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OCTOBER, 1886.



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hold your orders until they reach you—and as they cannot be in every place first—any lines you may require for immediate wants, write us for information or prices, and oblige

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FALL & 'XMAS TRADE.

NOTICE TO "THE TRADE."

We have now in hand a complete stock of the following lines for the coming season, and would ask "The Trade" to call and inspect our Stock when in the City during the next month.

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OXFORD BIBLES.

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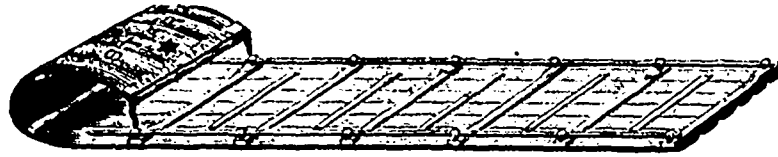
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With Malleable Iron Ring for holding side rods. The rods are fastened by a screw placed in the last ring of the Toboggan. Beside this latest improvement, **ADVANTAGES** Star Toboggan has **OVER ALL OTHERS**, are—

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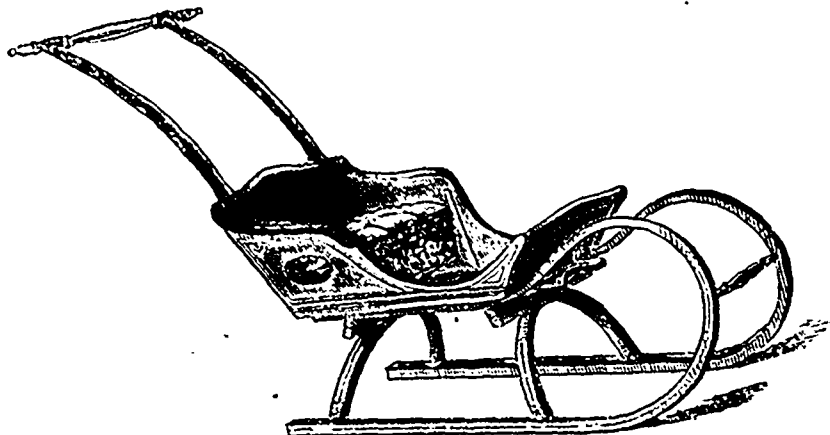
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N.B.—Send for our price list children's sleighs before ordering.



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Organ of the Booksellers' & Stationers' Association of Ontario.

Organ of the Toronto District Association.

Organ of the Huron District Association.

VOL. III. OCTOBER, 1886. No. 3.

RATES OF ADVERTISING:--

	1 month	12 months
1 page.....	\$16 00.....	\$160
1 column.....	10 00.....	100
do	6 00.....	60
do	3 00.....	30
do	1 50.....	15

All Communications intended for publication must be sent in no later than the 8th of each month.

J. J. DYAS, *Publisher.*

A CHANGE VERY DESIRABLE.

It is hardly credible, yet the testimony is too strong to doubt the fact, that jobbing houses, looking to what they suppose their own interests, do a large amount of damage to the general trade. It is in this wise.

Say in the town of Fair Trading are two fairly prosperous dealers. Now these two cannot buy from every wholesale house; it would not be wise to distribute their purchases in small lots here and there, but some from whom they will not buy will, after trying to coax and bully, finally send in a man of straw (if otherwise, we pity his empty pocket after a short time) to whom they supply all the goods he wants. He must buy more than he wants and goods that are not saleable, for he is, to all intents and purposes, but a mere servant. These men justify their action on a preposterous claim that a part of the trade of the town forsooth belongs to them, simply because they do a jobbing business. What are the results? The old men who perhaps were laying by a little feel their sales grow less and less, while the new man manages to make out for the time being a living until finding the orange sucked dry the jobber contemptuously throws aside the peel as useless. To LET is the new sign on the door.

THE BOOKSELLERS' AND STATIONERS' ASSOCIATION.

THE meeting of the Association, to take place on the 20th, should take some steps to put the body in

such different shape as will command more fully the support of the Ontario trade. The influence has certainly been good, and the meeting together of the few who have assembled has been beneficial, not only to those present but to the trade generally.

In answer to our article in July number, INFORMATION WANTED, we have received from several (nearly all gave the same answer) the statement that the full membership of wholesale dealers and their representatives, and their presence in comparatively large numbers at the meetings, has been the cause of the non-support.

If this is the case it would be well to consider the question as to whether or not it would be better to make the body simply a representative one from retailers.

For ourselves, and we think we speak the views of all present at the last meeting, we believe that the bringing together in one body the different branches of the trade was productive of good, but if it mars the progress of the organization steps should be taken to change in such a way as will be acceptable to the great mass.

We see no reason why an organization of the Toronto wholesale trade should not be formed. Individually they grumble as much at what they call the unfairness of retailers as the latter do at what they claim to be the extortion of jobbers, though, dear knows, the jobbers, if we can credit what their opponents say is true, are making money backwards.

This whole matter, if the Association is to have a healthy and a long life, must be taken in hand at once and firmly dealt with.

