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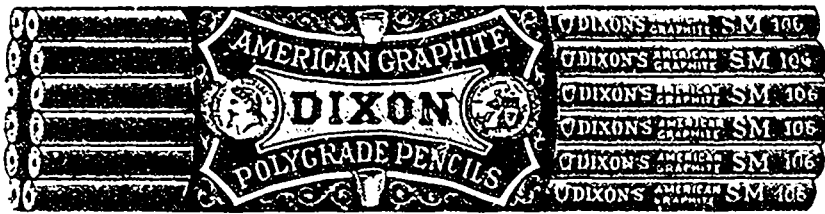
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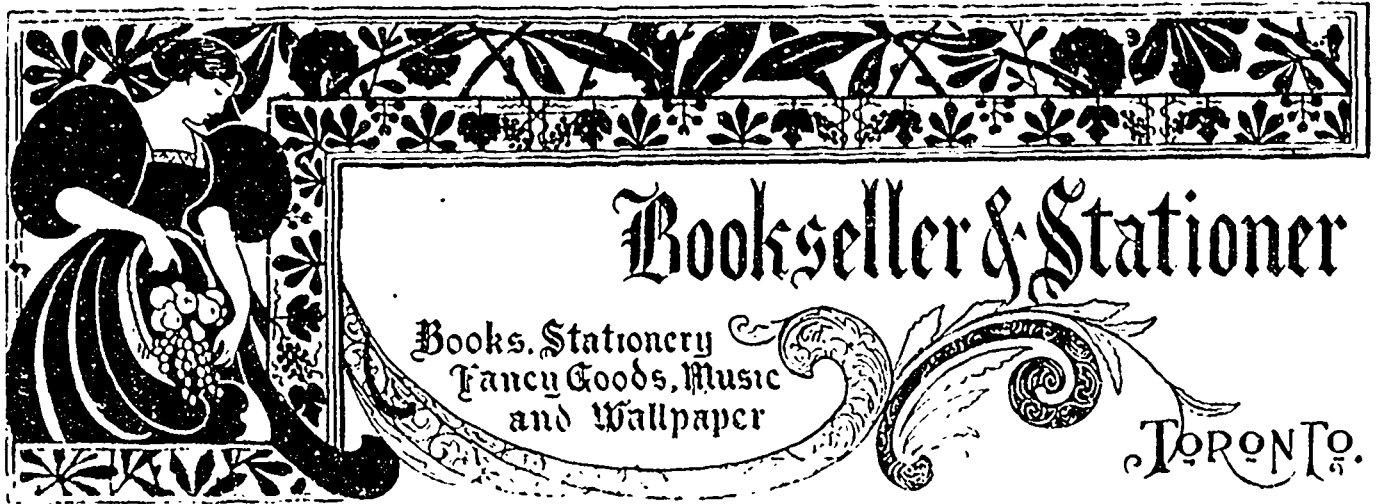
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Vol. XVI.

TORONTO, CANADA, MAY, 1900

No. 5.

CURRENT NOTES AND COMMENTS
OF INTEREST TO THE TRADE.

The Copyright Question.

It is to be hoped that the copyright will shortly be placed on a settled basis. Dealers want to know where they stand. They are in the business of selling books to the public, and they have a right to know definitely and clearly what books or editions can circulate here without infringement of copyright. It is understood that a bill is to be introduced this session at Ottawa which will fix the rights of authors and publishers in respect of certain editions now sold in this market. One of the clauses of the proposed bill deals with the case of Canadian publishers who purchase the Canadian market of a work from English publishers, by according to them the exclusive copyright in Canada on such protected work. Australia and Cape Colony have already enacted statutes of this character, and concurrent legislation of a similar nature is now before the House of Lords, the measure being in charge of Lord Monkwell. Another clause, of some interest to dealers who sell daily papers, is a provision granting copyright to newspapers for special despatches for a period of 18 hours. The big dailies, therefore, with their exclusive news services and special cables from London, will thus secure a larger sale, as no other paper can borrow their special

telegrams. The bill will be introduced in the House of Commons by Hon. Sydney Fisher, Minister of Agriculture.

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Cheap Magazines.

The new manager of the Harper Co. announces that the price of Harper's Magazine will be raised again to 35c. This is interesting. It is the first bold check given to the move for cheaper magazines, which has led to a flood of 10 and 5c. periodicals in the sale of which there is practically no profit for the trade. If too much encouragement is given to the 10c. magazines, readers turn away from books. Some dealers say you must keep them on the counter because the public ask for them. For town and local trade the dealer can afford to order a copy for such customers as ask for a certain periodical, but by filling the window up with them profitless sales are pushed. There is more profit in the sale of one copy of The Canadian Magazine than in four or five copies of the cheaper magazines.

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Tourist Trade.

The Canadian dealer cannot too soon make up his mind to cater, especially during the coming season, to tourist trade. This year the tide of travel through Canada is likely to be larger than ever. Organized effort is more

pronounced than it used to be, and at several important Canadian points tourist associations exist to bring the attractions of Canadian routes and scenery to the attention of foreigners. This results in large numbers of people with a certain amount of money to spend coming into Canada each Summer. Some merchants in the dry goods line, for instance, do a splendid trade with American visitors in July and August. The book and stationery dealer ought to do equally well, as a chance visitor is more often attracted to a bright store with books, papers, souvenir goods, photographs and stationery novelties than almost any other. But the windows must always be brightly trimmed, so that a passer-by is tempted to stop. Few travelers return home without taking some presents, however small, for relatives and friends. To cater to this class is good business.

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The Patriotic Movement.

As a simple matter of trade, the present patriotic fervor demands some consideration. It has led to a number of results in the stationery and book trade. The demand for maps, periodicals with war pictures, and South-African books has been considerable. This will be a valuable factor in the Summer months, when sales of books, except paper-covered novels, are apt to decline. The demand for flags, for colored tissue, used in decorating schools, halls and house fronts has increased, and, as the Queen's Birthday and Empire Day will shortly be celebrated, we look for good sales of these if dealers

CURRENT NOTES—Continued.

suggest the idea to customers. An attractive patriotic display in the window, which can be put in on Monday, May 21, and left in all week, is deserving of attention.

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Canadian Books. The sales of Canadian books have greatly increased during the past five years. Once it was hard work to sell a book by a Canadian, but success won abroad has given several of our writers a home reputation. There is also quite a business done in old Canadian books, now out of print, and the number of collections is considerable. The regular dealer does not partake of the profits made in this branch of trade, as it is mostly conducted at second-hand shops. The library of the late Sir John A. Macdonald, which is to be sold at his residence, Earncliffe, in Ottawa, by public auction, May 18, contains a good many Canadian books, as well as other works, and there will, probably, be quite a competition for books that have been in the library of the old chieftain. It is unfortunate that these book auctions should divert money from the regular trade, but there seems to be no way of remedying it.

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American Library Association. The twenty second general annual meeting of the American Library Association is to take place in Montreal on June 6, and will continue until June 12, inclusive. The meeting is held in Montreal for the first time, and is at the invitation of the governors of McGill University. The particular speakers and papers will be announced later. Section sessions will prove a marked feature, as in previous years. The committee have provided for instructive entertainment interspersed with the regular business programme. Some of the subjects which will come up for attention on the part of delegates are the following: Local Library Promotion, including the topics of the Reading Public, Work with Children, and the Traveling Library Movement; Library Work with Children; College and Reference Libraries; Canadian Libraries and Literary Topics; Purchase, Care and Lending of Photographs. These will be supplemented hereafter. These meetings have come to be recognized as so important

and useful that few librarians care to miss the advantages offered.

After the conclusion of the meetings a post conference is contemplated, when a trip to the Saguenay will be made at a moderate expense, and with good opportunities for sightseeing and personal acquaintance.

THE TRADE IN WINNIPEG.

A WINNIPEG correspondent writes: The stationery and book trade up here has been quite brisk during the Winter, both in the wholesale and retail establishments.

The Consolidated Stationery Company, although handicapped by the fire in January,



MR. J. H. WOODS.

are now comfortably settled in their handsome new warehouse, and are rapidly placing new goods in stock. The senior member of the company, Mr. Henry Bell, is at present East on a purchasing trip.

General regret was felt, both in and out of the trade, at the death of Mr. A. B. Clarke, of the wholesale firm of Clarke Bros. & Co. He was well liked, and bore the respect of all who knew him.

Mr. W. D. Russell, of Russell & Company, has returned from a business trip East. He visited New York before returning. This firm annually visits the Eastern markets, and their representative also visited Great Britain last season.

One of our successful booksellers, Mr. C. J. Campbell, or "Tote" Campbell, as he is generally called, has been East with

the Victoria hockey team. He is one of the "star" players.

There has been a brisk demand for illustrated war papers and books on the Transvaal. Fitzpatrick's book on the Transvaal is having quite a run. The demand for flags has also been quite marked.

Bullman Brothers have issued a fine series of six lithographed post cards. One of the most popular of the series shows the departure of the Winnipeg contingent, and a photo of our very much lamented Major Arnold. This firm are now quite settled in their new block, and have one of the most complete lithographing and bookbinding establishments in the Dominion.

The most popular and best selling books up here are "Janice Meredith," "Richard Carvel," "The Sky Pilot," "Black Rock," "Red Pottage," "Deeds That Won the Empire," "Fights for the Flag," "Wild Animals I Have Known," "Ione March," "Stalky & Co.," "When Knighthood was in Flower," and "Number 5 John Street." "David Harum" is still having a steady sale.

The Eastern travelers seem to be fond of Winnipeg air. Messrs. Young, May, Langton, Davidson, Anderson, Smith and Jeffrey have recently visited the metropolis of the West.

Messrs. Russell & Company have published a little book, by Lawrence H. J. Minchin, supervisor of music in the Winnipeg schools, entitled "Hints on Teaching Music in Schools" (price 25 cents). It is filling a much felt want, and is having a ready sale.

ANON.

MR. J. H. WOODS.

