Discount Sheet.

B. MARCUSE, MONTREAL

MARCUSE

JAPANESE GOODS.

FINE PORCELAINS, SILK,
CURIOS, FANS LANTERNS,
SCREENS, LACQUERED WARE, ETC.

DIRECT IMPORTATIONS.

Sample Orders Solicited.

366 ST. Paul ST.

Stationers and Booksellers.

Whilst other trades are constantly infringing on your legitimate ones you must be watchful of your own interests. In every town there should, and certainly will be an active demand for artists and decorative materials. This is a legitimate branch of your trade. Oil and Water Colors, Drawing Papers, Brushes, Celluloid, Ragged Edge Cards, Drawing Books, Studies, Enamel Paint, etc. There is no excuse for missing this trade as prompt payers can buy at unheard of prices from

THE ART METROPOLE,

131 Yonge Street, Toronto,
and 3, 5 & 7, Toronto Arcade.
Make a note of it and get prices.

J. S. RUSSELL,

IMPORTER OF

Fine Fancy Goods

This month set apart to clearing out at tempting prices:
Fans, Palm Leaf and Jap-Lacrosses, Base Ball Goods, etc., etc.

Full lines on hand of Tourist Goods— including Native Indian curios from the Wild West; Buffalo Horns, War Clubs, Peace Pipes, Medicine Charms, etc., etc. Sweet Hay goods and Splint Baskets, Snow-shoes and Moccasins.
Special attention to my own make of Bowls for the popular game of Bowling on the green
114 BAY STREET. TORONTO

A COMPLETE NEW LINE OF EVERYTHING.

AN IMMENSE COLLECTION OF

ORIGINAL AND ATTRACTIVE GOODS.

Samples ready now for inspection at 35 Front St. West.

See our new Glass Baskets, Fancy Cups, Saucers, Dolls, Toys, etc.

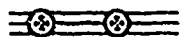
TELEPHONE No. 2207.

NERLICH & CO., TORONTO.

ALEX. PIRIE & SONS, Ltd., ABERDEEN, SCOTLAND,

—MANUFACTURERS OF—

Papers, Envelopes, Cards, Gummed and Enamel Box Papers.



FINE PAPERS A SPECIALTY:



To be had of all Wholesale Stationers. Ask for these goods.

LITERARY FACTORIES.

Of course we all know that all kinds of factories exist in New York, but until last week I never knew that the great metropolis boasted of such a thing as a real and fully equipped literary factory. I ran across this wonderful place accidentally, but when I did, I was glad to spend an hour beside the desk of the manager and watch the *modus operandi*.

This literary factory is hidden away in one of the by-streets of New York, where one would never dream of finding anything in the shape of literature. It employs over 30 people, mostly girls and women. For the most part these girls are intelligent. It is their duty to read all the daily and weekly periodicals in the land. These exchanges are bought by the pound from an old junk-dealer. Any unusual story of city life—mostly the misdoings of city people—is marked by these girls and turned over to one of three managers. These managers, who are men, select the best of these marked articles, and turn over such as are available to one of a corps of five women, who digest the happening given to them and transform it to a skeleton or outline for a story. This shell, if it may be so called, is then referred to the chief manager, who turns to a large address book and adapts the skeleton to some one of the hundred or more writers entered on his book. Enclosed with the skeleton is sent a blank form, of which the following is an exact copy.

To ————
Please make of the enclosed material a — part story, not to exceed — words for each part.

Delivery of copy must be by — at the latest.

A check of \$— will be sent you upon receipt of manuscript.

Notify us at once whether you can carry out this commission for us

Very respectfully,

Now the most remarkable part of this remarkable literary manufactory to me was that manager's address book of authors upon whom he felt at liberty to call for these "written-by-the-yard" stories. The book was handed over to me to look over for my private examination, of course. There were the names of at least 20 writers upon that book which the public would never think of associating with this class of work—men and women of good literary reputation, whose work is often encountered in some of our best magazines.

"Not such a bad list of authors, is it?" laughingly said the manager, as he noted my look of astonishment.

I was compelled to confess it was not.

Why, those authors to whose names you have pointed are glad to do this work for us. Their willingness is far greater than our ability to supply them with "plots."

"What in the world do you do with those stories?" I asked.

"We sell them to the cheapest sensational weeklies, to boiler-plate factories, and to publishers of hair-curling libraries of adventure."