ONE question that will come before the Association—the question of how the jobber can most satisfactorily sell to the retailer—in other words the use and abuse of the system of selling through commercial travellers.

SMALL PRICES, SMALL PROFITS.

SOUND business men among the retailers are finding fault and justly so with the absurd cutting and slashing of jobbers; we write particularly of those in Toronto.

Say an article has been sold at a dollar, leaving a reasonable profit; it is now cut down to such an extent that the dealer who got the dollar without any trouble is tempted by competition or otherwise to reduce his price and his profits also.

It is the result, mainly, of each house having some article as "A Leader" (we copied an admirable article in our August number on this subject) which will be sold at cost or under cost. Others will not be left in the lurch and will make a specially low

price of another article. Should four or five houses each do the same the result will be that several lines will be sacrificed—for one must after a month or so sell as cheap as the other, and a general demoralization in prices result, not only with the jobber but also the retailer.

—:0:—
NOT CONTENT.

MANY retailers, however, are never satisfied unless they get by far the biggest slice of the pudding. They seem to imagine that on some lines the price is all profit. A case came under our notice the other day that is notable. A dealer who gets 50%—an exceptionally large discount—off a book that sells pretty well, was very much dissatisfied because he did not get a like cut, as a somewhat similar but inferior book was offered a shade better.

It is such men that we must greatly blame for encouraging the jobber with the penchant for cutting prices. Trade would be in a much healthier state were prices at a somewhat uniform price—fair profits all round—and consequently fair payments on settlement day.

—.:—
A GOOD CHOICE.

THE selection of H. Fred. Sharp, president of the B. & S. A. of Ontario, by a political convention as a candidate for the Commons in South Perth, is indicative of a larger amount of good common sense than is generally the lot of such bodies.

A man, who, by quiet and patient work, has obtained a competence; who, by sterling worth, has gained the good-will and respect of all who know him; who, by his liberal views on all that appertains to the common weal, is peculiarly well fitted for a legislator.

At no time in the history of our country has there been such an inclination as now to act each man for himself politically, and if the electors choose as their member our president they will have one, we are satisfied, who will not slavishly support any party.

—o—
NOTWITHSTANDING the warning regarding copyright music we understand the Anglo-Canadian Music Publishing Co. have had (ir protecting their rights) to bring suit against more than one bookseller for selling cheap reprints.

People should be very careful in this matter, for however much they may claim the right to sell the cheapest music the law's heavy hand will come down with unerring swiftness. From one hundred to two hundred dollars is too much to have to pay for the pleasure of selling a few copies of pirated music.

THE continuation of the contribution entitled "Impressions of London Booksellers," is unavoidably postponed till next month.

—o—
IN both Montreal and Toronto the wholesale trade is busy filling fall orders. Travellers on the road report good sales. The bright prospects for Christmas trade is inducing many to buy, and, we fear, some more than they should. Collections are fair, as the retailers, as a general thing, have not received the proceeds of the farmer's sales.

On the whole, so far as we can learn, the retail trade is improving.

—o—
ANY dealer requiring certificates for reduced fares on the 20th will please communicate with the Secretary at once.

—o—
MONTREAL.

FOR the bright smile that greeted the announcement of the name,

We thank you.

For the hearty hand-shake that came simultaneously with the pleased look,

We thank you.

For the interest taken in the personality of the writer,

We thank you.

For all the cheering words, fitly spoken, that tended to make pleasant the too short stay, and encouraged the pursuance of the course as a journalist marked out from the beginning,

We thank you heartily.

—o—
FOUR days, three of them delightful, enabled us early this month to make the acquaintance of a large number of the members of the trade in the commercial capital of the Dominion.

A charming day that Sunday was—one of these bright, exhilarating October days—the most enjoyable period of our Canadian year—as we wended our way mountain-ward in the afternoon (out-door worship with God's resplendent beauties of bright sky, genial air, and varied tints among the woods is at times of as much benefit to the spiritually inclined as the eloquent sermon and magnificent music), we were reminded of the words:

"There's a luminous mist on the mountain,

A light azure haze in the air,

As if angels white heavenward soaring

Had left their bright beams floating there."

And the cheeriness of the weather on Sunday was but typical of the hopeful tone of St. James street. Said the chief salesman in a leading book-store with a smile of contentment on his face, "Books are selling well; since the first of September business has been good."

THIS city has experienced a depression in trade from various causes for some eighteen months, and some in our line were getting disheartened, but now it is different. General business has revived to a considerable extent, and the books, the stationery, aye, and the

notions too, have felt the revivifying process, and on the whole, the dealers are doing well.

THE city itself is improving. Our knowledge of it reaches back seven years, and in no year has there been such an appearance of growth and prosperity as this. In the west end a very large number of dwellings are being erected, and here and there in the business parts of the city is seen the fresh grey stone in isolated stores or blocks of buildings. The most notable is that massive structure of the Canada Paper Co., on Craig street.

IN the course of an interesting conversation with S. E. Dawson, the head of the house of Dawson Bros.—and how could a talk with this writer and seller of books, this well-learned man of the trade, be otherwise than interesting—he commented on what he styles the “narrow provincialism” of Ontario in school and text-books in imagining that Montreal, apparently because it is part of the French Province of Quebec, can produce nothing worthy of acceptance, and passes by, to favour other lands, works that are creditable to our common Canada.

