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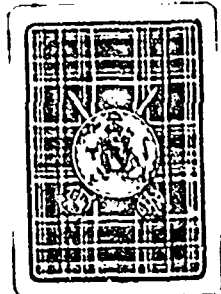
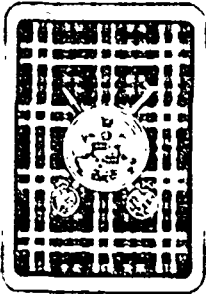
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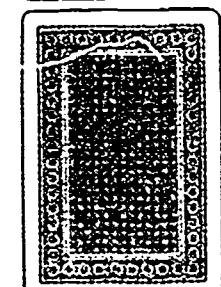
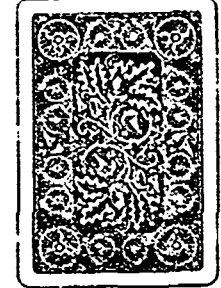
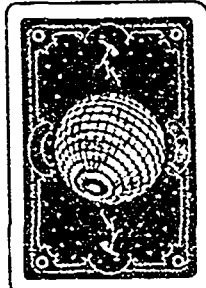
TO THE TRADE

Ask the Travellers to show you

GOODALL'S

PRIZE MEDAL

Playing Cards

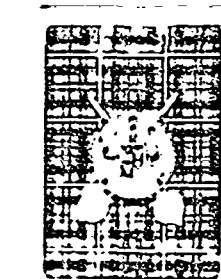
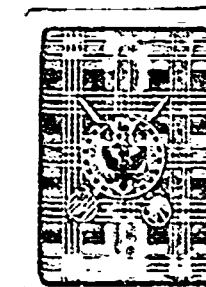


**21 new backs for
this season**

*Handsomely Boxed, and Gilt
Edges*

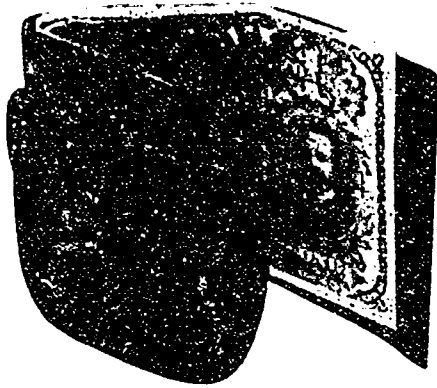
SOLD BY ALL JOBBERS

Aubrey O. Hurst, 24 Scott St., Toronto



Fancy Leather Goods

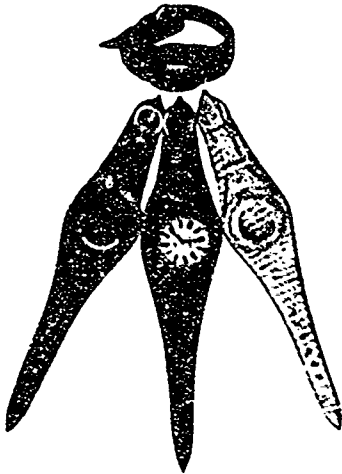
FOR
Holiday Season



A full Line of Leather Goods suitable for Holiday Trade

CONSISTING OF

- LADIES' HAND BAGS
- LADIES' CARD CASES and PURSES
- MEN'S POCKET BOOKS, BILL BOOKS
- MEN'S CARD CASES and LETTER CASES
- WRITING PORTFOLIOS
- CIGAR CASES and TOBACCO POUCHES
- WATCH BRACELETS
- COLLAR and CUFF CASES
- BILL FOLDS and COIN PURSES
- MUSIC ROLLS and CASES
- PLAYING CARD CASES
- BLOTTING PADS



A NEW LINE

Now that the public have become somewhat satiated with *Cloth-Finished Stationery*, the tendency is to return to the ever popular *Parchment Finish* and to meet this demand we are now offering our

BRITISH PURE WHITE PARCHMENT

This paper has a most delightful writing surface and is made in the popular shapes and sizes with envelopes to match

STAPLES

This is the month to look after your stock of staples. We select our staples for quality.

THE BROWN BROTHERS, LIMITED

Manufacturers of Fine Leather Goods

51-53 West Wellington Street

Toronto

Exhibition

When you are here taking in the Exhibition we cordially invite you to visit our new factory

We would like to make the personal acquaintance of many of our customers during the coming exhibition season.

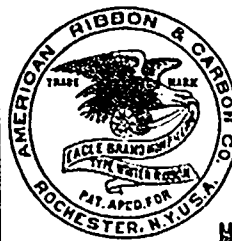
Use our office as if it were your own. Do your corresponding, telephoning and all your work from here. In fact make it your business home.



YOUNG BROS.

Manufacturers of Fancy Goods

107 and 109 Church St., TORONTO



WE ARE
THE
ORIGINAL
MANUFACTURERS



OF

Non-Smutting Hard Surface Clean Carbon Papers

We have had many imitators but not one has ever succeeded in approaching the Standard of Excellence maintained by the

Eagle Brand Onion Skin Finish Carbon Paper

and the

Eagle Brand Non-Filling Type- writer Ribbon

They have an Established Reputation for Cleanliness, Durability and Perfection of Results. Samples on application.

Our Trade Marks are fully protected by letters patent No. 11,626 and by assignment of letters patent No. 11,001. Infringers will be prosecuted.

American Ribbon & Carbon Co.

211 MILL STREET

ROCHESTER, N.Y., U.S.A.

MAKE
—
THIS
—
YOUR
—
HEADQUARTERS
—
DURING
—
FAIR

LET
—
US
—
BUY
—
YOUR
—
PARCEL
—
OFFICE
—
& WAITING
—
ROOM

Just Opposite The Union Station

No. 156 Front Street West is the location of our new mammoth warehouse.

It is in every way the most up-to-date in its appointments of any building in Canada in this business.

Our bright new sample rooms are replete with a most complete range of

HOLIDAY GOODS

*Dolls
Toys
Games
Sleighs*

*Fancy Goods
Presentation
Cases
Jewel Boxes
Albums*

*Chinaware
Glass Vases
Brushes
Purses
Pipes*

and a most comprehensive assortment of Staple Lines.

There will be no opportunity more favorable for selecting these goods than during Exhibition.

There is no place you can do so much work without loss of time or comfort as in our sample rooms.

We are Always at Your Service

THE FANCY GOODS COMPANY OF CANADA

156 Front Street West, TORONTO

LIMITED

The Berliner Gram-o-phone



The Victor Talking Machine

An Important Epoch in the History of Talking Machines

has been reached. By an agreement, just completed, we have arranged to act as **sole distributors** in Canada for the Victor Talking Machine Co. We shall carry a full stock of their machines in all sizes, also a complete selection of 7 10 and 12 inch records made from their original matrices, and under their **exclusive license**. This will enable us to offer the famous "Red Seal" Records in this country for the first time. Records by the following celebrated singers and musicians, most of whom are under contract to make records **only** for the Victor Company, have already been made:

Caruso
Crossley
Kubelik
Campanari
Scotti

Meiba
Kristman
de Lucia
Gadski
Calve

de Lussan
Plancon
Homer
Nuibo
Blass

Sembrich
Tamango
Journet
Powell
Juch

We have also just published a series of Records of the Gregorian Chants made by the Choir of St. Peter's, Rome, by special permission of His Holiness the Pope. We shall be in a position to fill orders for Victor Machines promptly on September 1st.

We will continue to make and publish the Berliner Gram-o-phone and Records regularly as before and they will—as always—be **made in Canada**. Prices from \$15 to \$65 retail. Liberal discount to the trade.

The bookseller and stationer now has a splendid opportunity for building up a regular business in Records, as every one owning a Machine **MUST** buy Records for it. We have a proposition which will interest YOU. Send for it NOW.

The Berliner Gram-o-phone Co. of Canada, Limited

2315 St. Catherine St. - Montreal



THE EUREKA
SANITARY
Copying Cloth Bath

MADE IN TEN SIZES.

No Cranks, Springs, Rollers or other Machinery to get out of order.

RAPID,
SIMPLE,
DURABLE,
CONVENIENT,
CHEAP.

Showing how the composition is molded on and through wire net, which makes cover unbreakable

Saves Time—Health—Annoyance. Holds from 1 Dozen to 1,000 Cloths. More EUREKA Baths in use than all others combined.

Gives More Profit to Stationers Because Most Satisfactory and Has Largest Demand.

CANADIAN STATIONERS SHOULD WRITE FOR INFORMATION AND PRICES OF OUR PATENT SELVEDGE EDGE GRAY COPYING CLOTH & MARVELOUS SELLER

All points in the construction of the "Eureka" are covered by letters patent, and infringers and patrons of infringers will be prosecuted to the fullest extent.

THE EUREKA BLOTTER BATH CO.
6217-6219-6221 Wentworth Ave., CHICAGO, ILL.

Why Teach the Children

Loyalty to this Canada of ours and then destroy the impression by furnishing them with foreign-made school supplies ?

"JAPANESE"
Brand

Writing Inks

ARE { MADE IN CANADA !
EQUAL TO ANY !
CHEAPER (There's a Reason) !
EASIEST TO SELL !
ATTRACTIVELY PUT UP !

Remember our NEW ADDRESS for school opening orders

THE COLONIAL INK CO., LIMITED
HAMILTON, CANADA



M. & V. Quality



In comparison with others represents the "Eternal Fitness" in all things pertaining to

Typewriter Ribbons and Carbon Papers

EUREKA AND M M YELLOW BOX
TYPEWRITER RIBBONS

Highest Examples of Perfection for the Ribbon "Epiouro."

WORLD STANDARDS
Progress, M. M., Eureka,
SILK-SPUN,
Mitvol, Competitor, Gallinipper.
TYPEWRITER CARBONS

Our Western Agents, CARTER & ALLEN, are prepared to supply the trade in their territory at equal advantage with ourselves.

MITTAG & VOLGER

Sole Manufacturers,
FOR THE TRADE ONLY.

Principal Office and Factories, Park Ridge, N.J.

NEW YORK CITY,
Stewart Bldg., 280 Broadway
CHICAGO, ILL.,
108 La Salle Street.
LONDON, 4 Queen Street.
PARIS, 21 Rue Du Temple.

HIGGINS' INKS AND ADHESIVES

ORIGINAL GOODS OF THE HIGHEST MERIT ONLY

THE STANDARD LIQUID DRAWING INKS OF THE WORLD
HIGGINS' AMERICAN
DRAWING INKS

BLACKS &

COLORS

As the result of twenty-five years of deep and careful thought devoted to their origination and improvement, these inks have long since attained that well-balance of qualities that is summed in the word **PERFECTION**. There is always that indefinite "something" about a perfect article that is impossible in the shoddy or imitation, and that "some-



thing" is always due to genius, never to accident. Thousands of continuously satisfied daily users throughout the civilized world testify to the never-failing high standard of the **HIGGINS DRAWING INKS**. They are allies ever to be depended upon in the most critical lines of work, whether **ARCHITECTURAL, MECHANICAL** or **ILLUSTRATIVE**.

FOR SALE EVERYWHERE.

RETAIL PRICES

1/4 oz
1/2 pint

.....\$.25 | Pint.....
..... 2 00 | Quart.....

\$3.75
7.00

HIGGINS' OFFICE PASTE



A beautiful article for home, office and school use, and thus necessarily adapted for the Stationery Trade. It will sell itself fast and abundantly.

This paste is unique in that it is semi-fluid or midway between a fluid and also a non-fluid or set paste. It hence has the advantage of both, in that it is fluid enough to be easily spread, and non-fluid enough to avoid drying or setting. This is a very difficult combination to produce in a paste, but it is done perfectly in this article, and hence it is never necessary to add water to it to soften the paste and brush, it being always ready for immediate use without any preparatory manipulation.

It is pure and recent white in color and of soft and fluent consistency and hence spreads with great ease and smoothness. It catches quickly, dries quickly, has great adhesive strength, and does not warp or sink through the paper.

It is a very superior article, non-corrosive and never molds or grows in clear and sweet, and has many advantages over fluid pastes.

Put up in a unique manner, combined with application with extreme utility. The jar or bottle of clear white glass has a wide mouth, and the brush holder is of the same material, and is fitted with the novel brush holder shown, which holds the brush in horizontal position until the paste is to be used, when the brush is passed up through the cap ready for use. The brush is adjustable in the cap, so that no excessive mass of paste need be lifted thereon. It is in all a useful, ornamental and necessary article for any desk.



RETAIL PRICES

4-oz. size, 15 cents

8-oz. size, 25 cents

1/2-gal. Jar, \$1.50

Gal. Jar, \$2.75

THE HIGGINS' INKS AND ADHESIVES are in a class by themselves. They are the best goods that original thought, conscientious workmanship and sustained high ideals can produce. They are largely imitated but never equalled. They give unsurpassed satisfaction to consumers and dealers, and every unit is backed by our absolute guarantee. SEND FOR TRADE PRICE LIST AND DISCOUNTS.

CHAS. M. HIGGINS & Co.,

Originators and **INKS AND ADHESIVES**
Manufacturers of
NEW YORK, CHICAGO, LONDON

Main Office: 271 Ninth Street | BROOKLYN, New York

Factory 240-244 Eighth Street

U. S. A.

HIGGINS' INKS AND ADHESIVES

ORIGINAL GOODS OF THE HIGHEST MERIT ONLY

The Seven
Stomachs of a
Camel



Higgins' Eternal Ink
IS "IT" IN EVERY
RESPECT.

not to speak of its long and thirsty neck, never wished for the
oasis spring more than cultured man has for a true Black
Writing Ink.

It is guaranteed true black, free-flowing, non-corrosive, and
proof to age, air, sunshine, chemicals and fire. It is a revival
or descendant of the everlasting writing inks of the Ancients,
and is worthy of its ancestry. Good for plain and fountain pens.



Nothing is more beautiful in pen writing than the appearance of a true black writing
ink on a dead finish unglazed surface, such as all fine correspondence papers have to-day.
If you carry a line of such stationery you can sell HIGGINS' ETERNAL INK with every sale.



RETAIL PRICES

2 oz. Bottle, full capacity...\$.10 | Pint bottle, full capacity...\$.60
1/2 pint bottle, full capacity .35 | Quart bottle, full capacity 1.00

HIGGINS' PHOTO-MOUNTER

Always the most widely advertised and best known of all pastes in the Photographic and Stationery Trades,
and the acknowledged standard article.

RETAIL PRICES

3 oz. Jar.....15 cents | 14 oz. Jar.....50 cents
6 oz. Jar.....25 cents | 1/2 Gal. Jar.....\$2.00
Gal. Jar.....\$3.50

THE STATIONERY, ARTISTS' MATERIALS, PHOTO SUPPLIES and other grades can carry no more satisfactory goods
Novel in quality, appearance and standard, their position is unique. They create and foster trade wherever shown.
BEND FOR TRADE PRICE LIST AND DISCOUNTS

CHAS. M. HIGGINS & Co.,

Originators and
Manufacturers of **INKS AND ADHESIVES**
NEW YORK, CHICAGO, LONDON
BROOKLYN, New York
U. S. A.

Main Office: 271 Ninth Street }
Factory: 240-244 Eighth Street }

DAVIDSON

LONDON, ENGLAND

Represented in

The choicest words from Webster's Dictionary would be inadequate to describe the beautiful lines of Christmas Cards and Calendars we have ready for the coming season.

OUR QUICK-SELLING LINES OF



FIVE CENT AND TEN CENT CALENDARS



have never been approached by any other publisher. The demand keeps us working overtime just now, but any orders *you* place with our agents in Canada will have attention without any waiting.

The engravings shown here, give but a faint idea of the attractiveness of these dainty calendars. They are cut out shapes, embossed, mostly 3 drop, and have the look of a 25-cent article.

Get hold of our sample books and see just what we're talking about.

The Copp Clark Co., Limited, have samples of everything we publish.



BROTHERS

Canada by COPP CLARK Co., Limited.

1906 Line of CHRISTMAS CARDS

These are rare Beauties. The leaders are

Celluloid, Embossed and Hand-Painted

Most lovely goods nothing like them before. The colouring of the flowers, figures and landscapes is perfect. Each card a work of art. Just advise the Copp, Clark Co. that you want to see 'em.

PICTURE POST CARDS

Here's where we *do* shine. The Davidson series is rich in comics by such artists as *Tom Browne*, *John Hassall* and *Dudley Hardy*. There's not a poor seller in the lot—none but what your most particular post card buyer would be glad to put his money down for.

Besides comics, we have thousands of landscape subjects, actresses and celebrities—all done in our own works in England. No German goods.

SOLE AGENTS IN CANADA

THE COPP, CLARK CO., Limited
TORONTO.



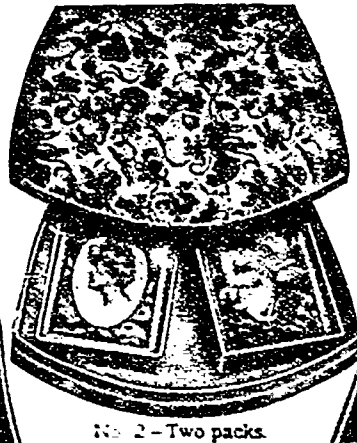
New 1905 backs Congress Playing Cards

It pays dealers to handle and display these cards—they are so beautiful that they sell readily among people who have heretofore bought only cheap cards.

Initial Series—All letters of the alphabet—stylish color combinations and gold.

Pictorial Series—Dozens of reproductions of original paintings in colors and gold.

Club Series—Conventional white margin backs, printed in gold and colors.



A
New
feature.



Congress Cards in fancy boxes
for the 1905 holidays

Sold by Canadian jobbers, or write

The U S Playing Card Co., Cincinnati, U. S. A.

MADE IN U.S.A.

Waterman's Ideal Fountain Pen

This Fountain Pen is the standard writing instrument of the world, everywhere known and recommended by experts to be the best. It excels in simplicity of construction, in the quality of the materials used, and in perfection of workmanship. The most important feature is the improved Spoon Feed, which conducts the ink from the reservoir to the gold pen with absolute uniformity and certainty, and without danger of blotting. Holders are made in a great variety of styles and sizes, and prices are given for pens and holders complete, with an ink filler and a box to hold them.

The Ideal Clip Cap is adapted only to the cone shaped caps, Nos. 12 to 18.

The Ideal Clip Cap is made of German Silver. Cost 25c. extra.



The price of the German Silver Clip and attaching it to any size caps but 25c. extra.

We make on order, Solid 14kt. Gold Caps, 22ct. Rolled Gold, Pure Silver, Sterling Silver, etc.

STRAIGHT HOLDER Gold Mounted, Chased		TAPER CAP- HOLDER Plain, Chased and Mottled		CONE CAP- HOLDER Gold Mounted, Chased		CONE CAP- HOLDER Plain and Mottled		CONE CAP- HOLDER Silver Filigree with Name plate		CONE CAP- HOLDER Chased or Mottled		TAPER CAP HOLDER Gold Mounted, Chased	
No.	Net	No.	Net	No.	Net	No.	Net	No.	Net	No.	Net	No.	Net
2	\$1.50	22	\$2.50	12	\$1.50	12	\$1.50	12	\$1.50	12	\$2.50	22	\$1.50
3	4.50	21	1.50	11	4.50	14	4.00	12	2.00	11	1.50	21	4.50
4	5.00	24	4.00	14	5.00	16	5.00	14	7.00	14	4.00	24	5.00
5	6.00	25	6.00	15	6.00	17	6.00	15	8.50	15	5.00	25	6.00
6	7.00	26	6.00	16	7.00	18	7.00	16	9.50	16	6.00	26	7.00
				17	8.00	18	8.00	17	11.00	17	8.00		

These engravings are the actual size of the Fountain Pens, taking a No. 4 gold pen. The same patterns are made in other sizes, as shown in the price list. The unit figure used in the number of a holder indicates the size of the gold pen which it contains.

Catalogue, fully descriptive of the line, sent upon request. Method of doing business—by insuring the retail prices—protects the dealer against loss.

L. E. WATERMAN COMPANY OF CANADA,

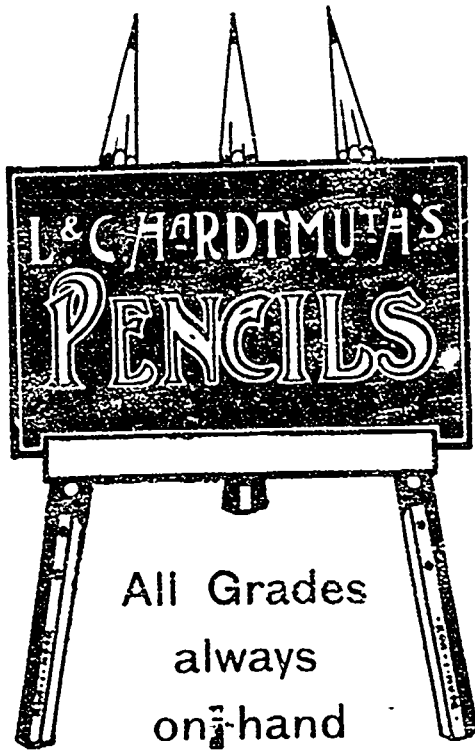
136 St. James Street, - MONTREAL. LIMITED

Importers of Koh-I-Noor Pencils. (See next page.)

NEW YORK, LONDON.

OUR STOCK OF

"Koh-i-noor" and "Mephisto" Pencils



is naturally the largest and most completely assorted in this country. L. & C. Hardtmuth, of Koh-i-noor fame, of London & Vienna, handle Waterman's Ideal Fountain Pens in Europe and we handle L. & C. Hardtmuth's pencils in this country.

For this reason we carry a more complete line than has ever been carried heretofore. For instance, we have:

"KOH-I-NOOR" DRAWING PENCILS in seventeen different grades, to say nothing of

"KOH-I-NOOR" COPYING, ACCOUNT BOOK, SHORTHAND, and the same wide range of

"KOH-I-NOOR" ARTISTS' PENCILS and Pocket Sundries.

PLIABLE RUBBER in eleven different sizes of either **PINK** or **GREY,**

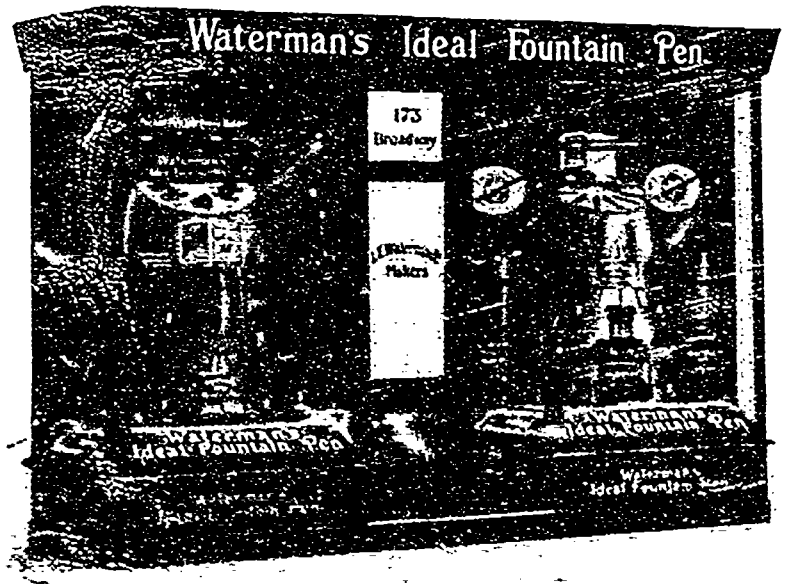
"MEPHISTO" PENCILS in three different styles and five different colors as follows:

- 73B. Violet, Blue, Black, Green or Red.
- 77. " with Red mouthpieces.
- 73C. " with point protector (carded).

Advertising matter, such as Plush Signs with mounted pencils, Art Book-lets and other such handsome material as is turned out by the Hardtmuth firm, and imported by us for the benefit of our customers.

We make prompt shipments and supply you liberally with advertising matter.

We have a few miniature window displays like the cut shown, which we will loan to purchasers of pens and pencils. The size of this little model Store is about 28 inches wide by 18 high, finished in mahogany and gold and fully equipped.



MINIATURE

L. E. Waterman Company of Canada, Limited

No. 136 St. James St., Montreal

New York

London

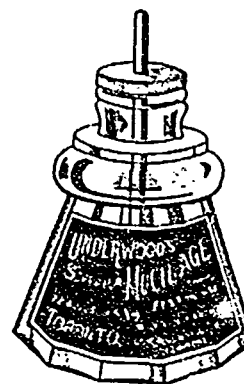
Manufacturers of the

Waterman Ideal Fountain Pen

Underwood's Writing Inks.



**Quality
Permanence**



**Fluid
Non-Corrosive**



JOHN UNDERWOOD & CO.

90 Richmond Street East, Toronto

WATER COLOR CRAYONS

Nos. 1035, 1040
Contains Seven Standard Colors

RED, ORANGE, YELLOW, GREEN
BLUE, VIOLET AND BLACK.

THEY ARE THE BEST MEDIUM
FOR TEACHING COLOR WORK IN
SCHOOLS.

CAN BE USED WET OR DRY
WITH EQUAL EFFECT.

They retail at 10 cents per box.

WATER COLOR PAINTS

OUR NEW METAL BOX
No. 4050

WILL GIVE MOST SATISFACTORY RESULTS IN
SCHOOL WORK.

CONTAINS FOUR CAKES AS FOLLOWS:
2 MINERAL YELLOW, 1 ULTRAMARINE, 1 CARMINE,
2 CAMEL HAIR BRUSHES AND INSTRUCTIONS FOR COMBINING THESE COLORS TO PRODUCE ALL OF THE PRIMARY COLORS AND OTHER SHADES.

Retail at 25 Cents per Box.

WRITE FOR SAMPLES

THE AMERICAN CRAYON CO.
Sandusky, Ohio, and Walpole, Mass., U. S. A.
Special Discount to Schools.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.

Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893, and Province of Quebec Exposition, Montreal, 1897.

Standard Commercial Works.

Matte's Interest Tables.
At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, \$3.00.

Matte's Three Per Cent. Interest Tables.
By the same author. On fine toned paper and strongly bound. Price, \$3.00.

Hughes' Interest Tables and Book of Days combined.
At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum by CHARLES M. C. HUGHES. Price, \$5.00.

Hughes' Supplementary Interest Tables.
Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ½, per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ½, per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ½ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ½ per cent. rates. By CHARLES M. C. HUGHES. Price, \$2.00.

Hughes' Interest Tables.
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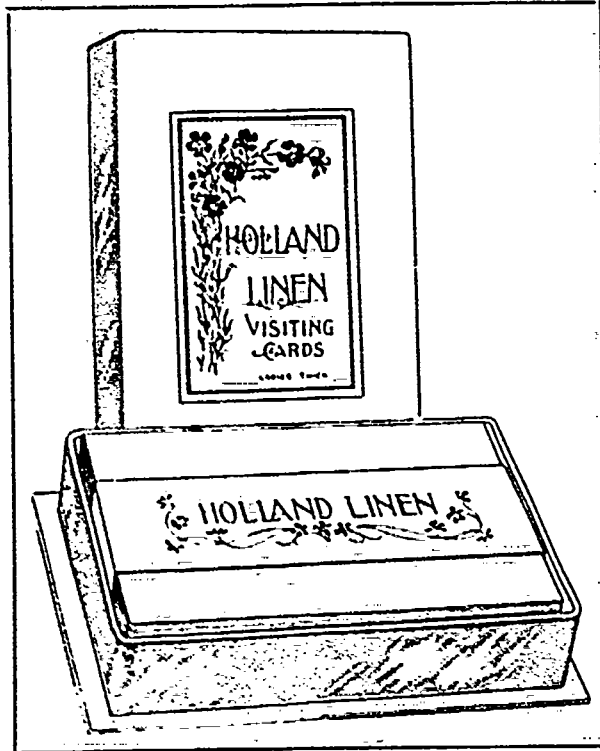
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No. 8.

BOOK PUBLISHING IN CANADA

By Arthur Conrad.



FEW books are entirely published in Canada, including in the term, published, the setting-up of the type, the printing of the sheets and the binding of the volume. Apart from a score of books that are got out at the author's expense, some subscription books and a miscellaneous assortment of law books, school books, almanacs and year books, there are but few entirely Canadian productions. This condition of

affairs is perfectly natural, when it is remembered how comparatively small a circulation the average book runs up in this country. To go to the expense of setting, printing and binding a book, which will sell less than a thousand copies, would run the publishers into debt, and a sale of about that many is as much as can be expected from the average novel.

Securing Canadian Editions.

The method usually employed by Canadian publishers is to eliminate the heavy expense of composition and printing and to purchase sheets already printed. The greater portion of novels sold in this country as Canadian editions come in this way, and though there is a duty of twenty per cent. on sheets, yet it is found a fairly profitable method. The English or American publisher, printing an edition of 10,000 can sell 500 sheets to a Canadian publisher at a low enough rate to make it worth his while to import and bind the book.

Another method occasionally resorted to is to import the bound books. On these there is only a duty of ten per cent., and the foreign publisher arranges for the Canadian firm's imprint both on the title page and on the back of the book. It would seem that this plan would be preferable to that by which the sheets are imported, but this is not the case, owing to the difficulties raised on the subject of royalties between the author and the foreign publishers.

A third method is that by which the Canadian publisher secures a loan of the plates from which the book is printed in the United States. The copyright law makes it possible for him to bring in these plates, use

them here and ship them back. Occasionally the Canadian publisher buys the plates outright.

Three-Fourths From U. S.

At a rough estimate, three-fourths of the Canadian editions of popular novels come in from the United States and one-fourth from England, while the larger proportion are imported in sheet form. Owing to the thickness of the paper on which colonial editions of English novels are printed, they are not so suitable for binding up here as are the American editions. The Canadian publisher takes on an average from 500 to 1,000 sheets of the ordinary novel, though frequently he will take only about 250 sheets. His profits depend largely on what he has over after the sale of any one novel is closed. Thus, if he sells pretty close up to the extent of his edition, he is likely to make a fair profit, whereas if he has over-estimated the market, he stands to lose.

Some authors are always a profitable investment. A book like "David Harum," of which 31,000 copies have been sold in Canada, is excellent property. Ralph Connor's books sell up in the tens of thousands. But there are other authors whose books sell by the thousand, and yet profits on the sale of their books are very meagre. This is owing to the heavy royalties which have to be paid them. Sir Gilbert Parker and Marie Corelli fall under this head.

It may be asked whether the English or American publisher, from whom books or sheets are purchased by a Canadian publisher, does not sometimes compete in the Canadian market. As a rule no agreement is made between the two publishers, but it is tacitly assumed that the American publisher will not interfere with the Canadian market. The duty for one thing keeps him out, and besides this the average American book is more expensive than the Canadian book. In the United States the ruling price for a cloth-bound volume is \$1.50. In Canada the ruling price is \$1.25. In the case of the English edition, it is found that usually by making arrangements with the New York publishers, the Canadian publisher can forestall the edition from across the seas by several weeks.

On the Increase.

The number of books being published in Canada is on the increase. In novels there has been a marked growth.

During the first six months of 1901 there were 61 novels published in Canadian editions. Over the same period of the present year the number was 68. In other departments there has been a similar increase.

Publishing in Montreal.

Montreal to-day, except in the French branch of the trade, cannot be classed as a remarkable publishing centre. Few books bear a Montreal imprint, as it has been found impossible to make such ventures pay, with the noted exception of many beautiful guide and view books, as well as in the school book line, in which E. M. Renouf is the important factor. F. E. Grafton & Sons still remain prominent in tourist publications. French publishers are headed by Librairie Beauchemin, Limited, and Beauchemin & Fils, whose books embrace a wide range of subjects and find a ready market. The branch of the trade has kept steady pace with the growth of Montreal and the province. Compared with the days when the Dawsons and

the book department, the offices were divided and a book steward, into whose hands the charge of the management of the business was placed, was appointed. Many eminent men have since held this important position.



Rev. Wm. Briggs,
Canada's Veteran Publisher.

later Foster Brown and Devsdale were noted publishers, the trade to-day is of small importance. The opportunities have diminished from year to year.

The following firms make up the list of Canadian publishers of books in the English language:

Methodist Book and Publishing House.

It is away back to 1829 that the investigator must go to reach the beginnings of this important publishing business. In that year the late Dr. Ryerson addressed the Methodist Conference and urged the necessity for the establishment of a church newspaper. Permission to raise stock to the extent of \$2,000 was granted, and this amount was soon subscribed. Coincident with the foundation of the Christian Guardian, a small depository for the sale of books was opened, and from this small beginning the present extensive business has grown.

For some years after the enterprise was started, the editor of the Guardian filled as well the position of book-steward, but in 1843, owing to the volume of business in



Edward S. Caswell,
Manager Publishing Department Methodist Book and
Publishing House

Up to 1865, when Dr. S. Rose was appointed book steward, not much had been done in the way of publishing beyond the weekly paper and pamphlets. But about



Ernest W. Walker,
Head of the Wholesale Department Methodist Book
and Publishing House.

this time other papers were started and the publication of bound books was begun.

In September, 1878, the present book steward, the

Rev. William Briggs, was appointed to office. At the time the premises occupied were situated at 78 and 80 King street east, but in 1889, owing to the vast increase in business, a move was made to the large building at Richmond street west, which had been erected especially for the purpose during the preceding year.

As publishers, the Methodist Book & Publishing House have brought out many important works. They have a complete printing, stereotyping and binding plant, and are thus enabled to undertake the publication of fine, large editions. Among the more notable books published by them during recent years may be noted: Morgan's "Canadian Men and Women of the Time," and his "Types of Canadian Women," Tyrrell's "Across the Sub-Arctics," Rond's "Treasury of Canadian Verse," Young's "Public Men and Public Life in Canada," Bryce's "Remarkable History of the Hudson's Bay Company," Morice's "History of the Northern Interior of British Columbia," MacBeth's "The Making of the Canadian West," together

The firm of McLeod & Allen is located on Melinda street, Toronto, and is engaged in the publishing of Canadian editions of leading American and English novels, and in handling, as agents, the publications of several United States houses. They have had remarkable success with the works of George Barr McCutcheon, Louis Tracy and Harold MacGrath, besides many other successful novelists of the day.