Upon further enquiry I found that very good prices were paid the authors, and that of course even better rates were received by the "factory" from their customers.—E. W. Bok, in *The Boston Journal*.

AMONG THE WHOLESALERS.

Another successful month has been experienced by the trade in this city. Wholesale merchants of all kinds are feeling in good humor over the state of trade. The placing orders in the fancy goods trade are nearly all in and travellers are now seeking sorting-up orders. Import orders are nearly all filled, but a few lines remain to be shipped yet; but a week or so will see all this executed. Payments have been somewhat slow, but not more so than in previous corresponding seasons. Booksellers report a strong demand for all classes of books, domestic and imported.

For a long time merchants have desired some means of selling pens readily, in less than gross lots, and Messrs. Brown Bros. are now offering a line of boxed pens which should take well with the trade. A dozen in a box is the rule, and the convenience of handling pens in this way is quite apparent. These boxes can be sold at ten and fifteen cents retail. They have just received a large shipment of Arnold's ink, in the three leading varieties the blue-black copying, the chemical writing and the brilliant red. These inks are not new ones, but proved by time and experience. They have also received fresh stocks of ball pointed pens, vulcanite holders, and zylonite paper cutters. Here it may be remarked that zylonite is rapidly taking the place of ivory, owing to the scarcity of the latter, and owing also to the fact that the zylonite can be polished so as to look like ivory. Their office supplies are strong at present, especially in cashboxes and ink stands.

Nerlich & Co. are always adding to their extensive stock of fancy goods. Among the latest additions is a line of ivoryware, with pansy decorations, which are beautiful goods. In plate glass mirrors they show some beautiful hand-painted designs on square, horseshoe, and palette-shaped glasses. Ladies' triplicate dressing mirrors are a new thing. They are arranged for hanging on the wall, and while being ornamental, are also very useful, as by a simple arrangement the lady is enabled to see herself from the side and rear point of view, thus obviating the use of the hand mirror. They are carried in all sizes. They also have a new line of magic lanterns, some of which will take photographic plates. At present they are busy shipping albums and plush and leather cases. Skin toys of all kinds are taking well this year, and this house has endeavored to meet the demand with a large and extensive stock. A willow cart, attached to a goat, is an excellent and fast-selling toy.

W. J. Gage & Co. are just opening up four hundred cases of miscellaneous books. Among the familiar authors are Disraeli and Will Carleton, who have written works that should be familiar to every Canadian. The Scott Library is a new series which contains nearly all the standard works that have appeared in the Camelot series, but these now appear in a more artistic binding, and better paper is used. George Macdonald's famous works are also prominent, as well

as a twenty-cent edition of *Recreations of a Country Parson*.

One of the newest things in the complete stock of playing cards carried by Warwick & Sons is a line of scientific whist cards, which are manufactured by the celebrated English firm of Chas. Goodhall & Sons. Each card has on its face a number of rules specially suited to that card, telling when it should be lead, etc. These rules are printed in duplicate so that they can be read no matter which end of the card is up. They will be an excellent aid to learners, young players and ladies. The dealer who sells this class of goods should get a sample.

Owing to business expansion Messrs. W. H. Blandell & Co. have been forced to take in two extra flats of their warehouse for the storage of goods. This now gives them a roomy warehouse with five flats well stocked with reasonable goods. It is ample evidence that their business is not at a standstill, but is steadily progressing, keeping step with the progress of general trade. Any merchant who furnishes his customers with saleable goods at fair prices must reap the reward of increased trade.

Messrs. Kelk & Black, who have been running off the stock of Hickson, Duncan & Co., have nearly completed their task. The sale has been a success from a financial point of view. A few scattered lines remain, which includes sporting goods in several varieties, but the great variety of the stock presented a few months ago has entirely disappeared.

A retailer in the city is after a wholesaler's scalp because he "stole" a clerk from him. The retailer doesn't believe in competition in some cases; while the wholesaler does not always believe in doing as his friends would like him to do. The buyer always has the remedy in his own hands. The clerk is now in the new bazaar store on King street.

The Copp, Clark Co., Ltd., have just issued a new pen in their special series. It has been manufactured on purpose for those who desire a broader point than is generally used. It is made in two numbers, 3403 M and 3403 F, and is called *The Challenge Pen*.

AN ENDURING CHRISTMAS PRESENT.