IN talking with dealers we naturally drifted into conversation on Ontario matters. Much interest was manifested in all that relates to the sister Province, particularly Toronto, and the School Reader question was a topic of interest, although perhaps but one firm, Robert Miller, Son & Co., are financially interested. They, in consequence of their large Ontario trade, speak strongly of the injustice of their brother (?) jobbers, who as publishers, treat them with such little consideration.

C. J. S. PHILLIPS, of Morton, Phillips & Bulmer, the well-known commercial stationers, printers and binders of Notre Dame street, reports business very brisk. In September was the largest volume ever done by the firm in any one month.

R. HENRY HOLLAND & Co., wholesale fancy goods dealers, now occupying large premises on St. Paul Street, find that they have not enough room, and are about having erected a store about double the present size.

J. T. HENDERSON has this season, as in former years, two very neat series of Christmas cards, embossed. The designs on all are his own and creditable.

COOL AS A CUCUMBER.—Before the schools opened a teacher advertised in the daily press that he would be at the school three days prior to the opening to sell school-books to the scholars.

ONE of the queries of several was as to the identity of “Unit,” whose two interesting letters have appeared in this journal. We will tell you (confidentially), of course, “Unit” is—well, he is one of the trade.

OTTAWA.

BUSINESS in the capital city is not as subject to fluctuations as almost any other part of Canada. When talking of trade the booksellers reported it

good, and when questioned as to fluctuations those in business remarked that it had been pretty much the same all along.

So there is not much to disturb the even tenor of their way, even the vice of cutting being almost unknown. In this respect it is an exceptional city, and it is an exceptionally nice city. When the Queen made the happy selection of old Bytown as the capital of Canada she could hardly have been aware on what a splendid site the Parliament buildings would stand. And the people are fond of their home. They speak with just pride of its attractions.

WHEW! we pant and blow even now with remembrance of that climb up that winding staircase of the tower of Parliament House, till at the height of about 400 feet—the building itself is high over the waters of the Ottawa—we get a view of the beautiful Laurentian mountains in the distance, and the rivers Gatineau and Ottawa, and all the surrounding pleasant country and neighbouring towns.

A charming spot is the lovers' walk all around the capitol grounds, but the romance was sadly missing when it was only James Hope, the comely bookseller (to whom we are indebted for many attentions) and the writer who together lingered (not) in loving dalliance.

IN the Government buildings is seen the largest stock of stationery and stationers sundries in Canada, being the state stationary establishment under the charge of James Yong. From it is supplied all the commodity used in the different public offices of the Dominion.

It is a notable fact that since the establishment of this office the trade has suffered in being deprived of the sale of fancy stationery so much used by ladies. The shop up at the capitol does not sell! Where is the trade gone?

WE spent a very pleasant hour in the Archives department which is under the charge of Douglas Brymner, a person apparently eminently fitted for the position. Among the items of information is one worth noting:

Maitland abused by Mulvaney and other historians as a monster—simply on the testimony of a man who got hardly his deserts—is shown by original documents to have been a just and fair administrator.

Bygone days are vividly brought before us as we read the clear, legible, and readable letters of the pioneers of Canada.

As Montreal men received us so kindly, even so with the Ottawa booksellers. The satisfaction, then, is great in being able to say without any strain in returning the compliments that they are intelligent and far-seeing, and study to make their business a pleasure as well as a profit. This is particularly noticeable in the Son in one firm who, loving his business for its high, elevating tendencies, studies his latest arrivals in books so that he may intelligently talk to the simple and the wise among the purchasers. The race of booksellers is not yet extinct.

A SUGGESTION made by an Ontario Association member, N. S. Tarr, that the meeting should be held

while the exhibition is in progress in September, is well worthy of consideration by that body.

C. G. CUNNINGHAM, formerly with James Hope & Co., and R. Uglow, has bought out the stock of G. M. Piorce on Sparks street, the business street of the city.

ONE of the brightest of Ottawa's young business men has kindly consented to give us some news now and then of the doings of his brother booksellers.

WE regret to learn that J. T. Hornibrook, the well-known bookkeeper of Brown Bros., Toronto, has been very ill for some time. He is now on a fair way to recovery.

A. Mathieson, president, and C. W. Papst, vice-president, have been elected to represent the Huron District Association at the coming convention.

WE are in receipt of a new illustrated catalogue of H. A. Nelson & Son, Montreal and Toronto. Every dealer in fancy goods should have one for reference.

BOOK NOTES.

DAWSON BROS., Montreal, have just issued a "Hand-Book of Zoology," price \$1.25, by Sir J. W. Dawson, F.R.S. "for students, collectors, and summer tourists in Canada who desire to study the classification of the animal kingdom; with examples taken as far as possible from species found in this country."

An admirable compendium, giving to the mere novice as well as those well versed in the science an intelligent knowledge of this most interesting study. The compact form in which it is produced will make it a popular as well as a highly prized volume.