The Musson Book Co., Limited.

A publishing house which is steadily moving forward is the Musson Book Co., Limited, with warehouse at 23 Richmond street west, Toronto. The company was incorporated in July, 1901, purchasing the assets of the Musson Book Co., which had been doing business for the previous four years. Mr. C. J. Musson was appointed president and managing director, and Mr. J. H. Charles secretary-treasurer. At first the company occupied 17 Richmond west, but in May, 1903, a move was made to



George J. McLeod



Thomas Allen

THE PUBLISHING HOUSE OF McLEOD & ALLEN

with numerous volumes of verse by the Canadian poets, books of local history, works in biography, science and devotional literature, and a strong list in the popular fiction of the day.

McLeod & Allen.

Enterprise and aggression have brought to the front the two young men who, under the firm name of McLeod & Allen, now occupy a foremost place among Canadian publishers. The partnership was formed in 1901 between George J. McLeod and Thomas Allen. Mr. McLeod had previously conducted a publishing business on his own account at 5 King street west, Toronto, and prior to that had traveled in the United States for Rand, McNally & Co., and the United States Book Co. Mr. Allen occupied for several years a position on the traveling staff of the Methodist Book & Publishing Co., Toronto.

the larger premises now occupied. The building was still further extended last year. Business has increased steadily. Each year up to 1901 the advance was over twenty-five per cent. Last year the increase was fifty per cent.

In addition to the regular jobbing trade in fiction, church books, and church and Sunday school requisites, the Musson Book Co. are Canadian representatives for a number of English and American houses, including S. W. Partridge & Co., London, Wells, Gardner & Darton, London, S. P. C. K., London, Walter G. Wheelert & Co., London; Alexander Moring (De la More Press) London, Brimley, Johnson, Ince, Limited, London, Henry J. Drane, A. H. Bullen, Gibbing & Co., all of London, Gowans & Gray, Edinburgh, T. N. Foulsh, Edinburgh, the Dodge Publishing Co., New York, David McKay, Philadelphia, the Geo. W. Jacobs Co., and John C. Winston (International Bible) Philadelphia, Frederick J.

Drake, Chicago, Grosset & Dundas, New York, H. J. Kilner & Co., Philadelphia

The Musson Book Co published about 300 different books last year, most of which were cloth books. They

Morang & Co., Limited.

The beginning of the business of Morang & Co. may be dated back to the establishment of an agency in Canada, by the D. Appleton Co., of New York, about 30 years ago. Later Mr. George N. Morang became the manager and built up a large connection throughout Canada. Subsequently he took over the business himself, and finally established the house of Morang & Co. At first Mr. Morang confined his attention largely to the publication of the lighter kinds of literature, but he soon became convinced that several important fields of publication had been neglected. Among these was the publication of text-books for the public and high schools of Canada equal to those used in either Great Britain or the United States. An educational department was at once organized, and the issuing of texts begun. Beginning with only one book authorized for public school use, three years ago, Morang & Co. can now point with pride to a list of twenty-five text books, all of which are now authorized for use in either the public or high schools of one or other of the Provinces of Canada.



Charles J. Musson,
President and Manager of The Musson Book Co.,
Limited

make a specialty of cook books, of which they have several excellent volumes. At present they are bringing out a log book, a book of interest tables, and a ready reckoner, which are meeting with a wide demand.



George N. Morang,
Founder and Head of Morang & Co., Limited.



J. H. Charles,
Secretary-Treasurer of The Musson Book Co., Limited.

But this was only one venture. Perhaps the greatest achievement of the firm, and one which ranks it at once with the great publishing houses of the world, has been the successful launching of the "Makers of Canada" series, a work which has achieved an international reputation. This great enterprise was projected by Mr. Morang many years ago, and is now, after much thought and energy expended, being carried to a successful issue.

The house has also most valuable connections both in Great Britain and the United States, enabling them to deal directly with the leading publishing houses in these two countries. The entire list of the MacMillan Co., of New York, is carried, and the business with this firm has more than doubled since their agency was handed over to Morang & Co. The medical works, subscription books, and standard sets of some of the most important houses in the United States and Great Britain are also sold by this firm. Within the last six months a very gratifying connection has been opened up with the firm of T. C. and E. C. Jack, the well-known publishers of Edinburgh and London.

They have recently appointed Mr. F. W. Port to the management of their London office. Mr. Port has had 23 years' experience with Eyre & Spottiswoode, and will look after the publication of the company's hymn and prayer books, etc.

The Oxford Press.

At 25 Richmond street west, Toronto, is situated the Canadian branch of the Oxford University Press, under the capable management of Mr. S. Bradley Gundy. The branch was opened on August 10, 1901, with a large stock of the Bibles, prayer books, hymnals, and other publications for which the Oxford Press is justly famous. At the same time arrangements were made whereby all the publications of the Fleming H. Revell Co were to be handled in Canada by the Oxford Press.

Mr Gundy has had a lengthy connection with the book business. He entered the employ of W. J. Gage & Co. in 1881, when only fourteen years of age, and three years later he was sent out on the road by that firm. He traveled for them until he was twenty-four, when he succeeded Mr. John A. Solomon as manager of the wholesale department of the Methodist Book Room. During his regime the business of the Book Room was largely augmented.

It is as yet early to comment on Mr. Gundy's management of the Oxford Press Agency, but his remarkable



success with the Oxford India paper editions of the English classics cannot be passed over. Nor can one omit to mention the success with which he was launched the Labrador books by Norman Duncan, Dillon Wallace and Dr. Grenfell, on the Canadian market.

The Copp, Clark Co., Limited.

Among Canadian publications, the Canadian Almanac is perhaps more widely known than any other book. It has appeared continuously for 58 years, and is the pride of its publishers, The Copp, Clark Co., Limited. Starting in 1847, it marked the beginning of a book publishing business which has extended and widened its scope very markedly down to the present time. Possibly The Copp, Clark Co. are best known as publishers of school books, of which they have issued a large number over a period of many years. Their educational works to-day enter every province of the Dominion from Atlantic to Pacific, and several have been re-printed in the United States. At various times they have also published law books

The publication of novels began about ten years ago, and now forms one of the most important branches of the business. The number of novels issued has increased from year to year, and the selection has always been excellent.



The Copp, Clark Co. are the sole publishers of the Canadian editions of Sir Gilbert Parker's novels. They also publish all the works of another noted Canadian writer, Charles G. D. Roberts. The book department is under



the management of Mr. William Copp, vice-president of the company. On account of their splendid factory equipment, The Copp, Clark Co. are able to produce some specially fine editions.

Langton & Hall, Limited.

A Canadian publishing house which has shown a commendable growth during the last few years is that of Langton & Hall, Limited. A partnership was formed in 1900 between Thomas Langton and W. Carleill Hall, and the pair entered into the business of wholesale book-



Thomas Langton,
President and Managing Director Langton & Hall
Limited.

sellors and stationers. On June 15, 1901, letters of incorporation were taken out and a joint stock company was formed with Thomas Langton president, W. Carleill Hall director, and T. Langton, Jr., secretary-treasurer. The president of the company is a familiar figure among Canadian booksellers as he has been on the road for a great many years, most of the time traveling for Hunter, Rose & Co., with whom he first entered business. Mr. Hall is a barrister and a member of the legal firm of Hall & Payne.

The Westminster Co., Limited.

The Westminster Co., Limited, was organized in 1897 to take over the Westminster periodical, published at that time by McAmsh & Kilgour, and to conduct a general publishing business. D. T. McAmsh was appointed managing director. Success attended the business of the company, and in a short time the Westminster absorbed the Canada Presbyterian, the Presbyterian, the Western Presbyterian, and the Presbyterian Review. In January, 1900, Mr. McAmsh was succeeded by the present manager, Mr. W. E. Robertson.

The company, while not restricting their efforts to the publication of books of a religious nature have, nevertheless, made a specialty of this, and have issued a number of religious books of the highest type. The policy of the company is to develop a class of publications along the line of that carried out by Hodder & Stoughton and T. & T. Clark. In the realm of fiction the most successful books produced by the company have been the Ralph Connor books, the latest of which, "The Prospector" has reached the phenomenal sale in Canada of 26,000 copies within six months of the date of publication. The policy of the company is to issue books in cloth only,

and the success attending this feature has proved the wisdom of it.

French-Canadian Publishers.

Montreal contains three regular jobbing houses which dispose of not only the French-Canadian literature, but the importations direct from France. These houses are C. O. Beauchemin & Fils, Granger Freres and Deon Freres. In addition to these there are almost innumerable printers and publishers on a very small scale who reprint French authors' recent works without permission. Even the retail field is limited almost exclusively to Montreal and Quebec. Montreal has some half-dozen fairly prosperous bookstores, and Quebec about the same number. In a few of the other cities scattered throughout the province, English as well as French novels are handled in so-called French bookstores. Montreal stores largely specialize, one dealing extensively with religious works, another with high-class fiction, and still another with popular fiction. With a possible exception of two stores, the stock carried is much less than the smallest English bookstore in Montreal.

Although alleged illicit reprints are flooding the French-Canadian market, direct importations from France are more noticeable on the shelves of the bookstores. These are always paper-bound books, and prices range in popular fiction, ten, fifteen and twenty-five cents, and in the better class of fiction at 90c. This scale of prices illustrates where the volume of trade is done. The profit on these lines is in the neighborhood of 25 per cent. The 90c. line sells for 70c. in Paris and pays a 20 per cent duty as well as freight. The 25c. line is 20c. in France and is a collection of old favorite authors. The 10c. line is worth 6c. in France and includes a very good class of old fiction.

French publishers usually sell in Canada by catalogue and a traveler is an exception. It needs good judgment to properly select salable lines for the trade.

As the reading public, which at its best is always



W. E. Robertson,
Manager of The Westminster Co.

limited, grows larger, there is a growing tendency to take up with English fiction, and even now the majority of French bookstores sell English magazines at any rate, and further than this, a vast quantity of modern French fiction is peculiarly unsuited to French trade.

THE RETAIL BOOK AND STATIONERY TRADE OF WINNIPEG

By F. R. Munro

FROM the first the book and stationery trade of Winnipeg has been under safe, conservative, and, withal, progressive management, and there have been fewer changes in these stores than in any other line of business in Manitoba's capital city. At the present time, most of

well served by the regular stores that the Winnipeg book trade has been so closely confined within legitimate lines. Departmental store competition has not yet appreciably injured the Winnipeg book trade. The Russell, Hart, Davis, Blackwood, Richardson, Willson, and other stores are the recognized centres in Winnipeg for books and stationery, and they are getting the trade. If their present progressive management is continued they should have no trouble in holding it

Russell, Lang & Co.

One of the oldest bookstores in Manitoba is that of Russell, Lang & Co., 481 Main street, Winnipeg. Away back in 1880, a year which belongs to the pioneer age of Winnipeg, a small book and stationery business was opened on Main street, Winnipeg, about one block north of the present City Hall, by William Dawson Russell, a young graduate of McGill University. It was the day of small things, but from the first "Russell's Bookstore," as it was known then and is still known, was a favorite with the buying public and each year saw a substantial increase in sales.

While carrying on a general stationery and book trade, the Russell store has always given special attention to church and educational requirements, with the result that a very large business has been developed in school, church, and Sunday school supplies and library books

In 1903 the business was moved to the present commodious location at 481 Main street, and converted into a limited liability company. Lisgar L. Lang, who had entered the firm some years before, became its president and managing director, while Mr. Russell retired from active management and is now enjoying a well-earned rest.

The success of the business is due in great measure to



W. D. Russell,
Russell, Lang & Co., Winnipeg.

the city stores devoted exclusively to the book and stationery trade can trace their descent from the stores in business in the early days of Winnipeg. In several instances the men at the head of the stores to-day have been connected with the Winnipeg book trade since the early days of the city, and hence are well acquainted with the peculiar requirements of the Winnipeg book trade.

Early Bookstores.

The pioneer bookstore dispensing the printed means of culture, information and amusement in the new settlement was that of H. S. Donaldson & Bro. They were located in the Red River Hall in the rear of the site of the present Merchants' Bank. The store was known as the "Sign of the Big Book and Watch," and it is interesting now to read the advertisements of this firm in Begg's "Ten Years in Winnipeg," which appeared in 1879, and in the early editions of the Winnipeg City Directory.

In Begg's quaint old volume the Donaldson store is mentioned as being in business in 1870 "H. S. Donaldson had a very nice and select stock of stationery books and fancy articles," says this chronicler of Winnipeg's early history, "which to this day he blames 'Begg' for cramming upon him"

There were other early stores almost forgotten now, but whose names occur in early directories and in Begg's La-Riviere's directory for 1876-77 has an advertisement of Washington & Bro., who sold stationery, books and fancy goods on "Main street, opposite the new post office." C. F. Straug & Co. have an advertisement in Begg's story of Winnipeg, published in 1879.

Stores of To-Day.

The present-day Winnipeg stores are a credit to the city and, perhaps, it is because the public have been so



Lisgar L. Lang,
Russell, Lang & Co., Winnipeg

the fact that the firm have always adapted it to the changing conditions of the west. When amateur photography became the craze, Russell, Lang & Co had a fully-equipped Kodak department to cater to it. An

amateur finishing department was added with a competent photographer in charge. This pleased the amateurs and resulted in a large photo supply trade.

Russell, Lang & Co. have the agencies for several

store on Main street is a commodious place of business, and is well equipped to handle a large trade. The interior arrangements are excellent.

Walter J. Hagel.

Walter J. Hagel, of the retail firm of Blackwood & Hagel, has had five years' experience in the book and stationery trade. Coming to Winnipeg from Peterboro', he entered into partnership with Mr. Blackwood, and the result is a thriving business on a busy corner of the city.

David J. Blackwood.

David J. Blackwood head of the firm of Blackwood & Hagel, Winnipeg, is a bookseller of 15 years' experience, gained in Halifax, New York and Winnipeg. In September, 1903, the present firm of Blackwood & Hagel was formed, and premises were secured at the corner of Winnipeg's principal business streets, Postage avenue and Main street.

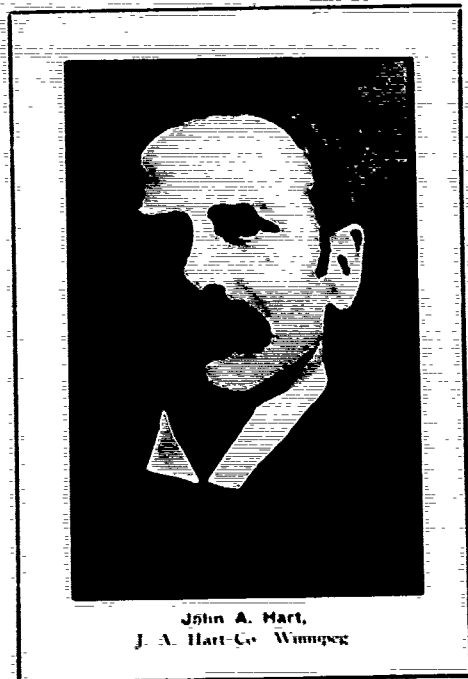
John A. Hart.

For 23 years Mr. Hart has been connected with the book and stationery trade in Winnipeg. Coming to Winni-



Walter J. Hagel,
Blackwood & Hagel, Winnipeg.

large American school book houses and do a large trade in supplementary readers and school library books. A large illustrated catalogue is issued each year and distributed through the west with the result that the mail order department is an important feature of the business. Mr. Lang has an efficient staff of workers, who support



John A. Hart,
J. A. Hart-Co. Winnipeg



David J. Blackwood,
Blackwood & Hagel, Winnipeg.

peg from Perth, Ont., where he had been brought up in the trade in his father's store, he was associated with his present business when it was owned by J. B. Ferguson. Later he was a member of the firm of Hart & Macpherson and some years ago returned to the store which is now his, acting as manager for the proprietor C. H. Black. Last summer the business was incorporated as "The J. A. Hart Co., Limited," Mr. Black retiring from the active control of the business, but becoming president of the new company. Mr. Hart is managing director and has the active management of the business. The Hart Co.'s store is one of the most attractive in Winnipeg. The interior fittings are handsome and serviceable, while the stock is large and well assorted. In addition to books the firm carry an extensive range of high-grade stationery, office supplies and fancy goods. These are shown to excellent effect on display stands in large plate glass showcases and on shelves. The lighting arrangements of the store are excellent.

is being handled by H. Thornton Mathews, the manager of the retail section, located for business in the house of Gosnell, London, Eng. He has just returned to Winnipeg from a purchasing trip abroad. Russell, Lang & Co.

MONTREAL'S WHOLESALE AND RETAIL BOOK TRADE— PAST AND PRESENT

By G. E. F.

MONTREAL, a modern metropolis, with handsome stores and office buildings, interspersed with elegant homes of banks and trust companies, is an ideal spot for business to be transacted under the best and most favorable circumstances. Its commercial activity assures it always the position of the metropolis of Canada, and it



William Drysdale,
A Veteran Montreal Bookseller.

possesses a cosmopolitan charm which is unique in character. No spot in America is richer in its historical places and associations. The city is ideally situated on the matchless waterway, the St. Lawrence, backed by the long range of solid stone buildings, which gives it a typical solid appearance. To correctly understand the history of the book and stationery trade, it is necessary to clearly understand that the present population, as is so well known, has been divided into two chief race divisions. The English, inhabiting mainly the west end, number about 100,000, while the French, in number about 250,000, live chiefly in the east end.

Changed Conditions.

As a retail and wholesale book and stationery centre, Montreal occupies a highly important position, and one which the city bids fair to continually strengthen and improve. This forecast is predicated not only on the energy and progressiveness of her merchants, but by the continual entrance of new firms. Conservatism is now no longer an accepted policy in many quarters. The book and stationery trades have in a measure kept pace during the last twenty years with the marvelous growth and development of the city, although changes in some lines do not show up advantageously.

The retail book trade has always naturally divided into two marked divisions—the English and French store, catering to a separate clientele. Limitations of an almost overwhelming nature have thus always confronted the English retail book trade. The English retail trade

has already done things to give it a high place. Speaking generally, the trade has expanded and has been fairly well conserved by the legitimate book stores. Many of the pioneers are still in business and fairly prosperous, despite the inroads in late years of department stores.

In book publishing circles, Montreal to-day presents a sorrowful contrast with former days, when the name of Dawson was symbolical with publishing in Canada. A limited Montreal English population and a meagre outside outlet, has gradually but surely made itself felt. French publications have materially expanded in scope and number, due to a natural market alike on geographical and sentimental grounds. The retail stationery trade exhibits to-day many hopeful tendencies in both English and French lines, and the trade in keeping with most retail lines in the city has widely developed. Old methods are eschewed and modern business conditions are rigidly complied with. Competition is very keen, but the bulk of the trade remains with the expanding book stores. In wholesale circles specialization is playing its part, although the number of houses in business to-day is less than twenty years ago. The jobber of to-day strives to raise each department to the dignity of a separate business. Stocks are more complete and business is more systematically and judiciously worked. The French houses are not placing nowadays too much dependence on a wide reputation and a long list of regular customers among their own trade, but are working almost all of Canada. The mercantile branch of the stationery trade



Major E. M. Renouf,
A Prominent Montreal Bookseller.

is now distinctly separate, and is catered to by healthy firms with good reputations. The improvements in trade conditions generally are more than apparent in book and stationery circles.

Montreal retail trade has always been confined almost

entirely to Montreal City with its limited English population, while the Province of Quebec, speaking generally, is not a book-buying country. But for the progressiveness and thorough knowledge and intimacy with their customers of the pioneers, trade would never have secured a firm foundation upon which to build. Even as far back as fifty years ago the thoroughly equipped and learned bookseller was established in Montreal. Many of these veterans have passed away, but a few still survive and are full of the memories of the good old days, when bargain sales were not thought of. The Dawsons and the Graftons are still names to be commended with. An inkling of the development of old conditions is afforded by succinct sketches of these firms, members of which still survive.

The firm of Dawson Bros., still referred to with pride by all Montrealeers, with whom many of them gained their early experience, dates back to the early '30's, and was founded by the grandfather of Charles F. Dawson, in the retail stationery business on Notre Dame street. Its site was in a building where the present Standard Life Building is on St. James street, adjoining the Montreal Star. The business occupied the lower floor and the dwelling was above. Trade with this house expanded to a wonderful extent, and the original firm of B. Dawson was changed to Dawson Bros., by the admittance of his son, S. E. Dawson. The latter firm became widely known as publishers, booksellers and stationers, and a branch house was started on St. Catherine street in 1882. At that time the trades were by no means distinct. This store was continued by Dawson Bros. up to 1888, when Mr. E. M. Renouf succeeded. This store has since developed into one of the finest bookstores in America, an illustration of which appears in this issue. Mr. Renouf had entered the firm of Dawson Bros. in 1880, just after his arrival in this country. His knowledge of the book and stationery trades is gauged by the marvelous measure of his success. The downtown business on St. James street was continued till 1890, when Mr. William Foster Brown, then a clerk in the firm, bought out the book department, and Mr. Charles F. Dawson succeeded to the stationery end of the business. Mr. Brown has since moved up town. Another well known Montreal bookseller in the person of Mr. A. T. Chapman was at that time with William Foster Brown. Eleven years ago Mr. Chapman started in business for himself. It has since grown to exceptional proportions, necessitating a branch store further west on St. Catherine street. Mr. S. E. Dawson, of Dawson Bros., is at present the King's printer at Ottawa, and can yet be styled hale and hearty.

F. E. Grafton & Sons.

Mr. F. E. Grafton, of F. E. Grafton & Sons, St. James street, bears the distinguished title of the oldest active veteran in the trade. At the extremely ripe old age of eighty-six his vitality is really wonderful, and almost daily he still comes down to the old business. He is a living example of the truest type of a highly developed, courteous and well-informed bookseller. His son, Mr. Alfred Grafton is now manager of the business. After an early experience with John Dougall & Son, proprietors of the Witness, Mr. F. E. Grafton started business in 1860 in the site where part of the S. Carsley & Co., Limited, department store now stands on St. James street. In the illustration of Montreal, from the City Hall this historic street as it now stands appears in the foreground, showing the post office furthest to the left, then the Bank of Montreal and the Imperial Insurance Building. Following this street to the west the old historic bookstores stood. Although Mr. Grafton's busi-

ness changed its position several times, it never left St. James street.

William Drysdale.

A Montreal bookseller of foremost importance and a kindly gentleman in every sense of the word, with a warm, generous welcome for everyone, is this veteran in the trade. Born in Montreal in 1847, Mr. Drysdale commenced his active business career with John Dougall & Sons. He succeeded in his apprenticeship so well that shortly afterwards he was given charge of their book department. In 1874 an active business was started under his own name. Years ago this firm was characterized as the largest booksellers and publishers in Canada. In those days the business was situated on St. James street, and in this issue appears an exterior and interior view of the store at that time. The illustration bears historic interest in the fact that the part of the old fortification wall of Montreal formed part of the back of the building. The huge Sovereign Bank Building, a modern sky scraper, at present occupies this site, and the old wall is fenced in and can yet be seen. Some years ago Mr. Drysdale followed the trend of the retail trade and moved to west St. Catherine street, to be in closer touch with the trade. At the present time this street going westwards contains the following bookstores: C. W. Coates, Henry Morgan & Co.'s book department, Scroggie's book department, E. M. Renouf, F. E. Phelan, William Foster Brown, A. T. Chapman, and William Drysdale, with still further west a branch of Chapman's.

More of the Pioneers.

On Dorchester street, which is just south of St. Catherine street, near Beaver Hall Hill, leading from the downtown business district, stands the establishment of C. Ashford, which under present management dates back to 1876. Mr. Ashford, like so many of the Montreal stores, has a certain exclusive family trade among the best circles. His early experience was gained with the veteran bookseller, his uncle, Mr. C. Hill, who was contemporary of the Dawsons and Graftons. At one time these three firms dominated the situation. Near the head of Beaver Hall Hill is a similar family establishment of Eben Picken, who has been in business over twenty-eight years. Further down on this street is the store of William Murray, who has been in business in Montreal for over twenty years. Mr. Murray specializes in secondhand books. He is peculiarly reminiscent, and is full of the old days when Armour had a bookstore beneath the present St. Lawrence Hotel on Craig street. Another bookseller of importance is C. W. Coates now centrally located on St. Catherine street. This firm is a branch of the Toronto house of William Briggs, and was established in Montreal in 1875, on St. James street, afterwards moving to Bleury street, and for ten years in their present site. This firm caters chiefly to Sunday schools, public libraries, theological colleges of protestant religions, and mechanics' institutes. Their business has grown to a great extent, notwithstanding the inroads of booklovers' libraries and department stores. An account of F. E. Phelan's career appeared a short time ago. His store is one of the marvels of the traveling public. There are many other specialty stores and smaller bookstores which the scope of this article unfortunately cannot cover.

THE STORY OF TWENTY-ONE YEARS

It was in August, 1881, that Bookseller and Stationer first saw the light. It was then called Books and Notions, and its publisher was Mr. J. J. Dyas. Under his editorship and management the paper was continued for four years, when it was purchased by its present proprietors, The MacLean Publishing Co., who



The late J. J. Dyas,
The founder of Bookseller and Stationer.

soon after changed its name and enlarged both its size and scope.

The First Number.

Contrasted with the present fine, large number of Bookseller and Stationer, the little sixteen-page, 9½ by 7 paper of August, 1881, looks mean and small. Yet it had in it the germ of greater things, and down through the intervening years it has grown steadily and surely until it has become the powerful trade organ of to-day. The reading matter in the first issue was largely made up of clippings; and such publications as the Atlantic Monthly, the San Francisco Chronicle, the Century, London Press News, London Bookseller, etc., were drawn on for matter. However, the paper did not rely solely upon exchanges. Mr. G. Mercer Adam, who is still an ornament to Canadian literature, contributed the opening paper, which dealt with "Bookselling as a Profession," and the editor addressed his readers at some length in the editorial pages.

The advertisers were all Toronto firms, some of which are still in existence and occupy prominent places in the trade. Brown Bros. occupied a column; Wm. Warwick & Son also took a column, Williamson & Co and the Toronto Engraving Co. occupied half-columns, Clougher Bros. and Rose Publishing Co. each took column space, as did also Hunter, Rose & Co., who printed the paper.

Among the personal items is one referring to a visit being paid by Mr. W. J. Gage to the Saskatchewan Homestead Co's proper in the Northwest. A paragraph announces that A. McArthur & Co., wall paper manufacturers of Montreal, have admitted Mr. James Worthington as a partner. Another states that Buckley & Allen of Halifax, N.S., have dissolved partnership, the business

to be continued by Mr. T. C. Allen. By a fire at Port Perry, W. H. McCaw and S. E. Allison, stationers, were both burned out.

Only 50c. a Year.

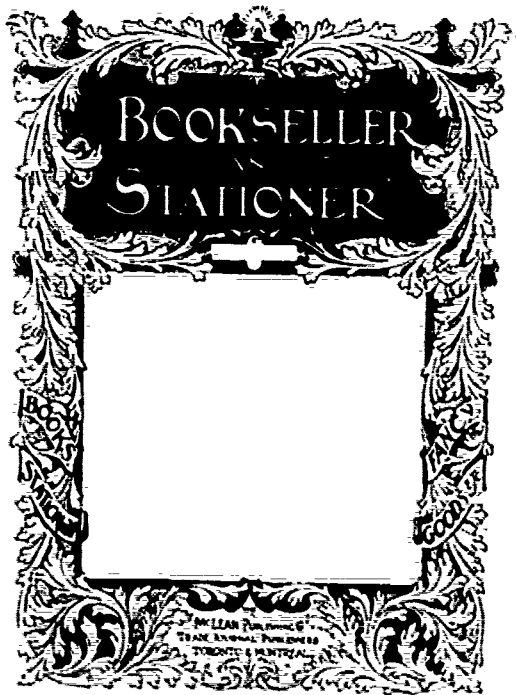
The subscription price of the early issues of Books and Notions was 50-cents per annum. "This is done with the hope that everyone in the trade will subscribe," says the editor, "and thus make it certain that an interesting and successful journal will be maintained."

There was but little about books in the first number. A few announcements of books were made by William Briggs, the Willard Tract Society, Rowse & Hutchinson and the Rose Publishing Co. Nearly all these were legal books.

Books and Notions was enlarged in February, 1889, to the present size of Bookseller and Stationer, and the paper has remained the same size ever since. In October of the same year a handsomely designed cover appeared for the first time. The name, Books and Notions, was discarded in February, 1895, and the March issue of that year bore the new designation Bookseller and Stationer.

The Homes of the Paper.

Since its inception in 1881, Bookseller and Stationer has occupied many homes. Its original habitation was at 20 Wellington street east, Toronto, and there it remained until May, 1888, when the office was removed to a room in the Mail Building on Bay street. In November of the same year the paper was removed to 5 Jordan street. Nearly a year later, in September, 1889, another change was made to 6 Wellington street west. In May, 1892, the present home of Bookseller and Stationer at 10 Front



A Familiar Cover.

For many years BOOKSELLER AND STATIONER appeared with this cover design.

street east was occupied for the first time and there the paper remained until March, 1895, when offices at 26 Front street west were secured. The publishers returned to 10 Front street east in 1900 and the paper has been issued monthly from this office ever since.

CANADA'S WHOLESALE STATIONERY INTERESTS

WITH two or three notable exceptions, the wholesale stationery trade of Canada is centred in Toronto, where several large firms have established warehouses and factories and carry on business from Atlantic to Pacific. Financially these big stationery houses rank high. They are managed by far-seeing and

Chewett & Co were in turn succeeded by Copp, Clark & Co., the firm consisting of the late W. W. Copp, the late Henry J. Clark, and the late Charles Fuller. The first warehouse of the company was located at 17 Front street east, and later the business was moved to 9 Front street west.

In 1885 The Copp, Clark Co., Limited, was incorporated with a capital of \$200,000, and with Messrs. Copp, Clark and Fuller as directors. About twelve years ago a re-organization became necessary, owing to the death of all three. Strange to say, they passed away within two years of one another. The company as it now stands was then formed, with Mr. H. L. Thompson, president, Mr. Wm. Copp, vice-president, and Mr. A. W. Thomas, secretary-treasurer. The handsome warehouse on Front street west, which was destroyed in the great fire of 1901 was erected in 1900 and was thus only in use for four years.

Warwick Bros. & Rutter, Limited.

The business which to-day bears the name of Warwick Bros. & Rutter, Limited, originated in the year of 1818, in the Town of Woodstock, Ontario, where it was established by the late William Warwick. In a few years it had become one of the best retail businesses in Western Canada, a bookbinding establishment had been added, and a considerable local jobbing business was also carried on. In 1868 Mr. Warwick decided to move to Toronto, where he could develop the wholesale business. A warehouse was opened at the corner of Wellington street and Leader Lane, and a bookbinding plant installed for the manufacture of blank books and stationery. In the course of a few years Mr. Warwick moved to 8 and 10 Wellington street east, where, with larger premises, the business continued to progress.

In 1880 Mr. Warwick admitted his eldest son, Guy F.



A. W. Thomas,
Secretary-Treasurer of the Copp, Clark Co. Limited

shrewd business men, who have built up a magnificent trade. As evidence of their ability it need only be said that it is many a long year ago since such a thing as a failure occurred.

In the disastrous Toronto fire of 1901 the stationery trade were heavy losers. In fact practically the whole trade were wiped out, but like the mythical phoenix, a more glorious creation has arisen from the ashes of the destroyed buildings. New warehouses have been erected and new factories have been equipped and despite losses, trade has been carried on in greater volume and with more profit than ever before.

In addition to the large manufacturing stations, there are in Canada several agents representing the leading manufacturers of the United States and England. These men are resident principally in Montreal and Toronto, and deal usually direct with the wholesale jobbers.

The principal stationery products of Canada are school supplies including note books and scribbblers, note papers and envelopes, paper-tents, tablets, blank books and office supplies.

The Copp, Clark Co., Limited.

Few stationery houses can trace their existence back so far as The Copp, Clark Co., Limited. While the business has been conducted under various names, the present house is the direct descendant of the original firm of Hugh Seohar established in Toronto in 1811. Hugh Seohar was succeeded by W. O. Chewett & Co. who for many years carried on business on King street east, where the store of the W. A. Murray Co. now stands.



Arthur Reed,
Manager of the Stationery Department of the
Copp, Clark Co. Limited

Warwick into partnership, but unfortunately before the end of that year he was thrown from his carriage while driving and injured so badly that he died within a few weeks. The loss of the head of the firm was keenly felt.

but the responsible heads of departments rallied to its support and helped to place it on an assured basis.

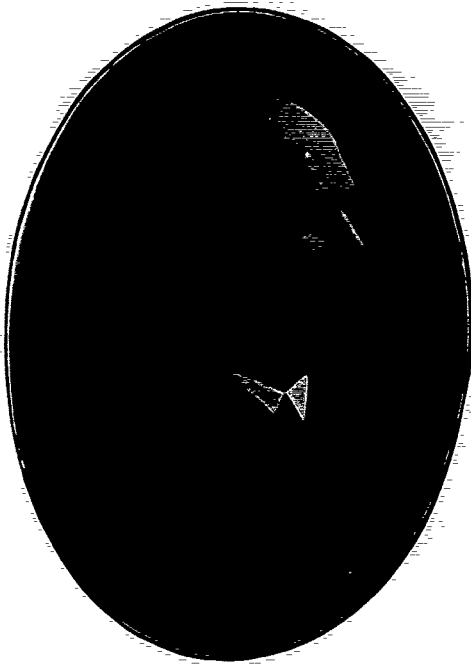
In 1885 the firm name of Wm Warwick & Son was changed to Watwick & Sons, on the admission of Mr. George R Warwick. The following year Mr. Arthur F. Rutter, who had been with the house since 1873, was taken into the firm, and Mr. Charles E Warwick, the youngest son, was admitted in 1888. In 1893 the firm name was changed to Warwick Bros & Rutter, and in 1901 it was incorporated as Warwick Bros & Rutter, Limited.