Talking of Christmas presents, they say "The Star" Almanac, to be issued shortly in Montreal, will be one of the most acceptable Christmas presents that could possibly be sent to friends in foreign lands. It is statistical and descriptive, and has six colored maps of Canada. It holds up Canada to its proper place. The "Star" Almanac will be kept in all private libraries and preserved for references.

BUSINESS CHANCE.

BOOKS AND STATIONERY STOCK OF ABOUT \$4,000 for sale, oldest stand in Toronto, best of reasons for selling, address P. O. Box 576, Toronto. (9)

WANTED.

Traveller, Stationery, thoroughly experienced, for Eastern Ontario and Quebec. Apply, Warwick & Sons, Toronto.

OUR MONTREAL LETTER.

TRAD E in books and notions has been of fair proportions in all lines, and the outlook for the fall is promising. Wholesale fancy goods houses are doing a fair business, while some have sent their buyers forward already to look over new supplies and arrange for stock for the coming holiday trade.

In the fine lines of stationery, business is up to the average on the whole in the district adjacent to Montreal, while dealers who have just returned from a trip to the Maritime Provinces state that they met with a fairly gratifying reception down there. Some interest was displayed regarding the outcome of the meeting of paper manufacturers, consequent upon the prohibition of rags by the Government. It did not result in any radical change, however, the only development being an agreement between the various parties that they would not make any reductions on regular stock lines of goods. Even if any changes had been made, their effect on the prices of finer lines of stationery would have been inappreciable.

Wall paper men report a fair business on account of fall orders, while the city retail trade, if it is any criterion, are doing a good business.

Paper bag men say they have nothing to complain of, but the demand for this line of goods is usually of a sustained and steady character.

In toys and notions business is fair, but jobbers are rather quieter than usual, as they are engaged in looking after new supplies. Some of the trade have paid visits to New York and report some new and novel descriptions of toys to delight the juveniles this coming Christmas and New Year. Quite a fair trade with these houses during the past summer season has been the demand for hammocks.

The book business is not especially brisk, but there is a sufficiency of all kinds of works to please everyone. An attractive line of paper-backed novels that is finding great favor is the Caxton Novels, from Routledge & Co., London. The cover is a handsome one and the typographical work all that can be desired. The series runs all through the list of standard authors, from Lord Lytton to Charles Dickens. In fact the list of new books is too extensive and bewildering to permit of detailed mention. There was a good brisk demand for school books at the opening of the month; in fact school supplies have been the only markedly active line, which, of course, is not an unusual thing at this season.

NOTES

Mr. Ellis, of Barber, Ellis & Co., was in town recently attending the meeting of the paper manufacturers.

John Lovell & Sons are putting a lot of new works on the market shortly, as will be seen by our advertising columns.

Mr. F. Nelson, of the firm of H. A. Nelson & Sons, returned from New York on the 3rd. He has been down looking after the firm's supply of holiday novelties.

Mr. Killen, assistant manager of the Canada Paper Co., has been up in Toronto for a couple of weeks looking after business at the firm's headquarters in that city.

Among the Maritime Province merchants in town during the month look-

ing after goods were Messrs. B. C. Munro, of Amherst, N.S., and J. Mc Murray, of Fredericton.

Mr. C. L. Davidson, Montreal manager for Barber, Ellis & Co., was down by the sea to see how business was. He brought back a good sheaf of orders with him.

Charles McArthur & Co. report business fair. They have some new and handsome designs of wall papers to tempt the fancy of house furnishers, and what is better, they are selling well.

The movement in plush goods and notions of this kind is fair, according to reports from the travellers of the Reinhardt Mfg Co. The company have some choice specialties to tempt the taste of present-giving people next Christmas.

STATIONERY NOTES.

Messrs. Brown Bros. have a new twenty-five cent papeterie which they call No. 1,000, which is proving a good seller. It affords good value to the buyer.