This, the first of the dainty volumes produced by Dawson Bros. that we have had the pleasure of noticing, is in make-up and general appearance quite prepossessing. If a fault is to be found it is perhaps in the fact that the volume is dainty and more in keeping with a favourite poet's thoughts or the gems from the works of one famous in *belles-lettres*. The engravings are good, and the letter-press admirable.

W. DRYSDALE & Co., Montreal publish "Outlines of Lectures on Physiology, by T. Wesley Mills, M.D., L.R.C.R., Professor of Physiology, McGill College, Montreal, with an introductory chapter on General Biology, and an appendix containing exercises in Physical Physiology." This full title explains well the purpose of the text-book, acknowledged to be of much merit. This book is likewise of creditable style, suitable for the use to which it will be put.

F. E. GRAFTON & SONS, Montreal, publish in pamphlet form. "The Old, Old Story," price, 20 cents per dozen. Part 1. The Story Wanted; Part 2. The Story Told.

S. R. BRIGGS, Toronto, feels quite pleased at the large sales of some of the books of which he is the Canadian publisher. He gives us some figures:—"Christian's Secret of a Happy Life," 49,000. "Hidden Depths," has gone through five editions in twelve months. The Canadian edition of "Queen

Victoria" has sold to the extent of 200,000 in the same time. There is no cessation as yet in the sales of any of these works. The same publisher announces that Volume 4 of "Parker's People's Bible," comprising Numbers and Deuteronomy, is now ready.

THE following new works have been issued by the Rose Publishing Co. (Hunter, Rose & Co., Printers), of Toronto, since the date of our last issue, namely: "Taken Alive," by Edward P. Roe. Paper, 25 cents, cloth, 50 cents. "Tracy Park," by Mary Jane Holmes. Paper, 50 cents; cloth, \$1.00. Rose Library, 25 cents. "A Mystery," by Caris Sima. Paper, 25 cents, cloth, 50 cents. "Morgan's Annual Register, for 1885." Cloth, \$3.00. *In the Press*. "Notes on the High School Reader;" "Out of the Depths," by Jean Blewett.

THERE will shortly be published by John Lovell & Co. Montreal a Canadian historical romance, dealing with the early days of Upper Canada during the period of Sir P. Maitland, entitled "An Algonquin Maiden," by G. Mercer Adam, and Miss A. Ethelwyn Wetherald.

MISCELLANEOUS.

FASHION IN STATIONERY.

The ages of bronze and of iron lay claim to their respective merits, but in the nineteenth century we may boast of existing in the age of paper. The Lady Somerstown, who, at her luxuriously-appointed secretaire, pens her *billet-doux* on the finest of satin note, perfumed with the most delicate of aromas, to be consigned to the daintiest of envelopes, of which Cupid himself might be proud to be the bearer, is probably unaware of the advantages she enjoys from existing in a later civilization. Her ideas are easily transmitted, and, what is perhaps of as much importance to her ladyship, the medium can be easily destroyed. This was not so with the lady of fashion of the earlier dynasties, who was compelled to address her lover by scratching on a brick, or whose gentle sentiments have been handed down through the ages on a piece of terra cotta, to be preserved in museums or gratify the eye of the curious. Since the period of the Babylonian maiden, however, history has what the Americans call "travelled," and the changes in writing material have been somewhat notable and important.

It is curious to remark the various and apparently incongruous substances which have been employed as writing-materials at different periods. The animal, vegetable and mineral kingdoms have alike been laid under contribution. The most beautiful gems, every metal from the dull and pliant lead to the shining gold have been utilised, while the rock has been ploughed by the chisel into almanacs and Doomsday books for nations. Even human flesh and blood have served, as in the case with sailors to this day, to express and perpetuate some human sentiment, precious and valuable to its writer or designer.

The Assyrians, we know, wrote on alabaster, the Hebrews, on gems, the Venetians on glass, the Greeks on marble and ivory, while the Romans made books of bronze in which they recorded their conquests and victories. Such writing materials, as might naturally be expected, were not very suitable for the personal

requirements of every-day existence. A block of granite and a chisel in the waistcoat pocket, for instance, might be found considerably inconvenient for the purpose of jotting down an address or other memoranda, and a diary of glass might at least be objected to on the score of liability to breakage. The recording of some event or moral precept on an emerald of the first water might possess a charm for the Semitic brain, but it can hardly be urged that an every-day-book of lead would be consistent with those portable qualities, so desirable in a journal of the kind. To the general unfittedness of these scriptorial materials for the humbler purposes of life, may doubtless be ascribed the initiation of the tablets so often alluded to by ancient classic writers. These consisted of thin boards or ivory coated with wax, and were written on with a stylus or sharp-pointed pencil, the top end of which was flattened for the purpose of smoothing down the wax and erasing the writing. Readers of the Satires will remember Horace's famous precept "*saepe stilum vertas,*" in which the poet gently insinuates to the would-be scribe, by recommending him to turn his stylus often, the value of revision and correction. The diptychs of the Romans, or double tablets, were frequently covered and highly ornamented, and resembled, in many respects, the modern pocket-book. Letters were frequently written upon them, which were secured by being fastened together with packthread and sealed with wax. Accordingly we read in Plautus when a letter is to be written:—

"Effer cito stilum, ceram, et tabellas et linum."