The premises on Wellington street were soon found to be too small, and in 1888 the buildings at 68 and 70 Front street west were erected. These buildings were designed especially to suit the requirements of the business, and for many years they served their purpose admirably. In the great fire of 1901 they were destroyed, and the large warehouse and factory now occupied by the firm at the corner of King street and Spadina avenue was erected immediately.

The house has always been conspicuous for the active progressive policy which characterizes its management. With splendid manufacturing facilities, both in the bookbinding and printing departments, their productions have been original and striking, and their novelties have been the leading features of the stationery trade in Canada from season to season. During recent years they have given special attention to the printing and publishing of picture post cards and illustrated souvenir books, and their three and four color printing of this kind is the best that has yet been produced in Canada.

Buntin, Gillies & Co., Limited.

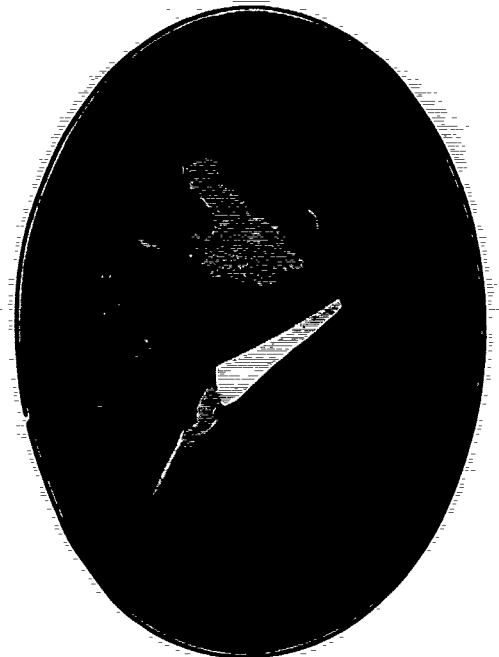
The extensive business carried on by this company in Hamilton as wholesale stationers and paper dealers, was founded in the year 1848 by the late Alex. Buntin, who had shortly before arrived in Canada from Scotland. The business was originally carried on on the second floor of a building on the north side of King street, near John street, Hamilton. The energetic young Scotchman rapid-



Arthur F. Rutter—Vice-President.



George R. Warwick—President.



Chas. E. Warwick—Secretary-Treasurer.

OFFICERS OF WARWICK BROS & RUTTER, Limited.

As at present organized, every department of the business is in charge of a skilled and competent official. The general administration is in the hands of Mr. George R Warwick, president, Mr. A. F. Rutter, vice-president, and Mr. C. E. Warwick, secretary-treasurer. Mr. N. A. Sinclair is buyer with immediate supervision of the stationery and fancy goods departments. Mr. E. J. Hathaway is in charge of the manufacturing department, with Mr. Charles Johnson as foreman of the bookbinding and Mr. W. J. Foster as foreman of the printing branches. All of these officials have seen many years in the service of the house.

The traveling staff is composed of Mr. George Hazen, in the Maritime Provinces, Mr. H. C. Woods, in Manitoba, Western Canada and British Columbia, Mr. George E. Bryant in Northern and Central Ontario, Mr. William Woods in Western and Southern Ontario, Mr. James Fraser in Eastern Ontario and Quebec, and Mr. John Allen, city traveler. Mr. Richard T. Lewis is the Toronto representative for special blank books and printing

ly built up a large connection, and was soon afterward joined in the business by his brother, the late James Buntin, on whom the management devolved.

The founder moved to Montreal, where he established a similar business, and later purchased and conducted the paper mills at Valleyfield, P. Q. The bookkeeper at Hamilton at this period was the late Mr. John Y. Reid. Owing to the extension of the business a similar establishment was opened in Toronto, under the name of Buntin, Bros & Co., Mr. Reid removing to the Queen City to take charge of same.

Under the management of Mr. James Buntin, the growth of the Hamilton business was rapid. Several moves to larger premises were necessary, and in 1861, when Mr. James Buntin died, the firm occupied a large building on the south or wholesale side of King street. On the death of Mr. James Buntin the firm name (which had previously been James Buntin & Co.) was changed to Buntin, Gillies & Co., the resident partner and manager being the late Mr. David Gillies, father of the present president and treasurer of the company.

The illness and death in 1888 of Mr David Gillies brought about a dissolution of the partnership, the interest of the senior partner being purchased by Mr Gillies' executor who carried on the business from that time until the formation of the present company in 1903. During this period the business, under the management of Mr. C. W. Graham, who had entered the employ of the firm in 1879 continued to grow and prosper. In 1903 it was deemed expedient to incorporate under the name of Buntin Gillies & Co., Limited, the directors and officers of the company being J. B. Gillies, president, C. W. Graham, vice-president, D. S. Gillies, secretary-treasurer.

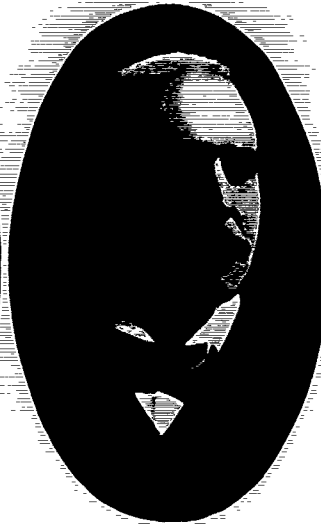
The disastrous fire in Toronto, in April, 1901, which so crippled the other wholesale stationers and paper dealers of Ontario, threw a tremendous responsibility on the Hamilton house. Business poured in on them, but by immediate increase of premises and staff, and with the help of the stock carried in Montreal, they proved equal to the emergency, and that the inconvenience to the printers and stationers throughout the country was not much greater, is due in a large measure to the successful efforts put forth by Buntin, Gillies & Co., to supply the wants of the trade. They were fortunately able to im-

The Barber & Ellis Co., Limited.

The Barber & Ellis Co., Limited, are now in their thirtieth year, having been formed in 1876 by James Barber, jr., of Georgetown, and John F. Ellis, of Toronto. A few years later John R. Barber bought out the



John R. Barber,



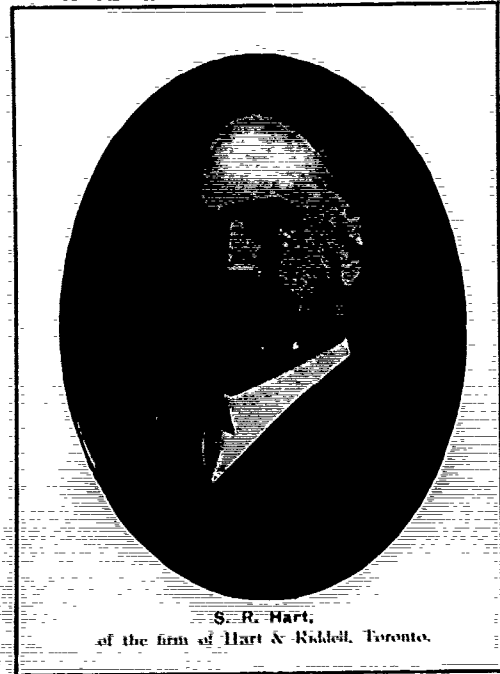
J. F. Ellis,

The Barber & Ellis Co., Limited

mediately secure possession of a large warehouse adjoining their King street premises, and with this additional room and an increased warehouse and office staff, the extra business was handled in a remarkably successful way.

The firm of Buntin, Gillies & Co. was one of the pioneers in sending travelers to the Western Provinces. Long before the C.P.R. was built they were well known in Manitoba, Northwest Territories, and British Columbia and still have a large and growing trade in the west. The traveling salesmen are Mr. Rason, Mr. Peene, Mr. Kenay, Mr. L. D. Graham, in Ontario, Mr. Cunningham, in Western Provinces, Mr. Everett, resident at St. John, N.B., in Maritime Provinces, Mr. Little, resident at Montreal, in Province of Quebec.

In March, 1900, a branch was opened in Montreal, under the management of Mr. T. B. Little, of that city. This branch has been eminently successful, and the premises at 130 Craig street west have recently taken the place of those destroyed by fire this Spring—the only fire loss the firm has suffered in fifty seven years of business.



S. R. Hart,
of the firm of Hart & Riddell, Toronto.

interest of James Barber and has been associated in the firm with Mr. Ellis ever since. In the disastrous fire of 1901 this company were heavy losers, but they were undaunted by the disaster and immediately looked around for new premises. After due deliberation, they thought it




Matthew Riddell,
of the firm of Hart & Riddell, Toronto.

wise to erect a factory in Brantford. This has now been completed and equipped with modern machinery and is turning out a million envelopes a day. Envelopes have always been the firm's specialty and they are considered the oldest manufacturers of them in Canada. They make

a large variety of sizes and shapes. They also make papeteries, writing tablets and ruled goods and carry a large stock of writing papers and printers' supplies. All orders outside Toronto are filled from the Brantford

and loose leaf, lithographers', engravers', embossers', printers' fine stationery, envelope makers, engravers and lithographers to the trade. Also extensive dealers in high-grade flat papers, specially watermarked.



OFFICERS OF BUNTIN, GILLIES & CO., Limited.

D. S. Gillies, Sec-Treasurer.

J. B. Gillies, President.

C. W. Graham, Vice-President.

warehouse, while the city's needs are looked after by the head office and warehouse at 72 York street. Mr. John R. Barber is president of the company and Mr. J. F. Ellis treasurer and managing director.

Hart & Riddell.

This business was established in 1873, and Mr. S. R. Hart has been connected with it from its inception. In 1892 Mr. Matthew Riddell, who had been a director of

John Underwood & Co.

More than a century ago the firm of John Underwood & Co. was established in England, and some twenty years ago a Canadian branch was opened in Toronto. This, therefore, makes the firm the oldest ink and mucilage manufacturing house in Canada. In addition to writing inks, mucilage, paste, etc., Underwood & Co. also manufacture a fine line of carbon papers for all purposes, and



A. J. McCrae,
Manufacturers Agent, Toronto



J. S. M. Ridley,
Canadian Manager of John Underwood & Co.

the great Glasgow house of William Collins, Sons & Co. joined the firm, and it has since been known by its present style. This firm is well known throughout the Dominion as manufacturers of high-grade blank books, both regular

typewriter ribbons of various kinds and colors. The business being done by the firm is steadily increasing, and necessitated the recent purchase of their present large factory at No. 20 Richmond street east. The lines

turned out have won high esteem with the banks, legal firms, insurance companies, mercantile firms, railways, etc. The Canadian manager of Underwood & Co is Mr

Goodall cards having increased five-fold in the three years, and his trade in Stephens' Inks showing almost equal advances. Mr. Hurst has had a lengthy experience, and has traveled for many front-rank firms. Of his 20 years on the road, nine were spent with C. M. Taylor & Co., and six with Watwick Bros. & Rutter.

A. J. McCrae.

One of the well-known manufacturers' agents doing business with the stationery trade in Canada is Mr. A. J. McCrae, of Toronto. Mr. McCrae's connection with the stationery trade in Canada dates back twenty years. Of late Mr. McCrae has been representing a number of manufacturers, among them being the American-Crayon Co., of Sandusky, Ohio, and Waltham, Mass., the D. M. Steward Manufacturing Co., of Chattanooga, Tenn., makers of slate pencils, and other makers of stationery sundries, including wire goods, erasers, toothpicks, etc. Besides representing his firms in Canada, Mr. McCrae covers territory in the United States. Mr. McCrae has recently moved into new and convenient office quarters at 172 Adelaide street west, Toronto.



Aubrey O. Hurst,
Canadian Representative of Chas. Goodall & Son

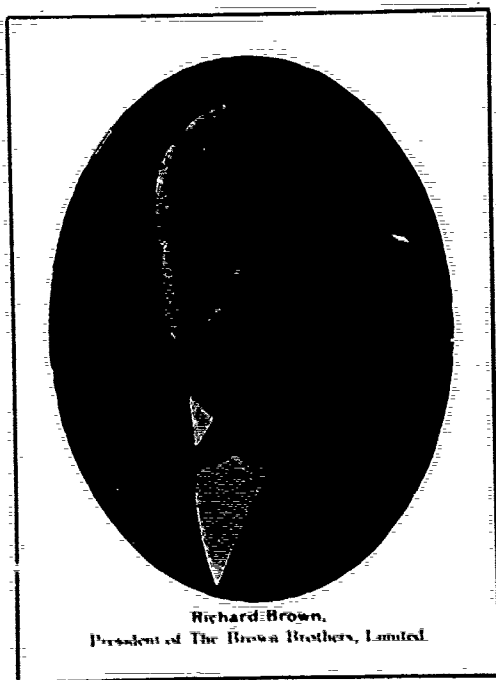
J. S. M. Ridley, a native of Toronto, who has been with the firm some years

A. O. Hurst.

Few men in the Canadian trade are more widely and favorably known than the genial representative of Charles Goodall & Son and Stephens' Inks—A. O. Hurst, of Toronto. Mr. Hurst took up these agencies three



J. T. Hornbrook,
Secretary-Treasurer, The Brown Brothers, Limited.



Richard Brown,
President of The Brown Brothers, Limited.

years ago occupying an office on Wellington street, from which he moved this Spring to Scott street. He has made a phenomenal success of both lines, his sales of the

The Brown Bros., Limited.

The Brown Bros., Limited, wholesale and manufacturing stationers, Toronto, are one of the oldest and most favorably-known business houses in Canada. They are probably the only firm in the Dominion who can trace a connection in the same line of industry for over a century and a quarter, the first establishment being opened in Newcastle-upon-Tyne, England, in 1771. Thomas Brown, Newcastle, 1774-1822; Thomas Brown, jr., Newcastle, 1822-1816; Thomas Brown, Toronto, 1816-1856; Brown Bros., Toronto, 1856-1893; The Brown Bros., Limited, Toronto, 1893.

For nearly fifty years the firm occupied premises at 64, 66 and 68 King street east, but these proving inadequate to accommodate the rapidly-increasing business a site was secured on Wellington street and a handsome building erected thereon. This fine structure, opened in 1900, and acknowledged to be the most perfect stationery house in America, was, unfortunately, destroyed in the disastrous fire of April 19, 1901. Such a disaster would

have discouraged, if not overcome, the majority of people, but, with the characteristic energy of the company, preparations were at once made to rebuild, and to-day they occupy one of the finest warehouses in the city, built entirely of brick and concrete, stocked with every requisite of the trade and equipped with the finest and most complete machinery that skill could devise or money purchase, for an up-to-date stationery and book-binding establishment.

The company make a specialty of fine ordered account books, for banks and financial institutions, loose-leaf ledgers, leather goods and book-binding. They have secured a great many prizes for excellence in workmanship at exhibitions held in various parts of the world. They won the first prize at the first exhibition held in Toronto in 1846, and at each exhibition since then, at which their goods were shown, have been awarded the highest prize given, securing the gold medal in 1892.

The company are also-dealers and jobbers in all grades of paper of which they carry an immense stock, and control special lines with their own watermarks. They also



Albert Brown,
Vice-President of The Brown Brothers, Limited.

carry a large stock of printers' and book-binders' supplies—cards, boards, leathers, cloth, marble papers, thread, wire, etc., and manufacture and keep in stock a complete line of leather goods. This company have published the Canadian Office and Pocket Diaries for the last forty years, and have this year over 250-varieties on their list

The present head-of the company, Mr. Richard Brown, may well be called the "Father of the trade" in Toronto, having at the age of fourteen entered the bookselling and stationery establishment of Mr. Thos Macleat, Yonge street, in 1818, and in 1856 became one-of the partners in the firm of Brown Bros., and on the incorporation of the present company in 1893, became president, which position he still occupies. During his long and successful business career he has given unmistakable evidence that he is possessed of all those best qualities that are required to make the successful business man

The present officers of the company are. Richard Brown, president; T. Albert Brown, vice-president, and J. T. Hornbrook, secretary-treasurer.

G. A. Weese & Son.

A veteran business man is George A. Weese, the founder of the firm of G. A. Weese & Son, Toronto. It



George A. Weese,
Senior Partner in the Firm of G. A. Weese & Son,
Toronto.

is many years ago since first he opened a general shop in Lindsay, and ever since he has been actively engaged in business. From Lindsay he moved to Toronto, opening a store on King street. Later he moved back to Lindsay, where in time he managed six stores. Returning to Toronto, he opened a store on Colborne street, where the

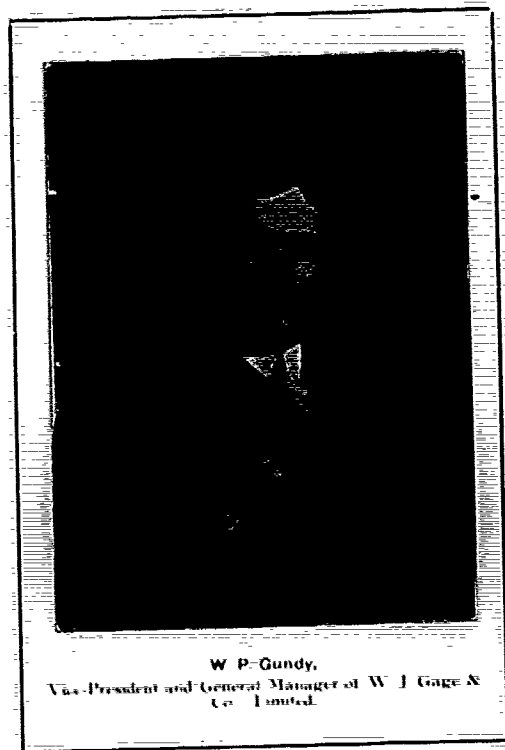


G. Wallace Weese,
Junior Partner in the Firm of G. A. Weese & Son

King Edward Hotel now stands. From there he moved to 149 Yonge street, returning eventually to 11 Colborne street. Here he branched out into wholesale stationery

and smallwares. For a good many years he occupied premises at 16 Yonge street, finally selling out.

Meantime Mr G Wallare Weese, a son, opened up at 51 Yonge street, as Weese & Co. In October, 1903, he



W. P. Gundy,
Vice-President and General Manager of W. J. Gage & Co. Limited.

was joined by his father and the firm of G. A. Weese & Son was formed. Since then the business has grown, and Weese & Co. have begun to manufacture many of their lines. They have also secured the agency for the Parker Fountain Pen. A second son, Mr Clayton C. Weese, travels for the firm in the east.

W. J. Gage & Co., Limited.

It is sixty years ago now since this important firm of publishers, manufacturing stationers and envelope makers had its inception. In the year 1845 Mr Adam Miller, who had hitherto been associated in business with his brother Robert Miller in Montreal, opened up a tinetry on an upper floor on Bay street Toronto. This business was a success from the first and in a very short time it developed into a wholesale stationery business in more commodious premises.

As years went round, printing and publishing departments were added but it was not until 1877, when Mr W. J. Gage became a partner in the business, that it began to attain those dimensions which have made the firm name a household word throughout the whole Dominion.

In 1892 Mr George Spence and Mr W. P. Gundy, who had for many years been identified with the business, were admitted to partnership, and a joint stock company was formed with Mr W. J. Gage as president, Mr W. P. Gundy general manager and treasurer, and Mr Geo. Spence vice-president.

As the population of the Dominion grew, the firm of W. J. Gage & Co. were not slow to adopt new methods and they began to devote themselves almost exclusively to publishing their own books and manufacturing their own staples.

In April of last year their entire plant, stock and machinery were destroyed by fire. To-day they have erected a new warehouse on the old site, No 54-58 Front

street west, seven storeys high, of pressed brick and steel with handsome cut stone front, where their offices and sample rooms may be found. The firm have also erected at No. 82-94 Spadina avenue a new factory, modern in all respects. It is of mill construction and practically fire-proof, with the enormous floor space of 120,000 square feet, or over 2 3/4 acres. This factory is equipped with every possible labor saving machine, and is daily turning raw material into finished product in vast quantities.

The most recent and far-reaching step in the progress of this firm was taken when the controlling interest was secured in the Kinleith Paper Co., of St. Catharines. The daily consumption of paper by the Gage Co. is equal to half the product of a large mill, and by securing control of the Kinleith mill, W. J. Gage & Co., Limited, have satisfactorily rounded out their business.

The Colonial Ink Co., Limited.

The Colonial Ink Co., Limited, now of Hamilton, manufacturers of the "Japanese" brand of writing inks, mucilage, typewriter ribbons, carbon papers, etc., was started in Peterboro in June, 1902. It was deemed advisable, however, to move the plants to Hamilton. This was accomplished in June of the present year.

The success of the business proves that the goods turned out by the company are of high grade quality. An expert chemist is engaged whose duty it is to test and pass upon every tank of ink or mucilage, and every reel of typewriter ribbon and ream of carbon paper.

Early last year the company decided that it was advisable to have the opinion of an independent expert. Accordingly, samples of the writing inks were forwarded to the chemist of the Inland Revenue Department, Ottawa, with the request that they be tested for permanence and suitability for all important records. The result of the test shows "Japanese" ink to be fully up to the requirements.

The future of the young company is assured. The di-



George Spence,
Secretary-Treasurer, W. J. Gage & Co., Limited

rectors are bright business men of Hamilton, Toronto and Peterboro, and by aggressive business-like methods and good advertising have made the "Japanese" line known from coast to coast.

Young Bros.

It is four and a half years since Theo. E. Young and Charles F. Young started the now well-known firm of Young Bros., fancy goods and souvenir manufacturers, Toronto. The Young Bros. are Canadians, and started in commercial life at a fairly early age, gaining their experience by practical work.

From the start the business has been an unqualified success, originality and good judgment having been displayed in the selection, design and manufacture of a large assortment of celluloid and leather goods, hand-painted satin and silk novelties, burnt leather articles, calendar card novelties, etc.

The travelers of the firm cover the whole of Canada—Mr. Norbert Metzler working Manitoba and the west, Mr. Nelson Crane, Ontario, and Mr. Fred Gibson, Quebec and the Maritime Provinces. The development of the business necessitated Young Bros. taking larger premises at the beginning of the year. They are now located at 107-109 Church street, in a building thoroughly well suited to their business.

W. G. MacFarlane.

As an apostle of the picture post card in Canada, Mr. MacFarlane occupies a foremost position. About five years ago, in conjunction with Grip, Limited, Toronto, he started out to publish cards and souvenir books. He assumed all the publishers' risks, Grip, Limited, taking care of the details of manufacture. The business grew rapidly, and in February of this year Mr. MacFarlane took the business over from Grip, Limited, and located in the Westwood Building, at 72 Bay street, these premises offering exceptional advantages for offices, sample and waterrooms. A month or two later it was deemed advisable to open a branch-office in Buffalo to take care of the rapidly-growing American business. The Buffalo offices are at Room 15 Coal & Iron Exchange, Mr. R. F. Stetson being in charge. The trade of Canada from coast to coast and of a portion of the United States is taken care



of by three or four travelers. The firm are now making preparations to publish a line of their own in fancy and comic post cards suited particularly to American and Canadian tastes in this line.

THE MONTREAL STATIONERY MARKET.

THE wholesale stationery trade of Montreal is closely connected with the history of the city, and the various houses have kept fully abreast of the times, carrying stocks not merely adequate to actual needs of the trade, but ever on the alert to offer novelty. The Mont-



real market is being regarded with more importance every year in everything that has any connection with stationery. The strict stationery jobbers have not increased in number and a larger trade is in the hands of fewer merchants. Modern jobbers avoid conservative methods and have been sharpened by close contact with the trade. The stationery business in both English and French trade is established upon a firm basis.

With new ways of doing business and modern advancement, have come larger requirements and these have been adequately met. One of the pioneer houses in the trade, from which MacFarlane, Son & Hodgson have really developed, dates back fully half a century and contains many names of men who have made a mark for themselves in the trade in other parts of Canada. Austin & Robertson was one of these venerable houses, afterwards known as MacFarlane, Austin & Robertson. Alexander Buntin & Co., Boyd, Rylie & Campbell, Robert Miller, Son & Co., and W. V. Dawson are some of the other remarkable pioneers, the first three of whom are now out of business. These comprised the main English houses.

In the very early days, Alexander Buntin & Co. were really the pioneer firm, and MacFarlane and Boyd both gained their experience in this house, afterwards engaging in business on their own account. The Canada Paper Co., which calls to mind the early management of William Angus, now proprietor of the Auld Mueilage Co., had in those days and still continues to have, a stationery department. Roughly speaking, these firms which aggregated five in number controlled in the early sixties the English end of the stationery trade. To-day MacFarlane, Son & Hodgson, W. V. Dawson and the Canada Paper Co. practically are the wholesale stationery jobbers. These firms have expanded greatly and are fully competent to look after the growing trade in proportion as the country develops.

McFarlane, Son & Hodgson.

One of the most important concerns in Montreal and almost a pioneer in the stationery line is that of McFarlane, Son & Hodgson, wholesale stationers and paper



C. H. McFarlane,
of McFarlane, Son & Hodgson

dealers, 706 Craig street. Their building of four storeys and basement, each floor containing 4,600 square feet, is equipped in the most modern manner possible. Mr. C. H. McFarlane, of the firm, shares with his partner, Mr. A. V. Hodgson, an enviable reputation in the trade. Their sound business ability and wide-spread experience, coupled with an exceptional courtesy, have contributed much to the remarkable success of this firm. The growth of their business is the logical result, not only of the trade facilities and advantages enjoyed by Montreal, but also of the great energy and enterprise which has been manifested in extending their trade connections in all directions and establishing permanent relations. One of the results of this policy is the establishment of a branch house at Winnipeg and now their travelers cover the entire Dominion. Before engaging in business for himself, Mr. McFarlane was a member of the late firm of McFarlane, Austin & Robertson, while Mr. Hodgson's early experience was gained with the Canada Paper Co. He afterwards spent a year in the paper business in Paris, France. This firm have managed business with a consummate skill and proved themselves equal to every emergency. It can well be said that they exhibit the most advanced type of business ethics, and while their growth has been rapid, it has been on a solid foundation.

This house got their start in 1891 at 316 St. James street, under the style of David McFarlane & Son. At that time the firm was composed of Mr. David McFarlane, Mr. C. H. McFarlane and Mr. A. V. Hodgson. This firm prospered considerably and emerged from a disastrous fire on the 2nd of January, 1897, with renewed courage and enterprise. The difficulties of such a situation cannot easily be imagined except by those who pass through similar circumstances. They started afresh at 636 Craig street. The firm name was changed in December, 1897, to McFarlane, Son & Hodgson. The senior partner, Mr. David McFarlane, died in April, 1901. He had done much

to be remembered as a remarkable pioneer. The business was then carried on by the remaining partners, the present members of the firm. So successful has been the result that in December, 1903, they moved to their present spacious warehouse. The character of the business is plainly indicated by this splendid edifice. In fact, the volume of their business has doubled within the past four years.

Mr. H. Van Duyne, of the Dennison Mfg. Co.

Mr. H. Van Duyne is one of the younger generation in the stationery trade who has made a decided success at an early age. A glance at his career shows an intense determination for a certain purpose followed with persistent energy, which has been instrumental in his winning his present pre-eminence. Like so many successful men, his early experience was gained in the retail trade, first in a department store in Newark, N. J. At an early age his ambition was to get in close touch with the New York wholesale stationery houses, and with this in view he gave up a lucrative position in a department store to enter a small Newark retail stationery house where he could get in close touch with travelers for wholesale stationers. His ambition was soon realized and he obtained a position with the Dennison Mfg. Co., New York, six years ago. His success may be gauged by the fact that upon their decision to open a Canadian branch the 1st of January, 1903, Mr. Van Duyne was awarded the position of manager. He is a persistent solicitor for business and works upon the policy that no order is too small for his closest attention or no favor too great to be granted. These business characteristics, coupled with a pleasing address, have made him very popular in the Canadian trade.

The Dennison Mfg. Co. were established in 1841 and incorporated in 1878 with a capital of \$2,000,000. An inkling of the marvelous growth of the concern is af-



A. A. Hodgson,
of the firm of McFarlane, Son & Hodgson.

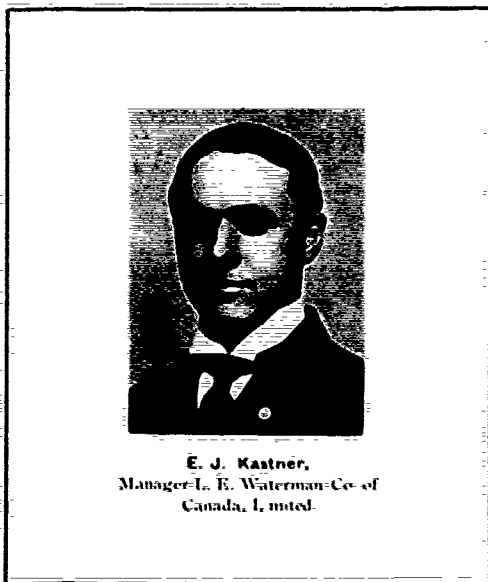
forded by enumerating their five large houses in New York, Boston, Philadelphia, Chicago and St. Louis, as well as nine sample offices at important points, including the Montreal one, which looks after the Canadian end of the business. As an example of their enormous output,

this firm turn out a billion tags yearly alone, a million paper napkins daily and 500,000 rolls of crepe paper monthly.

L. E. Waterman Co., of Canada, Limited.

This firm may be regarded as a very old or a comparatively modern concern, according to the point of view, for if the L. E. Waterman Co., Broadway, New York, are considered, the beginnings of fountain pens must be delved into. On the other hand, the Canadian company is of recent origin, although it is intimately connected with the world-wide parent concern. The story of the Canadian company really begins with their incorporation as the L. E. Waterman Co of Canada, Limited, on the 21th of November, 1901. As has been pointed out many times previously, the primary object of a Canadian establishment was to facilitate the distribution of their goods and to better serve the interests of a constantly-expanding clientele. Their first office of modest pretensions was located in the Alliance Building, 107 St James street, Montreal. A phenomenal growth in business soon necessitated a move to larger more convenient and commodious quarters, at 136 St. James street. These premises are characterized as in many ways the finest and most complete in Montreal. An exterior view gives a somewhat inadequate idea of the showroom. Judging from present conditions, this infant concern bids fair to rival in growth and importance the parent house. The trade has eagerly welcomed the many advantages accruing from even more prompt deliveries and repair facilities, and the future holds in store a bright prospect. A larger and more prosperous result may confidently be expected and a still more gratifying record scored.

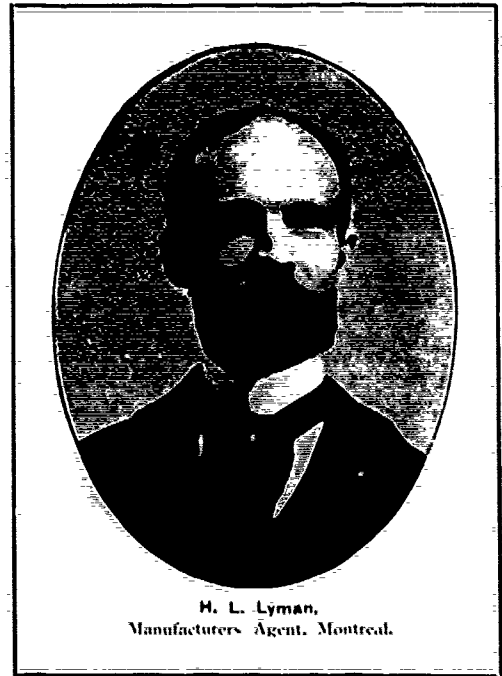
Mr. Kastner, secretary and manager of the Canadian firm, exhibits all the grit and determination which make for phenomenal success and a sketch of his career is an object lesson to the younger generation in the stationery trade. No biography is fuller of a set purpose attained by courageous action and good, hard, fruitful work. Entering Waterman's fifteen years ago at the foot of the ladder, he has step by step advanced, due to a minute study of the business, coupled with an enthusiasm that



E. J. Kastner,
Manager-L. E. Waterman-Co. of
Canada, Limited.

has borne fruit. He displayed the same enterprise while working at the bench, as is now apparent in managing the Canadian concern. His first road experience was in the New England States, which was attended with such brilliant results that he was soon awarded the manage-

ment of their Boston store. Later he became Waterman's special representative covering practically all parts of United States and some points in Canada. During the past year he has had complete charge of the wholesale



H. L. Lyman,
Manufacturers Agent, Montreal.

sales department, 173 Broadway, New York. Personally his loss is keenly felt by the trade in New York.

Mr. Kastner, like so many Americans, has already become enthusiastic over Canada and its prospects, and in taking up his residence at St. Lambert's, a riverside suburb of Montreal, he naively says an ideal life is practically assured.

While showing a representative of Bookseller and Stationer through their premises, he pointed out a pencil stock of L. & C. Hardtmuth's goods which he characterized as the most complete in Canada. As a convenience to the trade, their ample stock is more than appreciated and every degree can be supplied. These facilities enable orders to be filled with prompt despatch.

H. L. Lyman.

Among the many Montreal manufacturers' agents, H. L. Lyman occupies a stellar position. Even a casual acquaintance with him discloses a pleasing personality and affords a glimpse of the sterling character which readily explains his popularity in the trade. At present he is the Canadian agent of three widely important English houses, namely, Cooper, Dennison & Walkden, Limited, whose writing inks he has done much to popularize in Canada, James R. Copley, whose crepe papers have a ready reception, and Jacobson, Welch & Co., whose papeteries are unique. Mr. Lyman is also the Canadian agent for the Spencerian Pen Co. of New York.