The papeterie is now no longer a necessary adjunct to a first-class stationery store. It seems to have had its fling, and its days are apparently numbered. In its place may be seen many so-called "fancy note papers" of all hues and tints, and in every conceivable combination of color. On the other hand, however, many of the designs are chaste and elegant. Much time and thought ought to be given to the selection of these papers, as one that does not reconcile itself to the best taste is a drug on the market and bad stock. A glance at the line carried by the Copp, Clark Co., Ltd., will convince the greatest skeptic that their stock of these goods has been chosen with the greatest care and foresight, and that only the most saleable lines are kept. Among the latest papers from Great Britain may be seen Terra cotta in princeps and court sizes, the former making a grand invitation note, Recherche, an artistic combination of hazel and hellotrope, in exquisite taste, Hellotrope, a beautifully tinted paper of that shade. While from this side of "the pond" there is Coquille, an imitation eggshell finish, Linen Cloth, as its name implies, a representation of that article; Cream Repp, Cream India, Proof Chamols, Cobweb and many others. Those desiring to carry these goods could not do better than forward a sample order.

HOW TO CLEAN STORE WINDOWS

Strange as it may seem, there is a right and wrong way to wash windows; and as this operation is usually dreaded, the following method will doubtless be appreciated, as it saves both time and labor: Choose a dull day, or at least a time when the sun is not shining on the window; for when the sun shines on the window it causes it to be dry streaked, no matter how much it is rubbed. Take a painter's brush and dust them inside and out, washing all the woodwork inside before touching the glass. The latter must be washed simply in warm water diluted with ammonia. Do not use soap. Use a small cloth with a pointed stick to get the dust out of the corners; wipe dry with a soft piece of cotton cloth. Do not use linen, as it makes the glass hazy when dry. Polish with tissue or old newspapers.

MAGAZINES.

Two Tales, that clever weekly, has been reduced to six cents at whole sale and remains returnable. Its publishers deserve all the favors an appreciative trade can show their paper.

The September number of Table Talk contains some very appetizing reading; and this as it should be. The season of dog days and hot waves is about over, and we shall soon be putting on our flannels and full appetites, and there is no doubt the latter will find many consoling suggestions in the column of Table Talk. Its recipes are so plain and practical that the merest novice in culinary matters can scarcely go astray. But it isn't to the kitchen alone that Table Talk confines its teachings. The housewife will find there suggestions, by competent writers, for running smoothly and economically every department of her household. The low price of the magazine, too, brings it within the reach of all. Verily it would be hard to say how much dyspepsia, discomfort and vexation may be saved by a dollar's subscription to Table Talk. Published by the Table Talk Publishing Co., 1113 Chestnut street, Philadelphia.

An article of immediate and almost sensational interest, in the October Century, is Professor Jenks's paper on "Money in Practical Politics," describing the methods, shamefully common, in what are called "practical politics" in this country. He goes into most curious details, and discusses the causes of corruption and proposed remedies. The article is editorially indorsed, with further suggestions as to means of prevention. This number of the Century rounds out its twenty-second year. With the next number begin several new and interesting magazine "features."

Embroiderers and china painters, whether they pursue their favorite art for pleasure or profit, cannot afford to be without The Art Interchange. Novelties in undecorated china are exhaustively treated, most useful information at this season of the year, when holiday gifts and sales are being prepared, and new ideas in embroidery materials are also given. Numberless beautiful designs for all manner of art work complete a most entertaining and useful number of this old art paper.

To the Review of Reviews for October Mr. Stead, the English editor, contributes one of his raciest character sketches, this time dealing with Mr. Gladstone's new Cabinet in a bunch, so to speak, rather than with some single personage. The article throws many a bright side light on contemporary English politics, and hits off in Mr. Stead's fearless and always felicitous manner the twenty or more men who now lead the Liberal English hosts. Mr. Shaw, the American editor of the Review of Reviews, writes of two great Americans, Whitlittier and George William Curtis, the article containing not only recent portraits of these two eminent men, but also very interesting pictures of them as they appeared forty years ago. The early portrait of Curtis is from a painting by Lawrence, and the frontispiece of this number of the Review of Reviews represents Mr. Curtis as in the "Easy Chair," his contributions from which have delighted American readers for several decades.

THE BIJOU TABLET.

To illustrate the superior advantages of "The Johnson Process" of padding, over all other methods in use, Warwick & Sons, who hold patents for that invention in Great Britain, United States and Canada, have prepared a neat little tablet as a specimen. It is a miniature representation of the larger sizes of tablets manufactured by this firm to suit "all sorts and conditions" of people who use writing paper in this handy shape, and is named the "Bijou." It is sold at a nominal price to enable the trade to



make use of it as an illustration of the special merits of "The Johnson Process," which, outside the great economy and convenience of paper made up in that form, mark it as the most perfect plan yet invented. A sheet can be drawn from any part of the tablet without ragged edge and entirely free from crusted gum; and the Tablet being made up with a pretty hinged cover, with attached blotter, presents a neat, compact appearance.