But this was the night of literature and of the calligraphic art. The dawn came with the introduction of the papyrus to western civilization. Henceforth the possibilities of the world advanced. With the birth of paper thought was able to take strides impossible before. The means of reduplication became indefinite. There is no ascertainable record as to when the manufacture of paper from the papyrus first became an industry among the Egyptians. The celebrated French savant Champillion discovered, during his travels in Egypt, several contracts written on papyrus, which by their date he estimated must have been drawn up at least 1700 years before Christ. However this may be, it is certain that paper was made and used by them some hundreds of years before its adoption by the western world created for Egypt one of the finest trade monopolies of the world. The principal manufactories of it were situated at Alexandria, and so important an article of commerce did it become that a dearth of papyrus caused famine in Egypt, and produced riots both in Italy and Greece. Under the Emperor Tiberius it became so scarce as to lead to a riot in Rome itself, and the senate were compelled to take measures so as to serve out to each citizen only the exact quantity of writing material he actually required.

Paper, however, was not of an enduring character and in time vegetable matter was partially supplanted by animal skins. Parchment and vellum became popular for the more important literary purposes. Parchment is said to date from a hundred and fifty years before Christ, but it is probable that it was in limited use at an even earlier period. It was used largely by the ancient classic writers, and just as at the present day there are ordinary editions and editions *de luxe*, so the parchments are variously adorned and embellished. Besides the ordinary white and

CAUTION.

Infringement of Copyright.

Having Copyrighted a large proportion of the most popular Vocal and Instrumental Music of the day, dealers and others are respectfully cautioned against importing American reprints of these Copyrights, either separately or in volumes.

LISTS ON APPLICATION.

THE

ANGLO-CANADIAN MUSIC PUBLISHERS ASS'N. Ltd.,

38 CHURCH ST., TORONTO.

A full line of Boosey's Royal Books, Cavendish Books, Musical Cabinet, Diamond Books, &c., &c., kept in stock.

OXFORD BIBLES,

A LARGE AND VARIED ASSORTMENT IN STOCK.

ALSO,

Our Stock is now very Complete

From all the leading

ENGLISH AND AMERICAN

PUBLISHERS.

PRICES RIGHT.

Have received and opened during the last month 149 cases of books. We still have a large number on the ocean not yet arrived. Orders filled promptly.

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PUBLISHER,

Special Agent for Thos. Nelson & Sons' Publications,

78 and 80 KING STREET EAST,

TORONTO.

yellow, the ancients employed purple, blue, and violet skins, to be written on with gold and silver ink. The Socii of Rome, like the Murray or Longman of to-day, were able to supply their customers with a cheap or dear edition of the Odes of Horace, or the Æneid of Virgil. Parchment in fact became the recipient of all the wit and wisdom of the world, but the time came when, from a variety of causes, the material became scarce, and barbarian invaders commenced the work of effacement by which so much literary and historical treasure has been lost to the world.

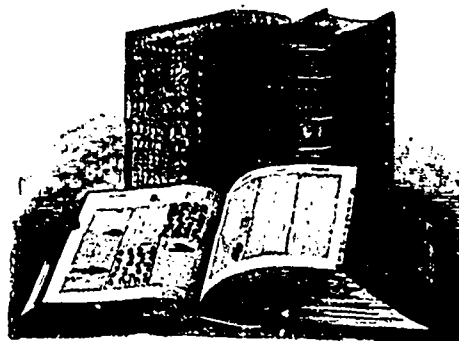
The custom of writing on leathern garments was prevalent during the middle ages, and it is recorded of the Italian poet, Petrarch, that he used to wear a leathern vest, on which it was his custom to make notes of his poetic inspirations as they occurred to him.

The supremacy of paper, however, was assured, and it eventually usurped the place of all other material. It is difficult to realize to-day how the world could have existed so long without it. Without paper there could be no literature for the million, and the universal intercommunication which now exists would be impossible. It would take a volume to adequately describe the fashion in modern stationery. The scriptorial essentials of to-day would have astonished even our grandfathers in the vast range of their utility and variety. There is practically no end to the novelties that are from day to day produced for the delectation of the correspondent. Every conceivable taste and predilection is amply provided for, from the old gentleman who still refuses to regard business as business unless contained within the four corners of a blue envelope to the aesthete who indites himself on a sheet of "crocodile." Stationery has played a great part in fashioning the world's history; and the stationer, whether conscious or unconscious, is an important factor in modern civilization.—*Stationery Trades Journal*.