His connection with the stationery trade dates back some twenty years, when he entered the New York house of the Dennison Mfg. Co. He soon created an enviable reputation as their representative for many years in the Southern States. New York City was his headquarters for a period of fourteen years. Upon the decision of this firm to push the Canadian trade, Mr. Lyman, a Montrealee by birth, was the natural choice. His first Canadian trip was made in 1887, and the business grew to such an extent that he opened an office on his own account in 1898. Before this period he made Canadian trips

from the time taken off his southern territory. He soon obtained some noted English lines as well as Dennison's, whom he continued to represent till two years ago.

Leading Concerns.

Striking examples of business longevity are afforded by Librairie Beauchemin, Limited, and J. B. Rolland & Fils. The firm of Librairie Beauchemin, Limited, was founded in 1842, and consequently has behind it an unbroken career of not less than seventy-four years. It attained an enviable name at an early day, and under many master minds has undergone an extraordinary expansion. It is no less vigorous to-day, although nearly two generations have passed away. Mr. Daoust is the present efficient manager. At a later date Bookseller and Stationer will have the pleasure of publishing an interesting, comprehensive account of this remarkable firm.

Another house of venerable age and wide Canadian reputation is that of J. B. Rolland & Fils, which got its start as far back as 1842, and now after a lapse of over sixty years retains all the virility of youth. This firm



Hon. J. D. Rolland,
President of J. B. Rolland & Fils.

was founded by the late Hon. J. B. Rolland, who died in 1888 at the ripe old age of 73 years. It is told how his first entrance into Montreal was into a building adjoining their present building on St. Vincent street. Their present building has been occupied continuously since 1846. The late Senator, who had traveled with a basket and later with a horse and cart selling various articles throughout the province, lived to see the modest firm take a premier position in the trade. Their early success was made in selling various religious articles and church ornaments. The Hon. J. D. Rolland, at present president of the firm whose portrait appears, has done much to win an enviable reputation in the trade. He is also a managing director of the Rolland Paper Co. and president of the Northern Mills Co. As a stationery house, J. B. Rolland & Fils cover with their representatives all Canada. An interesting development may confidently be expected.

Other firms who have contributed materially to the history of the stationery trade of Montreal, but are now only a memory, are Grenet & Hamelin, Fabre & Gravel,

Chapleau & Lebel, and Payette & Bourgeault. The trade now is in the hands of three large houses and a number of small ones. These firms have selected active and intelligent representatives in every part of Canada.

W. V. Dawson.

There are few houses that enjoy the length of days or continued prosperity of this firm, which is now regarded as one of the leading wholesale stationery jobbers in the trade. The firm of W. V. Dawson was established in the early sixties, by its present sole proprietor, who has prospered remarkably as the years passed by. Mr. Dawson is but another of the many in the Montreal trade who gained his early experience with Dawson Bros. Upon the founding of his firm he was their sole representative, and covered in those days all the developed parts of Canada. Since then his men may be found in every territory. Business has naturally grown much. Mr. Dawson personally retains all the active and aggressive virility of youth. From the agency of Alexander Cowans, Edinburgh, in which capacity this firm were first established, they have developed into comprehensive jobbers, and expect to maintain a premier position in the trade.

French Jobbers.

Commercial houses that have weathered the storms of half a century are by no means a rarity in the wholesale stationery trade looked after by houses of French origin. These pioneer firms in the stationery line have done much to prove that race distinction in Canada is practically a fallacy. To-day their travelers cover the entire Dominion and the warmth of their reception effectually proves that business relations are all that could be desired. From modest early beginnings of a local nature, firms of national reputation have developed. Like the English trade, business to-day is transacted by fewer firms in strict stationery lines, omitting the various houses catering to religious ornaments of various character. Librairie Beauchemin, Limited, J. B. Rolland & Fils, and Grainger Freres, all transact an amount of business entirely creditable. The ramifications of the first two firms are bewildering in the extreme and exhibit marked developments from the parent houses, in the bookselling, publishing, printing and all branches of the stationery line. The wholesale stationery trade fairly well keeps up the reputation of the retail centre and establishes Montreal in a good position both for the number and extent of the establishments. The three main firms to-day have spacious establishments, and contain accounts on their books of merchants in every part of Canada. For Quebec Province, Montreal is the natural market, and on the principle that "blood is thicker than water" the retail trade is strongly inclined to buy in that market. Further than this, this market caters very largely to the wants of that section. The Montreal houses are specialists in an age of specialization and devote much time and energy to the needs of the Quebec storekeeper. Old-fashioned conservatism and the policy of "let things well enough alone," are now no longer recognized.

Mercantile Stationery Houses.

In this branch of the trade the modern marked trend of specialization is most apparent. Office stationery in the early days used to be entirely in the hands of the wholesale stationery trade, while to-day specialists of no mean ability have arisen to give their entire time and attention to this branch, studying closely its various needs from every point of view. This trade to-day is now practically in the hands of Morton, Phillips & Co., Chas. F. Dawson, Joseph Fortier, and Harwick, Millen & Co. The need of a special training in this branch has

more than justified the existence and continued expansion of these firms. This trade has developed during the past twenty years and many and radical have been the changes in that time. With the growth of Montreal in all manufacturing lines, this trade has fully kept pace.

Robert Graham is really the founder of this branch, and his memory is still cherished with pride and confidence by those in the trade. George Horne is another pioneer. His name is but a memory. H. A. Dawson is another house whose career extended until two years ago.

The firms to-day exhibit an accurate reflection of the latest achievements in the art of catering to this trade. A glance at their history is instructive. As has been already pointed out, Chas. F. Dawson, whose new store on Notre Dame street is regarded as being one of the most complete in the trade, succeeded from Dawson Bros. Joseph Fortier succeeded to the business of Sutherland, who in turn carried on the trade of Robert Weir & Co. Barwick, Millen & Co. have succeeded to the business of John Parslow. No new outside firms have engaged in this trade in recent years.

Librairie Granger.

Among the many progressive French stationery houses that of Librairie Granger takes a front rank. To-day they maintain two separate stores of spacious size, Librairie Granger as the wholesale, and Granger Freres, retail. Under the efficient management of Flavan J. Granger, both firms have expanded to a marvelous extent. The separate wholesale establishment was found a necessity in 1902, due to a growing trade, and its prosperity has more than proved the justification of its existence. At that time, the stock of Cadieux & Derome was purchased and formed a strong groundwork for their wholesale dealings. To-day this firm cover with their representatives Ontario, Quebec and the Maritime Provinces. Two travelers are maintained in Montreal City and two also in Quebec, while six regular representatives cover Ontario, Quebec and the Maritime Provinces. The range of samples shown includes a wide variety of stationery lines and fancy goods, as well as religious articles.

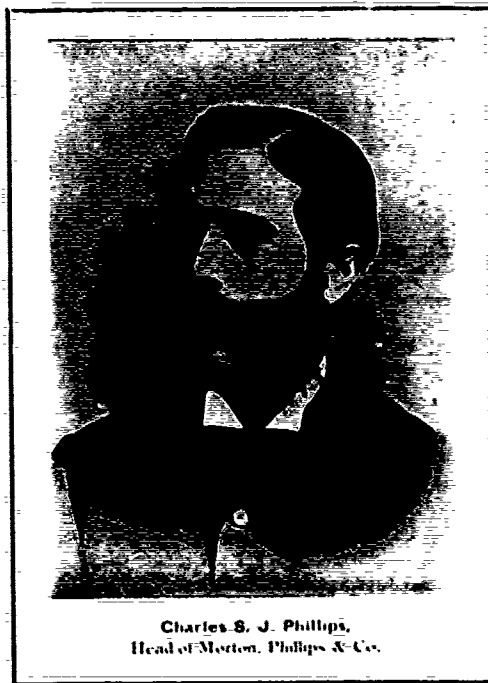
This firm was founded in 1885 by its present proprietor, Flavan J. Granger. A year later he took into partnership his brother, Hector A. Granger, the style of the firm being changed to Granger Freres. Upon the death of Hector A. Granger in 1889, another brother, Alphonse A. Granger, was taken into partnership, the style of the firm remaining unchanged. Mr. Alphonse A. Granger is a member of the Canadian Manufacturers' Association and is now on an extensive European trip. Mr. Flavan J. Granger is a prominent member of the Montreal Board

Morton, Phillips & Co.

Morton, Phillips & Co. can well be called the senior house in the stationery trade in Montreal, as they succeeded to the business of the late Robert Graham, who originated it as far back as 1829. The present firm date from 1869, when Mr. Henry Morton associated himself with the present sole member of the firm, Mr. Chas. S. J. Phillips, under the style of Morton, Phillips & Co. Contrasted with their present spacious and complete building, this early beginning exhibits striking changes. They opened business in Notre Dame street in the half of the present ground-floor and the two upper storeys. They commenced with eight persons who did all the work in all departments of the business. Shortly afterwards, Mr. T. C. Bulmer was admitted into the firm, and in 1872 the firm name was changed to Morton, Phillips & Bulmer. Still another change was made in 1890, due to the retirement of Mr. Bulmer, when the firm resumed its old name of Morton, Phillips & Co.

In 1879 printing was added to the business, when Mr. Hugh Cameron was admitted as partner in that department. Mr. Cameron retired from the firm in 1900. Another force in the building up of this business was Mr. R. J. Gibson, who had entered the service of the firm as early as 1870 and worked up to a junior partnership in 1890. He died July 27, 1901, after a lengthy illness. Henry Morton retired from the firm for a well-earned rest in 1899. He still retains an interest in the business and is almost a daily visitor to the establishment. He was born in London, Eng., in 1828 and was brought to Canada in 1832. Mr. Chas. S. J. Phillips was born in Quebec on October 18, 1844, and was employed successively by George Dowker & Co., Robert Graham, founder of the house, and at Ottawa as manager for Horne & Hope. He then traveled to represent Richard Worthington until 1889, when the firm of Morton, Phillips & Co. was formed.

The business has steadily increased until now the firm occupy the two buildings, 115-117 Notre Dame street west, besides store room outside. Employees now number



Charles S. J. Phillips,
Head of Morton, Phillips & Co.

from ninety to a hundred the year round. This firm, as is so well-known, confine themselves altogether to commercial lines, bank, railway, and joint stock company work. They have an up-to-date bindery and printing office and a stock of stationery which is unsurpassed. They are the only publishers of commercial works in Canada, a list of which is published regularly in Bookseller and Stationer.

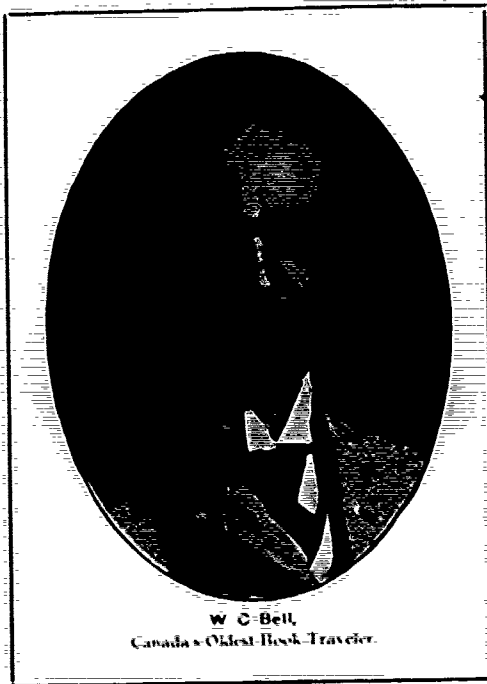
A new 1905-1906 catalogue of school books and school requisites of all kinds has been issued by The Copp, Clark Co., Limited. All dealers should have this catalogue on file.

A booklet describing "Paperoid" wallets and other articles which "wear like leather" has been issued by the manufacturers, Alvah Bushnell Co., Philadelphia. The advantages of paperoid envelopes are numerous, the chief being greater durability.

CANADA'S OLDEST BOOK TRAVELER.

It would be a surprising thing to find a bookseller in the Dominion of Canada who has never seen or heard of W. C. Bell, book traveler for The Copp, Clark Co., Limited. So long has he been on the road, so thoroughly has he covered every part of the country, and so agreeable

possible in all the many lines they manufacture, which, with reasonable prices and fair dealing, accounts largely for the very extensive business they have built up in Canada and abroad. Further information is supplied in an advertisement on another page



W. C. Bell,
Canada's Oldest Book Traveler.

an individual is he, that not to know "Billy" Bell argues one a very suburban bookseller indeed. In the publishing trade he is equally well known and he is liked by everybody.

At the early age of fourteen, Mr. Bell launched out into the business world and he has been sailing his ship ever since. He started out as collector of books for that most famous of Canada's older book houses, James Campbell & Son, of Toronto. At fifteen this enterprising youth took his initiation as a commercial traveler, journeying east to Halifax, St. John and Montreal. These, indeed according to Mr. Bell, were the halcyon days of the "bagman,"—no necessity for any "dumping clause," as the visits of the United States or the Britisher were few and far between. It was the paradise era in the life of the Canadian book traveler.

To-day business is equally as good but greatly transformed,—beneficially no doubt,—for instead of being merely a jobber, the wholesaler is compelled to be a publisher, and naturally must rank in a smaller degree, with the great publishing houses of the world. In the retail trade, there are to-day men in Canada who, for the versatility of their knowledge of books, have not their peers anywhere.

Mr. Bell was with C. M. Taylor & Co., Toronto, for a number of years, and then accepted his present position with The Copp, Clark Co. He possesses a large library, which in his own words, "is a source of great comfort to his friends," and his collection of old prints and colored caricatures is probably one of the largest in Canada.

HIGH-CLASS LEATHER.

A specialty of fine leather for the arts and trades is made by the old-established firm of Clarke & Clarke, Limited Toronto. They aim to produce the best qualities

GLEANED FROM BYGONE DAYS.

AN accident of a rather serious nature happened about two weeks ago to Mr. Arthur Rutter, well known in connection with Messrs. Warwick & Son's establishment. Mr. Rutter was driving a buggy in which also his wife and child were seated, when the horse made a sudden bolt, tossing out the occupants of the buggy. Mrs. Rutter and child escaped with sundry bruises and scratches of an unpleasant nature, but Mr. Rutter's foot having caught in the lines, he was dragged some distance with considerable rasping of hands, face and clothing.—Sept., 1881.

T. J. Day, not content with his big store in Guelph, has opened up in Berlin with a large and varied stock of goods.—Nov. 1887.

The Barber & Ellis Co. have just got into their new building on Bay street. The inside is still in a state of chaos.—Nov. 1887.

T. N. Hibben, Victoria, B.C., has admitted as partners C. W. Kammerer and W. H. Bone, under style of T. N. Hibben & Co.—Sept. 1884.



William Tyrrell,
Toronto's Leading Bookseller

Mr. James Bain, of James Bain & Son, met with an accident at his residence, Sherbourne street Toronto, by falling from an apple tree.—Nov. 1884.

A happy man is Andrew Mackinlay, of the firm of A. & W. Mackinlay, Halifax, who has formed another part-

nership, this time for life's journey. At St. Mary's Church, Aylsford, he was married to Miss M. E. Harris, early in October—Nov. 1881

Messrs. James Campbell & Son's well-known traveler, Mr. H. C. Couch, has just committed matrimony with Miss C. E. Holmes, in which act he was aided and abetted by the Rev. Arthur Baldwin, of All Saints, Toronto.—Sept., 1881

On the 23rd ult. Mr. D. A. Rose, manager of the Rose Publishing Co., was startled by the arrival of a homeing boy, weighing, oh! ever so much. But as it was (as the strawberry dealers say) the first of the season, something gratifying was looked for and there was no disappointment. Can our contemporaries do better?—Sept., 1881.

Hodgson, Sumner & Co., Montreal, are the busy house—opening at 7 a.m. they seem to be rushed all day. Tom Hodgson has both life and energy, and is universally liked.—June, 1888

The completion of the magnificent building of Warwick & Sons, next the Queen's, is near, and when Buntin, Reid & Co.'s fine five-storey and basement brick and stone building on Wellington street, near Bay, lately commenced, will be ready for occupancy, there will be less shoe leather used when many calls have to be made.—July, 1888.

It is the season for mating among men, so Robert J. Berkinshaw, on the 30th of November last, was united in marriage to Miss Coulton. The wedding cake was so huge that he will have a good-sized piece for everyone, so don't give him an order until he gives you your share.—Jan., 1888.



Jas. I. Anderson,
A. President of Ontario Booksellers

Acting on the advice of the executive committee, President Sharp has appointed the following members of the Ontario Booksellers' Association as a committee to consider the question of copyrights: T. J. Day, B. H. Rothwell, J. G. Cloke, W. Middleton, James Bain, A. G.

Watson, S. R. Hart, A. S. Irving, and Henry Hutcheson, convenor.—August, 1888.

D. T. McVinish, Toronto, is now sole proprietor of the handsome bookstore, corner Adelaide and Toronto, having



J. G. Cloke,
Hamilton's Long-Established Bookseller

ing bought out the interest of his late partner, D. O. Ellis.—Aug., 1888.

A. O. Hurst, with C. M. Taylor & Co., has taken a little variety on his last trip. This time he was to have started from Woodstock on the 26th of last month with only one trunk and—a wife. The employers of the establishment, through A. G. Lee and H. C. Couch, presented him with a handsome silver tilling pitcher, accompanied by all manner of nice speeches and wishes for future happiness. May the sun of happiness brighten the path of the young couple.—October, 1888.

Guelph is thriving. Mr. W. G. Nelles has found it necessary to have larger premises to enable him to meet the growing demands of that city, and has taken possession of a fine store near the post office.—Nov., 1888.

Mr. George H. Dotan has succeeded Mr. H. H. Behs, of the Willard Tract Depository.—Nov., 1888.

W. K. Ireland, bookseller and stationer, of Owen Sound, passed through the city the other day on his wedding trip.—Nov., 1888.

Mr. W. M. Lowery, of the firm of Lowery Bros., Stationers, Petrolia, was married on the 11th inst. to Miss Mary E. McPherson, youngest daughter of Geo. S. McPherson, Esq., Petrolia.—Feb., 1890.

F. H. Moody, late of the J. F. Austin & Co.'s staff, now represents the Willard Tract Depository, and covers the ground east and north of Toronto, taking the place of A. J. McCrae, who is carrying on a business of his own.—April, 1889.

Mr. W. R. Pringle has gone over to J. B. Rolland &

Sons, Montreal and will hereafter represent them in the Maritime Provinces—October, 1889

The removal of Buntin, Gillies & Co. Hamilton, 70 King Street East, opposite the Gate was a move in the right direction—Oct. 1889

Mr. Henry Brophy, the cashier of the Montreal News Co. was in the city a few days last week. He is captain of the Montreal Lacrosse Team, who defeated the Toronto's on the 1st—July, 1891

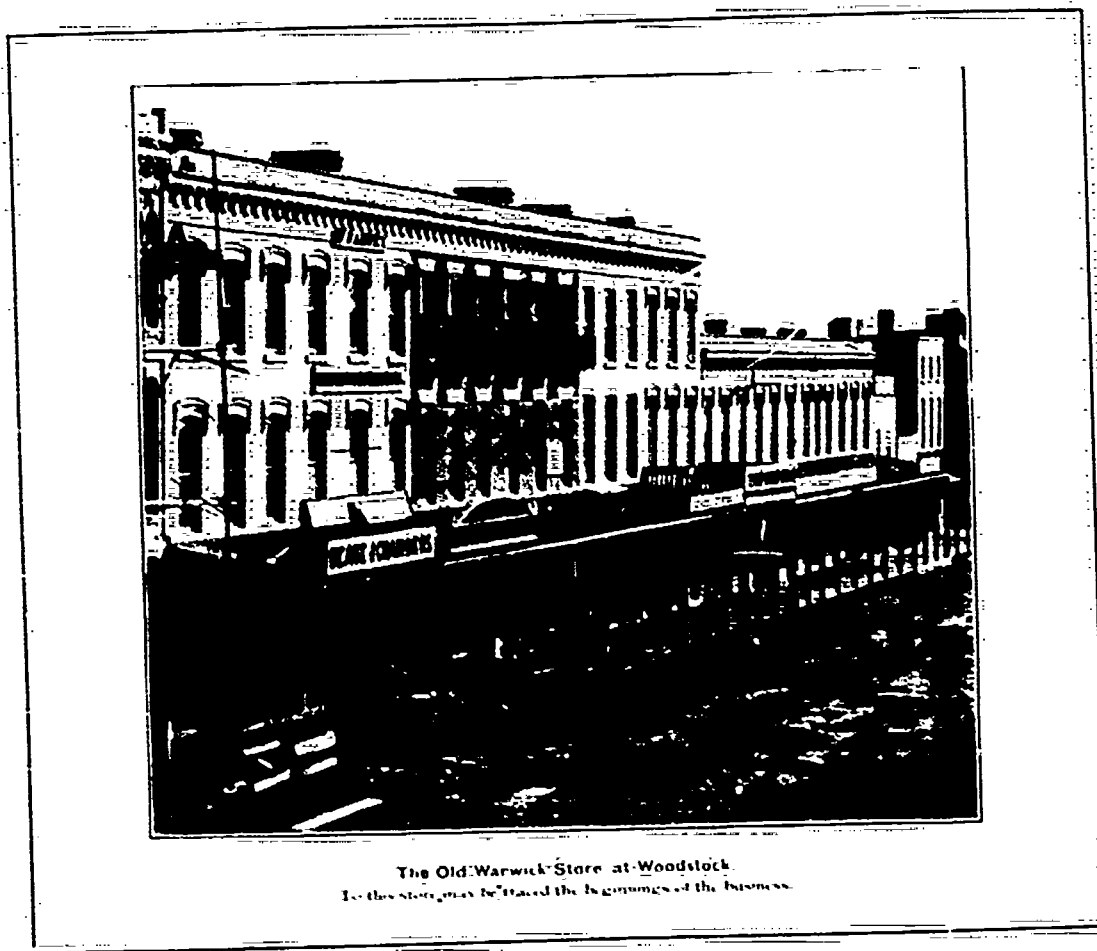
Regarding games, I was told by The Copp, Clark Co. Limited, that their list would be issued shortly.

partners at Mr. F. W. V. Mitchell's charming residence at Edgbaston

In the afternoon the whole of the employes met at the Botanical Gardens, when a short history of Mr. Nicholls' connection with the firm from the age of eleven was told by Mr. A. B. Mitchell, the senior partner, who, on behalf of the firm, presented Mr. Nicholls with a handsome roll-top desk

Mr. Nicholls was also the recipient of presents in token of the esteem in which he is held by both the Birmingham employes and also by the London staff.

The whole firm then sat down to a well-served dinner, during which a few suitable speeches were made, which illustrated the kindly feeling existing between employers and employed



Such favorites as Old Maid, Lost Hen, Authors, Dr. Busby, etc. will be found on the list

AN-INTERESTING-EVENT.

ON July 6 a late and interesting anniversary was celebrated by the firm of Wm. Mitchell, the well-known pen makers of Birmingham and London. The occasion was the completion of 50 years' service of Mr. Joseph Nicholls, the cashier at the works. Few can claim the honor of such long service in one firm, and the occasion was fully marked by a meeting of all the proprietors and employes at Birmingham

After a hasty tour of the works, during which various interesting processes of pen-making were ably explained by Mr. W. B. Mitchell, the sales staff of both the London and Birmingham houses were entertained at lunch by the

NEW JUVENILE.

"Christmas With Santa Claus" is the title of Frances Trego Montgomery's new book, which will be published within the next month. It tells of the experiences of a small boy and girl who are carried by Santa into his domain just a few days before Christmas, how they are entertained by Mrs. Santa Claus, and of the wonderful things they saw while there. The book will please the little men just as well as the little women. It is handsomely illustrated by Ruth Mary Hallock, who has won wide notice through her charming pictures of the children. Mrs. Montgomery is well known among the juvenile readers, being author of the famous "Billy Whiskers" Series. (5/- to 1/-). The Saalfield Publishing Co.

A MODERN WAREHOUSE AND FACTORY

WARWICK BROS. & RUTTER, LIMITED.

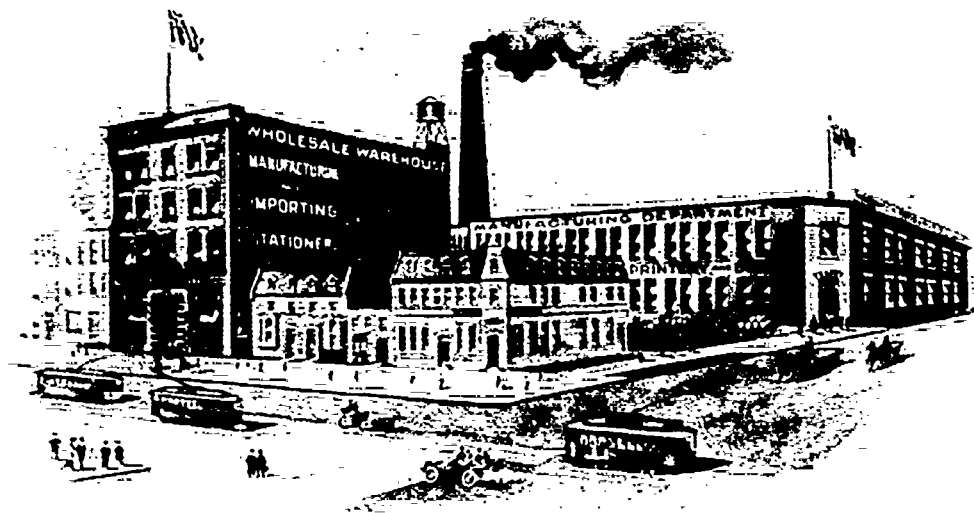
A STREET car ride of six minutes from the Union Station, Toronto, will bring a visitor to the new warehouse and factory of Warwick Bros. & Rutter, Limited, at King street and Spadina avenue, the new business centre of the city. The buildings, designed by Mr. Geo. W. Gouinlock, have been erected on an L-shaped parcel of land, with frontages on both thoroughfares. The lot on King street is 15 x 130 feet in extent, and the lot on Spadina avenue 85 x 230 feet. On the former a handsome four-storey and basement warehouse of red brick and stone has been erected, and on the latter a factory building, which in point of design and equipment has no equal in Canada.

The Warehouse.

Built for service, the warehouse is a substantial, well-lighted and fire-proof structure. The walls are of

which are inscribed the firm's monogram. The desks and furnishings were specially made by the Library Bureau of Ottawa. Back of the offices is located the sample room, furnished with quartered oak display stands. Here are shown samples of every article kept in stock, so that it is unnecessary for the customer to proceed any further in making purchases. So convenient is the arrangement that he can make his selection of goods, transact necessary business with the office, and see any member of the firm or the head of any department without moving more than a few feet.

To the rear of the sample room is the shipping department, and here the facilities for handling the goods are found to be admirable. Goods for shipment either come down the main elevator or, if they are small in bulk, down a dumb waiter. They are immediately transferred to a long counter. Here the checkers receive them and pass them over to a second parcel counter, from



Warehouse and Factory of Warwick Bros. & Rutter, Limited

brick, erected on a concrete foundation, and the columns and beams supporting the various floors and roof are of steel. The floors and roof themselves are of concrete, reinforced with expanded metal, while the concrete is carried around the beams so as to protect them in every particular. The windows throughout the building are set in sheet metal frames, and the sash glazed with wire woven glass. Each floor is provided with drains, to which the floor slopes, so that in case of fire floors beneath can receive no damage by water. The elevator is enclosed in a brick encasement, independent of the building, and closed off with iron fire doors. The stairway is likewise in a separate compartment, and is built entirely of concrete.

Ground Floor.

Entering the main door on King street, which is flanked by two large plate glass windows, the visitor finds himself immediately inside the office. To his left extends a row of private rooms for the various members of the firm. To the right are located the general offices. The fittings are of quarter-cut oak, with glass panels, on

which they are duly packed and labeled. From here they are transferred to the waiting carts at the shipping door. The entire system reduces the risks of shortages or other mistakes to a minimum.

The Other Floors.

On the first floor is to be found the stock of shelf stationery, blank books, writing tablets, etc. The fixtures are all plain, strong and serviceable, and not an inch of waste space is to be found from one end of the floor to the other. So compact is the stock that many orders are filled on the one floor alone. The second floor contains the stock of envelopes, paperfiles and school stationery. The third floor is given over to the import business, for which Warwick Bros. & Rutter are noted. In the basement stand huge piles of paper, the reserve stock for the factory.

The Factory.

Approaching the factory from Spadina avenue, the visitor is agreeably surprised to find its front ornamented with flower boxes and vines, while flower beds are scat-

tered over the lawn, which extends to the road. The latter are at present filled with bright-colored foliage plants, which spell out the letters W B & R. So attractive an exterior bespeaks an equally attractive interior, and that is just what the visitor finds on entering.

For a moment the eye is confused by the scene which presents itself. It is all so large, so bright and so animated that it takes a moment to accustom one's self to the surroundings. This statement will possibly be better understood when it is explained that the factory is all one immense room, covering an area of upwards of 20,000 square feet. The roof is thirty feet in height and the building is lighted from a double row of windows on all four sides, and numerous skylights from one end of the room to the other.

Work amid such bright and pleasant surroundings must be a delight. There is no close atmosphere, no dim corners, no climbing of stairs, no danger from fire. In fact conditions are ideal, and judging from the appearance of the 250 employes they find the place much to their taste.

The Equipment.

When Warwick Bros & Rutter erected their new factory they started with a clean slate. That is, they did not have a single printing or binding machine in their possession. They were consequently able to purchase a brand new equipment, and they set about doing so with the purpose of securing the very best. The result is that in their factory to-day they have the most modern machines that money can buy, and they are able to state that there isn't an up-to-date machine now made that is not used by them. They have a battery of ten Mergenthaler Linotypes, which they claim is the largest single plant in Canada. Their plant of cylinder presses are all Miehles, and in the bindery they are equipped with folding machines, cutting machines, ruling machines, stitching machines, presses, rounders, backers, embossing machines, etc. Every machine is run by an individual motor, of which there are 18 in the factory, doing away with the use of shafting.

Then it is carried on step by step until it is completed, when it is transferred directly to the warehouse. A steady stream is thus kept up, which is not interfered with by any backward movements.

In a Mezzanine floor across the western end of the



Factory of Warwick Bros. & Rutter, showing General View of the Bindery.

building is located the composing room. This department is equipped with a large assortment of the most modern type faces and type materials. The cabinets, frames and stones have all the latest labor-saving devices.

Immediately below the composing room is the press room. A solid concrete floor built on the ground ensures a firm foundation for the heavy machinery. So solid is it that when a press is running at full speed a coin may be rested on its edge on any part of the frame without being upset.

The larger portion of the floor space is devoted to the bindery. This department has been laid out in sections, according to a well devised plan for blank book, letter press and pamphlet binding, and for the manufacture of writing tablets, note papers, and other stationery lines. Each section is, as far as possible, complete in itself, and furnished with a full equipment of cutting, sewing and folding machines and standing presses, in addition to the special machinery required for its particular work.

There is immediate access from the factory to the warehouse and vice versa. Finished stock can pass directly into the warehouse, and raw material can be taken from the warehouse directly to the factory. The whole system ensures perfection in work and cleanliness in production. Moreover, with such splendid facilities and so many devices for the economical handling of goods, the cost of manufacture is reduced to the lowest possible point, and the output correspondingly increased.

Buntin, Gillies & Co., Limited, have lately issued a catalogue of a few of their school lines, which will be found useful by dealers in ordering for school opening. Any person not having received a copy of this catalogue should write at once.

A fountain pen that seems to enjoy a wide popularity is sold by Buntin, Gillies & Co., Hamilton. It is called the "Eclipse," and they sell it at the low price of \$8 per dozen. Dealers at summering places, where this line of goods is in great demand, say that it is a pronounced favorite.



Factory of Warwick Bros. & Rutter, showing portions of the Press Room and Composing Room.

The Arrangement.

In the factory, as in the warehouse, everything has been arranged to facilitate the work and to economize labor and time. Material is received at one end and passes directly to the first process in its making-up.

ABOUT BLOTTING PAPER.

THE stereotyped methods used for testing blotting papers, apart from the ordinary commonplace and common sense methods employed in commerce, are, we believe, the outcome of the Charlottenburg testing department. It is generally supposed that the method of testing blotting papers by holding them vertically with their lower end immersed in water and noting the rise of the water in a given time is a measure of the absorbent qualities of the paper. There is a great deal to be said in favor of this test, but its value may be overestimated.

It does not necessarily follow that a blotting paper giving a good result by this test will do so when brought in contact with writing ink instead of water, and even if a paper gives good results when writing ink is used in this way, it does not necessarily follow that the paper

mark on paper. In the air, however, the liquid rapidly darkens and thickens with the formation of black ferric tannate, so that such ink if kept would soon be unfit to use. If, however, to the original ferrous tannate a very small quantity of sulphuric acid be added, the oxidation of the ferrous tannate is to a very large extent retarded, so that the ink will keep, at any rate in a closed vessel, an almost indefinite period.

When, however, the ink comes in contact with paper, the trace of acid is neutralized by basic substances, fillers, etc., present in paper, and the acid in this way removed from the sphere of action no longer retards the oxidation of the ferrous tannate, which is soon converted into ferric tannate, leaving a well-defined black mark upon the paper. As, however, it would be inconvenient to write with such a pale colored fluid as a solution of ferrous tannate, a



Specimen illustration from "The Making of the Canadian West," by R. G. MacBeth.

in question is a good blotting paper from all points of view. Such a paper may, indeed, be inferior from a commercial standpoint. It is important to recognize the fact that there are other and perhaps more important qualities to be taken into consideration. It is expedient that the makers of blottings should have some considerable knowledge of the nature of writing ink, and it is essential that they should appreciate the extreme susceptibility of the best writing ink to any slight change in the constitution of the paper, not only in physical, but, which is perhaps of greater importance, in chemical composition.