CANADIAN GAMES.

Games form probably one of the most profitable lines handled by the stationer and bookseller of to-day. During the long winter evenings, when all is tempestuous and stormy without, the joy, peace and harmony prevailing within may nearly always be traced to some mirth-provoking or skillful game participated in alike by young and old. Our neighbors across the border have until the present manufactured nearly all the games sold in this country; they now, however, find a successful competitor in our own land. The Copp, Clark Co. have during the past few years given special attention to this branch of the trade, and are issuing a line in no way inferior and at a lesser price than the American manufacturers. The list offered by this firm covers a wide range, and consists of wooden, boxed and card games. The labels of the boxed games, as may be seen by the following cuts, are works of art. One

of their greatest advantages is that on becoming the least soiled or shop-worn, by simply rubbing the surface with a damp cloth they will assume their original brightness of color.

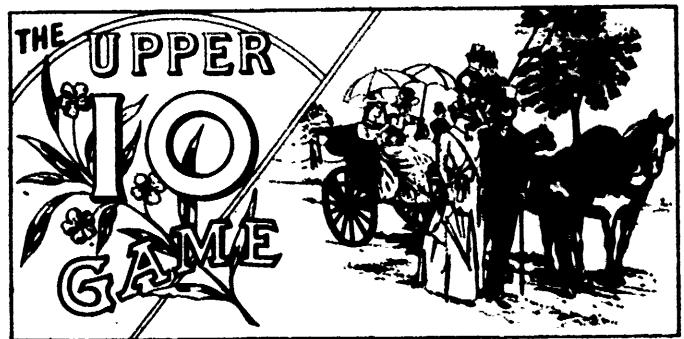
Upper Ten is a new combination game, played with bone counters like Flips or Tiddledwinks; it is for two or more players, and may be played with equal success by "the lower five."

Sir Launcelot is a game of skill. All games of chance are comparatively tame beside this coming favorite.

Up From the Ranks is certain to be a great favorite, and demonstrates, as its name implies, the achievements of a young soldier boy as he rises from the lowly drummer to the highest rank to be attained in his calling.

Zenobia is alike for the chess expert and the schoolboy; simple in method, but adapting itself to the capabilities of all.

Many others too numerous to allow mention of are manufactured. The live dealer cannot do better than write for a full list by the first mail.



BARNES' NATIONAL INKS FOR ALL USES! - - - IN ALL COLORS!

NO ADVANCE IN PRICES! QUALITY BETTER THAN EVER! THESE INKS HAVE COME TO STAY AND NEW FRIENDS ARE BEING MADE DAILY!

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WRITES OVER 200 WORDS WITH ONE DIP OF INK.

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They are a treasure.—"STANDARD."

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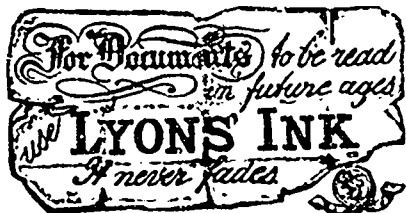


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Send your orders for Rubber Stamps to the undersigned. The low prices will allow you a big margin.

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SPENCERIAN STEEL PENS Are the Best,

IN THE ESSENTIAL QUALITIES OF Durability, Evenness of Point, and Workmanship.

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CENTRIC PENS AND PENHOLDERS ARE THE BEST TO USE,

They won't ink the fingers,

They won't blot,

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They write like a lead pencil.

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SAMPLE CARDS containing 10 Pens and 2 Penholders mailed for 15 cents.