CRAZE FOR RAGGED EDGE.—Just now it appears that "the thing" in writing paper is that with rough surface and ragged edges. Large envelopes must be used, to be in the fashion, sealed with sealing wax. On the paper must be the writer's initials in raised gold or silver, and in fac-simile of the writer's handwriting. Just now, also, the craze among the ladies is for correspondence and dinner and tea cards, on which are designed a delicate outline of flowers and odd figures. Among these are butterflies, birds and telegraph wires, four-leaf clover, a flamingo, a bee, ear of corn, wishbone and clover leaf, peacock's feather, owls on a wishbone, humming bird, tiger's head, palatte, Chinaman and tea chests, a swan, cupid and a flying fish, puss in boots, a tennis racket, grasshopper, sun umbrella, teakettle and cards, oak sprig and acorns. Among the particularly favourite designs in flowers are those of the daisy, pansy, sweet pea, forget-me-not, wild rose, harebell, violet, poppy, apple blossom, mistletoe, white lily, fleur de lis, passion flower and rose. In leaves, holly and "autumn leaf" are most preferred. A craze for odd dinner cards is fast developing. The very latest design was imported this week. It is a continuation of the take off on the present craze for Egyptian antiquities. The size is 6x4 inches, and the colour is a mixture of orange and black, giving the card a water soaked appearance. The edges are ragged and torn. On each

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are Egyptian figures. Another new style of dinner card is hand painted in metallic colours, mounted on which there are flowers of different shades. Everything must be ragged edge. A very favourite style of card for dinner or tea use has on it the representation of a strawberry, peach, plum or pear, hand painted on blotting paper and applied to the card. There is little or no demand for humorous cards in society just at present.—*Geyer's Stationer.*

TASTE IN BOOK COVERS—It is pleasing to learn that there is a good and rapidly growing demand for really well and even elegantly covered books in this country, and that those monstrosities in bookbinding we were wont to see in the days ago are being thrown to the dogs, who may, perhaps, be able to appreciate them.

A bookbinder tells a reporter for *Geyer's Stationer* that the poetical works in gold and tinsel, and hard, stiff, unbending backs, are now a thing of the past; that no one orders them and that the most verdant village swain has outgrown the taste for them.

This, if nothing else, shows the improvement in the taste of the general public, and indeed to those who are aware of the quality of bookbinding that used to sell best in this country the change will seem astonishing.

Books bound in carefully dressed leather or velum, without any gold or silver, or other tawdry decoration, are both more ornamental and more desirable than the Peter Funk books which at one time, and that not so long ago either, were thought to be such desirable presents.

It is hard to understand how a taste that could have selected Milton, Tasso, Ariosto, Dante, and the like, could so lower itself as to be pleased with a binding ornamented with inartistic figures and emblems in gold and silver. Perhaps these donors of the poets were advised as to the value of the masters' songs, but used their own taste as to the bindings that should cover them. How much to be regretted it is that those who advised as to the poets should not have been left to select the quality of the books containing their works!

THE ORIGIN OF BLOTTING-PAPER.—When did blotting-paper come into general use? Reference was made to it in 1661 by Fuller. He says: "There are almost as many several kinds of paper as conditions of persons betwixt the emperor and beggar. Imperial, royal, cardinal, and so downward to that coarse paper called *emporetica*, useful only for chapmen to wrap their wares in. Paper participates in some of the characteristics of the countrymen who make it; the Venetian being neat, subtle and courtlike; the French, light, slight and slender; the Dutch, thick, corpulent and gross; not only to say sometimes almost *charta-bibula*, sucking up the sponginess thereof." The use of the substance was known before the year 1600, for the occurrence of the name or its equivalents may be judged from the following books of that period: *Löschpapier*, German; *Cartasugante*, Italian; *Papierbuvard*, French; and *Charta-bibula*, Latin, all meaning sucking.—*Paper and Printing Trades Journal.*

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A **QUAINT OLD WOODEN BOOK**—Dr. Holcombe, of New York, has in his possession a curiosity of anti-Revolutionary days. Seen lying upon a library table one would take it for an old-fashioned book bound in calf and discoloured by age; but a closer examination would reveal the fact that it is entirely of wood, the covers, raised bands, edges, etc., being very fairly simulated. This instrument, for such it is in reality, if nothing more nor less than a pitchpipe, such as our pious ancestors were accustomed to carry to church with them in order that the precentor might not start them too high or too low when the psalm was given out. It measures $3\frac{1}{2}$ by $5\frac{1}{2}$ inches, and was used in the first church in the town of Sterling, Mass., prior to the Revolution. At the juncture of the upper edge with the front edge there is just such an aperture as is found in an ordinary whistle. The lower edge pulls out, being fastened to a slide, upon which the tones and half-tones of the scale are marked by letters and lines. At the end of the slide is fastened packing of cork, which makes it fit accurately. Upon adjusting this slide at the desired pitch, and blowing through the aperture a loud, clear tone is given forth. From the bottom of the movable edge hangs a piece of tape which seems to serve as a book-mark and heightens the deception.—*American Bookmaker.*

I was in a book-store the other day when a stout, elderly lady, handsomely dressed, came in, accompanied by a stylish young girl loaded down with velvet and diamonds. Mamma, quite exhausted, dropped into a chair and said: "I am too tired to do anything more; you go ahead and select them books." The daughter went away with one of the clerks and presently returned with two or three beautiful volumes bound in blue and gold. Mamma turned them over again and again, and without looking on the inside said: "That's all right; now go and pick out some red and gold ones for the next shelf." This is a true story.—*San Francisco Letter.*

A **RARE BOOK**—There is a rare copy of Eliot's New Testament in the library of Harvard College—rare from the fact that it is one of the twenty that contained the address or dedication to the king.