In general terms, writing ink may be regarded as a ferrous tannate formed by the reaction of ferrous sulphate (proto, sulphate of iron) and tannic acid. This in solution consists of a clear brownish liquid, which as it flows from a pen would at first leave little or no colored

quantity of aniline dye, usually an aniline blue, is added to the ink (as in the so-called blue black inks). This leaves a well-defined mark on the paper straight away, but it must not be forgotten that this of itself would fade away in time, especially if exposed to light, and that the really permanent black marking left on the paper is due to the formation of ferric tannate, which is only produced gradually in the paper.

Many inks, especially those used for stylographic pens and the like, depend largely or wholly upon aniline dyes for their color. Such inks are not permanent on paper, nor do they give the impervious rings on blotting paper.

It has recently been established that the rate at which water rises on a strip of blotting paper corresponds with the bulking qualities of the paper. Thus in a series of tests conducted by one of us, in which the percentage

JUST TO SCARE

**VP
NEW
TRADE**

WE BELIEVE IT WILL PAY YOU TO SEND US YOUR BUSINESS, FOR NATURALLY, THE SIZE OF OUR ESTABLISHMENT ENABLES US TO OFFER MANY FACILITIES THAT ARE SCARCELY POSSIBLE BY CONCERNS HAVING A SMALL VOLUME OF TRADE.

SEND US THAT COPY

WE DESIGN ILLUSTRATE AND ENGRAVE PLATES

TO PRINT IN ONE OR MORE COLORS ON A TYPE PRINTING PRESS.

GATCHEL & MANNING

27 to 41 S. 6th St

PHILADELPHIA, PA.

OUR ESTABLISHMENT IS ONE OF THE LARGEST IN THE UNITED STATES DEVOTED EXCLUSIVELY TO DESIGNING ILLUSTRATING AND ENGRAVING

of air space was determined on different well known makes, it was shown that the greater the air space or "sponginess," the greater the capillary action or rise of water. Undoubtedly one of the best methods of determining the absorbent qualities is to determine the percentage by volume of air space as arrived at by aid of the C.B.S. Units.—Clayton Beadle and Henry P. Stevens, in Paper and Pulp.

THE THING FOR CHRISTMAS.

DAVIDSON BROS., of Basterfield street, London, Eng., for whom The Copp, Clark Co., Limited, are Canadian agents, are showing most beautiful lines of Christmas cards and calendars for the 1905-06 season, in a series so long and so varied that it is impossible to enlarge upon the attractiveness of individual sets, but the 5c. and 10c. lines of drop-calendars strike one at once as being particularly attractive. These are of beautiful patterns, cut out and embossed, and the richness of their effect is in marked contrast to their cost. The leading line in Christmas cards is of celluloid, also shaped and embossed to illustrate baskets of flowers, shells, figures, decorative panels, etc. These are all colored by hand and usually tied with ribbons or silk cords. Davidson Bros. tell us that The Copp, Clark Co. have samples of every thing they publish, so that readers of Bookseller and Stationer can see for themselves how attractive these goods are. The home demand is very heavy just now, but Davidson Bros. are able to keep up with all Canadian orders. There seems no end to the making of picture post cards and Davidson Bros. are constantly adding to their already large line, some of the newest and best subjects being contributed by really famous artists, such as Tom Browne, John Hassall and Dudley Hardy.

LADY'S GRIP PURSE.

AS the season draws on, the necessity of looking into your leather goods stock becomes very important. All live business men know that "Christmas comes but once a year," and that "the early bird catches the

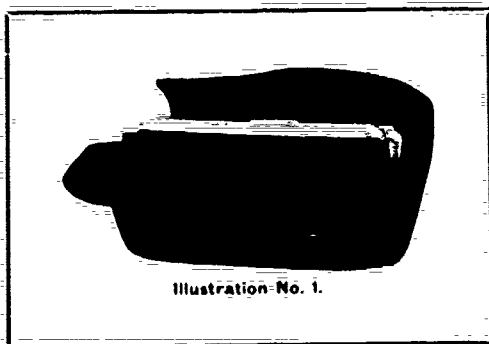


Illustration No. 1.

worm." If, therefore, the live business men would be in the running for holiday trade, it is necessary that they should make arrangements for the holiday stocks early while assortments are complete.

The old firm of Brown Bros., Limited, Toronto, are showing a splendid range of fancy leather goods suitable for holiday trade. They have several new lines in addition to the staple lines they usually carry. One of these is lady's grip purse, which is illustrated herewith.

Illustration No. 1 shows purse open. As will be seen this purse is very similar to regular style lady's purse, slightly longer, but the same depth.

Illustration No. 2 shows method of holding the purse. As the strap is very firmly fastened to the purse it is

impossible for the hand to let the purse slip. These goods are made in all the best leathers and the prices are most reasonable.



Illustration No. 2.

THE FANCY GOODS CO., OF CANADA, LIMITED.

ROBERT WILKES & CO., who started business at the corner of Yonge and Wellington streets, Toronto, as wholesale and manufacturing jewelers and fancy goods dealers in 1857, were the originators of the business now known as the Fancy Goods Co., of Canada, Limited. Business was carried on by R. Wilkes & Co. for many years at this central corner, until, in 1880, the late Henry Smith and H. H. Fudger entered into partnership and bought out the concern, founding the firm of Smith & Fudger. This firm did business until the beginning of 1891, when H. H. Fudger became sole proprietor. In 1898 the present firm was formed. Those actively concerned in the new company were former employees. Mr. E. A. Kantel was appointed manager and the others actively interested were C. L. Burton, secretary-treasurer, J. H. Wood and E. B. Andrews. On July 3 of the present year Mr. Kantel resigned from the management and Mr. C. L. Burton was appointed managing director in addition to his duties as secretary-treasurer, and Mr. J. H. Wood was called to the directorate. During the present year the Fancy Goods Co. have removed from the old building at Wellington and Yonge streets to a handsome new structure opposite the Union Station on Front street. This is but one indication of the growth of the business. A visit to the new premises would show many more. Suffice it to say, that the Fancy Goods Co. are keeping well abreast of the times in every respect.

A TIME SAVER.

A handy little article for the use of reporters and stenographers, being a bookmark and pencil holder combined, has just been put on the market. It is about three inches long and made of steel, with two little attachments for pencils. Reporters and stenographers will experience a considerable saving of time and temper in finding places in their note books by its use. The line is manufactured by the J. H. James Mfg. Co., of Fort Scott, Kansas, and is sold to the trade at \$1.35 per card of two dozen. The Canadian agent is Mr. A. J. McCrae, of Toronto, and the line can be secured from the leading Canadian jobbers.

FOUR NEW BOOKS

MAID MARGARET

By S. R. CROCKETT. Illustrated. Cloth, only \$1.50.

Mr. Crockett is certainly at his best, and undoubtedly most popular, in "Grey Galloway," where, for literary purposes, he has long ago conquered and annexed, and in his new novel, "Maid Margaret," this "land of brown bent and red heather" provides him not only with a background, but also with a heroine from its actual history. "Maid Margaret" is none other than the famous Fair Maid of Galloway, and a most charming addition she makes to Mr. Crockett's gallery of Galloway maidens. She is as fair of face, as impulsive of speech, as full of life and charm as any of her predecessors. You must not on any account miss "Maid Margaret." The volume may be easily recognized by the charming portrait of the heroine, the work of Mr. Seymour Lucas, R.A., which appears on the cover.

BROTHERS OF PERIL

By THEODORE ROBERTS, Author of "Hemming the Adventurer."
Illustrated. Cloth, only \$1.50.

When "Hemming" appeared last year, its readers passed it on to their friends with the recommendation that it was "a rattling good story." "Hemming" was good, but "Brothers of Peril" is better. It has an unusual plot, dealing with a now extinct race, the Beothic Indians of the sixteenth century, who were the original inhabitants of Newfoundland when that island was merely a fishing-station for the cod-seeking fleets of the old world.

The story tells of the adventures of a young English cavalier, who, left behind by the fleet, finds another Englishman, with his daughter and servants, who is hiding from the law. A French adventurer and pirate, who is an unwelcome suitor for the daughter, plays an important part. Encounters between the Indians and the savage colony of white men on shore, and perilous adventures at sea with a shipload of pirates led by the French buccaneer, make a story of breathless interest, but all ends well when the fishing fleet returns, and the lovers sail for home. All in all, "Brothers of Peril" is a story of swing and action, with good descriptions and charming love passages.

IN THE BROODING WILD

By RIDGWEEL CULLEUM. Illustrated. Cloth, only \$1.50.

An absorbing drama of the frozen north, notable for its broad conception of elemental character, its realistic descriptions of nature in her fiercest moods, and the intense excitement with which the story grips the hearts of its readers.

MID THE THICK ARROWS

By MAX PEMBERTON. Illustrated. Paper, 75c.; Cloth, \$1.50.

In his newest romance, Mr. Max Pemberton breaks what for him is new ground. "Mid the Thick Arrows" is an up-to-date story of society life—a story of country houses, motor cars and bridge. But, in addition to this there is an ingenious and elaborate plot of the kind we expect from Mr. Pemberton. The millionaire hero, Quercus Caird, had made a misalliance in his youth with a Spanish-American girl who deserted him for the music hall. When he married the daughter of the Earl of Alcester, he had what appeared to be satisfying proof of his first wife's death. But he was soon rudely disillusioned, and a long and powerful story smooths out the inevitable tangle that follows.

Max Pemberton's characters are all instinct with life and individuality, and in the maintenance of interest he has few equals.

THE COPP, CLARK COMPANY

PUBLISHERS, TORONTO

LIMITED

PUBLISHERS' ANNOUNCEMENTS

Frederick A. Stokes Co., New York, announce for publication in the early autumn, Anthony Hope's new novel, "A Servant of the Public," and a book of stories, "The Black Spaniel," by Robert Hichens, author of "The Garden of Allah." These two important books head a list of promising fiction, including new books by Robert Barr and Agnes and Egerton Castle.

"The Garden of Allah," now in its seventh large printing, continues to gain in popular favor; and "Rose of the World," also among the "best selling" books, is now in its fourth printing.

Owing to the continued and heavy demand for "Tom Moore," the Musson Book Co., Limited, have been obliged to issue a tenth Canadian edition.

Hector, My Dog, His Autobiography, is the title of a new volume by Egerton R. Young, which is to be issued September 1st by the W. A. Wilde Co., of Boston. Mr. Young's new book will bring out in a unique way many of the author's wonderful experiences in the Northland, besides giving an added interest by picturing the prominent part which his faithful dog Hector took in all his perils and adventures.

The Fleming H. Revell Co. will have ready early in September the novel on which the Rev. R. E. Knowles,



of Galt, has been working for some time, entitled "St. Cuthbert's." Judging from a prospectus containing the opening chapter, the book should prove most successful.

Among the recent publications of the Musson Book Co., the following novels merit attention: "My Lady Clanearthy" by Mary Inlay Taylor, a romance of love and daring in which the action is swift and fascinating; "Pam" by Bettina von Hutten, considered by many the



TOM MOORE

From the Book by the Musson Book Co., published by The Musson Book Co.

book of the hour: "The Quakeress" by Max Adler, the story of a Quaker girl, who learns something about dancing, and a dashing southerner, who learns to worship without going to church; "The Digression of Polly" by Helen Rowland; "Art Thou the Man?" by Guy Berton, one of the most powerfully written books of the season; "The Purple Parasol" by G. B. McCutcheon.

A new edition complete in a single volume of "Birds of the United States and Canada" by Thomas Nuttall, has been issued by the Musson Book Co., Limited, at the popular price of \$3.00. The book has hitherto been published in two volumes at \$7.50 net. In its new, cheaper and handier form it should find a place in every household.

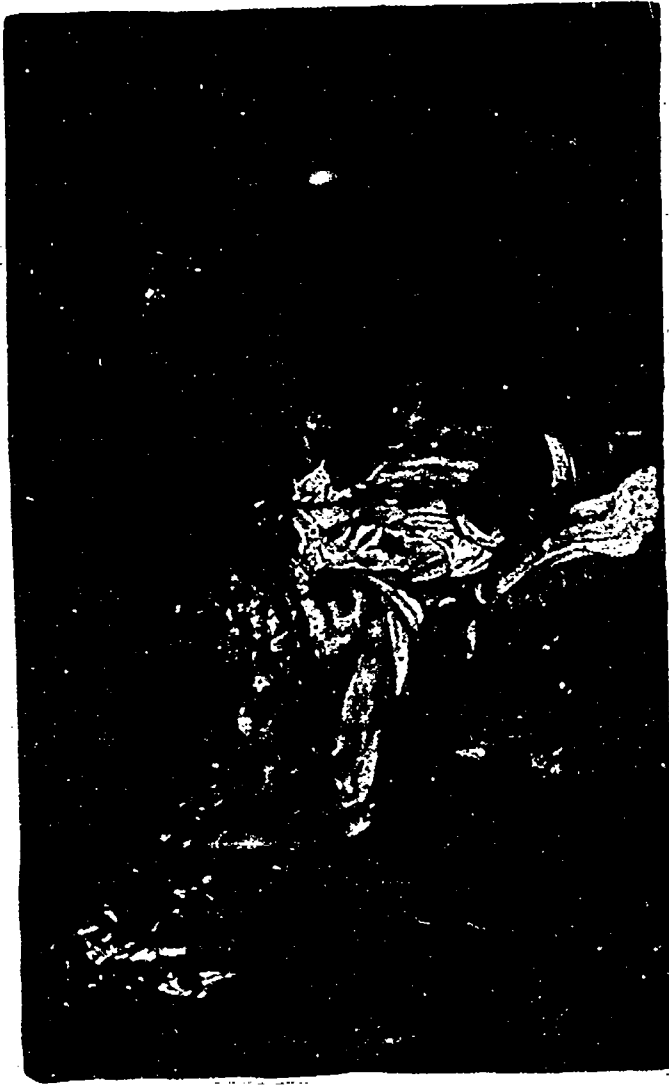
The Musson Book Co., Limited, of Toronto, have been most fortunate in securing an edition of Baird, Brewer and Ridgeway's "Land Birds of North America" in three volumes. These books were originally published at \$48 for the set. The frontispieces are hand-colored, and there are 545 heads printed in colors, and 593 wood engravings. The trade can sell the set at the remarkably low price of \$10.00. The publishers feel safe in saying the work has no equal at the price.

The Musson Book Co., Limited, Toronto, will publish this Fall the last book written by the late Guy Boothby.

Another book the same house will bring out this Fall, will be from the pen of William Le Queux.

The Musson Book Co., Limited, Toronto, are publishing for the Fall and holiday trade, "The Wild Flower Fairy Book." This is a companion book to "The Golden Rod Fairy Book" by Esgher Singleton, which had such a remarkable sale the last two years. The illustrations will be works of art, and each page will be decorated in color. Price, \$2.00.

The Musson Book Co., Limited, Toronto, have secured



MY LADY CLANCARTHY.

a Canadian edition of "The Boston Cooking School Cook Book," by Fannie Merritt Farmer. This valuable work on cooking is now an authorized text book in the different colleges and schools where cooking is taught in Canada. Price, \$2.00.

The Musson Book Co., Limited, Toronto, have secured an English two-volume edition of "The Natural History of Selburne," by the Rev. Gilbert White, M.A. Price, \$10.00. The two volumes contain an introduction to the Garden Calendar by the Very Reverend S. Reynolds Hole, Dean of Rochester, and numerous illustrations by J. G.

Kenlemans, Herbert Railton, and Edmund J. Sullivan. The illustrations are mainly full page, and are executed with great skill, showing the rare specimens that existed in the locality of Selburne, such as birds, animals and plant life, in all their peculiar and beautiful markings. The other illustrations in the two volumes are works of art, and include bits of architecture, scenery, etc. There are 875 pages of reading matter, which do not include the full page cuts, of which there are 97 printed from copper plates, and 69 smaller ones printed from etchings.

The serial rights of Ralph Connor's earlier books, "The Sky Pilot" and "Black Rock," have been sold recently to publishers in Sweden, Germany and Hungary.

Remarkable success is attending the sale of "Duncan Polite" by Marion Keith, which the Westminster Co. brought out in May. For a new book by a new author and selling in a dull season, the fact that it has already passed the thousand mark, is sufficient evidence of its worth.

McLeod & Allen announce that they will be the Canadian publishers of Robert Barr's forthcoming novel, "The Speculation of John Steele." This will be ready in September, or early in October.

The Westminster Co., Limited, have made arrangements for the publication of Ralph Connor's new novel early next Spring. The story will first run serially in the Westminster, beginning in January. The scene of the book is in the Crow's Nest.

McLeod & Allen announce that they will handle two important Christmas gift books for Canada. One is "Evangeline" uniform with the earlier edition of "The Courtship of Miles Standish," with superb illustrations in color by Howard Chandler Christy. The other is James Whitcomb Riley's new book, "The Song of Cheer," uniform with the "Love Lilies."

August publications of McLeod & Allen number two, "The Fate of a Crown" by Schuyler Staunton, and "Terence O'Rourke" by Louis Joseph Vance. The same firm find a steady demand for "The Great Mogul" by Louis Traey, and "A Courier of Fortune" by A. W. Marchmont. The demand for the 50c. editions of "Castle Craneycrow" and "The Wings of the Morning" keeps up to such an extent that another edition of both seems necessary.

August publications of Langton & Hall, Limited, Toronto, include "The Silence of Mrs. Harrold," by Samuel M. Gardenhire, "A Woman of the World," by Ella Wheeler Wilcox, "The Shadow of the Throne," by F. W. Hayes. They will also introduce an American edition of "Get Next," by the author of "John Henry."

Volume V. of the York Library edition of the "Works of Ralph Waldo Emerson," has come to hand. This volume, which concludes the set, contains Emerson's poems. The price is 2s. net in cloth, and 3s. net in limp-leather.

The mysterious disappearance of the body and will of Sir Rhoderick Bertram from his magnificent Cumberland home, where for twenty-five years after the death of his young wife he lived the life of a recluse, forms the motive for a stirring and exciting novel by Archibald Mar-

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This is one of the few thoroughly good books of the season. Its publication was not made a demonstration, but three editions were gobbled up by a discriminating reading public in less than four weeks, and the fourth is well-nigh exhausted.

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The Musson Book Company, Limited
Toronto

shall, entitled "The House of Merrilees," published by Alston Rivers, Arundel street, London, Eng., in six-shilling edition, and also in cheap colonial edition. The English reviewers have agreed that "The House of Merrilees" is the best novel of its kind published for some years, in proof of which it is interesting to note that in two recent English lists of best selling books, this novel has occupied a prominent place. Amongst the publishing houses of the English capital, that of Alston Rivers is one of the youngest, and the fact that some of their publications have been in the "Best Selling List" each month since last February augurs well for the success of the firm.



Illustration from "JUSTICE WINGATE BAUCHMAN."

A new edition of Elmor M. Lane's delightful novel, "Nancy Starr," has just appeared with the Poole Publishing Co's imprint. This pretty Scottish romance has had a wide sale in Canada, where it was first published about a year ago. The new edition attests the extent of the demand.

"At the Sign of the Fox," by Barbara, author of "The Garden of a Convent's Wife," is one of the most interesting books of the season. It is emphatically a romance, yet its main theme is the praise of work. Brodie, the heroine of the story, is a very brave little girl-woman, with a fascinating history. She is suddenly plunged from a life of great luxury to absolute poverty, and in this experience her mettle shows itself. She

becomes the head of the family on whom the paralytic financier, the aristocratic mother, and Adam the Cub, learn to rely. Morang & Co.

A story of love and romance and life is Charles Egbert Craddock's "The Storm Centre." Perhaps the most attractive part of the book is the pictures of Judge Roscoe's old southern home. There is much variety in the background of the story—from the almost idle peace of the home to the stirring war scenes at its gates, from the excitement of the refugee in the garret to the silent, solemn chess-playing in the parlor. Morang & Co., Limited, are the publishers of this attractive book.

Robert Herrick's "Memoirs of an American Citizen" is an excellent picture of the life of a successful business man. The ejection of a young man from his home by somewhat narrow and misinformed parents is no new beginning to commercial success. Incidentally the story turns up questions relating to the morality of modern business life in America. Morang & Co.

One of the strongest stories of the season is "The Dark Lantern," by Elizabeth Robins, sold by Morang & Co., Limited. The interest of the book is in its skilful paintings of emotions.

Morang & Co., Limited, are publishing Maurice Hewlett's latest book, "The Fool Errant." It is a capital story of a young English scholar who goes to Padua to study law under Dr. Lanfranchi. The book is full of the warmth and passion of Mr. Hewlett's former novels, and has the combined fascination of a capital tale of adventure, a novel of a bygone time and a fresh and exciting love story.

"The Little Hills" is a simple little story of everyday life. Its strength lies in the naturalness and fidelity with which the ordinary happenings are described. The heroine has a kind of fragile charm which is unusually well brought out in delicate little touches, a word here and there, a description of a posture, etc. Those who love a wholesome and unpretentious story will enjoy "The Little Hills." Morang & Co., are the publishers.

W. and R. Chambers, of London and Edinburgh, are making a strong bid to secure the Canadian market for their admirable encyclopaedia. The latest edition, complete in ten volumes, has recently been published. It supplies in a thoroughly concise and accurate manner full information on every conceivable subject. The contributors to Chambers' Encyclopaedia are all experts in their various lines and write accurately and with the utmost reliability. (Cloth £5, half morocco £7 10s.)

By the addition of Andrew Carnegie's life of "James Watt" to their Famous Scots Series, Oliphant, Anderson & Ferrier, of London and Edinburgh, have completed this remarkable venture in the publishing world. The series numbers 12 volumes, which, in their art canvas bindings of red, present a pleasing appearance. The entire series can be procured in a handsome bookcase at £3-6s., or the volumes can be purchased separately at 1s 6d or 2s.

As publishers of religious works, Oliphant, Anderson & Ferrier, of London and Edinburgh, occupy a prominent position. They have recently placed on the market the following new books and new editions: "The Walk, Conversation and Character of Jesus Christ our Lord," by Dr. Whyte; "Eternal Elements in the Christian Faith,"

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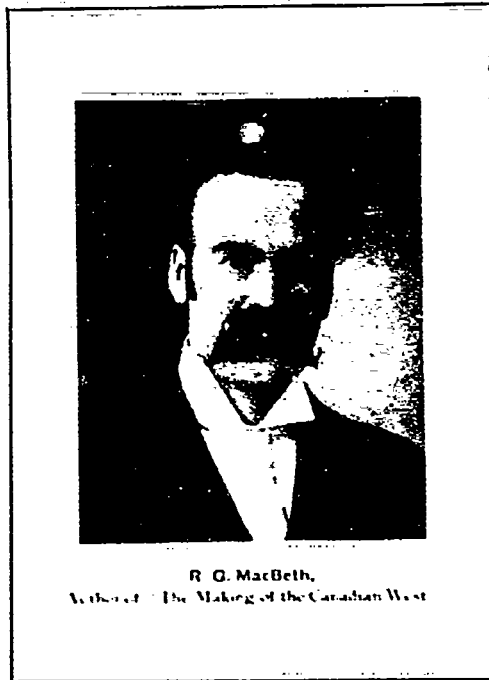
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For the approaching Fall and Winter trade no better sellers can be found than those handy little thin paper editions of standard works. Of these, Thomas Y. Crowell & Co., of New York, issue an admirable series, which they call "Crowell's Flexible Thin Paper Classics." These little volumes measure about 4½ by 7 inches, and are about half an inch thick. They are bound in limp leather with rubricated title-pages. The series includes twenty volumes, embracing such favorite books as "Adam Bede," "Ivanhoe," "Jane Eyre," "Lorna Doone," "Three Musketeers," etc. (\$1.25 per volume.)



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Thomas Y. Crowell & Co., New York, are the publishers of the "Grolier Booklets," a new series of selected classics, nicely printed and bound in flexible silk with gilt top. Among the volumes may be mentioned Browning's "Saul," "The Rubaiyat of Omar Khayyam," Tennyson's "Enoch Arden," etc. (60 cts.)

The Copp, Clark Co. is bringing out a new Canadian novel that will awaken not a little interest in literary circles. It is entitled "A Specimen Spinster," by Kate Westlake Yeigh, of Toronto, who is well known for her literary abilities. Mrs. Yeigh has produced a masterpiece in its way. "A Specimen Spinster" is full of a quaint humor and pungent philosophy that recalls "David Harum," and the different characters that inhabit the little cross roads Canadian village are drawn to the life and color, a halo of reality to a marked degree. The

"Specimen Spinster" has been highly praised by critics in England and Canada, and its publication will be awaited with keen interest by Canadian readers.

Among the books for Fall secured by The Copp, Clark Co. may be mentioned "The Flight of Georgina," by Robert Neilson Stephens, "White Fire," by John Oxenham; "Northern Trails," by William J. Long; "A Servant of the Public," by Anthony Hope, and a juvenile, "Sir Tondy Cruso," by S. R. Crockett.

Two beautifully illustrated books are being placed on the market by The Copp, Clark Co., which should make excellent gift books. They are "Scottish Life and Character," with illustrations by H. J. Dobson and descriptions by W. Sanderson, and "Edinburgh," painted by John Fulleylove and described by Rosaline Masson.

Volume five of the Pipes of Pan series, by Bliss Carman, is now ready, bearing the title, "From the Book of Valentines." The Copp, Clark Co. are the publishers.

School Books.

A new English Literature, containing select poems from Coleridge and Wordsworth, has just been issued from the press of The Copp, Clark Co. It is edited by Prof. Alexander, of Toronto University. It is published in paper, 30c.; and cloth, 50c.

A new book on nature study is announced by The Copp, Clark Co. The author is Dr. Dearness, vice-principal London Normal School, and the book will be of special interest to teachers, as it is practically a guide to the new nature study course, with suggestions for teaching it. Price, 60c.

Messrs Dickinson & Young, whose "Commercial Course in Practical Bookkeeping" has been authorized by the Education Department of Ontario, have now prepared a supplement for use in advanced commercial classes, which will be of service where advanced commercial work is undertaken. Published by The Copp, Clark Co. Price, 35c.

A new book on "Practical and Theoretical Geometry," part 1, is announced by The Copp, Clark Co. It is intended for continuation classes in public schools, and in the lower school classes in secondary schools. The author is A. H. McDougall, principal Ottawa Normal School. Price, 50c.

A new work on "Physiology and Hygiene," for public schools, has just been issued by The Copp, Clark Co. It has been edited by Dr. Knight, of Queen's University, and is prepared especially in view of the new course of study. Price, 60c.

The Copp, Clark Co. have now ready a revised edition of the "High School Chemistry," and also a revised edition of the "High School Physical Science," Part 1. It would be well if the trade would inquire from the high school science masters as to whether they intend to use the revised editions or whether the old editions will still be continued in their tasks. The revised editions have been made to meet the requirements of the new program of studies.

A new book has been issued by The Copp, Clark Co., entitled "The Story of the English People." It will be of service in junior classes as an introduction to the study of history. Price, 40c.

A book that will doubtless have a very large sale in public schools is the new "Entrance Grammar Notes," by Chas. G. Fraser, principal of the Crawford street school, Toronto. It is intended for third and fourth classes. It sells for 15c. The Copp, Clark Co. are the publishers.

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MONTHLY REPORT FROM BOOK CENTRES

MONTREAL.

Office of BOOKSELLER AND STATIONER,
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August 2, 1905.

JULY sales in the aggregate totalled up favorably in stores catering to the tourist and traveling trade. Legitimate bookstores catering to Montreal's family trade were very quiet, as the majority of their clientele had purchased their Summer reading supplies in June, and are now sojourning at various resorts. Summer fiction is featured more than ever before, and prices are such as to invite generous purchasing. Window displays are commendable. Tourist guides, view books and picture post cards are having phenomenal sales.

A local historian, John Murray, is causing a hit with "A Story of the Telegraph." This book contains the photographs of many leading local people at one time prominently engaged in this industry. Another book which is wisely being featured is the "War of 1812," by J. A. Hannay, the St. John, N.B., journalist. As an evidence of its popularity and its thorough completeness, it is said that the author, while passing through Montreal last month, found the supply exhausted upon seeking a copy. "The Saint Lawrence," by the veteran bookseller and publisher, S. E. Dawson, now the King's printer at Ottawa, is a copiously illustrated book containing a complete history of the early explorers of this noted waterway. Sales are pronounced very satisfactory, and it is indispensable to lovers of early times in Canada.

Nature books are in greater profusion than formerly, and most window displays contain a large proportion. "The Outlook to Nature" is one of the many popular titles. Kirby's "The Golden Dog," still retains its favor, and is likely to prove popular for many years to come.

New editions of paper fiction of popular books give zest to old favorites. "Dr. Luke of the Labrador," and the "Way of the Sea," are still highly spoken of. "Pam" is arousing some little attention. "The Millionaire Baby" is a leader in sales.

G. E. F.

TORONTO.

Office of BOOKSELLER AND STATIONER,
10 Front Street East, Toronto
August 2, 1905.

TOURIST travel is now at its height and Toronto dealers are reaping a rich harvest, especially in souvenir goods. The city is on the main thoroughfare of tourist travel. Americans going to Muskoka and the numerous Summer resorts in Northern Ontario, pass through Toronto. Others taking the St. Lawrence trip start from here, while travelers for the Northwest usually come this way.

Business has been good during July, notwithstanding the exodus of citizens to the various Summer resorts. The tourist trade has more than made up for the shortage

in this direction. The principal purchase has been the picture post card or the souvenir book, of which large quantities have been disposed of.

The better class of tourist has been gratified to find so many English-made books in our bookstores. There are many of these books that are never seen in the United States and their distinctive features appeal to the novelty-loving American. Especially are they delighted with the dainty little English editions of famous books, of which there are few parallels to be found in the United States.

The picture trade keeps up well, but the demand is mainly for the less expensive novelties.

Paper editions sell in relatively large quantities and the call is for the less expensive book.

View cards of Toronto sell well. Of these there are an extraordinarily large number on the market. Almost every manufacturer has a line of his own for the city. Comic cards also take well.

A revival of interest in the pretty Scotch story "Nancy Stair," by Elinor M. Laue, is to be noted. Other good sellers for July were "Rose of the World," "The Garden of Allah," "The Masquerader," "The Voyageur," and "Dr. Luke of the Labrador."
W A C

WINNIPEG.

Office of BOOKSELLER AND STATIONER,
Room 311 Union Bank Bldg., Winnipeg, Man.
August 2, 1905.

SUMMER sales of fiction are reported very satisfactory by the different city stores, but the popular fancy seems to be divided among a great number of books, and it is difficult to say which are the favorites. Of course the big demand is for fiction and several of the local stores are selling big quantities of paper-bound fiction, displaying the books on different tables according to price.

Thousands of visitors pass through Winnipeg every Summer, and the Winnipeg stores make a big effort to reap profit from the tourist trade. The Hart, Russell and Davis stores, in particular, have been featuring Winnipeg souvenirs and western views in their displays, and it seems that results are gratifying. Blackwood & Hagel report a very heavy demand for souvenir post cards, particularly for the burnt leather variety.

H. Thornton Marlowe, a member of the staff in "Russell's" book store, has returned recently from a purchasing trip abroad. He has succeeded in getting some of the newest goods for the Fall and Winter trade.

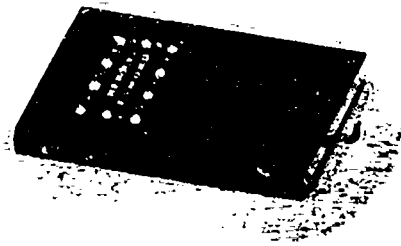
GOOD EDITION.

Of the Canadian editions of English magazines now being issued by the Toronto News Co., that of "The Lady's Realm" merits attention. For 15c. it presents an amazing bill of fare. Not only is it admirably printed and illustrated, but it contains many articles and stories of merit. Katherine C. Thurston, Stanley J. Weyman and "Rita" contribute the serials, and the other authors and artists are eminent in their several lines.

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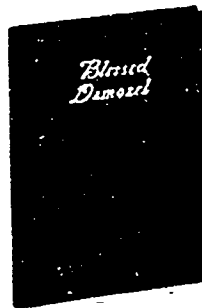
Last Days of Pompeii. BULWER.
Last of the Mohicans. COOPER.
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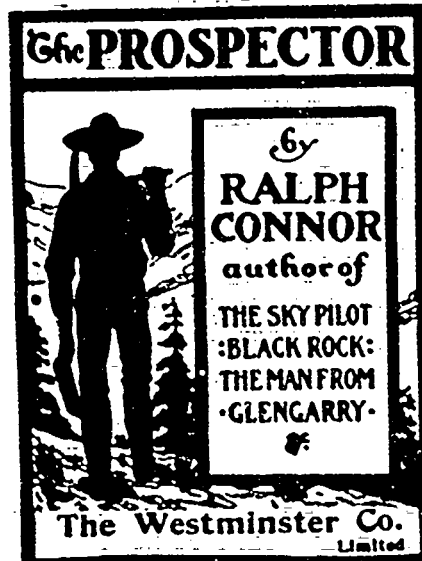
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BOOKS OF THE
MONTH

Barnham, Hampdon. "Marcelle." Toronto: Wm. Briggs. Cloth \$1.50. With historical facts for a basis, the writer of this book has constructed a novel which reproduces social life as it was in the romantic stage of Canada's history. The conception of the character of Frontenac is fine. The rivalry and aggressions of the English colonists, Indian warfare, the intrigues of the clergy and contentions with the intendant, furnished the real business of his life and rule. But the emotional interest with which the writer has invested this truly great man, centres in the beautiful Indian maiden, Marcelle, whom Frontenac had adopted as his daughter. The final scene between these two is touching and pathetic.