Mr. James Herbert Woods, who has lately resigned his position on The Toronto Mail and Empire staff to enter a new branch of work, is one of the best known of the younger members of the Canadian press. Mr. Woods is a native of Quebec, where his father still resides. Some years ago he was connected with the Winnipeg press, and joined the staff of The Toronto Mail and Empire as reporter about 1893. When The Montreal Herald passed under the control of Mr. James Brierley's company, Mr. Woods was appointed news editor, a position he filled with success until he was appointed city editor of The Mail and Empire, to fill the vacancy caused by the resignation of Mr. Alexander Fraser. This position Mr. Woods held with acceptance until a few weeks ago, when he gave up journalism for publishing, taking a responsible post with the Publishers' Syndicate, Toronto.

The stock, etc., of Watson & Campbell, stationers, etc., New Westminister, B.C., is advertised for sale by tender.

BOOKS AND PERIODICALS.

IMPORTANT CANADIAN BOOK.

An announcement that will create wide-spread interest in the realm of books, especially in Canada, is that a new work from the pen of Lieut.-Col. George T. Denison, President of the British Empire League, is being got ready for the press.

The publishers, Messrs. Geo. N. Morang & Co., announce that Lieut.-Col. Denison has completed the manuscript of a book of an autobiographical character, and that it will appear during the present year. The gallant colonel's long connection with military affairs in Canada, and the accumulation of much valuable material, has led him to embody in the form of a personal narrative his intimate knowledge of the Canadian volunteer force during the past 40 years. The book, in fact, is a faithful record of the military side of Lieut.-Col. Denison's life, which has been full of incident and varied experience.

It is some years since he made a reputation both as a writer and a military authority by his previous works, "Modern Cavalry" and "A History of Cavalry." The latter received the prize offered by the Russian Government, and has been translated into Russian, German, French and other languages, and is still a standard authority in Europe among military students. Lieut.-Col. Denison has played an important part in Canadian military affairs. He served as the senior cavalry officer in the Fenian Raid of 1866 and the Northwest Rebellion of 1885, and a good deal of the inner history of these campaigns is said to be embodied in his new book. His residence in Russia during the period when "A History of Cavalry" was being translated into Russian, and when he was presented to the Czar and made the acquaintance of several Russian notabilities, also come into the narrative.

The book is essentially an autobiography, and is said to be full of anecdote and reminiscence, related in Lieut.-Col. Denison's inimitable style. His association with many British officers, some of whom are still living, provides some lively remin-

iscences, and the portions relating to visits to England are likely to arouse considerable interest both there and in Canada. The book will be published in London, Eng., as well as in Canada. Probably no Canadian work of recent years will excite so much interest, not only among those connected with the Canadian militia, but among those who are aware of the part played by the colonel in the Imperial movement in this country, and, as he is a fearless critic, it is possible that considerable controversy may arise out of some of the revelations which are said to be embodied in the



LIEUT.-COL. GEORGE T. DENISON.

Author of "A History of Cavalry," etc., whose military autobiography is about to be published

narrative. Its publication by Morang & Co. is likely to be an event in the Canadian book world.

MORANG & CO.'S BOOKS. The fact that "Mr. Dooley" struck a universal note when he wrote his two inimitable books is evident not only from the sale of "Mr. Dooley in Peace and in War" and "Mr. Dooley in the Hearts of His Countrymen," but by the crop of imitators who have begun to send in their productions to long-suffering publishers, and occasionally to get them inserted in country journals in

need of something to fill up space. It is also shown by the evidently sincere and favorable reviews which have appeared on both sides of the Atlantic, while the enthusiasm that has been aroused of late, for the Irish race, has again afforded a stimulating atmosphere for the circulation of these works of humor. We note that Morang & Co. produce the latest edition of both at \$1 in cloth, and 50c. in paper.

The Canadian edition of William Wilfred Campbell's latest book, "Beyond the Hills of Dream," produced by Morang & Co., is daintily put out of hand, the book being bound in yellow cloth, with a suitable pastoral design on the cover. The work has been favorably reviewed in both the United States and England, and will have a continuous sale from now until the fall season, which is, on the whole, better adapted for books of this kind.

The interesting novel by the Misses R. and K. M. Lizars, which has been taken up for England by Greening & Co., of London, is now in the press and will be produced in an attractive Canadian edition by Morang & Co. We predict for this book a considerable success on both sides of the water, for it has not only abounding humor, but deep insight into character and plenty of local color. The writers wield a keen pen and hit off very happily the characteristics of various inhabitants of a county town in Ontario. The story element is not wanting, and some of the delineations are masterly. It will be out in June, in cloth at \$1.

The publication of a new book by Elizabeth Thorneycroft Fowler cannot but be regarded as an event in the literary world. This clever writer has shown in her previous works an ability and a comprehensive view of life which are exceedingly rare in the works of novelists in the present day. Her insight into character is great, her wit and humor are simply abounding, she makes her personages simply move before us at will, utter whimsicalities or wisdom, and conduct themselves just as they would if they were alive. The new novel, for which Morang & Co. have secured Canadian rights, is entitled "The Farringdons," and is a long way ahead of anything Miss Fowler has yet done. Elizabeth Farringdon, the heroine of the book, is certainly Miss Fowler's greatest success, and the vicissitudes through which the young lady passes are most interesting. There is more depth of meaning in some of the pages of this book than in many a dozen of the trashy novels that flood the market, and as it treats of Methodism in the Old Country and paints it to the life, it is a book that every good Methodist should buy, but the author by no means confines herself to

BOOKS AND PERIODICALS—Continued.

provincial Methodism. Elizabeth becomes a rich woman and "takes in" in due course both Art with a big A and Society with a big S, and there's a scene on the river describing an aristocratic picnic which is one of the brightest scenes in the records of fiction. The book contains everything from comedy to religion, but the golden thread of consistency in human nature runs through it all. It goes without saying that the success of this book in Canada is assured. Cloth, \$1.50; paper, 75c.

"Phenomenal" is the adjective that is being used on all hands with regard to "To Have and To Hold." The Critic publishes this month a big batch of reports from circulating libraries in Canada and the United States, from all the principal centres of population east and west, north and south. With one exception, this book is given the place of the most popular novel, while the progress of the book since publication is, perhaps, more astonishing than any in recent annals. In one week it reached 75,000; in three weeks 100,000; in six weeks 150,000, and, on Saturday, April 28, the tenth week from publication, it had made the record of 200,000 copies. No book that we can remember has sold quite so rapidly from the very commencement, for, though "David Harum" had a record sale, it was not so well developed from the very start. It now looks as though Miss Johnston's great novel would sell very freely, not to say tumultuously, through the entire summer. At present the latter adverb is descriptive and the telegraph wire is being kept hot with orders.

It was thought when "Resurrection" was first issued in this country that Tolstoy's great book would hardly hit the Canadian taste. The first edition was, however, sold in two weeks, and another had to be prepared, which is being taken up with great rapidity. The fact is that, in this and previously mentioned books, there is considerable quality and massiveness, and the public recognizes their greatness. There is a considerable difference between the entertaining novel which can be read in an evening and that fades from the mind of the reader like a cloud from a summer sky, and the book that touches the depths of human nature and introduces us to characters and scenes with which the reader feels that he has an organic and vital connection.

This quality is also manifest in Mary Johnston's other novel, "Prisoners of Hope," also listed by Morang & Co., inquiry for which has been much stimulated by the great success of the author's later book.

The name of A. Conan Doyle is one that always arouses grateful feelings in the

hearts of novel readers of to-day, and his collection of stories under the name of "The Green Flag" is not by any means a disappointing one. On the contrary, many of the stories have a dash and virility that lift them out of the common ruck of such productions. In fact, some of these tales may be truthfully described as among the best examples of the present day in that kind of literature.

THE COPP. "Joan of the Sword Hand" CLARK CO.'S BOOKS. has had large sales, and is quite up to the publishers' highest expectations. It is said to be the best book Mr. Crockett has yet produced.

A strongly written historical romance, it comes in refreshing contrast to the cloying character-dissection to be found in many modern novels. The scene is laid in the sixteenth century, before the days of chivalry had waned. Joan, the only daughter of the Duke of Hohenstein, at his death becomes ruler of the duchy—not only in name but in fact, leading her soldiers in the field, and so skilful with her blade as to win the title of "Joan of the Sword Hand." The Amazonian Duchess becomes pure womanly and yields to the tender passion. The edition is plentifully illustrated, generally a well-made sample of the book-maker's craft.

Mr. Ernest Seton-Thompson, author of "Wild Animals I Have Known," is a Canadian whose fame is wide. His latest work, "The Biography of a Grizzly," is one of the finest pieces of writing he has ever done. The "biography" reminds one forcibly of Kipling's "Jungle Stories." One feels that if a bear could write he would write just in that way. The Copp, Clark Co. have produced a work which is in all respects a very beautiful specimen of the book-making art. The illustrations—75 of them—by the author-artist, are as good in their way as the text is. In reading his biography you grow to love that great grey grizzly, Wabb, whose life-story is so affectionately and faithfully told by Mr. Thompson, from that night—the first after Mother Grizzly's death, when the forlorn little cub crawled into a hollow log, and tried to dream that his mother's huge arms of fur still encircled him, and he "snuffled himself to sleep"—until, at the end of his eventful life, he bravely entered Death Gulch, where, on the "rocky herbless floor," he lay him gently down and passed into a possibly dreamless sleep. Mr. Thompson appears to suggest the probability of suicide in the animal world. Would you thus interpret the closing chapter of the Biography:

"Sophia" will be picked up eagerly at the bookstores by all admirers of Stanley Weyman. The story is delightful reading,

the plot laid in a time when men and maidens were yet picturesque in powdered wigs and courtly manners. The appointed heroine, Sophia Maitland, is an heiress, and, of course, has suitors for her hand. Two stand out in the foreground—an honest suitor, a noble gentleman who milady is late in appreciating, and a villain to tangle the threads, bringing difficulty and danger to all in his path. It always increases the interest of a book, if there is anything in it to cause discussion. So with this book of Mr. Weyman's. Sophia's right to the heroineship has been questioned by critics, daring to say that the author erred in not calling the novel in honor of Lady Betty, who they believe to be the more-deserving character.