Twenty copies of the first edition, bearing the imprint of Samuel Green and Marmaduke Johnson, 1661, were sent over to England, one of them being "well bound up" for his Majesty, Charles II., while the others were used as presentation copies for distinguished persons of the realm. Although Baxter, in his enthusiasm, declared that "such a work and fruit of a plantation was never before presented to a king," there is no record that the strange book, with the interminable and unpronounceable words, made any special impression on King Charles, who was altogether too deeply immersed in the pleasures of this world to give much attention to the promises of the next. Possibly, when Baxter reminded him of the fact that his true and leal subject, John Eliot, had accomplished a prodigious feat in mastering the Indian tongue, and that, too, after he had turned his fortieth mile stone, the merry monarch may have retorted that it was a puiisny feat compared with Cato's acquiring the Greek language in his old age.

The "praying Indians," as Eliot's converts were called, manifested a giceful enthusiasm in aiding their master to overcome the difficulties of their bar-

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barous tongue, but, naturally, Eliot's translations teemed with inaccuracies and errors. It was discovered that, in the first edition of his Bible, the word "lattice" had been translated "eel-pot," that having been, in the Indian mind, the nearest approach to wooden network. The copy of the New Testament belonging to Harvard College is justly described as "*liber summa raritatis*."

John Eliot's Indian Bible, published in 1663, was the first issue of the Scriptures from a New World printing-press. It was followed by Christopher Sauer's German Bible in 1743, and, although the common belief is that no English version of the Scriptures was published in America until 1781, by Robert Aitken, in Philadelphia, yet a legend runneth that just prior to the Revolutionary War, an English Bible was secretly printed in the colonies and made to bear the London imprint and the name of the king's printer, in order to avoid prosecution at the hands of those vested with the *privilegium* to print and publish the Scriptures in His Majesty's dominions. If a copy could be found, it would be a rich treasure.—*American Bookmaker*.

ADVERTISING TOYS.—The rage for advertising toys is being gaily helped along by new, unique and attractive productions, brought out daily.

The latest is a first-class dancing bear about 4 feet high, covered with very fine genuine bear skin. He stands on his hind legs and supports by a strap around his shoulders a big brass drum. In his paws are two drumsticks, with which, when he is wound up, he produces a sunning tattoo. He wears a steel muzzle and his jaws click open every now and then showing a splendid set of ivory fangs, and his head sways from side to side in a most natural manner. He will without any doubt draw a crowd of old and young around any store window where he may be on exhibition.—*Geyer's Stationer*.

RENEWING FADED INKS.—Valuable discovery has been made, whereby the faded ink on old parchments may be so restored as to render the writing perfectly legible. The process consists in moistening the paper with water, and then passing over the lines in writing a brush which has been wet in a solution of sulphide of ammonia. The writing will immediately appear quite dark in colour, and this colour, in the case of parchment, it will preserve. Records which were treated in this way in the Germanic Museum in Nuremberg, ten years ago, are still in the same condition as immediately after the application of the process. On paper, however, the colour gradually fades again; but it may be restored at pleasure by the application of the sulphide. The explanation of the action of this substance is very simple; the iron which enters into the composition of the ink is transformed by the reaction into the black sulphide.—*Paper World*.

It would be very difficult, probably, to approximate the number of packs of playing-cards consumed annually throughout the world. Some idea of the extent of the manufacture of playing-cards may perhaps be gained from the official returns of the English and German manufacturers. In Germany last year there was produced 4,983,042 packs, of which 3,605,815 were sold at home and 1,255,241 exported,

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a total of 4,861,056 disposed of. The British manufacturers produced 800,000 packs last year, and these did not supply more than two-thirds of the home demand, so that 400,000 packs were imported from America and Austria, the imports bringing in a revenue to the government of about \$65,000. The quantity of cards annually produced in the United States is no longer a matter of official knowledge, the tax having been removed, but it is undoubtedly very great. Other countries produce a proportionately large number. When we think of it we may well imagine that the card-players of the world are innumerable.—*Exchange*.

BEFORE PENS—The chisel was employed for inscribing on stone, wood, and metal. It was so sharpened as to suit the material operated on, and was dexterously handled by all early artists. The style, a sharp-pointed instrument of metal, ivory, or bone, was used for writing on wax tablets. The style was unsuitable for holding a fluid—hence, a species of reed was employed for writing on parchment. These styles and reeds were carefully kept in cases, and the writers had a sponge, knife, and pumice stone, compasses for measuring, scissors for cutting, a puncheon to point out the beginning and the end of each line, a rule to draw and divide the lines into columns, a glass containing sand, and another with writing fluid. These were the chief implements used for centuries to register facts and events. Reeds continued to be used till the eighth century, though quills were known in the middle of the seventh.