Crockett, S. R. "Maid Margaret." Toronto: The Copp, Clark Co., Limited. Cloth, \$1.50. Scottish mediaeval history occupies the attention of the novelist in this romantic story of the loves and marriages of the Lady Margaret Douglas. The story is told by the Lady herself in a pretty naïf way that is quite delightful. As a picture of life in the Scotland of the early Stuarts, the book is valuable, for the author has secured the proper atmosphere.

Cullum, Ridgwell. "In the Brooding Wild." Toronto: The Copp, Clark Co., Limited. Cloth \$1.50. A story of wild-life in the Rockies. In it the writer delights to picture nature in her stern, titanic aspects in conflict with human nature in its strength and simplicity. In the lives of Nick and Ralph, the two solitary trappers, the mysticism of the nature without and the passion of the nature within, lead to results which are particular in their interest and at the same time are illustrative of the great tragedy to which all life is forever tending. A book at once intense and suggestive.

Drummond, William Henry. "The Voyageur." New York and London: G. P. Putnam's Sons. Toronto: Wm. Briggs. In the simple life of the French-Canadian habitant Dr. Drummond has discovered an element of poetry which he has crystalized and worthily preserved in the mixed Anglo-French dialect, of which he is so complete a master. Of "The Voyageur" and other poems comprised in his latest book, it may be said that the author has wrought into them a grace and a charm which imply familiarity with the lives and experiences of the people who are his chosen theme, and a deep love for nature and humanity, which enable him to give to his work the revealing touch of the true poet.

McCracken, W. D. "The Fair Land Tyrol." Boston: L. C. Page & Co. Cloth \$1.60 net. This charming travel book, in its handsome binding, and with its many excellent illustrations, is calculated to make the reader long to visit the scenes and places described. The writer speaks from first-hand knowledge and is evidently enamoured with the country and its inhabitants. Much historical lore is woven into the book, making it not only a charming guide book, but a work of considerable historical value.

Patmore, Coventry. "The Angel in the House." London: George Bell & Son. 1s. net. The story in verse of the poet's love for his wife, how it began, and how it grew. Many of the verses are extremely beautiful and, in its dainty white cover, the little book would make a charming gift for any newly-married couple.

Roberts, Charles-G. D. "The Little People of the Sycamore." Boston: L. C. Page & Co. Cloth 50 cents. This is the sixth and final volume in the series of "Roberts' Annual Stories." It tells the story of the raccoons, who lived in the sycamore tree, and how they lived and died. The style is simple and the story is pleasing alike to old and young.

Roberts, Charles G. D. "The Return to the Trails." Boston: L. C. Page & Co. Cloth 50 cents. This is volume five in the series of Roberts' Annual Stories, and tells about the young bear-cub, who grew up among men, but went back to the wilds. Rather a pathetic tale, but very human in its interest.

"Tips; Canada, the Ocean and England." Quebec: The Quebec News Co. This delightful little volume contains a number of breezy letters, which appeared originally in the Quebec Daily Telegraph. They describe graphically the various incidents which occurred in connection with a trip from Canada to England. The book is both amusing and instructive, and numerous illustrations make it realistic.

Von Hutten, Bettina. "Pam." Toronto: The Musson Book Co. Cloth \$1.50. Paper 75c. A social study in which the talented authoress probes deep into some of the mysteries of life. While unpleasant of necessity in several parts, the book yet appeals to the mind as a very powerful presentation of an interesting problem. The heroine "Pam," introduced as a precocious child of ten, is a remarkable personality, and her character is ably portrayed.

Zilliaceus, Konni. "The Russian Revolutionary Movement." London: Alston Rivers. Cloth, 7s. 6d. net. The book traces the revolutionary movement in Russia from Peter the Great, whom he styles the Reformer, down to the comparatively recent stirring events. The author shows a great deal of knowledge of the things about which he writes, and although a decided sympathiser with the revolutionary movement, states his case in moderate language and with clearness. He is quite sanguine of the success of the movement, and furnishes a great deal of information in regard to the factors which are to bring it about. History is being rapidly made in Russia these days, and to those who wish to intelligently understand what is transpiring the book is most valuable.

RATHER SLOW.

In the course of a letter to Bookseller and Stationer, W. H. Arthur, of Port Arthur, says: "There is no special run on any book at present. The older books are having as good a run as the later issues, although neither are selling quite so well as in the past two or three years. I rather think the people are getting tired of paying seventy-five cents for a paper-covered book. Money is getting tighter and people cannot afford to pay such prices, and I for one do not blame them for not buying at such prices, when there are better books at lower prices."

THE HURST LINE.

AN inspection of the line of books published by Hurst & Co., 395 Broadway, New York, would convince even the most doubtful person that it is possible to combine quality with cheapness in book production. It may be true that there are only a few firms who can secure this desirable combination, but Hurst & Co. are one of these. Their titles are all first-class, their range is very extensive, and the appearance of their book is attractive.

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It is now possible, through the enterprise of Hurst & Co., to procure the Alger books for boys at popular prices. As there are 35 titles, this series is a veritable gold mine to dealers.

But Hurst & Co. do not confine themselves to these cheap-cloth books. They have lately commenced the publication of half-leather books, of which they have now 90 standard titles. In addition they publish a line of poets, in cloth, leather and burnt leather, that for value are un-

Another wonderful volume (3s. 6d) contains "All the Best Nursery Stories and Rhymes," illustrated throughout by John Hassall. Here are found all the favorites of childhood—"The Babes in the Wood," "Hop of My Thumb," "Aladdin," "Jack the Giant Killer," etc., etc., and innumerable rhymes and jingles most delightfully set out in print and pictures. Hassall is unquestionably the artist for children, for he seems to represent the old legends and fairy rhymes in entirely new light without breaking down any of the time-honored traditions. His pictures are always fresh and attractive, always tell their own tale, and are invariably touched with a quaint humor which appeals to young and old alike. All the illustrations in this volume are in color, and most delightful they are.

In smaller volumes under various titles are published selections from the above books, some in stiff boards (1s.), others in limp covers (6d), so that these charming songs and stories are supplied at prices to suit the purse of any customer.

The Blackie list of reward books for the Autumn season is a very interesting one. There is a new and uniform edition of Henty, whose fame as a writer of sound, stirring and manly books for boys is sure to be enduring. There are also volumes by Mauville-Kenn, Gordon-Stables,



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REWARD AND TOY BOOKS.

TO scan the pages of Blackie's toy books is to delight the eye, to read and study the illustrations is to renew one's childhood. One of the principal books for the season is, of course, the "Children's Annual," (3s. 6d) and 192 pages of more delightful nonsense it would be hard to imagine. The list of rhymsters is headed by Clifton Bingham and the names of artists and illustrators include those of John Hassall, Charles Robinson, Gordon Browne and many others of note. There are altogether 77 rhymes and stories with 120 illustrations in black and white and color. The "Story of John Gilpin," for instance, has six pen and ink drawings in Hassall's inimitable style, as well as two page cartoons colored and one double page by same artist. Page after page discloses some new frolic for the youngsters, while here and there the humorous gives way to the pretty and sentimental side of child life.

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STATIONERY NOTES.

The Copp, Clark Co., Limited, inform us that their English Court and Elite visiting cards are more popular this year than ever. They have been making these cards for some time now. There are three sizes—ladies', gents', and misses'.

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Arena (September) will contain "Dominant Trusts and Corporations," "Direct Popular Legislation," "Tainted Money and the Church," "California's Most Gifted Sculptor," "Dependent Children and the State," "The Struggle of Autocracy with Democracy," "Popular Education in the Rural Districts," "The Theatre of Edmond Rostand," "Mr. Lawson's Crusade."

Appleton's Booklovers Magazine (August) contains "Some Visits and Adventures, 1797-1891," "What we Know About the Sun," "The Question of our Speech," "A Motor Trip Through Normandy," "An Old Playbill," besides several excellent stories.

Atlantic (September) will contain papers on "President Roosevelt's Railroad Policy," "The Tenth Decade of the United States," "The Problem of Federal Printing," "Shall the University Become a Business Corporation?" "A Theory of Poetry," "The Career of the Joke," "Marriage Vows," etc.

Bookman (July). This is a George Bernard Shaw number, and with it is given a handsome presentation portrait of Mr. Shaw. There are included a large number of pictures about this famous literary man and writer of plays.

Book Monthly (July) contains "What Sailors Read," "The Parochial Novel," "A Man of Letters and His Reminiscences," "A Silent Singer," and the usual monthly departments.

Burr McIntosh Monthly. (August) Month by month this handsome portfolio of art portraits comes to hand and each issue is fresh by reason of the wide variety of its contents. A special feature has been made in this issue of scenes of the world's most famous bathing places.

Cassell's (July) contains "In a Military Prison," "The Press in Parliament," "Sun and Shade: Parasols of the Moment," "Who's Who in the London Jewish World," "Do Men Like Athletic Women?" "The New Thames Steamers" and several stories.

Century (September). A remarkable offering of fiction will be found in this number, including stories by Anthony Hope, Elizabeth Robins, Harvey J. O'Higgins etc. Anthony Hope's contribution will be a long story called "Miss Gladwin's Choice."

Chambers' Journal (August) contains "The Passing of the American Passenger Pigeon," "A Woodland Sanctuary," "Tobacco-Growing in Ireland," "The Royal Hospital of St. Katherine," "Fire-Service at Home and on the Continent," "The Novels of Charles Reade," "Rome in Picture and Story," etc.

Everybody's. The publishers announce in an increase in the subscription price of their publication to \$1.50 per annum, instead of \$1.00 as heretofore. As Everybody's is a fifteen-cent magazine, it seems ridiculous that the annual subscription should have been only \$1.00.

Lippincott's (September). The long story will be "The Fortress" by Will L. Comfort, with scene at Port Arthur. There will be the usual run of short stories, and

a couple of papers on "Anacrap," and "Decorative Plants."

Macmillan's (July) contains "Bird Life in Greek Waters," "The Spanish Bourbons," "Memories of Mandalay," "Isaac on a Chalk-Stream," "Some Notes on the Growth of our Language," "The Angel," "The Fellow-Workers of Voltaire."

Macmillan's (August) contains "The Old English Peasantry," "The Last Chantey of 'The Heart o' Oak'," "A Puritan Bishop," "The Englishwoman of the 18th Century," "A Classical Education," and "Condorcet."

McClure's (September) will include an article "On Bright Angel Trail," with eight full page illustrations in color, "What Standard Oil did to Kansas," "Postponing Old Age," "The Circus" and many stories appropriate to the season.

Outlook (July 22.) This number was the eighteenth annual educational number, and was full of articles of an instructive nature, such as "Work and Play in the Public Schools," "Republican Education," "William James Rolfe, etc.

Pall Mall (September). There will be stories by Arthur Morrison, E. W. Hornung, Jack London and H. G. Wells. There will be articles on "The Colonial Secretary at Home," "Ascents in the Grindelwald District," "More of the famous Punch Pocket-books," and "A Suggested Liberal Cabinet."

Pearson's (August). This is a railway number with several interesting articles on railways and two or three railway stories. Other articles are on "The Art of Alma-Tadema," "Big Wave Hunting," "The Coming Total Eclipse," "The Future of Locomotion," and "A Night in a Traveling Post Office."

Quarterly Review (July). Among the noteworthy contents are "The School for Critics," "Historical Ethics," "The Romance of the Outlands," "Wagner's Theory of Music," "The Princes of the Peloponnese," "The National Coal Supply," "Preference in New Zealand," "The Study of Popular Governments," "The Buddhism of Tibet," "Recent Shakespeare Criticism," "The Rifle and its Use," "Sweden and Norway," "Lord Milner and South Africa," and "The Battle of the Sea of Japan."

Red Book (August). For Summer reading of a light and clever character, nothing is half so good as the stories in this bright ten-cent magazine. There are illustrations and portraits that are worth looking at.

Review of Reviews (August) contains "John Hay, an American Gentleman," "Canada's Canal System," "Electric Traction on German Rivers," "What the People Read in Holland," "The Solar Observatory on Mount Wilson," "The Coming Eclipse of the Sun," "The Japanese Merchant Fleet," etc.

Scribner's (September) will contain the first installment of "The Letters and Dairies of George Bancroft," "The Financial Prospects of Japan" and "The Edge of the Desert," besides a number of excellent short stories by well-known authors.

Windsor (August) contains "The Pictures of Maude Goodman," "Lighthouses," "Some Experiences of a Wave Photographer," and stories by Robert Barr, Rider Haggard, Justiss Miles Forman, Jerome K. Jerome, Ernest Thompson Seton, etc.

TO THE TRADE

Hurst & Co. beg to announce to the book-buying trade that their Wholesale Catalogue of Publications for 1905 is ready for distribution, and can be had upon application. Every dealer should have one in his possession, for without it you have not seen the most complete and comprehensive list of low-priced Standard Lines offered, which are Best in Value, Quickest to Sell and Lowest in Price.

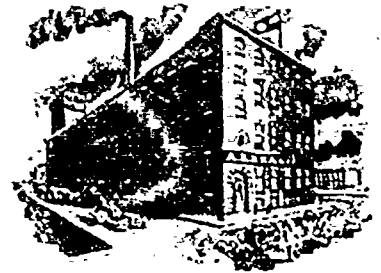
We solicit correspondence from intending purchasers, whether in Canada and Newfoundland, or in Great Britain, Australia, South Africa and other domains. We export books to all parts of the world, because we manufacture, and in consequence sell cheaper than anyone else.

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Your pad business cannot help growing with the above lines to show customers.

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The popularity of this writer assures a large sale for the new volume. Those who have read the manuscript are unanimous in declaring that the story marks an advance on the author's former works.

The publishers will spare no expense to make this the most attractive book of fiction that has yet appeared in Canada. The book will have a handsome cover design.

Quantity Price on Application.

Rose o' the River

By KATE DOUGLAS WIGGIN.
Cloth only, profusely illustrated in colors
\$1.25

This is the author's first book of fiction since "Rebecca." The story is one of real merit, and those who have read "Rebecca" will not be disappointed in "Rose o' the River."

Ayasha

By H. RIDER HAGGARD.
Author of "King Solomon's Mines," "She," etc. Cloth only, fully illustrated
\$1.25

Booksellers will remember the extraordinary sale of Mr. Haggard's "She" which appeared some years ago. The author has at last acceded to the numerous requests for another book along similar lines and the publishers have pleasure in announcing for Fall publication "Ayasha," a sequel to "She." We predict an enormous sale for this book.

Chariots of the Lord

By JOSEPH HOCKING.
Paper 75c. Cloth, \$1.25

William Briggs,

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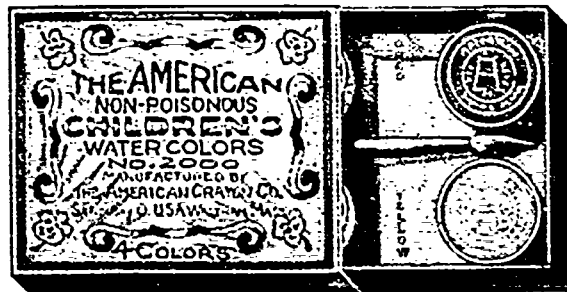
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THE BOOKSELLER AND STATIONER and Fancy Goods Review.

Published promptly on the second Wednesday of every month.

The MacLean Publishing Company, Limited

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Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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Vol. XIV

AUGUST 1905.

No. 8

NEW ADVERTISEMENTS IN THIS ISSUE.

- American Crayon Co. Sanitary Ohio
- American Inkball & Carbon Co. Wash- ington, N.Y.
- Auld MacLure Co. Montreal
- East A. A. Co. New York
- Hare Paper Co. Philadelphia Pa.
- Heagles, J. & Co. London, Eng.
- Hertner Gramophone Co. Montreal
- Hicks & Sons, Glasgow, Scot.
- Hubbick Copying Book Co. Springfield, Mass.
- Chambers W & R Edinburgh, Scot.
- Clarke & Clarke, Toronto
- Clark T & T, Edinburgh Scot.
- Collectors Publishing Co. London, Eng.
- Crowell, J. G. & Co. New York
- Davidson Bros. London, Eng.
- Karala Hutter Bath Co. Chicago Ill.
- Page Book Co. Toronto.
- Higgins Chas M. & Co. Brooklyn N.Y.
- Hurle Pent. Anthony & Co. London, Eng.
- Houghton, Miller Co. Boston, Mass.
- Hurst & Co. New York
- James J. H. Mfg Co. Kansas
- Kiggins & Tooker Co. New York
- Mead, A. J. Boston, Mass.
- Merriman Co. G. & C. Springfield, Mass.
- Milton, Bradley Co. Springfield
- Mitchell, Wm. London, Eng.
- Moulton Mfg. Co. Watertown, Conn.
- Musson Book Co. Toronto.
- Newman, Geo. London, Eng.
- Olfkanti, Anderson & Forner. Edin- burgh, Scotland.
- Pennan & Spence Toronto
- Piper, E. J., Springfield, Mass.
- Rivers, Alston London, Eng.
- Standard Paper Mfg Co. Richmond, Va.
- Stewart, D. M. Mfg Co. Chattanooga, Tenn.
- Taber-Prang Art Co. Springfield, Mass.
- Underwood John & Co. Toronto
- United States Playing Cards, Cincinnati, Ohio.
- Valentine & Sons Dundee, Scot.
- Vandenberg, L. D., Holyoak, Mass.
- Warwick Bros & Butler, Toronto
- Waterman Co. L. E. New York
- Westminster Co. Toronto

MEN TO BE PROUD OF.

It will require only a glance at the portraits of the men prominent in the book and stationery business of Canada, which are contained in this number of Bookseller and Stationer, to show what a high type of men are engaged in this business. Canada may well be proud of them, for few other countries have produced men of such sterling worth.

Their reputation has gone abroad, and in the United States and England, the publishers and wholesale stationers of Canada are spoken of in terms of the greatest esteem. Upon one, who has traveled and called upon the

trade in these countries, this fact has firmly impressed itself. Strict integrity, sound business methods and fair dealing, have so characterized their past transactions and are so evident in all their relationships to-day that there is little wonder that they are honored and respected elsewhere.

It is not surprising that this should be the case when we consider the quality of the businesses that have been built up. Only men of high character could have been so successful over so long a period. And better still, in all the list of wholesale stationers, etc., there is not one firm upon which any suspicion of dishonorable methods falls. In their entirety they make up a body of irrefragable business institutions.

Twenty-one years old and still growing!

OUR THANKS.

If there is one set of people before any others that deserve our heartiest thanks it is our advertisers. And on completing our twenty-first year, it is but meet that we should formally express our appreciation of the services they have rendered us in the past. We have had support not only from firms in Canada, but in the United States and England as well. In both the latter countries there are firms who have been most loyal to this paper and have lent it their support from the outset.

It is our wish that the pleasant relationships established in the past may be continued into the future and that with increased prosperity among our advertisers we may continue to enjoy their favor more and more. In return we will endeavor to do our share in elevating and developing the trade on broader lines.

Here is to our readers! May they live long and prosper!

BE AGGRESSIVE.

A PASSIVE submission to the apparently inevitable decline in bookselling seems to characterize a good many of our booksellers to-day. They open their stores as usual, early in the morning, they rush forward to greet customers the moment they enter the door, and they are prompt and honorable in all their transactions. But so far as adopting new methods, for attracting trade and getting out of the rut is concerned, they fail miserably.

Now there are one or two facts to which attention might be drawn, by way of encouragement to the bookseller. In the first place, more books are being read in Canada to-day than ever before. This means that more books are published and find their way into the reader's hands. In the second place the character of the books read by the average man is improving. This means that better and higher-priced books are coming more and more into demand.

Now, it follows that if books are published, and if books are read, there must be an intermediate stage through which they pass, to go from the publisher to the

reader. Formerly all books practically went through the bookseller's hands. To-day a multitude of other channels have been opened up by enterprising people, with the result that the bookseller is being slowly pushed to the wall. Unfortunately for the book trade, in too many cases the bookseller has passively submitted.

What is needed by the trade is aggression. Adopt modern methods to cope with the new competitors. If the subscription man begins a house to house canvas, adopt his scheme. If the mail-order house floods the neighborhood with letters and circulars, follow the same plan and show the advantage of dealing at home. In other words, cease being passive and be aggressive.

. . .
Here's to our advertisers! Success to them
. . .

AN OLD TRADE PAPER.

WHILE Bookseller and Stationer cannot lay claim to be the oldest strictly trade paper in Canada, yet it comes very close to occupying this position. In years it is only exceeded by the *Trader and Canadian Jeweler*, which was established in 1879, five years before the first number of Bookseller and Stationer saw the light. Consequently this paper is the predecessor of all the important Canadian trade papers of the day.

Other trade publications have made their bow and have forged rapidly forward to a foremost position. They have in time outstripped this paper in point of size. But we venture to believe that none of them have uniformly filled their field with such acceptance as Bookseller and Stationer. The worth of a paper, like the worth of a man, fortunately does not depend on size, nor is size always an indication of quality. While we believe in the need for growth and expansion, still there is a too-rapid growth, that is detrimental to any healthy development.

Since Bookseller and Stationer was founded many changes have taken place in the trade, but through them all the paper has moved forward steadily. To those firms who have weathered the stress of years and have supported us through thick and thin, we give our best thanks. Had it not been for their constant support, it is doubtful whether the paper would be occupying its present strong position to-day. It is our wish that they may continue to prosper.

. . .
For the first time we are over 100 pages.
. . .

THE FIRMS THAT SUCCEED.

IT is a most instructive pursuit to trace back through the files of Bookseller and Stationer the advertisements of firms which are doing business to-day. It will be found that the most successful wholesale stationery houses in Canada to-day were advertisers in the first numbers of Bookseller and Stationer, and have continued to advertise down through the intervening years.

Brown Brothers advertised in the first number of this paper, and they have been advertisers ever since. To-day the Brown Brothers, Limited, occupy a front

position among Canadian stationery firms. William Warwick & Sons occupied a column in the first number, and they, too, have been constant advertisers ever since. To-day, as Warwick Bros. & Rutter, Limited, they are known from Atlantic to Pacific. We could go on and mention such firms as The Copp, Clark Co., Limited; W. J. Gage & Co., Limited, and Barber & Ellis, Limited, who were and are still numbered among our advertisers.

While it would be ridiculous for us to claim that the success of these firms sprang from their advertising in this paper, yet we cannot help but point out that their advertising was an indication of the kind of firms they were. Or to express this idea otherwise, there is no firm, which has succeeded, that has not advertised in this paper. The advertising has done much good or the sagacious men who manage the affairs of these firms would not continue it. Let this be a lesson to others.

. . .
In writing to advertisers, be so good as to mention us.
. . .

REACH OUT THIS FALL.

IT is always time to become an expansionist, but this coming Fall is going to be a good time to reach out. There is a great opportunity to do a big business on a profitable basis. To be sure, there are limitations in many sections both in the west and in the east, but there is always the chance to keep well-pleased customers buying more and more. Keep pegging away even if harvest conditions and prices of products are not just what you would like. Now is the time to gird your loins and to decide upon improvements in your store and store service. The Summer lull should be well utilized.

. . .
Keep this number as a souvenir, it will be valuable some day.
. . .

ITINERANT RETAILERS.

SUMMER months witness the flourishing of an all too numerous class, viewed from the retailers' standpoint,—the pedlars. Every section can contribute its quota of woeful incidents and unfair competition arising from this class. They are always supposed to operate under the authorization of municipal ordinances. Little capital is needed and the exchange business facilitates sales in country districts. Increased licenses strictly enforced furnish the surest and safest guard to the ordinary merchant. Even in city circles the pedlars and vendors have won a sure foothold, and their position deserves the earnest consideration of retail associations. Various conditions have combined to mitigate the evils of the city pedlar upon the business of the legitimate merchant. Many houses and tenements which are rapidly becoming a part of Canada's cities have conspicuously displayed a sign reading "No pedlars allowed." Further than this dry goods and department stores offer the bargains in smallwares, formerly supplied by the pedlar, at lower prices. This is, perhaps, the remedy of the evil in most instances. Jew pedlars have established themselves seemingly irrevocably in Montreal.

LEADING CANADIAN STORES

W. A. DAVIS, WINNIPEG.

The illustration is shown the interior arrangement of the handsome book and stationery store of W. A. Davis, Winnipeg. As will be noticed, Mr. Davis makes effective use of "silent salesmen" in displaying his goods, the south side of the store having one long line of glass display cases. Paper-covered fiction is arranged on

stationery, and Mr. Davis is now adding to his business an extensive line of office supplies.

Mr. Davis makes his store look very attractive with flags and other decorations. These, coupled with the well-arranged stock of books, stationery and fancy goods, form a pleasing ensemble that is most agreeable to the eye of the customer. Though a narrow store and heavily stocked, yet it does not present a crowded appearance.



INTERIOR OF W. A. DAVIS' STORE, WINNIPEG.

stands according to price, and throughout the whole store no effort is spared to provide effective displays.

Mr. Davis himself has been connected with the book and stationery trade of Winnipeg for a quarter of a century. For 15 years he was with Alexander Taylor, one of the early booksellers of Winnipeg. Ten years ago Mr. Taylor moved from his old stand and Mr. Davis put in a stock in the old store where he is still in business. All lines of books and stationery are carried, the basement being used for the storing of a very heavy stock. Particular attention has always been paid to high-class

Mr. Davis has the faculty of disposing his goods compactly, which goes a long way towards improving the appearance of any store.

The Chas. H. Elliott Co., Philadelphia, recently made a shipment of tally cards to Manila, Philippine Islands. The export trade of this firm has increased considerably, and has been conducted in a great measure from the suggestions offered by this paper some time ago. The firm is making regular shipments to Honolulu at stated intervals during the year.

**WATSON-FOSTER
WALL PAPERS
Produce Results
ARTISTIC AND
PROFITABLE**



DO NOT MEASURE BUSINESS
BY THE SIZE OF YOUR TOWN
BUT BY CONFIDENCE IN

YOURSELF

AND

**“WATSON-FOSTER”
GOODS**

This is the history of the (now) largest dealers in Canada.
It can easily be yours. Think how much business you'd
LIKE to do and let us help you in a practical way to

DO IT.

AUG. '05.

THE WATSON-FOSTER CO. LIMITED
MONTREAL
CANADA

WALL PAPER

SOME PRACTICAL SUGGESTIONS.

PROPER paper hanging is a detail which the retail dealer cannot afford to neglect. Even if it lies beyond his jurisdiction, which is frequently confined to selling the paper, he must provide for its proper hanging. The whole business of house furnishing depends upon the customer being well pleased with the result of the purchase. It will not assist one's business to say that the buyer chose what pattern pleased her best and arranged for the proper after treatment of it. The fact remains, that every time a room is inartistically treated it lessens or destroys the desire of all who see it to do further decorating. No fault may be found with the merchant and the people may not be positively displeased with the result. It is in the absence of any positive incentive through admiration that the real harm is done.

When a housewife sees a particularly effective arrangement of a room, her own tastes become stimulated and educated. So the feeling passes from one to another. One well-fitted house will cause the renovation of a dozen others and these will set the fashion for a whole town. In like manner an unsuitable pattern or bad paper-hanging will minimize the work of refurnishing.

To make the most out of the house furnishing department, the manager should make himself familiar with the newest and best ideas in wall coverings. His desire to sell goods should be always subordinate to his desire to give satisfaction. The room to be furnished should be studied and the general scheme of decoration should be followed. Paper patterns cannot be chosen merely for their prettiness. A paper might be exceedingly pretty and attractive and yet be impossible for a particular room. A dining-room must be treated one way, a library another.

Going beyond the choice of patterns, the dealer in wall papers ought to have at his command a good, reliable paper-hanger. By this means he can assure his customer satisfaction in the work and he will at the same time be sure that a good scheme of decoration will not be spoiled by inefficient workmanship. Conditions obtaining in particular cases will decide what arrangements are best. Men may either be kept altogether by a firm or an agreement to do its work may be entered into. At any rate, a reliable man should be at the store's disposal.

A MID-YEAR CALENDAR.

Staunton Limited have opened the second half of the year by issuing to the trade a very handsome calendar running from July, 1905, to July, 1906. This kind of reminder will be much appreciated by the recipients. The pages contain some telling advertising for the Staunton line of wall papers. Like all the literature of this firm, it is gotten up in fine style. The coloring is brilliant and striking and is altogether a decidedly good piece of work.

EDUCATION IN HOUSE FURNISHING.

INTERIOR decoration has within the last few months come in for a large share of attention from papers and magazines. The following extract from an American daily shows to what an extent public taste is being educated to new ideas and fine effects. The house furnishing man should not be behind the newspapers in exploiting artistic ideas.

There was once a time when matting meant a covering for the floor consisting of an unbroken succession of dark and white squares that made the floor look like a gigantic checkerboard. It was heavy and stiff and shiny, was fastened down with big double clamp tacks and bulged in nice little hillocks at stated intervals, it had a "best room" smell, strongly suggestive of horsehair furniture and big four post beds, and was always associated with long, hot Summer afternoons. Time and fashion, assisted by the Japanese, have wrought such changes that now-a-days matting is one of the most satisfactory and artistic of household furnishings. The old checkerboard patterns are still to be seen and are preferred by some people, but the materials are much finer in texture and more easily handled than the old fashioned kind, the regular Japanese matting, however, is really a thing of beauty, and besides being used as a covering for floors, is put to other uses not dreamed of by the methodical housekeepers of the good old times, who put down their strips of slumy squares in May and took them up in September or October.

Japanese matting is soft and pliable, and when the strips are sewn together, as they always should be, the matting may be laid as smoothly as a carpet. For Summer use particularly there is nothing more satisfactory than this typical product of the Orient, with its light background and the big vague looking flowers done in indefinite pinks and blues and reds, with probably only one design to the yard, thus giving an effect of space and naturally of coolness, and harmonizing well with rugs of any description. For carrying out a Japanese effect the matting is used to cover walls. It is tacked on at the top and bottom and between the widths are run strips of a contrasting color covering the seams and giving the appearance of panels. Owing to its flexibility this matting is also largely used in upholstering Summer furniture; settees and settles, porch chairs and other pieces of semi-outdoor furniture are made very attractive when covered with it.

There are many varieties of jute rugs for use in camps and bungalows and on piazzas in rather vivid shades of red and green. These are heavy and coarse and effective. The rugs made of Japanese matting, or rather the pieces of matting having completed designs similar to those on rugs, do not seem to be in very great favor now, at least, there are very few varieties to be found in the shops, but pieces of the regular stock cut the desired lengths and fringed make rugs that are equally as useful if not quite so attractive.

Another decorative fabric for which there is a growing demand and for which we are indebted to the Japanese is the grass cloth used for covering walls. This comes in all the standard colors, and is a yard wide. The general effect when on the wall is very much that of burlap, except that it is of finer weave and has almost a glossy appearance. It is made of Chinese grass, which is woven in the same manner as a loose-weave cloth or woollen goods, then a very thin coating of rice paper is pasted with infinite care on the back of the cloth to give it body, and also to make it possible to attach it to a wall, the grass cloth itself being of such a fibre that it will not hold paste.

But there are other wall and floor coverings that are not essentially Japanese, though equally as beautiful. An exquisite new wall paper is called English chintz.

WEBSTER'S INTERNATIONAL DICTIONARY



**RELIABLE
UP-TO-DATE
STOCK
for ALL
BOOKSELLERS**

RECENTLY ENLARGED with

25,000 NEW WORDS AND PHRASES

(also added)

NEW GAZETTEER OF THE WORLD
NEW BIOGRAPHICAL DICTIONARY

2380 Quarto Pages Rich Bindings. 5000 Illustrations.
It is a Packed Storehouse of Accurate Information.

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Editor-in-Chief, W. T. HARRIS, Ph.D., LL.D., U. S. Com. of Education.

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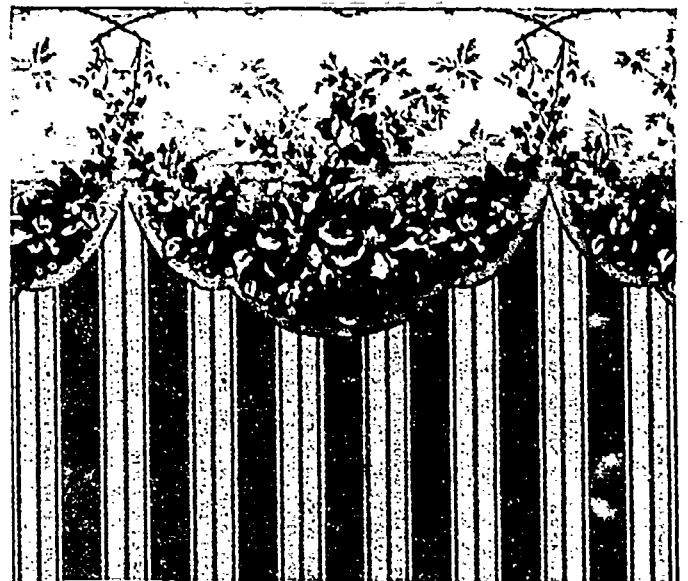
1116 Pages. 1100 Illustrations.

REGULAR EDITION, 7x10x2 1/2 inches. 3 bindings.
DELUXE EDITION, 5x8 1/2 inches. Printed from same
plates, on bible paper. 2 beautiful bindings.

GRATIS and PREPAID Descriptive Circulars, with your Imprint,
of both books.