Talking of controversies, what endless argument has been aroused, since time began, by the discussion of that old story of Adam and Eve. The interest in it never grows dull, each new comment upon the subject being eagerly listened to. Blanche Willis Howard, author of "Gwenn," and "One Summer," has recently modernized that first romance of Paradise in her new novel, "The Garden of Eden," interpreting the facts to fit present century environments. The story is a pretty and most interesting love story, yet containing much for the thoughtful, involving as it does, vexed social and moral questions which are treated with a masterly hand and with great refinement of touch. This book is one of the latest from the Copp, Clark publishing house, and is very attractive in appearance, with fine paper and clear type.

There is deplorably little humorous fiction, that is, humorous yet clean. Booksellers complain of this. They are constantly being asked for it, yet have not much to conscientiously give in response. Therefore, they will be grateful to Jerome K. Jerome for his "Three Men On Wheels" brought out by Copp, Clark Co. this week in Toronto. "Three Men in a Boat," by the same author, still lingers in the minds of many as one of the most cheerfully entertaining books of recent years. Equally good for reading aloud is this other book, "Three Men On Wheels," relating later chapters in the lives of the same three men whose acquaintance was so pleasantly made in Jerome's former fiction. Its contagious humor carries you to the heights, above the dull routine and care of daily life. It is an effective brain tonic, the like of which no physician can administer.

Mr. W. W. Jacobs is also a delightful humorist, already surrounded with a host of friends for having written "Many Cargoes" and "More Cargoes." His new book, "A Master of Craft," is full of purest fun, and will be hailed from afar by the healthy-

The Best Selling Novels of this Season

To Have and to Hold, by Mary Johnston.

Prisoners of Hope, by Mary Johnston.

Resurrection, by Tolstoy.

The Farringdons, by Ellen Thorneycroft Fowler.

The Green Flag, by A. Conan Doyle. cloth, \$1.50; Paper, 75c.

There is no mistake about the above list. For instance, look at "To Have and to Hold"---200,000 sold to date. First edition of "Resurrection" taken up in two weeks. Ellen Thorneycroft Fowler's new book is sure to have a tremendous sale, while A. Conan Doyle is a name that is a guarantee of good work.

GEORGE N. MORANG & CO., Limited

90 Wellington Street West, Toronto.

minded who naturally weary of morbid, dreary or questionable tales. Booksellers will be wise in ordering quantities of "A Master of Craft."

Max Pemberton, author of "Kronstadt" and "A Garden of Swords," has shown much far-sightedness in laying the principal scenes of his new novel, "Feo," in the garden of Paris, now that the eyes of a big world are turned upon that siren city, and people everywhere are anxious to read all they can gather relating to it. "Feo" is the life-story of a bewitching opera singer who charmed away the heart of a prince. This event, together with its varied consequences, makes a charming story. The Copp, Clark Co., Limited, have turned out many books of late, and this is one of the best.

The past year has been noted for large sales in certain books, the historical novel still the favorite, seemingly. Among those conspicuously standing out are Richard Carvel (340 000), Janice Meredith (223,000) and Via Crucis (77 000). Copp, Clark Co. published the Canadian edition of all three books.

"Capetown to Ladysmith" is still in demand. "Savrola" is selling largely; and it is said, on good authority, that the author, Mr. Winston Spencer Churchill, is now preparing for publication a story of the

war up to the present time, including his own capture and imprisonment, the book to be entitled, "To Pretoria and Back."

"The Realist," by Herbert Flowerdew, grows steadily in popularity. It is startling enough to delight the most sensational. The story is out of the ordinary rut of novels, is well written, and the interest is sustained at such a high pitch that one is loath to lay the book aside until the end is reached, but, as it covers 345 good-sized pages, the ordinary reader is not likely to finish it at one sitting. It is well printed, and is bound in red linen with a fantastic face in black and yellow on the front cover.

WM. BRIGGS' NEW BOOKS.

No little interest has been excited by the announcement of Dr. Bryce's "History of the Hudson's Bay Company," and a gratifying number of advance orders await its issue. The book will be placed on the market this month. The Canadian edition will sell at \$3. The book will be a substantial demy 8vo. volume, with 32 full-page illustrations and maps. It must be regarded as the most important work in Canadian history since the late Dr. Kingsford completed his ten-volume history. A careful and accurate history of the Hudson's Bay Company, and of the other great companies that shared with it the fur trade of

Northwestern Canada, will be appreciated by the libraries and by the rapidly-growing class of cultured Canadians. It is gratifying, indeed, that Dr. Briggs has found leisure to undertake and complete this important work. We know of no one who has had better opportunities and facilities for the task. For more than a quarter of a century he has lived in and traveled throughout our Northwest; he has had every aid and countenance from the Hudson's Bay Company's officials, from Lord Strathcona down, and joins to a thorough knowledge of his subject, the ability to write with clearness, vividness and literary charm.

Among the leaders in the keen race for popularity this year must be reckoned Frederick W. Hayes' remarkable historical novel, "A Kent Squire." It has the true historical flavor. Style, dialogue, plot and execution are all uncommonly good; indeed, the story invites comparison with the powerful novels of the elder Dumas, rather than with those of recent romancists. The dialogue is bold and brilliant, epigrammatic and alight with flashes of genuine wit. The scene is laid in the time of the great Duke of Marlborough, who plays a prominent, though not always a flattering part, giving the reader the conviction that the portraiture is a faithful one. The character of the Abbe Gaultier is a masterpiece of duplicity

BOOKS AND PERIODICALS—Continued.

and imagination. The reviewer in Black and White remarks that there is in the story "about three times as much interesting matter as the average novel contains." The illustrations are the work of the author, and all are exceptionally fine.

A pamphlet, entitled "Home Ownership versus Rented Houses," was published early this month. It is by Rev. John Morrison, of London, and was originally read before the Ministerial Association of that city, and published pursuant to a resolution of that body.

The Ontario Historical Society is doing commendable work in publishing a series of historical records of various parts of the Province. The latest of these—now in the press—is a work entitled "The United Empire Loyalist Settlement at Long Point, Lake Erie," by L. H. Tasker, M. A., principal of the Collegiate Institute, Niagara Falls. While a considerable part of the book is of a biographical character and, therefore, chiefly of local interest, yet, much of it is of general interest, as may be gathered from the headings of the earlier chapters: "Political Aspect of the Revolution," "Motives of the Loyalists," "Treatment of the Loyalists During the War," "Legislative Enactments for the Punishment of the Loyalists," "The British Parliament and the Loyalists," "What Britain did for the Loyalists," "Loyalist Immigration," "Routes of the Loyalists," "Modes of Traveling," etc. A large number of excellent half-tone engravings embellish the volume, one of the most important yet contributed to the all-too scanty literature of the United Empire Loyalists, whom the Rev. LeRoy Hooker apostrophizes as follows:

These to thy heroes, Canada!
The men who stood when pressed,
Not in the favored pulse of strife
When Roman thrusts at Roman's life
But in that sterner test
When wrong on sumptuous fate is fed,
And right must toil for daily bread,
And men must choose between
When wrong in lordly mansion lies,
And right must shelter 'neath the skies,
And men must choose between,
When wrong is cheered on every side,
And right is cursed and crucified,
And men must choose between
And when you pray for Canada
Implore kind heaven that like a heaven
The hero blood which then was given
May quicken in her veins each day
So that the world may see its name
And like the sun her name to fame
Shall shine to latest years the same.

William Briggs has in the press a volume of talks and tales for boys by the well-known American preacher and author Albert Louis Banks, D.D. The book is entitled "A Manly Boy," and will sell, in cloth covers, at 50c. The chapters were originally de-

livered as a series of talks to his junior department of the Y.M.C.A., at Cleveland, Ohio.

The late Rev. John E. Lanceley was considered one of the brightest preachers and lecturers of the Methodist Church in Canada. His ready wit, and the original and striking way in which he expressed his thoughts, gave him special prominence on the lecture platform. A volume of his

City Temple, London—for years a close friend of the deceased minister—has written an introduction for the volume, and Rev. Chancellor Burwash contributes an interesting biographical sketch. The book will, in cloth covers, sell at \$1.

A second edition of Dr. F. J. Livingston's narrative of his adventures in Swaziland, entitled "My Escape from the Boers," has been called for and is now ready.

Specimen illustration from "A Kent Squire."—William Briggs.

lectures and sermons will be published during the present month, and should find favor with the public. The lectures selected for publication are entitled "The Devil of Names," "The Nose and Its World," "One Another," "The Why of Education," "Kirjath Sephir" (The City of Books) and "Poltroons." Supplementing these are two of Mr. Lanceley's most popular sermons, "None but Thee" and "The New Song." Rev. Joseph Parker, D.D., pastor of the

"By Way of the Wilderness" is "Pansy's" newest story—in which she collaborates with Mrs. Livingstone, as she did in "John Remington, Martyr"—just published in William Briggs' Canadian copyright edition.

R. N. Stephens' new story, "Philip Winwood," will be issued in a Canadian edition this month. This author's stories, "The Road to Paris," "A Continental Dragoon," "An Enemy to the King," and

IMPORTANT ANNOUNCEMENT.

The Publishers' Syndicate, Limited

51 YONGE STREET, TORONTO

have been appointed SOLE CANADIAN AGENTS for the famous religious publishing house of

Messrs. T. & T. Clark, Edinburgh

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38 volumes arranged for, the first of which, now issued, is

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JUST ISSUED:

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By DR. WM. HARRY, author of "The New Antigone," "The Two Standards," etc. Paper, 75c.; Cloth, \$1.25.

NOW IN PRESS:

"BIRD HOMES."

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THE PUBLISHERS' SYNDICATE, Limited

51 YONGE ST., TORONTO

"A Gentleman Player," all were successful books.