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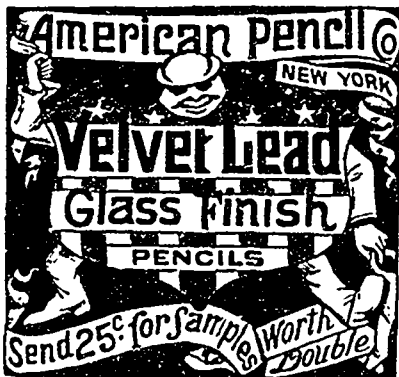
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6571. Will you follow me, my darling? Song. Words by Eugene Courtin, music by Chas. Bohner, Whitley, Royce & Co., Toronto, Ont.
6572. Memoire pour le Lavage du Linge. Prosper Laros, Quebec, Que.
6573. Key to Phrenology, by Prof. Wm. Seymour, Toronto, Ont.
6574. Huttemeyer's Classified Business Directory of Montreal, 1892-93. George Christopher Huttemeyer, Montreal, Que.
6575. Tendres Choses. Poésies Canadiennes, par Dr. Rodolphe Chevrier, Ottawa, Ont.
6576. Clippings of the Past in the Red River Settlement, 1805-1836. From letters of Mr. John Pritchard, Wm. A. Burman, Middle Church, Man.
6577. Lovell's Montreal Classified Business Directory, 1892-93. John Lovell & Son, Montreal, Que.
6578. The Cent Stamp Stock Payment System. Pamphlet. The House and Land Investment Company of Ontario, Ltd., Toronto, Ont.
6579. Notes and Vocabulary by E. I. McIntyre and Fred. H. Sykes. Les Freres Colombe, by Georges de Peyrebrune, and La Fee, by Octave Leuliet. The Copp, Clark Co., Ltd., Toronto, Ont.
6580. Select Poems of William Wordsworth. Edited with notes by M. F. Libby, B.A. The Copp, Clark Co., Ltd., Toronto, Ont.
6581. Primary Latin Book, by Adam Carruthers, B.A., and J. C. Robertson, B.A. William Briggs, Toronto, Ont.
6582. Grip, August 27, 1892. News paper. The Grip Printing and Publishing Co., Toronto, Ont.
6583. L'Hotel Dieu du Sacre-Coeur et des Malades. Photo. Louis N. C. de Beaumont, Quebec, Que.
6584. Souvenir du Jubile de S. E. le Card. Taschereau, et de la Societe Saint Jean Baptiste. Photo. Louis N. C. de Beaumont, Quebec, Que.
6585. First Latin Book for the use of High Schools, by J. Henderson, M.A., and J. Fletcher, M.A. The Copp, Clark Co., Ltd., Toronto, Ont.
6586. Eureka. The Baptism and the Church of the New Testament Sought and Found, by Rev. T. H. Carey Essex, Ont.
6587. The Boston Swing. Round dance by Prof. J. F. Davis, Toronto, Ont.
6588. La Pantomime. A fancy polka. New dance by Prof. J. F. Davis, Toronto, Ont.
6589. La Petite Pavane. New dance by Prof. J. F. Davis, Toronto, Ont.
6590. Maypole Dance. A rustic sketch for the piano by Sydney Smith. The Anglo-Canadian Music Publishers' Association, Ltd., London, England.
6591. Manuel de l'Industrie aliterre au Canada. Par L. MacCarthy. Eusebe Seneval et Fils, Montreal, Que.
6592. Royal Military College Club of Canada Reference Book. Ernest Frederick Wurtch, Quebec, Que., for the Royal Military College Club of Canada.
6593. Introduction Notes and Appendix, by Fred. H. Sykes, to The Sketch Book of Geoffrey Crayon, by Washington Irving. The Copp, Clark Co. Ltd., Toronto, Ont.
6594. The Sequel to Random Shots, or, The sequel of Holy Writ, by David Lionel Palmer, Montreal, Que.
6595. Office Letter of the Merchants' Protective Association. The Merchants' Protective Association, Montreal, Que.
6596. Rev. Monsignor Carmody, of Halifax. Photo. O. M. Hill, Halifax, N. S., for estate of William Notman, of Montreal.
6597. Code Manuel des Huissiers et des Sheriffs, par J. E. Bedard, S.A., LL.L.; Paroisse de Beauport, Que.
6598. Adoration Waltz, by Fabrian Rose, Phillips & Page, London, Eng.
6599. Cordova Waltz, by Juan Gomez, Phillips & Page, London, Eng.
6600. The Clinical Chart. Constructed by Edith M. Sharpe, Orillia, Ont.
6601. The Rev. Oliver Arnold, First Rector of Sussex, N.B., with some Account of his Life, etc., historical sketch which is now being preliminarily published in separate articles in The Daily and Weekly Sun, and The Weekly Record, of Sussex, N.B. Temporary Copyright. Leonard Allison, parish of Sussex, King's County, N.B.