G. & C. MERRIAM CO., Publishers, Springfield, Mass., U.S.A.

GET THE BEST



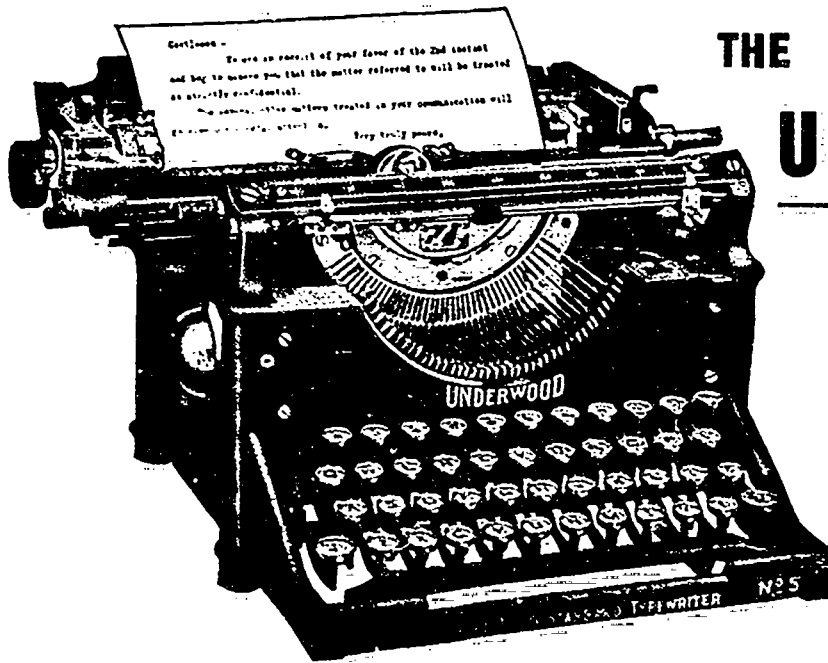
WALL PAPERS

Every sample in the new "STAUNTON" Line for 1906 is a good reason why you should place your order for "STAUNTON" Wall Papers.

Before Buying, See Our Line

STAUNTONS LIMITED

TORONTO



THE

UNDERWOOD

The Writing-In-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST,
TORONTO

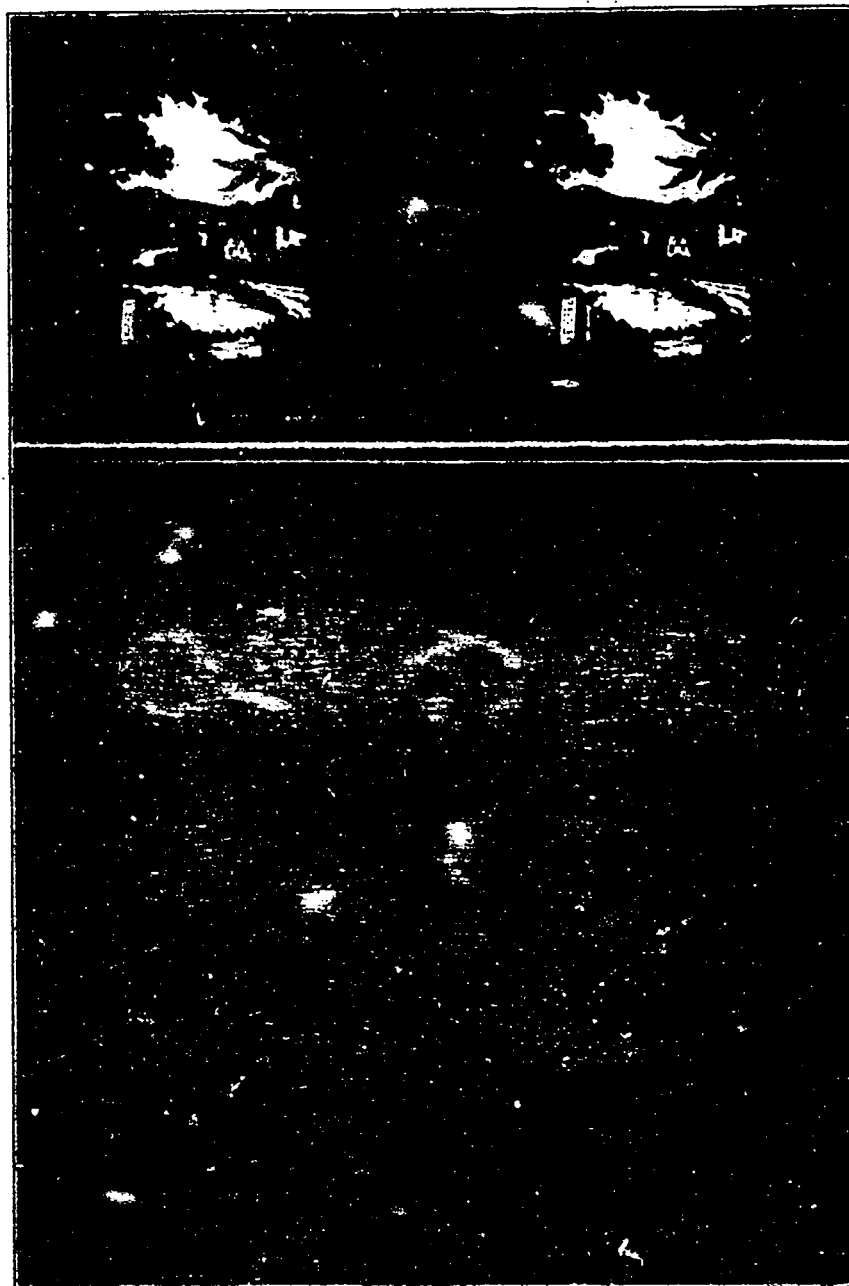
and at

99 ST. FRANCIS XAVIER STREET,
MONTREAL

HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.

Over a white background, which, by the way, is glazed until it is very shiny, there is scattered a most fascinating collection of old-fashioned flowers, dahlias and hollyhocks and asters in a marvelous variety of colors, but so

design, the background is almost invisible through the masses of most natural looking green leaves, but the few comparatively small white spots that remain give a suggestion of perspective that is remarkable, and one has a



Burlap Hanging No. 1710. 18-inch Landscape Frieze No. 4700.

A Fine Reproduction in Wall Paper of a Burlap Fabric. The Pattern is shown in Numerous Artistic Colorings. The Landscape Frieze is of a Highly Decorative Character and Entirely Novel in the Handsome Scenic Framing to the Scenic Panels. Manufactured by Stauntons Limited, Toronto, Ont.

well chosen and so effectively arranged that it makes one think not of a kaleidoscope, but of all the interesting things one has ever read about old-fashioned gardens. More bizarre and showy is a new French paper in a rose

feeling that on the other side of those leaves space extends indefinitely. The roses on this unusual pattern are few and far between, and one that dropped almost to pieces adds to the originality of the design.

The "Menzie Line"

A collection of Wall Papers
made to meet the public
demands and practical re-
quirements of the decorative
trade throughout Canada.

Artistic Effects
Superior Colorings
Exceptional Values

We are not in the combine--
we make our own prices.
Write to-day for samples.

The Menzie Wall Paper Co.,
Toronto, Ont. Limited

Manufactured Stationery

Our new factory is the most modern plant of the kind in the world, giving us facilities for making all kinds of High Class Stationery that are unequalled. Our new lines of standard goods are rapidly being completed. See samples of the following, which our travellers are now showing.

**New Half-Russia Blank Books,
New Half-Calf Blank Books,
New Arkona-Calf Letter Books,
New Arkona-Calf Counter Books,
New Leatherette Counter Books,
New Canvas Board Counter Books,
New Alligator Petty a/c Books,
New Notes, Drafts and Receipts.**

These are only a few of our up-to-date specialties; more are being brought forward every day. Letter orders will be given our most careful attention.

Warwick Bros. & Rutter

Wholesale
Manufacturing Stationers

LIMITED
TORONTO

SANITARY COPYING CLOTH BATH.

A COPYING cloth bath that is coming into wide use at present on account of its many good features, is the "Eureka," made by the Eureka Blotter Bath Co., of Chicago. These baths not only give absolutely perfect copies without blurring or marking the originals, but have a characteristic common to no other copying devices in that they preclude any souring or moulding with the attendant unpleasant and unhealthy odors. The "Eureka" bath is made of the best quality of galvanized iron, aluminum finish, and is filled with a groundstone composition, which will absorb and retain a large quantity of water without softening. This composition is impregnated with an antiseptic compound, which prevents objectionable odors. Prices range from \$1.50 up to \$50

A SAFETY CLIP.

Illustrations herewith show the Duryea Improved Safety Fountain Pen and Pencil Holder, which ensures



absolute protection against loss. The holder is made in sterling silver and fits close to the pen, so that it does not interfere with its use. A. O. Hurst, Toronto, is Canadian agent for these holders.

SLATE PENCILS, OLD AND NEW.

MOST readers of this article can remember in their school-boy days that there were slate pencils and slate pencils, some better than others, but most very bad indeed. They were irregular in size and shape and often concealed a piece of grit, which would scratch a slate beyond repair. Occasionally by some good fortune a soft, white-colored slate pencil would be found, that was smooth and round and would make a nice, clear mark

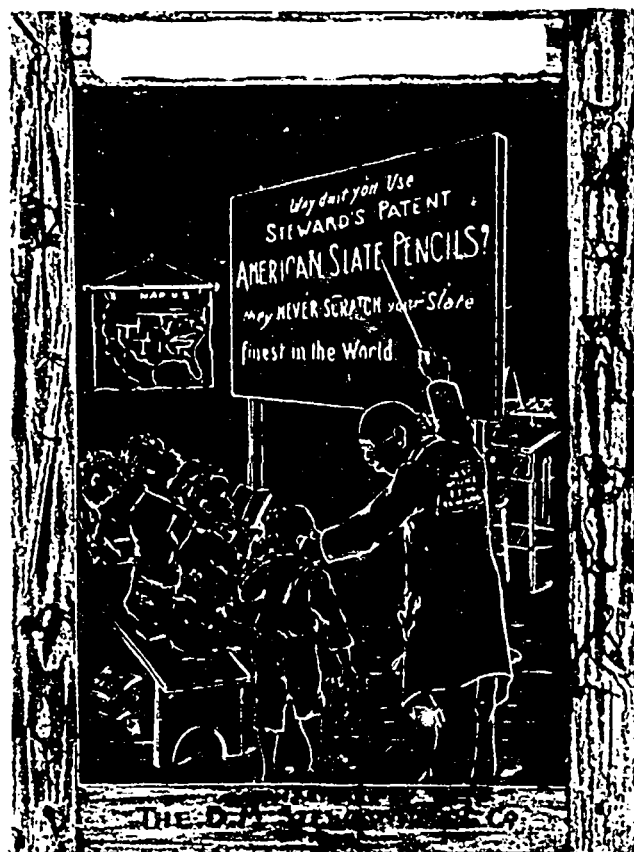


without the least possibility of scratching the slate. As long as this pencil lasted it was a carefully-guarded treasure. Such pencils as this were many times as expensive as the common ones, and there was in the old days no steady supply of them.

Now this situation has been altered, for a clever inventor perfected some years ago a process by which nice, soft, light-colored pencils could be produced in large

quantities and sold at such a low price as to compete with even the cheap, scratchy pencils that are imported. This inventor is Col. D. M. Steward, of Chattanooga, Tennessee, and through the firm of which he is president, hundreds of millions of these uniform, non-scratching pencils are being sold in all parts of the world.

The school boys of London and Paris are using them as well as the natives in India, Africa and the Far East. In Canada, where these pencils are known as the "Compo" brand, they are very popular, and since their introduction



to this market by Mr. A. J. McCrae, of Toronto, the importation of the old kind of slate pencils has ceased almost entirely.

A MARKED IMPROVEMENT.

COOPER, DENNISON & WALKDEN, LIMITED, London, Eng., manufacturers of the "Melanyl" marking ink, warranted indelible and harmless on any fabric, ate again to the front with an ingenious new steel pen, which is the only one not affected by indelible ink. In former times it was necessary to use quill pens, which were furnished by this firm, but there were always

certain objections, as the quill pen was sometimes unsatisfactory in results. A metal pen is far superior for writing purposes. After much experimenting in their laboratories this pen of perfect results was finally evolved. It effectually avoids any chemical action which might spoil the ink and can only be had from these people. H. L. Lyman, 6 St. Sacramento street, Montreal, is the Canadian agent.

THE TALKING MACHINE TRADE.

THE Berliner Gram-o-Phone Co. of Canada, Limited, have just made an important announcement, and one which is calculated to have considerable and far-reaching effects upon the talking machine trade in Canada. Realizing that there is a certain section of the residents of this country—notably Americans settled on this side of the line—who prefer to secure the products and manufactures of their own country whenever possible, the Berliner Co. have entered into an agreement with the Victor Talking Machine Co. to act as sole distributors in Canada for the talking machines and records made by them in the States. They will carry a full stock of the Victor machines in all sizes, also a complete assortment of all seven, ten and twelve-inch records published by them and made from their original matrices under exclusive license. In addition, they will put on sale in Canada, for the first time the famous Red Seal records, which have created such a furore throughout the world and which are made by singers and musicians of such world-wide celebrity as Melba, Plancon, Caruso, Kubelik, Campanari, Calve, deLussan, Tamango, etc., nearly all of whom are under agreement to sing for no other talking machine firms than the Victor Co. These Red Seal records, it is well to note, can be used with just as good effect on the Berliner gram-o-phones as on the Victor. All future records published by the Victor Co. will be published simultaneously in Canada by the Berliner Co., who will be in a position to fill orders for either Victor machines or records promptly after September 1.

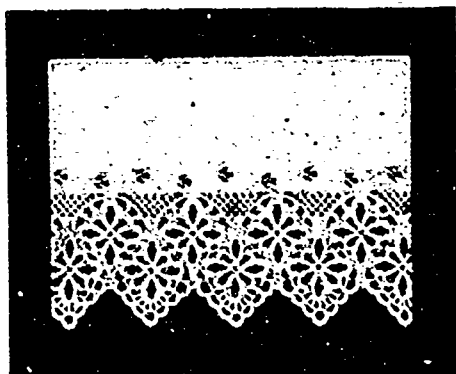
Whilst on the subject of talking machines and records it might not be amiss if readers of Bookseller and Sta-

tioner were apprised of a feature in connection with this class of goods, which has, up to now, been overlooked by many, and which should show the thinking storekeeper that there is often more profit in a line of goods than he at first imagines. Briefly the argument is this. If a man buys a piano he has to buy sheet music to play from and by this means every piano owner is a source of more or less remunerative income to the sheet music seller. The number of music sellers and publishers is legion, and so the profit is consequently very much split up. With talking machines, however, it is different, and the chances of obtaining a regular and at the same time profitable customer for records in every talking machine owner becomes practically a certainty, for he must buy records for his machine, and, unlike sheet music, records can only be used with certain types of machines and the owner of a Berliner or Victor must buy the records published by this firm.

The Berliner Co. issue a list of the records published each month—from 50 to 75 in number—and this list is sent by mail to every owner of a Berliner gram-o-phone throughout the country, drawing attention to the name and address of the nearest agent from whom the records can be obtained. They also advertise largely in the local papers to help the dealers dispose of their goods and with the bookselling and stationery trades this should be an important point, as much general business might be secured from the influence of these ads.

The talking machine business has been developed in the States by many booksellers and stationers, especially in the smaller cities, until it now forms a most important item of their monthly turnover.

BARR PAPER CO.



Successors to
B. ZIEGEL

Write for
Sample Book
and
Price Lists.

Third and
Cambridge Sts.
Philadelphia, Pa.

Patronize Canadian Manufactures

- Auld's Premium Muilage**—nothing better.
- Auld's Lithograms and Lithogram Composition**—best quality.
- Aome Cleansing and Washing Powder**—for Printers' and general use.
- Coal Saving and Smoke Consuming Compound**—saves $\frac{1}{4}$ to $\frac{1}{3}$ of the Coal and no danger with it.

*Dealers in Pulp and Paper
Correspondence and Orders Solicited.*

AULD MUCILAGE CO., 58 Wellington St., Montreal

WILLIAM MITCHELL'S PENS

MAKER BY ROYAL WARRANT TO
HIS MAJESTY THE KING

MAKER TO H.M. GOVERNMENT OFFICES
and THE BANK OF ENGLAND

THE BEST QUALITY
Steel and Incorrodible
Metal Pens

WRITE FOR
TRAC. LIST AND PATTERNS

To—44 Cannon St.,
LONDON

Cablegrams:
"Manifold, BIRMINGHAM"



SPECIAL CANADIAN
Sample Boxes
to retail—10 cents

MANUFACTORY:
Washington Works,
BIRMINGHAM

Representative:
Mr. Wm. MacPherson,
118 Albany Avenue, - - TORONTO

Velvet Leather for Pyrography
 Embossed Leather in Seal, Walrus, Dolphin, and Other Designs
 Spanish Roans for Fine Furniture
 Leather for Bookbinding, Bag and Purse Making, Etc.

Manufactured by

CLARKE & CLARKE, LIMITED

Established 1852

TORONTO

TAKE NO SUBSTITUTES

IN **BLOTTING PAPER**

IT PAYS TO KEEP THE BEST THAT MONEY CAN BUY
 "Standard," "Imperial," "Sterling," "Banker's LINEN FINISH," and
 "Royal Worcester" Enameled, are the best and lowest priced.

SAMPLES AND PRICES ON APPLICATION TO

BROWN BROS., LIMITED,
 Toronto, Ont.

McFARLANE, SON & HODGSON,
 Montreal, Que.

CONSOLIDATED STATIONERY CO.,
 Winnipeg, Man. LIMITED.

OR STANDARD PAPER MFG CO., *Makers of Everything in Blotting.* RICHMOND, VA., U.S.A.

TRADE

"COMPO" Slate Pencils

MARK.

This new **soft** pencil is sold by all the leading Wholesale Stationers and is the most satisfactory slate pencil ever offered the trade.



ABOVE CUT SHOWS 10 COMPO SLATE PENCILS IN BOX. BOXES ARE RED WHITE AND BLUE. THESE GOODS ARE ALSO PUT UP WITH 4 AND 12 PENCILS IN BOX. And in Boxes of 100s, with Gilt Paper Colored Paper, or Plain.

The manufacturers have had over 27 years' experience, and the quality of the goods is excellent. All boxes and labels are fresh bright colors and very attractive. Pencils are uniform, full size and count. This line costs less and affords the dealer a better margin of profit than any line of slate pencils on the Canadian market.

D. M. STEWARD MFG. CO.,

Established 1870.

CHATTANOOGA, TENN., U.S.A.

For Canada, Address

A. J. McCRAE,

172 ADELAIDE ST., WEST, TORONTO

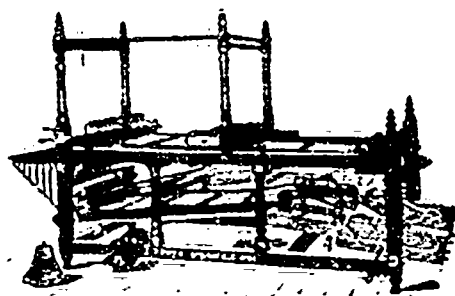
THE KELK-SUTCLIFFE CO.

76 YORK ST. - TORONTO

:: TO THE TRADE ::

We respectfully remind our friends that all our new importations are now in our warehouse. Our sample room will be complete and goods ready for inspection on the 15th of August. Up-to-date mass of staple and Christmas goods in each Department. A personal call from you is very much desired.

**DOLLS, TOYS,
ALBUMS, GAMES,
SLEIGHS, ROCKING
HORSES, CHINA,
LEATHER GOODS,
DRUGGISTS'
SUNDRIES,
MUSICAL GOODS.**



E. J. PIPER

**Practical Model and
Pattern Maker**

And
Manufacturer
of

**IMPROVED RULING MACHINES,
STAMPING PRESSES, &c.**

**LIGHT JOBBING OF ALL KINDS
No. 44 Hampden Street, near depot**

SPRINGFIELD, MASS.

SPECIALTIES.

Established 1852
Factory in Saxony

SPECIALTIES.

Birthdays Cards,
Christmas,
New Year and
Calling Cards.
.. Valentines ..

Easter
Confirmation,
Communion and
Religious Cards.

Hebrew New Year Cards,

Engagement,
Wedding,
Silver Wedding,
Golden Wedding,
Name's Day and
Mourning Cards.
God Child Books.

Menus and Table Cards
Gilt Beveled Cards.
Invitation Cards.

A. Baetz & Co.

Importers and Manufacturers of

HOLIDAY CARDS

23 Duane Street, • New York

Our importations of
Christmas Cards and
Booklets have no
competition.

We are the leaders in
the finest Postcards
up to \$12.00 a hun-
dred, wholesale.

Festgruesse.
Decorated Letter Heads

Silk Reliefs.
Scrap Pictures.

Novelties
in Silk, Satin, Celluloid,
Gelatine, Etc.
Advertising Novelties.
Calendars.
Souvenir Post Cards.

With Views, Black and Colored
For Birthday, Christmas,
New Year.
The Finest in U.S.

PERSONAL AND TRADE NOTES

Mr. R. J. Crag, bookseller and stationer, Cobourg, called on the Toronto trade quite recently.

The Canada Drug & Book Co., Limited, Ymn., B.C., have been succeeded by Dr. J. C. Elliott.

Mr. W. C. Hall, of Langton & Hall, Limited, Toronto, is expected home from a three months' trip to England shortly.

Mr. George Craven, representative on the road of the Charles H. Elliott Co., Philadelphia, is spending a vacation in Portland, Me.

Mr. A. Crusius, manager of the sales office at New York, of the United States Playing Card Co., called on the Canadian trade last month.

Mr. J. J. Chisholm, Winnipeg, has been appointed western representative of the Rolla L. Crain Co., of Ottawa. His office is at 54 Princess street.

On July 15 the rate of postage on letters sent from the Commonwealth of Australia to Canada was reduced from twopence halfpenny per half ounce to twopence per half ounce. This is a step in the right direction.

Supplementary letters patent increasing their capital stock to \$55,000, have been taken out by the Floods Co., Limited, wholesale and retail stationers, St. John, N.B.

A recent visitor to Eastern Canada was Mr. George Bayley, of Bayley's Fair, Calgary. Mr. Bayley has a large book, stationery and fancy goods store in Calgary, and is one of the most progressive merchants in the west.

Mr. Geo. F. Yorke, formerly of the Canadian Typewriter Co., has been appointed manager of the supply department of the National Typewriter Co., Limited, 78 Victoria street, Toronto, who are the Ontario agents for the Smith Premier Typewriter.

The Toronto office of Bookseller and Stationer had a pleasant call a few days ago from Mr. W. C. Rowell, vice-president of the H. W. Wilson Co., Minneapolis, who are publishers of the Cumulative Book Index and Cumulative Index to Periodicals.

Only July 15 a new book, stationery and fancy goods store was opened in Stratford by Mr. Harry M. Patterson. He has secured a good location next the Cabinet Hotel and has made the premises most attractive. Mr. Patterson is a Stratford boy and will receive the support of his fellow citizens.

Mr. John N. Marley, representing the L. E. Waterman Co., of Canada, Limited, has returned to Montreal from a successful western trip. John is full of good stories of the booming west, and looks as if the country agreed with him. He will call upon the trade this month in Toronto, Hamilton and London.

The announcement is made that Mr. F. H. Chapple, of Paris, has decided to open a book and stationery store in Galt, and has secured the store in Young's block, now occupied by Mr. A. J. Colvin. He has bought Mr. Colvin's stock of sporting goods and immediately after clearing this out will have the store entirely remodelled and put in a complete line of new goods. Mr. Chapple has had an experience of 16 years in the book and stationery business. He was on the Pacific Coast for seven

years and latterly has been with Mr. J. H. Fisher, M.P. L., of Paris.

Mr. F. E. Ewing, assistant manager of the Dennison Mfg. Co.'s New York store, who has also charge of the selling organization of the New York house which supervises the Canadian trade, was a visitor to the Montreal headquarters of the Canadian house last month. Mr. Ewing had nothing but praise for the successful management of the Canadian salesmanager, Mr. H. Van Duyne. In fact trade has expanded to such an extent that many months ago Mr. Bert Clark was sent over to assist Mr. Van Duyne. Mr. Clark calls upon the Canadian trade with the exception of the larger cities, and leaves this month on this territory.

A Montreal stationery house has two peculiar insigina in a prominent position on the manager's private office. The first one gives marked evidence of the arduous duties of the manager. It has a pleasant sarcasm, and reads as follows: "Our office hours for listening to solicitors of church subscriptions are from 10 a.m. to 1 p.m. Book agents, from 1 to 3 p.m. Advertising friends and pedlars at all times. Newspaper men are our best friends all day. We attend to our own business at night." In an entirely different tone the second bright sketch reads: "Good, better, best, never let it rest till your good is better and your better best."

Mr. Alex. Dunlop, representing George Tucker, of Birmingham, is at present crossing Canada on a round-the-world trip. George Tucker has a world-wide reputation as a manufacturer of paper fasteners, drawing pins and stationery sundries made of brass. At present his special production is a patent self-piercing paper fastener, constructed much like the ordinary fastener, only with one arm slightly longer than the other. The fastener can thus be thrust through paper as easily as a pin, and the arms can be turned back without breaking the fingernail or hurting the flesh. Several improved drawing pins are also being shown. Mr. Dunlop has as well a line of fountain pens, cash boxes and brass sundries. After leaving Canada he will visit Japan, the Indies and Australia.

CRAYONS FOR SCHOOLS.

THE teaching of art in the public schools is being encouraged to-day and it is gratifying to know that the number of schools in which a training in art is given is increasing. Naturally, supplies for this department of work are being called for, and among other articles, crayons are in demand. These goods can now be stocked by stationers and fancy goods dealers with profit.

An attractive series of crayons is that put up by the American Crayon Co., of Sandusky, Ohio, and Waltham, Mass., for which company A. J. McCrae, of the Yonge street Arcade, Toronto, is the sole Canadian representative. The crayons are packed either in round wooden boxes or in pasteboard boxes. The New Era is a wooden box, containing seven crayons, which can be retailed at one cent. There are eight crayons in the Emerald box and nine in the Surprise, both of which sell at a cent. The Buckeye, with a dozen crayons, is the only three-center. There are three styles of the Paragon crayons, the Superior and the American crayons, which retail at five cents. The Enterprise contains an assortment of twenty five crayons and retails at ten cents. Four styles of the American crayons also retail at this price. In addition to these boxes of drawing crayons, the company make several kinds of checking and marking crayons.

Valentine's Picture Post Cards

are

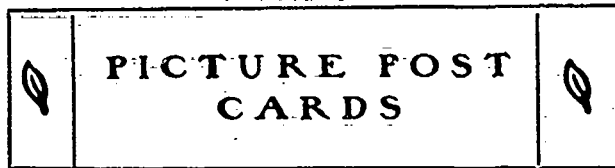


of

World - Wide Fame

If you are interested in our work please apply at 510 Coristine Buildings, Montreal, for samples and prices.

See Our Color Set, "The Rockies."



ELABORATE FLORAL CARDS.

THERE seems to be no end to the different varieties of picture post cards that are being placed on the market. Hitherto the general scheme has been to print, paint or photograph a design on a card. Lately, burnt leather designs have become popular. It has remained for A. Baetz & Co., 23 Duane street, New York, to introduce a still more unique card. They have been making at their factory in Saxony, cards in which floral and other designs have been worked out with artificial flowers. The results attained are very pretty and the cards should prove very popular about Christmas time. They also make cards with designs painted on silk, which are soft in effect.

A. Baetz & Co. make all sorts of holiday cards as well, and go in for novelties in silk, satin, celluloid, gelatine, etc.

EVERYTHING THAT IS NEW.

AFIRM that has more than kept pace with the marvelous increased demand for all kinds of picture post cards is the Illustrated Post Card Co., 185 St. James street, Montreal. Their business has expanded to such a remarkable extent that last month the sales reached well over one million cards. This record in itself establishes them as leaders in their line. Their motto is always, "All the staples and the best that's new."

Leather post cards contain all the old favorites and many new ones, including the leather soles, and the newest arrival portraying a trunk with an appropriate invitation to pack up and come along. Prices defy competition. Another attractive line is a series of cards showing many popular illustrated songs. These have a beautiful glossy finish which renders them quick sellers. The views of the Great West in a series of eighteen contain photographs of the latest developments and most typical scenes in that country. Their tinsel views are a great rage, and show every typical Canadian scene. Retailers who have unsalable cards can have them made fresh, new and attractive by having this process applied to them at a minimum charge.

Cards of a lighter vein include a superior comic line, prominent among which are the Peggy from Paris and Devil series. The range is comprehensive in every way, and all wants are catered to. Four travelers are now covering the country, and retailers need to see the range to appreciate its extent and favorable prices. A post card to their Montreal headquarters will bring particulars of any lines desired.

BUSINESS BRISK.

MR. W. G. MACFARLANE, 72 Bay street, Toronto, reports a very brisk Summer trade for souvenir post cards, fancy and comic post cards, and souvenir books. Mr. Little, who is looking after the western territory, has been meeting with great success with Mr. MacFarlane's line. He reports conditions very prosperous in the west and has been sending in large orders. He has been showing a very fine line of burnt leather novel-

ties, from newest designs and executed in artistic style. These have met with great favor in the west. Mr. MacFarlane is increasing his line of Canadian post cards by the addition of a great variety of subjects, illustrating wild life in Canada, western life, hunting, etc. Samples of these will soon be ready to show to the trade. A new line is a set of Indian heads tinselled, which are now being sampled out to the booksellers. These will, no doubt, prove a very popular line.

J. B. SERIES.

THERE is always something new in post cards, but the newest is J. Beagles' series of "Beauty's Eyes" souvenir cards. It is well known that the human eye possesses more individuality and expresses one's emotions more transparently than any other part of the



Miss Ellen Terry as "Madame Sans Gene,"
from a photo by Window & Grove. J. Beagles & Co.

countenance. On this account there exists the vogue of eye-miatures—photographs of the eyes of one's friends which is found in smart circles in England. Recognizing the beauty and character of the eye, Beagles & Co. have reproduced in life size the eyes of many famous actresses, to which series will no doubt be added, the optics of other celebrities also. They are in bromide and glossy silver type, and it is remarkable how easy it is to distinguish and name the owners after a glance at the card.

Beagles make a specialty of celebrities, and it is doubtful if a larger collection could be found in the world. Altogether, they have some 10,000 subjects. They follow up the principal plays very closely, and one of their recent sets is illustrative of "The Bonnie Brier Bush," a

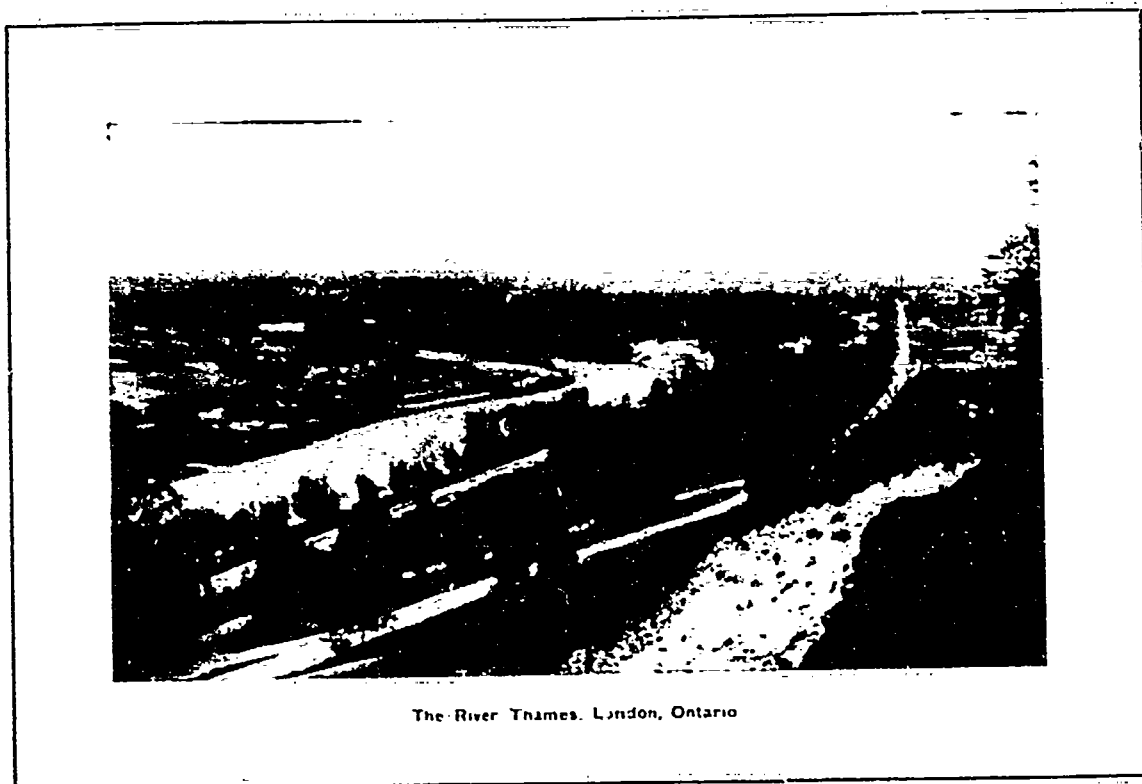
play well known to Canadians, but which is still anticipated in London. A ten or twenty dollar sample parcel can be secured by sending London references, and Beagles & Co. will execute orders from any local subject. A series now attracting considerable attention is the Cloth of Gold series, in the production of which, pieces of real brocade and tinsel cloth are used to form the dress or wrap of the subject. With the addition of embossing these cards have a very life-like appearance. We are indebted to Beagles & Co. for the use of the photograph of Miss Ellen Terry.

A WORLD WIDE RANGE.

SAMPLES of post cards received from Valentine & Co., of Dundee, speak eloquently of the improvements that have been made in color printing in Great Britain. It is not long since the bulk of post cards, both in

produced that there is an absence of that garish effect that was, and is still, so noticeable amongst some publications.