Dr. Rand's "Treasury of Canadian Verse" will be ready by about May 15. The book has created extraordinary interest, and is bound to have a large sale. The publisher reports that rarely has he received so many inquiries and orders in advance as have come since he announced this book. "R.V.," in his column in The Montreal Gazette, suggests that the book would be a suitable gift to our soldiers in South Africa, and proceeds to observe: "Whether during the interval of rest from march or combat, or the weary hours of captivity or convalescence, the 'Treasury' would be rich in solace, and create links of association with old scenes both strong and tender. Our belief is that the volume is of quality so uniformly high, though varied in subject, that it will do in letters what the heroic spirit of our young men has accomplished in warfare—it will seize and hold the attention of our fellow-citizens of the Empire until they have formed a true estimate of us."

William Briggs, who had the Canadian market for Lounsbury and Rowan's "Guide to the Wild Flowers," a most popular book on the beautiful "wildings of the wood," announces that he has had the good fortune to secure the market for a new work by the

same authors, entitled "A Guide to the Trees." A work of this sort, with its splendid series of illustrations, should prove very popular in Canada, where trees are vastly more abundant than is information about them.

A new series of popular biographies is being published by Andrew Melrose. The first is that of Field Marshal Lord Roberts, by Horace G. Groser. The price is 35c. The sale of this is being pushed by William Briggs.

Three new books of sacred music are being published in Canadian editions. A new one by E. O. Excell, entitled "Make His Praise Glorious," is sure of a popular sale. An excellent collection by Rev. Hugh E. Smith, entitled "Melodies of Salvation," will be in great demand. The third is "White Lilies," issued by The Echo Music Co., a house noted for the excellence of its musical publications.

A new writer comes to claim attention. Jas. A. Wickersham, an American, is the man, and his story, "Enoch Willoughby," is announced as one of high merit. Its characters are portrayed with sympathy, knowledge and humor, and the whole book is racy of the soil of the Middle West a generation ago. The Canadian edition will be published shortly.

A Canadian edition of Bram Stoker's

"Dracula" will appear this month. The author has produced a strong and dramatic story of a human vampire, which has attracted wide attention in England and America. Many competent critics have pronounced it the most daringly successful work of imagination that has seen the light for some time. It is not a story for people with weak nerves, who are afraid of the gruesome.

THE PUBLISHERS' SYNDICATE'S BOOKS.

An important book deal has just been made, whereby the well-known Publishers' Syndicate, Limited, 51 Yonge street, Toronto, become sole Canadian agents for the very popular religious publications of Messrs. T. & T. Clark, Edinburgh. The arrangement will be of much convenience to Canadian buyers of the Messrs. Clark's books, which have a very wide sale throughout the Dominion. The Publishers' Syndicate last week issued the first volume of a series now being published by Messrs. T. & T. Clark, under the title of "The World's Epoch-makers." The series will be one of much literary and historical value. The first volume, just now out, deals with "Cranmer and the English Reformation." Following it will shortly be ready "Wesley and Methodism," by F. J. Snell, M.A. (Oxon); "Buddha and Buddhism," by Arthur Little,

BOOKS AND PERIODICALS—Continued.

M.A., London, and "Luther and the German Reformation," by Professor T. M. Lindsay, D.D., F.C., College, Glasgow. The number of volumes so far arranged for is twenty eight, and an interesting incident of the series, in a Canadian's view is the fact that one of the volumes will be written by Prof. Wm. Clark, L.L.D., D.C.L., of Trinity College, Toronto, who will have for his subject "Pascal and the Port Royalists."

Mr. Geo. Hes, of New York, a former Canadian, who has made a distinct reputation as a close observer of and reasoner from ascertained scientific facts has written a book "Flame, Electricity and the Camera," which the Publishers' Syndicate

of man's inventions as applied to everyday use. It is essentially a book for boys. Among the subjects treated of are: Submarine boats, liquid air, wireless telegraphy, automobiles, flying machines, tailless kites, X rays and others. The work is beautifully illustrated with 200 half-tone cuts and line drawings, and sells in decorated cloth at \$2.

"Mind and Body," by A. C. Halphede, President of the Chicago Society of Anthropology, is a valuable work dealing with the theory and practice of suggestion, treated in concise and graphic form from the standpoint of a conscientious and successful physician and student.

A trio of seasonable books on nature and especially the botanical science are "How to Know the Wild Flowers," "How to



MARY JOHNSTON.

Miss Mary Johnston, the author of "To Have and To Hold" and "Prisoners of Hope," was born in Bucha, an Virginia, a region of great natural beauty. Her education she received at home. Her father's mother was a Scotchwoman, of rare beauty and force of character and of a fine intelligence, and by her Miss Johnston was taught from her fourth to her eighth year, when the grandfather died. Scott and Dickens she read and re-read, and she early acquired a love for Shakespeare.

Her father, who had served in the Confederate army as major of artillery, returned after the war to his profession, the law. Becoming interested in railroad matters, first in Virginia and then in the farther South, his affairs finally called him to Birmingham, Alabama, and there in Miss Johnston's 14th year the family removed. During the year following her mother's death she crossed the ocean with her father, visiting France, Italy, England, Scotland and Ireland.

In 1891, the Johnstons removed to New York City and lived there for four years, going to Virginia every summer. Miss Johnston's health had always been delicate, and in the second year of her stay in New York she became for a time practically an invalid. Forced to lie still, she could not read and study and as it was easier to hold a pencil than a book, she began to write for her own amusement. In the Winter of 1896 she commenced "Prisoners of Hope." Of the popularity of this book, and the great success of her later book, "To Have and To Hold," the reading public is well aware.

are issuing in Canada. It is a handsome volume, beautifully illustrated with interesting photos, and is filled with the most practical and valuable information concerning these branches of science which are transforming the world to-day. It is at once popular and profound, and scientific authorities who have been consulted by the author speak well of it. As a prize, every student of any age would be delighted with it.

A book of similar nature is "The Boy's Book of Inventions," by Ray Stannard Baker. This is a charming series of stories of the wonders of modern science, in which the younger generation may read

"Know the Ferns," and "Our Native Trees" which are all profusely illustrated, and, while technically accurate, are popular in style and likely to take with all readers interested in these subjects.

A new novel which has just appeared from the press of The Publishers' Syndicate will, it is confidently expected, make a strong run. It is called "Arden Massiter" and is a story of an ancient Italian house crumbling amid the influences of modern life. A thrilling tale well told by Dr. Barry, the author of "The New Antigone." This book has made a sensation in England and will do the same here.

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The work treats of the present social conditions in the churches, showing the lack of force and power in spiritual life by the encroachment upon it of social pleasures. Its reasons for failing to reach the masses, the causes of power and influence on the part of some of the rich members, who frequently use the church as a cloak for the advertisement of their selfish ambitions and desires. While the book has a religious flavor, at the same time it advances some very strong themes of morality and philosophy. You should read it.

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INTEREST TABLES at 6 and 7 per cent. per annum, on the basis of 365 days to the year, at one, two, three and four months, including the days of grace. For use in Discounting and Renewing Promissory Notes. By Charles M. C. Hughes, of the Bank of Montreal, author of "Hughes' Interest Tables and Book of Days combined," "Savings Bank Interest Card," etc. Printed on good paper and mounted on strong boards, folded, bound in leather and cloth.

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KEEP YOUR EYE ON THIS LIST.

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A Treasury of Canadian Verse

With brief Biographical Notes. Selected and edited by Theodore H. Rand, D.G.L., author of "At Minas Basin and Other Poems."

CLOTH, NET, \$1.25.
HALF CALF, GILT TOP, NET, \$2.50

In a compact volume of some 400 pages are shown worthy specimens of English-Canadian verse, chiefly lyrical, gathered from the whole field of our history.

The Poetical Works of Alexander McLachlan

Selected and edited. With introductory essay by Rev. E. H. Dewart, D.D., and a Biographical Sketch by Alexander Hamilton, M.A., M.D.

CLOTH, WITH PORTRAITS, \$1.25.
HALF CALF, WITH GILT TOP, \$2.50.

All who take an interest in Canadian literature will welcome the appearance of a selected and carefully edited volume of Alexander McLachlan's poems.

He stands pre-eminent above all others as the poet of "the common people."

By The Marshes of Minas

By Charles G. D. Roberts.
Author of "The Forge in the Forest"
PAPER, 50c.; CLOTH, \$1.00.

"By The Marshes of Minas" is a volume of connected romances of that picturesque period when Nova Scotia was passing from the French to the English regime. In several of the tales some of the familiar characters of Mr. Roberts' previous novels are introduced.

They make a grouping of brilliant and separate literary qualities not easy to find in literature.

20,000 copies of DAVID HARUM have been sold in Canada. 2,000 copies sold this year indicate that the book is still alive.

WILLIAM BRIGGS

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TORONTO.

FANCY GOODS AND STATIONERY.

THE PAPER SITUATION.

The destruction of the Eddy paper mills in the great fire at Hull last month further complicates the paper situation in Canada. Prices have been higher since the manufacturers formed, in February last, an association for the purpose of mutual action. As the Eddy mills were a large factory and made a great deal of the cheap writings used in Canadian exercise and scribbling books, the publishers of these are affected by the fire. While it is impossible to raise the retail selling price of scribblers and exercises it will be necessary to curtail the bulk. Some orders are going to English manufacturers for cheap writings, and, until the Canadian mills once more supply the whole domestic demand, a good deal of this will probably come in. Some lines bulk more than similar papers made in Canada, and will be, on the whole, of a better quality.

PRESENT TRADE.

Travelers are now out taking orders for the school opening trade and for Christmas cards, booklets, etc. The better lines are being shown in considerable variety, and samples are early in the market this year with a prospect of good orders from dealers. There are some pretty new designs this year, the "Patriotic" design being a feature which promises to take well in Canada, many of whose people have the khaki fever.

PRICES IN THE UNITED STATES.