6602. Pearl of the West. Schottische Militaire for the piano, by J. B. Spurr, I. Suckling & Sons, Toronto, Ont.
6603. Polacca Brillante. For piano, by Jules Eckhardt, Op. 11. I. Suckling & Sons, Toronto, Ont.
6604. When Love is King. Words by John Imrie, music by George W. Chant, Imrie & Craham, Toronto, Ont.
6605. Le Plaisir au Salon. Chanson inter. Edmond Hardy, Montreal, Que.
6606. As You Like It Polka. Arranged by Frederic Forest. Golden Moments, I. Suckling & Sons, Toronto, Ont.
6607. Golden Rod Valse. Arranged by Frederic Forest. Golden Moments, I. Suckling & Sons, Toronto, Ont.
6608. Golden Sunshine. Sketch for piano, by E. M. Fralick, I. Suckling & Sons, Toronto, Ont.
6609. Veine d'Or Gavotte. Arranged by Frederic Forest. Golden Moments, I. Suckling & Sons, Toronto, Ont.
6610. Wheeling-Jersey. Arranged by Frederic Forest. Golden Moments, I. Suckling & Sons, Toronto, Ont.
6611. March Pomposa. For piano, by W. J. Scott, Whaley, Royce & Co., Toronto, Ont.
6612. The Destiny of Canada. Poem by James Stark, Paisley, Ont.
6613. Public School History of England and Canada, by W. J. Robertson, B.A., LL.B. The Copp, Clark Co., Ltd.
6614. Subscribers' Letter. The Merchants' Protective Association, Montreal, Que.
6615. The Early Bibliography of the Province of Ontario, Dominion of Canada, by William Kingsford, LL.D., F.R.S.C., Ottawa, Ont.
6616. The Faith of the Irish Nation. Discourse delivered by Rev. Quinn, March 17, 1882. Rev. Joseph Quinn, Longue-Pointe, Que.
6617. Outlines of the History of Freemasonry in the Province of Quebec, by John H. Graham, M.A., LL.D., Isaac Henry Stearns, Montreal, Que.
6618. Rosa Silvana Wild Rose Melody for the piano, by Theodore Murten, Op. 10. I. Suckling & Sons, Toronto, Ont.
6619. Eight Hours Polka, by Arthur L. E. Davies, The Anglo-Canadian Music Publishers' Association, Ltd., London, Eng.
6620. The Bell Telephone Co., of Canada, Ltd., London Exchange. Subscribers' Directory, Ontario Department, August, 1892. The Bell Telephone Co. of Canada, Ltd., Montreal, Que.
6621. A Bank of Commercial Draft. Charles L. Benndict, Peterborough, Ont.
6622. Monthly Statement and Note (form). John Robert Shaw, Welland, Ont.
6623. Grammaire du Premier Age avec Exercices Faciles; deuxieme edition. Les Freres du Sacre-Coeur, Arthabaskville, Que.
6624. Grammaire Elementaire. Di-vice en Lecons, deuxieme edition. Les Freres du Sacre-Coeur, Arthabaskville, Que.
6625. Montreal Board of Trade Building, St. Sacrament street; water color drawing. George Christopher Huttemeyer, Montreal, Que.
6626. Monseigneur Begin; photographie A. Jules Ernest Livernois, Quebec, Que.
6627. Monseigneur Begin; photographie B. Jules Ernest Livernois, Quebec, Que.
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6633. Monseigneur Begin; photographie H. Jules Ernest Livernois, Quebec, Que.
6643. Monseigneur Begin; photographie I. Jules Ernest Livernois, Quebec, Que.
6635. I Am Thinking of Thee, Alice; words and music by Eloise Skimmings, A. & S. Norheimer, Toronto, Ont.
6636. Le Secret Intermezzo Pizzicato, pour piano, par Leonard Gauthier. Augener & Co., London, Eng.

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376. Montreal: Its Highways and Byways, by Henry Mott, Montreal, Que.
377. The Wholesale Merchants' and Manufacturers' Telephone Directory and Retailers' Guide for 1893. John F. Owen, Montreal, Que.
378. Maclean's Street Railway Transfer Ticket and Transfer Schedule. Wallace Maclean, Toronto, Ont.
379. The Shipping Manufacturers' List: A Cyclopaedia of the Manufactures and products of the Dominion of Canada. M. J. Henry, Toronto, Ont.
380. Rules for Enkosis: the Parlor or Chief Game of Lacrosse. Frederick Thomas Butler, Toronto, Ont.

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