The earliest author who uses the word *penna* for a writing pen is Isidorus, who lived in the seventh century; and toward the end of it a Latin sonnet "To a Pen" was written by an Anglo-Saxon. But though quills were known at this period, they came into general use very slowly; for in 1433 a present of a bundle of quills was sent from Venice by a monk with a letter, in which he says: "Show this bundle to Brother Nicolas, that he may choose a quill." The only other material to which we would refer is ink, the composition and colours of which were various. The black was made of burnt ivory and the liquor of the cuttle-fish. We are not prepared to say what other ingredient was used or how it was manufactured, but these ancient manuscripts prove that the ink was of a superior description. Red, purple, silver, and gold inks were also used. The red was made from vermilion and carmine, the purple from the murex, and the manufacture of these, especially the gold and silver varieties, was an extensive and lucrative business.—*Chambers' Journal*.

The late Hobart Pacha's "Sketches of My Life," which Messrs. Longmans have in the press, ought to be, if the author has done justice to himself, a work of unusual interest. Few naval officers can boast such a career of adventure as that of the late Admiral Hobart; and, unless he has been unduly reticent, the story of his life will be worth perusal.

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CORRESPONDENCE.

DEAR SIR,—Your course in warring against the policy pursued by the ring among our School Book publishers cannot fail of approval by those engaged in the retail book trade for more reasons than one. There is one aspect of the case, however, which so far, I think, has not yet been touched upon, and which I now propose to bring to your notice. You have demonstrated to a certainty that a twenty per cent. discount barely covers the cost of carrying on a retail business, so that so far as School Readers are concerned—and they are quite a large factor in the aggregate sales—these publishers derive the sole benefit from the labours of the retailers. Here then is the position. The Minister of Education decrees what books only shall be used, fixes the maximum retail price, and who only shall publish them; the publishers then decree the wholesale price to the trade, and we, the aforesaid trade, are given "Hobson's choice," that is, sell them or see them go entirely into the hands of the dry goods or grocery men. Is not this a pleasant position to be placed in? It seems to me akin to slavery, obliged to do our master's bidding on our master's terms. Just think of a man who has spent the better part of his life trying to build up a book business—perhaps in a remote centre—barely making ends meet even under better terms, yet hoping that by and by business would increase, that his increased experience and other circumstances would tend to improve his condition, and then when declining years have decreased his vigour somewhat he finds that instead of realizing his hopes, an hitherto profitable branch of his business is suddenly made an unprofitable one, if not a positively losing one, and he cannot help himself, but must perforce submit. Can anything be more galling than to be in such a position? Why, sir, we claim to be, as a class, men of education and culture. We have paid dearly, in one way or another, to learn our business, and yet we can, any of us, look away but a block or so and see a man, who in our recollection suddenly ceased trundling a wheelbarrow to begin selling soap and candles, with just education enough to use a piece of chalk for a pen and the back of a washboard for a ledger, who has made money and owns property, while we with all our skill and knowledge of "the trade," remain poor and servile. We have men in our ranks who would do credit to any position where ability is the test of merit, who now find themselves degraded in spirit to the lowest degree by the unjust treatment of this stern monopoly, and who will, sooner or later, unless some change be made for the better, doubtless, be forced into other callings by bankruptcy or by reason of their being no longer able to brook the yoke. This is the aspect of the case I wish to direct attention to. Bear in mind that the appetite grows on what it feeds. Combina-

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As many of the above-named works are published separately and in bound collections, we hereby caution the trade and others from importing copies or parts thereof.

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tion has a pleasant side to it. Trial in one department will lead to the attempt in another, and if the publishers do not pause here and consider, in my humble opinion they will live to see the effects of their policy disastrous alike to themselves, the trade, and the people. I have an intimate personal acquaintance with most of the favoured ones extending back many, many years, and for the majority of these I have very high regard. I trust they may be brought to see the error of their ways and amend.

I remember seeing in the *American Bookseller*, a few months ago, some comments upon the condition of the trade in the United States, and dotted down the following extracts as being pertinent to our condition here in Canada: "It is, however, of more importance to the trade to increase its facilities of distribution; and this can only be done by UNITED efforts on the part of publishers to build up the retail business throughout the country to its due proportion." And further, "We believe that whereas the manufacture of books has enormously increased since the war, the number of retail booksellers has diminished to an alarming extent." The italics are mine, and I may add with Carleton's School Trustee, "Them's my sentiments tew."

AN O. B.

The following speaks for itself:

HAMILTON, Sept. 23rd, 1886.

DEAR SIR,

I beg to inform you that you are in error in stating in your valuable journal that I am dead. You have, no doubt, been misled by the report in "Bradstreet's" to that effect, but I am glad to say that I am still with you and hope to remain a subscriber to **BOOKS AND NOTIONS**. Please correct.

Yours truly,
H. S. WILLIAMS.

None rejoices more than we do, not only at his being still in the land of the living, but at the renewal of health; he had been a long time ailing. May he be long spared to thrive and prosper in the Ambitious City.

A Hamilton correspondent says that the reported death in "Bradstreet's" should have been that of D. McLellan, the long time Bible agent in that city.

WALKERTON, Sept. 28th.

Summer trade good; school trade opened up and continues excellent.

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