A big Fall business is anticipated in the United States, but prices are not expected to go any higher, if, indeed, they are maintained at the present level. The American Stationer says that trade talk is not so certain as it was. "They speak rather of 'the time when prices will be lower,' and the sentiment with some seems to be that lower prices will be seen before the end of the year. No one seems to hope for much of a break in, for instance, paper, yet it is claimed that already prices are slightly weaker, and that in a few months, when the mills shall have caught up with orders,

there will be a decline. This belief is apparently based on the fact that some of the paper mills which have for some time maintained a very independent attitude towards customers, are now out soliciting orders. It is also claimed that the smaller manufacturers of stationers' sundries have, unwisely for their own interests, overproduced their several lines, and that they will soon have to sell at lower prices to rid themselves of surplus stock. All of these opinions are conjectural—nobody is certain—and no matter how sure the talkers are of the coming of lower prices, none can be found who will anticipate and sell at lower prices for delivery in, say, October and November."

* * *

CHRISTMAS CARDS, ETC.

An announcement of considerable interest to the trade is made this month in connection with a line of Christmas cards, etc. The Copp, Clark Co., Limited, have secured the control for Canada of a celebrated line of British cards, calendars, and booklets. It is called "For the Empire" series, has never been shown in Canada before, and is, therefore, an entirely new and unique series of designs. The series has done so well in the Old Country that the manufacturer has not hitherto had time to look after colonial business, but, owing to an increase of manufacturing facilities, the line is now being shown in Canada for the first time.

The collection includes some decidedly attractive patriotic and khaki designs. There are some photographic effects shown by a new process which has produced some quite striking results.

The line makes a specialty of view cards, and it is intended to give the trade an opportunity of getting up their own local scenes, which may be placed on the cards, and thus provide leaders for the dealer. The Copp, Clark Co., Limited, also announce that they have commissioned one of the leading florists to secure for them a collection of ferns, and choice specimens of Canadian flowers, and with these it is proposed to make up a special souvenir of Canada. It is also intended in showing "For the Empire" series to give customers an opportunity of canvassing for orders for small calendars with imprints. The whole thing comprises a very important opening for trade, and dealers are requested to wait

and see samples of this line as a matter of importance to them.

The "For the Empire" series is not the only line of this kind that The Copp, Clark Co., Limited, are inviting the attention of dealers to. Davidson's line is also handled by them. It includes some attractive packets of folding cards and other novelties, as well as autograph and flat cards. These are sold 25 cards in a box for 25c. There is a special box of fine ribboned and corded cards for 60c., 10 in a box. All these cards are supplied with envelopes.

In addition, this firm are handling Castell's line, so well known to the trade as to need no description, and Dutton's as well, so that customers are given their choice of four ordinary lines.

—

NEW EXERCISE BOOKS.

There is going to be quite "an outbreak of patriotism" in the new Canadian scribblers and exercise books this season, to judge by what one hears. The Copp, Clark Co., Limited, announce so far three new designs for this class of goods, and all embody the military and national spirit. First, the "Khaki" has a cover of that color, with pictures of Roberts and Kitchener. The corners of the "Khaki" are turned down to show the colors of the several arms of the service, such as rifle green, infantry red, and cavalry blue and gold. These corners are pinned down with the different arms of the service, as the bayonet, the sabre, and the swab. This design is registered by the publishers. On the back cover are a map of South Africa and some letterpress, dealing with engagements of interest during the war.

The "Victorian Era" is a handsome design, done in colors, the Queen as the central figure, on her knee the youngest heir to the throne, and, above this, pictures of the Prince of Wales and Duke of York—the four generations. On the back is a fine picture of Windsor Castle.

"Bobs" is the third design. The Field Marshal himself is seated on his charger, attended by his bugler, and surrounded by soldiers in khaki. This design will run through exercises and scribblers. Samples of these new covers will shortly be shown the trade.

—

A BIG CONCERN.

John A. Walker, vice-president and treasurer of The Joseph Dixon Crucible Co., is very proud of that institution. "The Dixon plant," he states, "is unique, and is the only organization of the kind in the world in this industry. We make everything of which graphite is an ingredient. Others make pencils, but no crucibles;

NOT ONE LINE, BUT MANY

We are Sole Canadian Agents for

Dutton's Castell's Davidson's and "For the Empire" Series

We therefore have much pleasure in presenting to our friends a superb collection of Calendars, Booklets and Christmas Cards from the best manufacturers of these lines in the world.

Dutton's

Cards, Booklets, Calendars—conspicuous for their chaste design and exquisite color work.

Castell's

Well-known Autograph Cards, assortment packets, and a splendid line of cheap Calendars.

Davidson's

Artistic Cards, flat and autograph.

"For the Empire" Series

An entirely new line of Cards and Calendars in Patriotic and Khaki Designs; Photo Effects and View Cards.

We ask you before finally placing your orders to see our samples, a full line of which will shortly be in the hands of our representatives.

THE COPP, CLARK CO.

Limited

TORONTO.

FANCY GOODS AND STATIONERY—Continued
others make crucibles, but no pencils. Others make graphite paint, but no lubricants; others make lubricants, but no stove polish, and thus, through all the ramifications of the graphite industry, others make one item solely, while Dixon makes everything under one roof and one management. Pencils, crucibles, lubricants, foundry facings, greases, paint, electric specialties,

bought the Tuck line in the end. The moral of this little story is that running down a competitor or his goods is the poorest possible policy.—American Stationer.

PATRIOTIC WRITING TABLETS.

In few lines of trade is the current of public sentiment so reflected as in the stationery and fancy goods business. In times like the present, when the national feeling is aroused, souvenirs of all descriptions, good, bad and indifferent, find a more or less ready sale.

It is seldom, however, that the feeling pervading Canada at present, martial and patriotic, has been so deeply manifested in this country, and, in consequence, few opportunities like the present have been offered to the Canadian stationery manufacturer and dealer for enterprise in the making and selling of patriotic souvenirs. So it is not surprising that patriotic souvenirs of any real value are numerous and find ready sale just now.

Among the many patriotic souvenirs that have been offered to the trade, few possess the merit and attractiveness of the two new lines of writing tablets which W. J. Gage & Co. have just issued. One of these is known as the "Britain's Heroes" series. On the front cover is printed in colors a representation of the Victoria Cross, with as the central figure a photogravure of some British soldier who has won honor and distinction in South Africa. The series consists of ten tablets, showing Lord Roberts, Lord Kitchener, General Buller, General White, General French, General Wauchope, General Macdonald, Lord Dundonald, Colonel Kekewich, and Colonel Baden-Powell. The other series is known as "Canada's Heroes." The cover design, as shown in the accompanying cut, is tasty and appropriate, and is printed in red, green and black. The officers included in the series are Colonels Otter, Lessard, Steele, Buchan, Herchmer, Drury and Evans, Majors Denison and Pelletier, and Captain Nelles.

In both these series the stock is ruled and of even better grade than is usually used on 10c. tablets. When the value of the stock used and the value of the photos as souvenirs is considered, it is at once recognized that these two lines are really marvels of cheapness. For \$1 the stationer's customer can secure a really good set of 10 British or 10 Canadian soldiers and a big stock of superior writing paper into the bargain.

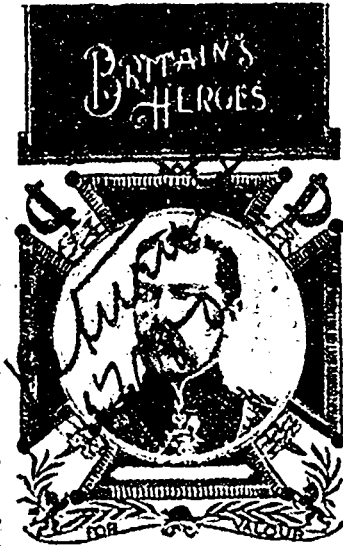
The H. A. Nelson & Sons Co., Limited, of Montreal, report the usual quota of novelties, for Spring and Summer trade, and call attention to the cut of trombone harmonica here shown. With this mouth

organ the best tremolo effects can be obtained. The shape is novel and a seller, the tone as fine as can be produced. The price of this article is \$1.80 per doz. This company is showing a new line of colored drawing crayons, 1 doz., in a box, assorted colors, and at \$4.80 per gross box.



Trombone Harmonica.

A complete stock of Hohner harmonicas have arrived, and dealers now finding themselves short of these popular selling lines, or unable to procure them from their own regular supply house, will be able to find their orders promptly and well filled by The H. A. Nelson & Sons Co., Limited. Something the retail dealer always needs is a good window hook for hanging goods in the show window by. Whether he be a stationer, druggist, fancy goods man, grocer or dry goods dealer, these hooks are of great utility, as each hook is brass, nickel-plated, and is furnished with a neat spiral spring, into which the price ticket fits and is held by. The H. A. Nelson & Sons Co., Limited, are carrying the improved Zonophone, or talking machine. This talking machine, on account of its tremendous volume and clear enunciation, is an invaluable advertiser to the dealer. This machine is in a neat hardwood varnished case, japanned horn, does



LORD KITCHENER

with all their details, are found in our catalogue. It is fair to say we are the fathers of the graphite industry—we have everything at first hand. We dig the ore, cut the forests down, assemble the raw stock and complete a hundred and one useful products. We are indispensable to civilization, for no leading industry to-day but uses something we make better than anyone else." The Dixon Co.'s organization spreads far. The works and main office in Jersey City, graphite mines in New York State and in Bavaria, cedar-wood plant in Florida, offices in New York, Philadelphia, San Francisco, Chicago, St. Louis, London (Eng.), and travelers all over the world.

A TRAVELER'S TALK.

Frank O. Evans, of The Raphael Tuck & Sons Co., tells a story of how a rival traveler overreached himself. The traveler called on a merchant new in the business and opened his samples. "Now," he said, "my goods are away ahead of Tuck's; the fact is, the Tuck people talk about their goods, and they are not in it with us." And he continued to say hard things about the Tuck line until the merchant picked up his ears, figuratively, and stopped him with: "See here, I have never heard of these Tuck goods before, but since you talk about them so much I think I will wait and see them before I buy." And he waited and



MAJOR SEPTIMUS A. DENISON, R.C.R.I.
A.D.C. to Lord Roberts.

not have to be stopped to wind, and is jobbed by this company at \$15 each net cash. The records or sound plates are of vulcanite and unbreakable; price, 50c. each, also net cash.

The H. A. Nelson & Sons Co., Limited, have been sending out a colored circular,

New Writing Tablets.

*

GOODS FOR THE TIMES.

*

"Britain's Heroes."



A series of ten writing tablets, assorted, with a photogravure picture of a leading British Officer on each cover, in the centre of an elegant Victoria Cross design, printed in colors.

"Canada's Heroes."



A series of ten tablets, assorted, with photogravure picture of a leading Canadian Officer on each cover, in a handsome Maple Leaf wreath design, printed in colors.

The above goods are made of extra quality paper, commercial note size, to retail at 10c. each, plain or ruled. The picture on the cover is worth preserving as a souvenir, and is worth the price charged for the tablet.

Orders should be sent at once, as the demand for them will be immense. They are put up in sets of ten, assorted.

W. J. GAGE & CO.

LIMITED

Wholesale and
Manufacturing Stationers

... Toronto

FANCY GOODS AND STATIONERY showing their latest flags in silk, a little raw edge Union Jack, size $6\frac{1}{4} \times 4\frac{1}{4}$ in., at \$4 80 gross and a neat button-hole silk Dominion flag, $1\frac{1}{2} \times 2$ in., in five colors, with a gold plated pin to attach by, at \$3.50 per gross, one gross in a box; and without pin, at \$2 75 per gross. Their latest war novelty is a splendid portrait of the traditional English bull dog, engraved on a silk ribbon and the significant words, "Who Said Kruger?" printed below. This war badge, with a gold plated pin, at \$4 25 per gross, one gross in a package, or, without the pin, \$3.50 per gross. Now, as the Queen's Birthday is approaching dealers should look to their stock of fishing tackle. Besides their regular lines, of which The H. A. Nelson & Sons Co., Limited, carry a finely assorted line, and all of which are listed in their Spring catalogue, they are showing a new range of furnished lines, in three sizes, each line with hook and sinker, on a reel. Prices, according to size and length of line, \$1 50, \$1 20 and \$1 8 per gross. Write for samples.

Mr. Henry L. Lyman, of Montreal who represents in Canada the Elton, Eng., paper mills, which manufacture the famous brand of crepe papers known as "Dancing Girl," has been visiting the trade in Toronto. These crepe tissues are now being sold by all dealers. They have come into common use now for decorative purposes, displacing other materials probably forever. During the present Imperial movement, the patriotic streamers for celebration and decoration purposes, printed in the national colors—red, white and blue, are admirably adapted to meet a current want, and crepe tissue sales, with Queen's Birthday, school closings and Dominion Day approaching, ought to be large.

The London Times says regarding the late Raphael Tuck: "The death is announced, in his 79th year, of Mr. Raphael Tuck, founder of the firm of Raphael Tuck & Sons, the well-known art publishers. Mr. Tuck died quite suddenly on Friday, March 16, at his residence in Highbury, after a short attack of influenza. To his firm was due, in a large part, the enormous widening in the Christmas card market. He saw the possibilities which the trade offered when the Christmas card was superseding the valentine, and for many years past he and his sons have been among the largest and most enterprising producers of cards. The publishing business, which has attained such large proportions, was established in quite a small way, but it developed rapidly after the first few years, under the impetus of the Christmas Card Exhibition and other amateur and professional art competitions

started by the firm. The late Mr. Tuck retired from all active participation in 1882, leaving the sole control of the business to his sons. He devoted himself, after his retirement, entirely to the theological and philosophical studies which he had always longed for time to pursue. He had the gratification of personally opening Raphael House, the handsome new city home of the firm, as recently as July 1899, the foundation stone having been laid by him early in the previous year. Only a week before his death he drove to the house of one of his sons, there to see the Queen, whose art publisher he had been for many years, drive past in her triumphant progress through London."

Warwick Bros. & Rutter have got the manufacturers of floral crepe tissue to add one number to their line printed with Union Jacks, eight Jacks to a piece compact, five pieces in a box.

There are various ways of spelling and pronouncing "khaki." But one of our subscribers has struck the best yet, for he wrote: "I think that new color is going to take in stationery; I mean the one they call the 'cock-eye.'"

A feature of the import fancy goods trade this season is the issue of a handsome booklet containing four fine plate engravings of the line of samples shown by Warwick Bros. & Rutter. If a dealer has not received a copy of this he should write for one, as the engravings are very fine and give a perfect idea of the new goods.

There is going to be a slight advance in the price of school globes. The trade is now practically controlled by one United States manufacturer, whose Canadian agents are The Copp, Clark Co., Limited, and they will shortly issue a new price list to dealers.

A well-known stationery firm in a western city advertises as follows: "If a Man's in love, that's His business. If a Girl's in love, that's Her business. If they get married, they want stationery, that's Our business."

The demand for flags is very heavy this season, and The Copp, Clark Co., Limited, report that their presses are kept busy running overtime to fill orders, but it is hoped shortly to catch up.

The new map of Ontario, got out by The Copp, Clark Co., Limited, will be ready the end of May.

A new playing card, made by Goodall, is being shown by Warwick Bros. & Rutter, and will likely "catch on" to a great ex-

tent. The design is a drapery of British flags with the Imperial and colonial coats of arms artistically arranged and printed on a khaki-colored background in seven or eight colors. It is one of the prettiest souvenirs yet shown of the South-African War. Warwick Bros. & Rutter have sole agency in Canada, and expect stock on during May.

Buntin, Gillies & Co., Hamilton, are offering a fine line of the popular "Khaki" notepaper, with envelopes to match. They have it in two sizes.

NEW BOOKS.

JOHN AND SEBASTIAN CABOT: 'The Discovery of North America.—By C. R. Beazley, M.A.; photo frontis.; map. Cloth; 311 pp.; 5s. J. Fisher Unwin, London. A capital issue of the "Builders of Greater Britain" series, detailing with care and research the voyages of these discoverers and examining impartially the contemporary evidence. It is of value to students, to collectors of historical and Canadian works and a pleasant narrative for the general reader.

ABOUT MY FATHER'S BUSINESS.—By Austin Miles. The Mershon Company, New York. Price \$1.50. Mr. Miles in this book describes the Church as the "Father's business," in which there are employed many kinds and conditions of men to carry out the work. He has been for nearly 10 years engaged in collecting data, during which time he has visited many different denominations in his extensive travels, and has made personal observations as to their reasons for failing to reach the masses, embodying his experiences and receptions in the form of an interesting story. All through there is carried on an animated controversy between the social and spiritual elements, describing the lack of force and power in spiritual life by the encroachment upon it of social pleasures. It also shows the abuses made possible by the power and influence of some of its rich members, who frequently use the Church as a cloak for the advancement of their selfish ambitions and designs, and are often made social lions, licensed to do mostly as they please because of their wealth, depicting very truthfully how some of the clergy thoughtlessly lavish time and affection upon these pious plutocrats while the more faithful are frequently neglected and allowed to slip away from Church influences. While the book has a religious flavor, at the same time it advances some very strong themes of morality and philosophy. Throughout its pages a vein of

helpful humor is found, and written in such an original manner as to win for the book a marked favor with the reading public.

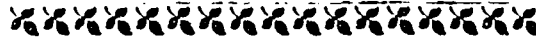
GUIDE TO PARIS.—Flexible cloth, pocket size, full gilt, 50c., with plans and diagrams. Laird & Lee, Chicago. The eighth edition of this book is entirely revised. This work was successful from the start, but, in its present form, it is undoubtedly the best guide of the size ever published on either side of the Atlantic. Its main new feature is a series of 12 city routes, with diagrams, covering every possible point of interest in the great city, and giving crisp, accurate descriptions of all monuments, public buildings, churches, theatres, museums, bridges, parks, etc. These routes have taken the experienced Parisian author months of close study, as his ambition was to give the tourist a chance to see everything and miss nothing, while covering the ground in a minimum of time. A second novel feature introduced in the book is a short vocabulary of words and sentences in German and Italian that will prove most valuable to tourists visiting Switzerland, Germany, Austria or Italy, after or before their trip to Paris. Several half-tones have been added—among them a picture of the recently burned Theatre Francais—and the former chapters considerably strengthened.

A LORD'S COURTSHIP.—By Lee Meriwether. Illus., cloth, 288 pp., \$1. Laird & Lee, Chicago. This is a lively enough story of the pursuit of an American heiress by foreign adventurers. The English lord is mercenary, but not so very bad, after all, and, though he does not win the heiress, he does not lose utterly the reader's favor.

THE WATERS OF EDERA.—By "Ouida." Paper, 326 pp., 75c. Musson Book Co., Toronto. The publishers have turned out this new novel in a tasteful cover, rather above the usual paper book. It is "Ouida's" last, and has just been favorably reviewed in the English press. The scene is an Italian pastoral, and the Edera river is to be interfered with by capitalists for commercial purposes, to the pain of the simple denizens. The tragedy is worked out with skill and passion.

A MAN'S WOMAN.—By Frank Norris. Paper, 75c., 286 pp. Musson Book Co., Toronto. There is a good deal of force and insight in this story, which is written with a smooth incisiveness not without charm. Two rather strenuous characters—Ward Bennett, an Arctic voyager intent on discovering the North Pole, and Lloyd Searight, a girl who is at once strong in character and thoroughly feminine, in short, a man's woman—are hero and heroine. They finally marry, and the struggle as to whether Bennett shall go on his quest again is the gist of the story. The wife at first tries to wean him from the dangerous task, but finally encourages him to go.

“Portia”



is one of our many new lines of Society Note, suitable for the Spring trade. Other splendid selling lines are: Oxford Vellum, Original Parchment Vellum, Original English Wedgwood, Plashwater, Nebula Blue, and French Crepon.

In papers we handle everything that is required by business and society people as well as printers' and stationers' supplies.

Every dealer should handle our reliable goods. They are the most saleable and popular on the market to-day.

Samples representing the established qualities of these goods will be forwarded to the trade upon application.

The Barber & Ellis Co., Limited

Manufacturing and Wholesale Stationers,
43-49 Bay Street, TORONTO, ONT

Gold Medals, Paris, 1878:1886.

JOSEPH GILLOTT'S

Of Highest Quality, and Having
Greatest Durability are Therefore
CHEAPEST.

PENS

PATRIOTIC STREAMERS

FOR DECORATIONS.

“Dancing Girl” Brand CREPE PAPER

IN National Colors, Red, White, Blue,
4 ft. 6 in. long, 6 in wide.

Each streamer is rolled up and banded. Very effective for decorating HALLS, HOMES, and STORES. To be had of all the wholesale stationers and fancy goods dealers.



HENRY L. LYMAN, Canadian Agent, 12 St. Nicholas St., Montreal.

WALL PAPER AND DECORATIONS.

THE WALL PAPER SEASON.

NOTWITHSTANDING the late Spring weather, the wall paper season opened exceedingly early this year, and has continued in a most satisfactory manner. Manufacturers report repeat orders as coming in more freely than usual. Last Fall, many merchants who were usually in the habit of not getting in Spring goods until February, had large shipments made to them. This was done in anticipation of a good business during the month of November and immediately after the holidays, and their anticipations were not disappointed, judging by the fact that manufacturers began to receive numerous "repeats" early in January.

We have always thought that wall paper dealers make a mistake in not having their goods shipped from the factories as soon as they are made, as is done in the United States, as it gives them an opportunity to fill orders which they otherwise could not do from their previous year's stock, which is still fresh in the minds of customers who have been through the retailer's samples in the Spring and recognize them as old patterns, while many are induced to paper in the Fall if they see new designs. Then, when the Spring trade opens up, the previous year's goods can be sampled with the new goods and sell readily when there is a larger demand.

One good feature of last Fall's and this Spring's business is the increased demand for medium and high-grade goods. This is a step in the right direction, as there is no economy in buying cheap wall paper. It costs as much to hang, and does not give the same satisfaction. It is far better for the consumer to pay 25c. per roll for a nice paper than to buy an inferior article at, say, 15c. The cost of hanging is the same, and the average room would only take from 12 to 14 rolls, meaning a difference in cost to the consumer of only \$1.20 to \$1.40 per room, which, when one takes into consideration the beautifying effect of an artistic design, well colored, on all the surroundings of a room, it is cheap, indeed, at this cost.

We wish to draw the attention of retailers in general to the error they make in being afraid to put in a good stock when samples are first shown, and before any withdrawals have been made in the patterns. It is better to have a little surplus stock than to disappoint customers by allowing them to make a selection from samples of goods sold

out, and then trusting to the manufacturer to supply them, as the manufacturers make as closely as possible only what papers they have sold, and the stock is very limited after April 1. Another thing, dealers for years past have been afraid to buy ingrain liberally, being under the impression that the sale of this class of paper would die out, but there is no possibility of ingrain ever being out of the market. They are appreciated more each year, and justly so, as they are not only serviceable, but harmonize better with the furnishings of the average room. This year, the sale of ingrain has been phenomenal, and repeat orders have been so heavy that they have completely depleted stocks held by the manufacturers, and the majority of retail dealers are, today, completely sold out of ingrain, with no possibility of procuring them, except in a few colorings. Dealers should profit by the experience they have gained this year, and stock ingrain more heavily the coming season.

When samples are submitted for inspection, many dealers put off buying wall paper until the Fall or Winter. This is a great mistake, they have nothing to gain by it, and a great deal to lose, as in October the manufacturers withdraw fully half of the combinations which they have sampled, which spoils the selection for the late buyer. Add to this the fact that Fall orders are made late, and, consequently, they cannot get the sample-books in time to compete with their neighbors who have bought early. The dealer who has his sample-books in hand in October or November is in a position to show his customers the goods that he has bought, and frequently secures orders for the Spring for them. We cannot too strongly advise the trade to place their orders at the earliest possible moment.

TIMELY ADVICE TO WALL PAPER DEALERS.

Asked for information regarding their experience of the passing season, The Watson, Foster Company, Limited, replied: "Though the Spring was backward, the demand for repeats was, and continues to be, in excess of any previous year, even dealers who had early shipments began sending in supplementary orders before dates seemed to justify it. The result is, our stock to-day is so depleted that combination orders are difficult to satisfy; in fact, many of our numbers, even at this early date, are sold out, for, though we

invariably overprint our best selling patterns, yet once finally exhausted reproduction is impossible. Of course, nothing pleases us more than to know our goods have been appreciated and sold, but we regret a shortage at this time more for our clients' sake than our own. A more generous ordering at first might leave a few remnants, but better that than the loss of good new business, carrying with it a healthy profit and retention of custom, and this can only be done by dealers having more confidence in the possibility of expansion, ordering larger quantities of medium and higher grades, which attract new trade and mean profitable returns, ordering and taking delivery early and taking the opportunity to interest a class open at all times to artistic effect.

"We have never yet seen an instance where a wall paper business has failed to respond to intelligent effort on the dealers' part with our line of papers. We emphasize our line because it is the largest and most comprehensive in the market, a line of entirely original patterns, and renewed every year.

"A good feature this year was the marked increase in medium and higher-priced lines, especially ingrain, in which dealers have for years expected a falling off. This year we have sold over double any previous record, which shows the public appreciate its useful qualities, besides, an ingrain lends itself to artistic effect beyond its intrinsic value, and, having confidence in a growing demand for ingrain, we purpose making them a specialty next season and will show a greatly increased range of colorings."

Acting upon these suggestions, dealers should book more liberally next season in this and other standard grades which give profitable returns, and thus avoid the disappointment in many cases this Spring.

A HANDY LITTLE BOOKLET.

During April, M. Staunton & Co. sent out a splendid little booklet—a reliable wall paper chart. It tells how much paper is required for side walls, ceiling and border for most any size room, from a 3x6x8 foot room to one measuring 25x60x18 feet. It also gives some useful and special directions for hanging different papers. It is really a useful book for every man in the trade. The intention is that everyone in the trade should have one. If you have been missed, a post card request will get you one by return mail.

The firm have been sampling some of the new papers in next season's line, and they promise to discount any line that the Stauntons have ever put on the road, and that's

THE
WATSON,
FOSTER
COMPANY
LIMITED

WALL
PAPERS

MONTREAL

WALL PAPER AND DECORATIONS—Cont'd. saying a good deal. The trade will get a look at the complete line about July 1.

A YEAR'S BUSINESS.

M. Staunton & Co. wish to thank their many customers for the liberal patronage with which they have been favored during the season now nearing an end. That the wall papers made by the firm are popular and profitable is evidenced by the large business done—far larger than any previous season. Repeat orders continue to pour in, but the stock on hand is able to stand the strain. M. Staunton & Co. believe they can best show their appreciation of the liberal orders placed with them by making their new line of samples more than ever attractive in all grades. Sampling on the new line is now under way and will be shown in due course by their salesmen, and it will, undoubtedly, merit the approval of the wall paper trade.

NEW DESIGNS IN PAPERS

Most of the newer designs for bedroom paper have been fashioned with an eye to country houses, says The American Stationer, for surely few city houses could boast of bedrooms spacious enough to accommodate the great, glorious roses or poppies that appear on so many of the

newer papers. They are of almost every color, these flowers, and they are arranged in stripes in almost every case. In fact, the first and fundamental law governing paper for the bedroom seems to be that it shows a floral stripe. Huge poppies of red or of lavender, large red or yellow roses, are among the favorites, for the colors are, almost without exception, gay and bright.

The more delicate floral stripes are still to be found in plenty, and with a confirmed following, since, in the selection of wall paper, more than in most things, individual taste will have its way in spite of changes in style. That is true especially as regards the plain paper. It has always been more or less in style, dating back to even the old days when a special border for each paper was a thing unknown. At that time, if a certain paper was selected, there were a few anxious moments on the part of the dealer while he hunted around amongst his assortment of borders to see if he could match one by any chance to the color, let alone the design.

The plain paper bids fair to remain in style, the only difference coming in with the color. Just now the best color is considered to be some one of the soft shades of brown, against which pictures show up to their best advantage, although almost any color goes so long as it harmonizes with the furnishings

of the room. The best plain paper is that with a crepe finish, better than the cartridge paper, because it takes on richer colorings, and rich colorings is a demand of the day in wall papers. To generalize and describe the new wall papers in one brief sentence, one would probably say that they are dark and rich in coloring and large in design. That would about cover the field.

"The most artistic and beautiful of the papers for wall decorations are imported," said a dealer. "To be sure, some of the French papers are quite successfully copied, but it seems all but impossible to reproduce the same rich tones that are found in the darker papers like the tapestry designs. A great feature of the papers for libraries and dining-rooms, where warmth of color is desirable, is the English or French tapestry design, copied from old tapestries with all the original wealth of hue, so that the effect is nearly perfect.

"For some unknown reason the American attempt to imitate these papers is never wholly a success, even with all the machinery and the colors brought straight from the other side. A closely covered yet bold arrangement after English tapestries shows the fleeing stag, the pursuing pack and all other details of the chase."

The more expensive papers are printed by hand, in contrast to those that receive



WALL PAPERS

Does Your Stock Need a Little
Sorting?

Our stock is in good shape now, but at the rate orders are coming in we can't make promises on it too far ahead. You'd better not delay ordering. We've a splendid line of Gilts, Ingrains and Tapestries, and if you've a customer that is hard to please send to us for special samples to make a selection from.

M. STAUNTON & CO.,
MANUFACTURERS.

TORONTO.

their patterns from a machine. In the hand-work each of the colors, except, of course, the background tone, is put on separately and applied by a hand block. The process gives that clear-cut appearance by which the flowers, for instance, seem to stand out from their surroundings. Some of the most beautiful of the drawing-room papers are those with delicate-hued flowers against a white background with the more antique effect. Heavy gros grain white silk may be the suggestion offered by another paper, where the dainty blues, pinks and yellows in which French papers revel, appear in an ascending strip. Still a third shows a satiny background in such perfect imitation that the eyes are well deceived.

But not even all the parlor papers are light and airy. The return to dark colors has made a dark toned red paper, red in the background, a still deeper and more velvety red in the floral design, a favorite. The heavy embossed papers, which are the most expensive of all, show a marked preference for rococo designs, although conventionalized patterns are no mean seconds.

The more you study the subject the more reason you will find for rejoicing that modern art has taken up the subject as a fruitful one and has helped to develop wall paper from a conspicuous piece of ugliness to a thing of real beauty. Some of the modern art designs use green and red against a background of white, the natural green of the leaves and the red of the flowers standing out from the green of the stripe.

Many of the very large floral designs are intended for what is known as the "upper third effect," the lower portions of the walls being covered with an unobtrusive paper, and the large roses coming into the frieze. Sometimes the lower walls show a plain striped paper, and in that case the stripe is carried on up and into the frieze, where it meets with the entwining flowers.

Papers finished to look like leather, as well as those finished to look like denim, are not exactly novelties, but they have a steady sort of popularity. These, of course, are extensively used in dining-rooms and libraries.

One of the striking new papers is a most artistic maze of flags in green and red against an ivory ground. Even those who rebel against the large-figured designs are forced to own up to an unwilling admiration for some of the very boldest.

The Qu'Appelle Drug and Stationery Co. Qu'Appelle, N.W.T., has gone out of business.

Miss Aurelia Patty, dealer in stationery and fancy goods, Ottawa, has opened a branch on Dalhousie street.

A DEPARTMENT STORE'S BOOK COUNTER.

A New York Authority on How it is Run

AS the regular dealer suffers from the competition of the department store, it will interest him to know the principles on which this competition is based. An authority in New York has just published an account of the book counter in the modern department store. There may be some hints for live Canadian dealers in it. He says.

"The bookstore should be prominently and conveniently located. Its shelves and aisles and counters should not be cramped for room. Its customers must have full opportunity to examine what is offered and seek what they desire. Classification and arrangement should be carefully studied. The poems, the fiction, the standard reading should all have their fixed places.

"Two thousand dollars is sufficient to invest in a book department at the start. This will provide a splendid line of standard reading in miscellaneous bindings and at various prices. It is best to steer clear of flimsy and tawdry bindings. While they may at first prove popular at the price, in the long run they do not prove a good investment. Good customers would rather pay a trifle more and be better pleased. Provide a line to sell at 15c., another at 25c. and one at 50c. This will give you a selection of choice literature which will include most of the standard titles. Do not buy too heavily of poetical works, but make sure the copies you do buy are complete.

BUYING NEW BOOKS.

"Your best efforts, however, should be directed towards a generous supply of the new books as they appear. This is the most arduous task of book-buying. You must be careful and conservative. Authors write, apparently, by machinery nowadays, and new books are turned out in constantly increasing numbers. Hence the buyer must make himself thoroughly posted.

"Read carefully the reviews in the best literary publications—you will soon gather a clear idea of what will sell. If a book seems destined to enjoy a phenomenal run, buy plenty of copies, as quantity very frequently regulates the price. Here is where comes in the advertising afforded by a book department. Sell such publications at cost or only a trifle above cost. The bookman who sells \$1.50 publications at 90c.—popular successes, such as 'David Hurum,' for instance—naturally creates the impression that his store is a very desirable one at

which to trade. Such offerings will attract the better and wealthier element, who you will find are good to tie to, especially around the holiday season, when their book purchases are heavy.

SALESPeOPLE MUST BE POSTED.

"Your salespeople should be thoroughly conversant with the merits and demerits of these new publications, in order that they may talk intelligently of their contents. If your salespeople have literary instincts, a love of books and the ability to communicate their own enthusiasm, your department will thrive and grow, with incompetent help you might better ship your books to the Filipinos.

"In the midwinter season, following the holidays, particular attention should be directed toward a general cleaning-up of stock, weeding out the odd volumes and those which have become soiled or injured through handling. This will provide the ammunition for a sale of "soiled books," and will prove a splendid stimulant to what would otherwise develop into a stagnant season.

SUMMER BOOKSELLING.

"Books, like dry goods, have their season. With the birth of the Spring bonnet comes the invasion of the paper novel, so close to the heart of the damsel who lolls in the hammock and basks in the sunshine on Summer days. Let your stock of bound books (barring the new copyrights) run down as low as possible during the Summer months, and give the bulk of your attention to these paper goods. They are trade-winners and money-makers. I have seen 3,000 of them sold in a single morning.

"It is necessary to carry four lines at as many different prices, from the 5c. to the 50c. ones. Many of the copyrighted books are now published in paper at 25 and 50c., and these it is necessary to have if your assortment is to be complete. Limited editions of some of the best books are now published in this form.

"I would not advise the average book department to attempt the introduction of classical literature, text books and the like, though it is well to have at hand a complete list of these for special ordering. The infrequency of the sales in this particular line will not warrant the tying up of any considerable amount of money in them or the expenditure of any of your employees' time.

"There should be a generous supply of

children's picture books and stories for young people. Get the little folks interested in your juvenile literature and your department will soon become popular with their parents.

THE PERIODICAL TRADE

"Do not be without periodicals. In most instances they are returnable to the publishers at cost, and they will attract hundreds to your department every week. People will come to you regularly for the magazines, and learn to come to you for books when they need them.

"Mark your goods at a profit of from 20 to 50 per cent., save in the case of the copyrighted works above referred to. Keep your department scintillating with newness. Move things around every few days. Make a generous use of price tickets and printer's ink. If you advertise a line of books advertise the titles with them.

"If you run your book department right you will find at the end of the first year that no branch of your business has netted you more money in proportion to the investment. You will also find in your book clientele many customers who had not previously been frequenters of your store. Through the treatment accorded them in the department, and through their constant practice of purchasing books of you, they will have become firm friends of the store.

(We disagree with the price cutting spoken of in this article, but otherwise it contains some useful and practical advice.—EDITOR BOOKSELLER AND STATIONER.)

TRADE AND PERSONAL.

R. T. Williams, stationer, Victoria, has been succeeded by the Victoria News Co., Limited.

Walter F. Mullen, with Charles F. Dawson, Montreal, has been paying a visit to New York.

E. H. Harcourt, of The Copp, Clark Co. Limited, has returned from New York where he picked up some novelties and specialties for the school opening trade in September.

BEST SELLING BOOKS JUST NOW.

THE ENGLISH STATE

- 1 To Have and to Hold
- 2 Red Pottage
- 3 Janice Meredith
- 4 When Knights Were True
- 5 Richard Carvel
- 6 The Gentleman from Indiana
- 7 Resurrection

ENGLAND

- 1 The Transvaal from Within
- 2 Forty-one Years in India
- 3 Roberts (Lord) Life
- 4 Butler (Sir R.) Life
- 5 Impressions of South Africa
- 6 From Sea to Sea

NEW CANADIAN COPYRIGHTS

Registered at Ottawa between April 4 and
May 2, 1900

Compiled for BOOKSELLER AND STATIONER

11267. Drink and Drudgery. Two Social Sins. By Frederick L. H. Sims, Weston, Ont.

11268. Coupon de Prime. Alphonse Gelinus, Ste. Anne de la Perade, Que.

11269. Sons Across the Sea. Patriotic Song. Words by Louis B. Butler and Charles D. Bingham. Music by Gustave Chanoir. Anglo American Music Publishers' Association, Limited, London, Eng.

11270. The Cause of it All: Oom Paul Kruger. Illustrated Envelope. George Alfred Lowe, Toronto.

11271. First Mounted Review of Strathcona Horse at Ottawa, Ont., March 7, 1900. Photo: No. 59113. Steele & Co., Winnipeg.

11272. The Monterey Leaving Halifax with Strathcona Horse for South Africa, March 17, 1900. Photo: No. 59180F. Steele & Co., Winnipeg.

11273. Special Contract with Travelers. Form. J. L. Nichols & Co., Toronto.

11274. The New Laws of Employers' Liability in England and France By Frederick Parker Walton. C. Theoret, Montreal

11275. By Way of the Wilderness. By "Pansy" (Mrs. G. R. Alden) and Mrs. C. M. Livingstone. Wm. Briggs, Toronto.

11277. Lightning Coal Sales Book. (A) Arthur Miville Dechene, Montreal.

11277. Lightning Coal Sales Book. (B) Arthur Miville Dechene, Montreal.

11278. Perpetual Calendar. Central Machine Works, Toronto.

11279. Art Metal Office Construction. The Eclipse Office Furniture Company of Ottawa, Limited, Ottawa.

11280. The Waters of the Great Magi Caledonia Springs. Book. The Grand Hotel Co., Caledonia Springs, Ont.

11282. The Correct Measure. Chart and Scale. Signard Maxime Beardoin, Montreal, and Prosper Alfred Bissonnet, Stanstead, Que

11284. Guide Map of Rossland, British Columbia. R. E. Young, Rossland.

11285. Herd of Buffaloes in the National Park, Banff, Northwest Territories, Canada. (Photo marked A.); Joseph Rouer Roy, Ottawa.

11286. Herd of Buffaloes in the National Park, Banff, Northwest Territories, Canada. (Photo marked B.) Joseph Rouer Roy, Ottawa.

11287. Herd of Buffaloes in the National Park, Banff Northwest Territories, Canada

(Photo marked C.) Joseph Rouer Roy, Ottawa.

11288. Montreal. Marche-two step. Par Jean Julien Clossey. Albert Turcotte, Montreal.

11289. General Sir George Stewart White, V.C., G.C.B. (Picture.) Joseph C. Clarke, Toronto.

11291. Joan of the Sword Hand. By S. R. Crockett. (Book.) Ward, Lock & Co., Limited, London.

11292. Second Charlottetown Detachment who Volunteered for Service with the Canadian Contingent for the War in South Africa. (Photo.) George H. Cook, Charlottetown, P.E.I.

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