Nothing could be more beautiful than the views of the Norfolk Broads and Sylvan Devon. As pictures alone, these cards have a high artistic value apart from the interest that attaches to them as souvenirs of traveling, or reminders of "home." The series of comics is, of course, an exception in the matter of color, for here contrasts of several sorts are necessary to gain the humorous effects desired. The illustrations, comic and otherwise, of popular songs are very clever, as also the pictorial advice "The Husband and How to Train it." Famous cricketers are also reproduced in sets. Altogether the Valentine series is one that well repays inspection, and is very hard to get away from, comprising as it does something for every taste, except the vulgar.



The River Thames. London, Ontario

black and white and color, were produced in Germany, but the foreign product is now almost entirely replaced by cards that are the result of British labor. Messrs. Valentine have large works in Dundee, where all cards bearing their name are produced, and as they employ over 500 persons, they lay claim to the distinction of being the largest printers of postcards in the world. They go even further than this, and patriotically declare that they have not a foreign employee in their works.

In looking over their samples, it is pleasing to note the cosmopolitan character of their almost unending series. With several volumes of their sample books before him, one wanders in imagination not only through the interesting parts of Great Britain, but through lovely scenes in Japan, Jamaica, Norway, Sweden, The Holy Land, the Canadian Rockies and other countries of picturesque beauty. The majority of their cards are colored, or rather tinted, for so artistically are the natural colors

A SUPPLY COMPANY.

MR. E. W. RICHARDSON, the manager of the Collectors' Publishing Co., of London, England, has a very wide experience with post cards, both British and foreign, and while a publisher himself, his lines are not confined to his own publications. He is so closely connected with the largest and most noted publishers of post cards all over the world that the Collectors' Publishing Co. are able to supply the trade with cards from almost any country in large or small quantities. A very artistic series recently produced by this company shows numerous views of picturesque Wimbledon in water color effect. Another new idea is to have a group of twelve post cards reproduced in miniature on one card. The Collectors' Publishing Co. wish to increase their correspondence with Canadian houses, as they feel themselves in a unique position for supplying home or foreign publications, or small lots of local views with the dealers' own imprint if desired.

W. G. MACFARLANE

Picture Post Cards and
Souvenir View Books

72 Bay Street, - TORONTO

Post Cards of all Canada; 500 subjects, printed in colors; and embossed in gold and colors, \$12.00 per thousand.

CONTRACT LINE
FROM CUSTOMERS'
OWN PHOTOS.

Post Cards in colors, illustration filling the whole card, 3,000 at \$7.50 per thousand. Our new style. Send for samples.
Send for samples of our Moonlight Effects, Aluminette and other styles in local view post cards.

Indian Heads, tinselled, \$15.00 per thousand. In preparation, a splendid line of typical Canadian stuff suitable for Christmas trade. We have a good stock of fancy and comic import lines.

A full line of samples of burnt leather novelties, post card albums, etc., carried in stock and made to order.

Burnt leather post cards and wood post cards. Souvenir books of all parts of Canada. Editions printed to order at price of \$60.00 up.

Imperial Series Postcards

To the Trade:

Write Quick for Samples and Prices.

WE LEAD IN

Black and White
Our Colored Cards

STAND ALONE

MONTREAL TORONTO QUEBEC
OTTAWA HISTORIC SPORTING
FISHING HUNTING
NORTHWEST SCENES

ALBUMS and RACKS
Always adding to our already well-assorted stock.

The Picture Postcard Co.

P.O. Box 334, OTTAWA, ONT.

One Million Post Cards

ARE THE SALES OF LAST MONTH. This speaks for the quality and merit of our cards. We hold the lead against all competition entirely owing to merit. We maintain the position of being the largest jobbers in Canada.

A Few of Our Lines

Views From Coast to Coast

Large assortment, 85c. per 100, \$7.50 per 1,000.

Special From Your Own Photos

In black and white, \$7.00, in colors \$9.00 per 1,000 of a kind.

We Have the Solé Agency for some of the best known post card publishers here and abroad, among which are: Rapid Photo Printing Co., A. Seligo Publishing Co., Clement Tournier & Co., Kunzli Freres.

Some of these lines are: Abundant variety of comics, such as: Jags, Smiles, Peggy from Paris, H. Comics, K. Comics, Devil Series, from 85 cents up. Colored Love Series, full of sweet love, \$1.00 up.

Burnt Leather and Wooden Soles and Squares, \$5.00, 50 designs.

Tinsel Views. Beautifully illuminated by fine Iris Powders, most striking effect, at 75 cents extra per 100.

If you have any old cards you cannot get rid of send them to us and we can make them saleable.

Post Card Rack in black Enamel, to hold 64 kinds, at \$5.00 each.

JUST RECEIVED abundant variety of
Post Card Albums
at all prices.

Illustrated Post Card Co.,

185 St. James St., MONTREAL.

BE ALIVE

Going after business is like going after anything else. The more judgment displayed in the going, the more satisfactory will be the results.

- The most successful lines of goods on the market are those which absorb the entire attention of the concerns making them. They are most apt to be well made and most desirable.
- We make Tally Cards and Guest Cards. We make an immense line of them, and we put our whole soul and talent into their production.
- Small wonder, then, that The Elliott line is **THE LINE** of such goods on the market. We make and sell more Tally Cards and Guest Cards than the total production of all others engaged in the business.
- We almost dare to say that we export more than the combined production of others, for our Canadian trade has grown to immense proportions.
- There are many good new things in our line this year which we have not printed cuts of, nor even described in the trade papers, for good and sufficient reasons. We don't like to have all our good things copied while they are fresh, but are charitable enough to allow them to be copied after we have received full benefit of sales of same.
- It will certainly pay you to see our line before placing your orders for Tally Cards, etc.
- Exceedingly salable goods, such as English Calendar Pads, Die Stamped Holly Cards, Private Greeting Cards, Die Stamped Holly Postals, New Year's Passes and Checks, and several other original ideas are included in our line this year.
- We publish the only illustrated catalogue of this sort of goods. It's free for the asking.

THE
CHAS. H. ELLIOTT CO.
Engravers and Publishers
17th and Lehigh Avenue
PHILADELPHIA

J. Beagles & Co.

Wholesale and Export Manufacturers and Publishers of the
"J. B. & Co." Post-cards

Post-card Photographs of

CELEBRITIES

NEW Glossy Photo Cards

NEW Embossed "Cloth of Gold" Cards

NEW Luminous Pearl Cards

NEW Jewelled Cards

NEW Photo-colour Cards

NEW Bromide Cards

The most up-to-date and largest collection in England
Royalty, Clerical, Theatrical, Musical, Literary, and other Celebrities.
Fine New Selection of Actresses.

Write for the subjects you require.

THE J. B. & CO. POST-CARD ALBUMS

11, LITTLE BRITAIN; ALDERSGATE STREET,

LONDON, E.C., ENGLAND

THE CARDINAL SERIES

Pictorial Postcards

English Castles, British Warships (produced in-England), Real-Japanese, Norwegian, etc., Postcards.
Japanese Albums and Stamps.

Postcard Albums

FERD. ANTHONY HORLE & CO.

8 St. John's Lane, London

CASH OR THROUGH LONDON SHIPPERS

"Sports" Playing Cards



THE BEST VALUE
IN THE MARKET.

ONE OF MANY
VARIETIES

Leaders in a second
grade - GOOD
LUCK and ST.
LAWRENCE.

SPECIAL CARD FOR
WHIST PLAYERS

Colonial Whist

LACROSSE DESIGN.

We are headquarters for PLAYING CARDS

MADE IN CANADA.

Style and finish equal to Imported Cards.

Advertising Cards of all sorts - Novel Designs.

FOR SAMPLES AND PRICES APPLY-

The UNION CARD & PAPER CO.,
Limited
MONTREAL.

PLAYING CARDS

THE GOODALL CUP.

ACCOMPANYING this article appears a picture of the Goodall Cup, which has been frequently referred to in these columns. The handsome trophy was presented to the Canadian Whist League by Charles Goodall & Son, Limited, London, England, to be competed for by Canadian whist clubs. It is solid silver and very handsome and imposing in appearance. Teams from Hamilton, London, Ottawa, Napance and Toronto entered the competition this year, the cup being won by a team from the Toronto Whist Club, composed of Messrs. W. S. Wallace, G. F. Macdonnell, L. G. Amsden and R. C. Sinclair. The cup becomes the permanent property of any club winning it three consecutive times.



The Goodall Cup.

GET A SHOW CARD.

Any dealer who writes in to A. O. Hurst, the Canadian agent for Goodall's playing cards, will receive a show card, tastily designed and printed, which will be found most helpful in selling the cards.

NEW CONGRESS PLAYING CARDS.

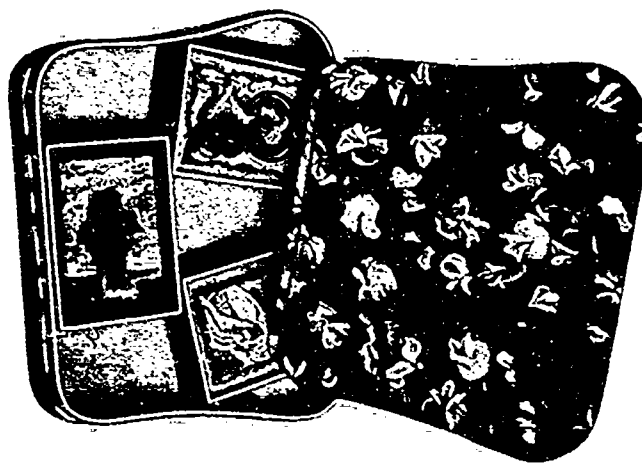
THE United States Playing Card Co., at Cincinnati, U.S.A., have announced ten new Congress playing card backs for the season 1905-06. Miniature proofs of these backs in black and white appear in their advertisement in this issue. The black and white illustrations give but little idea of the beauty of the cards, as it is their rich colors which principally give to them their beauty. The new cards are all finished with gold, and with light-colored, durable margins. The designs are the most artistic and harmonious in color yet offered in the Congress grade. The Congress cards will be extensively advertised in the magazines this season, and the consequent demand on dealers will be heavy.

Another departure in the Congress brand is the put

ting of them into fancy holiday packages, as illustrated herewith. They are put up two packs, three packs, and six packs to a box, the boxes being covered in a great variety of handsome designs of cover paper. These fancy



boxes will also be advertised in the magazines, and a large holiday season sale is expected for them. Samples of the new designs and illustrations in colors of the fancy boxes will be sent to any dealer on application. Orders may be placed through any of the leading Canadian jobbers.



"Is your son working?" asked the neighbor
 "Not yet," answered Farmer Comfossel.
 "Can't he get a job?"
 "He ain't satisfied with a job. He wants a position."
 —Washington Star

With the Canadian Manufacturers' Association Excursion Party in England



Messrs. McNaught, Ballantyne and Firstbrook discussing weighty affairs on shipboard.



Excursionists taking the electric cars at Sheffield



Colonel Gartshore of London and Lloyd Harris of Brantford "on a loot" up the Thames.



Mr. Tobin and Mr. H. P. Allen and one of London taking it easy.



A group of Winnipegers at the Ascot races.



Mr. and Miss Sweet taking it easy. Mr. Sweet is Manager of the Sanford Clothing Co. Hamilton



R. C. Wilkins of Montreal and Mr. McDonald of London taking a sun bath.

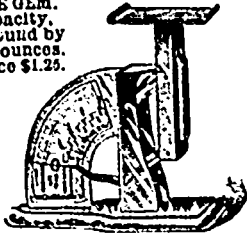


Mr and Mrs. David Waterous of Brantford playing Shuffleboard.

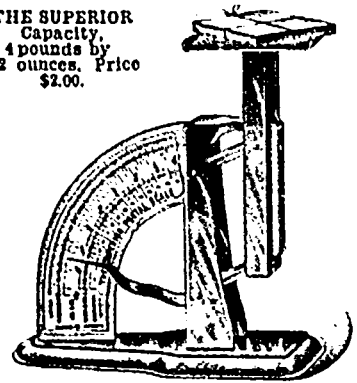
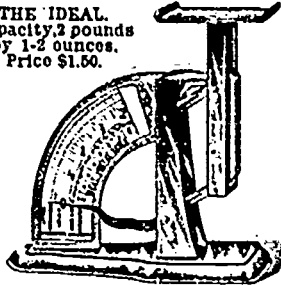
TRINER POSTAL SCALES ARE POSITIVELY ACCURATE AND SCIENTIFICALLY PERFECT AUTOMATIC POSTAL SCALES.

THE SUPERIOR
Capacity,
4 pounds by
1-2 ounces. Price
\$2.00.

THE GEM.
Capacity,
1 pound by
1-2 ounces.
Price \$1.25.



THE IDEAL.
Capacity 2 pounds
by 1-2 ounces.
Price \$1.50.



The Triner Postal Scale records instantly the exact cost in cents on all classes of mail matter. Steadily increasing sale is convincing proof of the merit of the Triner Postal Scale. Article can be placed anywhere on platform, yet always shows accurate weight.

Order through your Dealer
TRINER SCALE & MFG. CO.
123-59 W. 21st Street, Chicago, Ill.

C. Brandauer & Co.'s - Limited



CIRCULAR POINTED PENS

SEVEN PRIZE MEDALS.

These series of Pens neither scratch nor spurt. They glide over the roughest paper with the ease of a soft lead pencil. Assorted Sample Boxes, 6d., to be obtained from all Stationers. If out of stock, send 7 stamps to the Works, BIRMINGHAM. Attention is also drawn to our Patent Anti-Blotting Pens.

London Warehouse: **124, NEWGATE STREET, E. C.**

C. B. & Co. would be glad to appoint wholesale agents for Canada.

Taber-Prang Art Company

Publishers of



Artotypes,
Photographic Reproductions on
Platinum,
Aristo and Albumen Papers,
T. P. Sepias,
Portraits, Taber Carbons,
American Carbons.
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Louis Prang Litho-Color Prints
and Reproductions of
Photographs,
Prang's Art Studies
Imperial Photogravures,
Pastels, Etchings,
Calendars, Miscellaneous
Art Publications.

We are ready at all times to furnish estimates and publish any special subject the trade may desire.

Manufacturers of

PICTURE MOULDINGS, FRAMED PICTURES,
FRAMING OF ALL KINDS, ART NOVELTIES, MIRRORS.

Factory and General Office:

SPRINGFIELD, MASS.

Saloons:

No. 10 East Fifteenth St., New York City.
No. 36 Bromfield St., Boston, Mass.

JAPANESE PAPER.

MOST persons are familiar with the peculiar character of Japanese paper, which is made from the inner bark of the mulberry tree. It is seldom bleached, but made as clean as possible, hence its peculiar color. It is made in small villages, where all the inhabitants are paper makers. The sons of paper makers follow the profession of their fathers, unless adopted into a family pursuing some other vocation. The paper mulberry tree, of which it is made, is propagated by cuttings from the roots, which are planted on the borders of rice fields, and they mature in about five years. In November the reeds are cut and sold to the paper makers, and the roots are left to send up new shoots.

The shoots are cut in pieces two feet long, piled up and allowed to ferment, which loosens the bark so that it can be stripped off, after which they are dried in the open air, or scraped at once. The scraping removes the brown epidermis, which is used for inferior wrapping paper. About 34 pounds of the bark are boiled for two hours in a strong lye of wood ashes. The material is then put in bags and left in a running stream until the alkali is completely removed. It is next beaten, two or three pounds at a time, on a wooden block, with heavy sticks for fifteen or twenty minutes. This pulp is mixed with a little rice paste, or a paste from a species of mallow. A thin pulp is obtained by stirring one-quarter pound of this mass into forty or fifty gallons of water.

The web or mat on which the pulp is collected is made of slender strips of bamboo, only the thirty-sixth part of an inch in diameter, several hundred of these are bound together with silk thread, the rods all run lengthwise of the sheet, and hence the mats can be rolled or folded up in one direction. For coarse paper reed mats

are employed. The process of manufacture is essentially the same as in making hand-made paper. A woman sits in front of the tank and stirs it vigorously, then dips a mat and frame into the vat, takes up some of the pulp and shakes it, so as to felt the fibres together. A single dip makes a very thin tissue paper, most paper is made by dipping twice and draining each time. After the second dipping the mat is placed on end by the side of the tank to drain, and the frame put on a second mat, which also receives its first dipping.

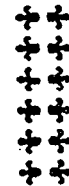
While the second sheet is draining for the first time the mat with the first sheet is laid face down on a pile of finished sheets, with a rice straw between them. While the second sheet is draining for a second time, the mat is taken off from the first sheet, so that only two mats are necessary. When 500 or 600 sheets, which form a day's work, are completed, they are pressed for a while with heavy weights, then taken up one at a time, by means of the rice straw, and placed on smooth boards to dry in the sun. When dry the sheets are stripped from the board by a sharp knife, with the blade at right angles to the handle, like a sickle. The finished paper weighs about one-half as much as the bark employed.

Copying paper is collected by the middlemen from the numerous small paper makers in the villages of the paper districts, a few reams from each house, and sold to the wholesale dealers, hence the considerable variations in the quality, which it is impossible to avoid in a paper produced by such a variety of hands. The uses to which the Japanese put paper are various in the extreme. Almost everything that is not subjected to any severe usage is manufactured from paper prepared by several chemical processes, many of which are exceedingly ingenious — Paper Mill

THE
“BEE” BRAND 
 **SEALING WAX.**

The Qualities Best Suited for the Best Purposes are:

- THE EXHIBITION PRIZE SEALING WAX
- THE PRIZE MEDAL INDIA WAX
- THE BANK OF ENGLAND WAX
- THE ROYAL SCARLET SEALING WAX
- BANKER'S SPECIE WAX
- THE LEGAL SEALING WAX



To be had
 through all
 First-class
 Stationers.



George Waterston & Sons

LONDON, 8 St. Bride St., E.C.

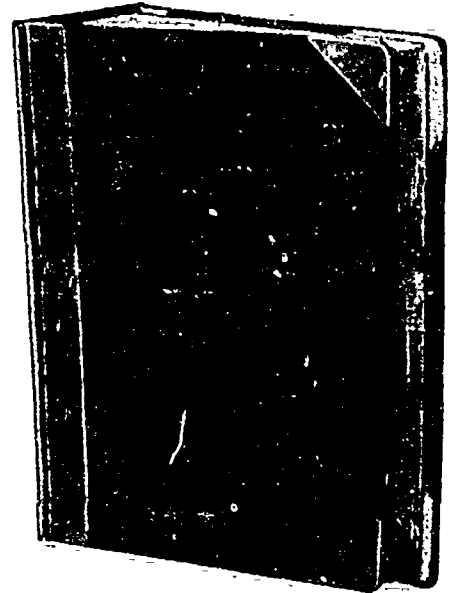
Works at EDINBURGH.

Manufacturers of **BOYTLING** and **PACKING WAX** of every Description

Sold by all Wholesale Dealers



SCRAP BOOKS



Guardless Flat Opening

ARE THE LIGHTEST AND THE MOST DURABLE SCRAP BOOKS MADE.

We are also extensive MANUFACTURERS of

Fine Memorandums, Blank Books
Fancy Leather Goods, Postal Card Albums,
and Excelsior Diaries

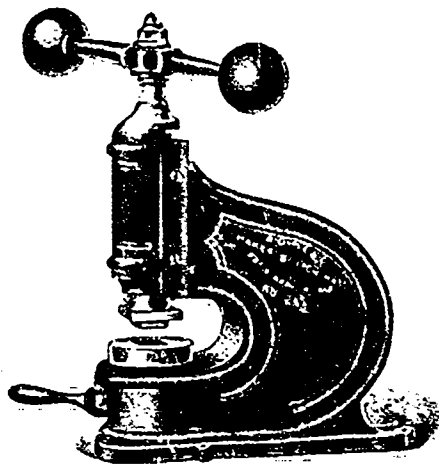
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KIGGINS & TOOKER CO.,

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MEAD'S Stationers' Stamping Presses



The most prominent stationers, producing the Finest Illuminated Stamping, use them.

For convenience, accuracy and durability

ARE UNEQUALLED BY ANY PRESS

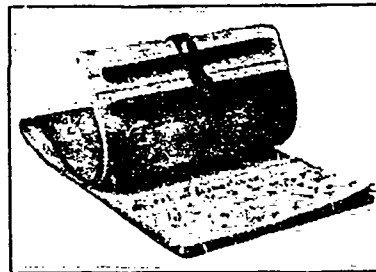
They Earn Money for Enterprising Stationers.

Write for Circulars.

A. G. MEAD

364 Atlantic Avenue - - BOSTON, MASS.

STENOGRAPHERS' Book-Mark and Pencil Holder



(Patent applied for.)

THE TWENTIETH CENTURY TIME-SAVER

For Reporters, Stenographers, Clerks, Merchants, Etc.

A Perfect Book-Mark for Note Book or any book used frequently. Holding from one to four hundred pages and two pencils, any size. **Not a second lost** in finding place or pencil. Bought as soon as seen by any stenographer, and used constantly. Made of Spring Steel and finished in Oxidized Copper.

Put up two dozen on an Easel Card, making a neat display for show-case. Also acts as a silent salesman.

PRICE, per Card 2 dozen, \$1.35

(Canadian Jobbers can supply at this price.)

Manufactured by **J. H. JAMES MFG. CO.,** FORT SCOTT, Kansas

Agent for Canada: A. J. McCRAE, 172 ADELAIDE ST. W. TORONTO.

PAPER GARMENTS.

GARMENTS made of paper have long been used in eastern Asia, but only in default of other clothing or on special occasions. In western countries the only articles of dress made of paper, until recently, were collars, cuffs and shirt bosoms, that is to say, articles which are usually starched. Now, however, numerous inventors are endeavoring to introduce woven paper fabrics.

Some time ago an Italian, Prof. Zanetti, devised a method of making fine and strong yarns by twisting very thin silk paper, cut into strips about one-tenth of an inch wide. As yet these yarns are used only for wicks of wax candles and in the manufacture of incandescent gas mantles.

A greater advance has been made in Saxony. Here also narrow strips of paper are spun, by a process patented by Clavier & Co. Paper and cotton are also spun together, so that in the finished yarn the paper envelops the cotton. These yarns are used as fillers in conjunction

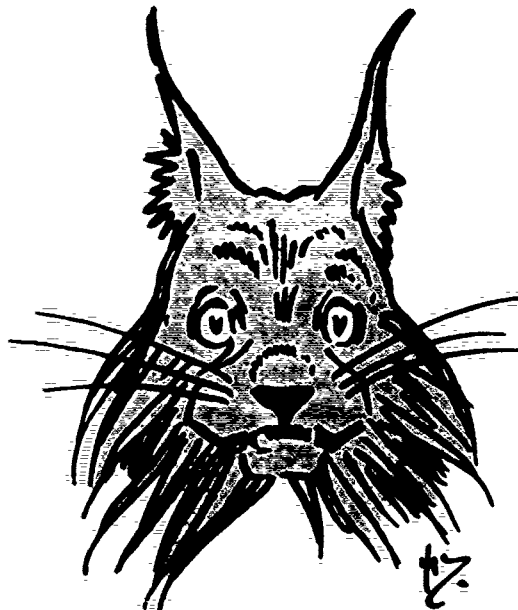
One brand of these cellulose, or wood-pulp, yarns, is called silvalin. During the last ten years many similar processes have been patented. The manufacture is still in the experimental stage, but definite progress has been made, and the industry has a promising future before it

A NATURAL HISTORY BOOK.

FOR the lover of animals, the student of natural history, or the inhabitant of the nursery, (and what child is not fond of animals), there is a mine of amusement in Walter Emanuel's new book, entitled "The Zoo: A Scamper," published by Alston Rivers, Arundel street, London. Besides most amusing comments on the peculiarities of the zoological specimens, the book contains 50 pictures by John Hassall, twelve of which are full page done in black and white on a ground tint, something after the style of Nicholson's famous cartoons of noted people. The get up and contents of this lively book are so admirable that it will be a surprise if it



I found them wild.



I left them frenzied.

Extract from "The Zoo." Alston Rivers, London.

"And we saw the wild cats who were affected by the heat, and I flatter myself, that if I found them wild, I left them frenzied. For I pointed out to them what a great big shame it was that they were not in the Small Mammals House, as in a cage in the Small Mammals House there were some of the sweetest little mice imaginable.

with cotton warp in weaving drillings, suitable for towellings and Summer waistcoats, trousers and skirts.

Heavier and warmer cloth is made by combining paper and woolen yarns. The fabric is cream colored, and may be washed repeatedly without injuring the surface. It is well adapted for tennis and lounging suits. Sufficient cloth for a jacket, waistcoat and trousers costs only ten marks, or £2.50, and still cheaper garments are made for laborers. This new product is named xylolin.

For such use, however, raw materials even cheaper than finished paper are sought. Spinning mill refuse, consisting of very short, smooth fibres that cannot be spun, goes as a rule to the paper mills. Many attempts to utilize this material have been made in spinning mills, and experiments in spinning it wet suggested the idea of further comminuting the short fibres in paper machines. In this way a thin, fibrous paste was produced. This when pouted on sieves yielded a thin soft paper, which partially dried and cut into narrow strips, could be spun into yarn. Other cheap paper stock, including wood-pulp, can be converted into yarn by a similar process, and so spinning and paper-making meet

does not achieve even greater success than Mr. Emanuel's former book, "A Dog Day," which ran into between thirty and forty thousand copies. "The Zoo" is published at 2s. 6d.

A BEAUTIFUL THING.

"Love is a beautiful thing," said the lover, leading his innamorata to a hillock by the river side.

"As we sit here in the gloaming, hand in hand—(what's the matter, Virginia?) As we sit here hand in hand and dream of a long voyage down the Utopian river of life together—(what is it, dear? What's bothering you, honey?)"

"Down the river of life together, does it not" (fidget)—"er, does it not"—(slap!)"—"do—does it not"—("Wow!")

"What's the mat—(slap! scratch!)"—"ter, Virginia?" But just then he got a bite himself, and the bite let in the light, as it were.

They had been courting on an ant hill!—Western Publisher

CANADIAN LIBRARIES.

On August 8 the new Carnegie Library, in Galt, was formally opened with appropriate though not elaborate ceremonies. The building is of brick, with artificial stone dressing. It has been three years in course of construction, and now in its finished state presents an imposing sight. Its interior is a model of beauty, and the equipment is perfect. The total cost will be about \$25,000.

The Sherbrooke Council has decided to further study the library question. The finance committee had recommended that no additional grant be given. As the closing of the institution might follow such refusal of aid, further consideration was decided upon. A portion of the citizens are urging the acceptance of the Carnegie grant, but the majority of the council is opposed.

GIFTS TO LIBRARIES.

At the annual meeting of the American Library Association, held in Portland recently, Joseph LeRoy Harrison, librarian of the Athenaeum at Providence, R.I., read a report on the subject of the gifts and bequests to American libraries, which contains some astonishing figures.

Between June and December of 1904, for example, there were money gifts to the various libraries of the country, excluding gifts each less than \$500 and not counting the contributions of Mr. Carnegie, to the aggregate of \$4,118,670. Collections donated to libraries aggregated in value \$5,128,178, excluding gifts of fewer than 250 books. Mr. Carnegie's gifts during the same period were to thirty-eight institutions and aggregated

\$1,009,500. Making donations to libraries is a popular form of philanthropy, it seems.

As a supplement to the report, there is a table giving the full amount of Mr. Carnegie's donations for library purposes between 1881 and 1901. They foot up the tremendous aggregate of \$39,325,240. The only States and Territories which have been passed over by him, up to this time, are Alaska, Arkansas, Delaware, Mississippi and Rhode Island.

An interesting portion of the table is the comparison between the population in each State and country, with the population which is within reach of a Carnegie library. Taking the United States, Porto Rico, Canada, Scotland, England, Ireland, Australia, New Zealand, Tasmania and the West Indies, it appears that 18.7 per cent. of the entire population of all these countries, on the average, is within reach of a Carnegie library.

Benedict is a New Haven man who has been eight times the father of a bouncing bouncer. In the outskirts of the university city is a little town among the hills named Prospect, and last year four of the children were sent there for the Summer.

One day Benedict and his wife entertained at dinner a new acquaintance, Professor B. The Professor is a bachelor, and, like many scholarly men, rather ill at ease in society.

"What a fine little family of children you have," he began with an admiring glance at the four stay-at-homes.

"Yes, indeed," replied Benedict proudly, "and we have four more in Prospect."

The Professor blushed his astonishment.

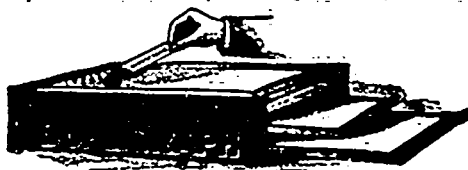
"The handiest thing around our office is the Dupligrath you sold us some time ago."

THE LATEST AND BEST IN DUPLICATING MACHINES IS

THE DUPLIGRAPH

(The invention of a Canadian)

SIMPLEST, CLEANEST, QUICKEST, CHEAPEST.



The original is written on ordinary paper with pen, typewriter or copying pencil, and the copies can be taken on ordinary paper, cardboard, wood or china. One hundred copies in ten minutes.

Better write NOW for the agency for your town. It will be a money saver for your customer and a money maker for you. Price list and particulars from PENMAN & SPRANG, Manufacturers, Office: 22 Yonge St. Arcade. TORONTO, CANADA

OUR TRAVELLERS

are coming your way with Christmas Papeteries, Games, etc. They are new and novel. Don't fail to see them. Ask to see our new Scribblers—something new in covers.

G. A. Weese & Son, 44 Yonge St., Toronto

Strength and Finish

Our

ONION SKIN
WRITING PAD

is the real Onion Skin, not the make-believe. It is strong and light and has a beautiful finish. Prices: Octavo, \$1.00 per dozen; Quarto, \$2.00 per dozen.

This pad is proving to be a great favorite. Have you ordered yet?

THE COPP, CLARK CO. Limited
TORONTO

OVERWORK DOESN'T PAY.

AS a result of many years' close observation an eminent western pathologist has recorded it as his opinion that most men of affairs in this country are suffering from overwork. There are, of course, a good many who are not, and there are lots more who don't know whether they are or not. Dr. Melville W. Fordyce has recently recorded some rather peculiar, if not extraordinary, cases of the results of overwork.

One was that of a young fellow taken on in a large establishment as a messenger in the counting-room, but who was very soon promoted to a bookkeeper's position. He was educated enough for the position in every respect, but, new to the work, his exertions were beyond his constitution in the beginning. Then, as he had been so shortly advanced, it was expected that he would work harder than an expert who might have had to be invited to the work at double the salary.

So the young bookkeeper toiled day and night until his eyes failed him. His cashier was good to him and saved him all he could, but the overwork resulted in a three months' enforced vacation without salary. When the young man returned and had taken up the same hard grind with just a little more ability in doing the work more rapidly, his cashier died, and the new cashier coming into the office, and having no regard for the circumstances under which the bookkeeper had labored, had no hesitancy in dismissing him and taking a personal friend into the place. The great company for which both had worked was uninterested, though the hiring of an assistant to the bookkeeper in the beginning might have saved the eyes of the bookkeeper and the life of the cashier.

To the question of overwork there is another side than that of the employe. Since the results of overwork

are so strikingly first manifested in the brain of the brain worker the question is: Can any employer afford to have an employe overwork? A mental lapse of a moment may result in the most serious mistake possible in the business world; errors that are made in a second may require days and dollars to right, merely that an office force may save a few cents on the salary roll.

Don't overwork. If you are in business for yourself, you can't afford it, if you are in business for an employe, he can't.—New York Commercial.

NOVELTY CARDS.

IN previous issues of Bookseller and Stationer, mention has been made of the hand-colored real Japanese cards, imported by Ferd Anthony Horie Co., of Cardinal House, 8 St. John's Lane, London, E.C. Some new lines, deserving attention, have since been placed on the market by this firm. First there are the "jewelled" hand-colored real Japanese cards. Each card comes in a special envelope to prevent the jewellery from being rubbed off. A large demand has been created for this card.

Secondly, the firm have just issued a new series of English Cathedrals. At present there are six cards in the set, which is quite as artistic and well executed as the set of English Castles issued by the same company. These cards are made in England.

Finally, mention should be made of a fine line of ladies' heads, which have been added to the "Jewelled Series." These cards are elegantly jewelled and, as they are supplied to retail at 1d. they are a good selling line.

THE IMPROVED

Chadwick
TRADE-MARK.
Copying Book

PATENTED
OCTOBER-16, 1888.

We make a full line of

COPYING BOOKS

for all purposes.

Send for Samples of Paper and Catalog.

Chadwick Copying Book Co.

SPRINGFIELD, MASS.

Queen City

For those who know the best Writing Pad and want it. Ornamental cover design; rich cream paper.

PRICES PER DOZ.
8vo, 80c.
4to, \$1.60.

This Pad never fails to please.
Stock it up.

THE COPP, CLARK CO. Limited
TORONTO



Carter's Photolibrary Paste

possesses exceptional purity and adhesive power. It is pure white, clean, and quick to stick. The paste is put up in various styles of jars and bottles adapted to all requirements.

The IDEAL WATERWELL JARS are the best for office use. The wall of the waterwell is comparatively thin (though strong), leaving a much larger net capacity for the paste.



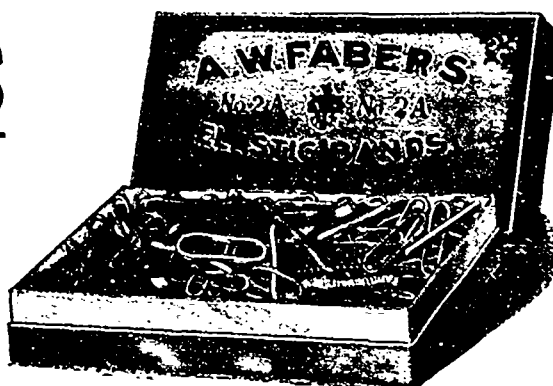
No. 274, \$3.50 list per doz.
For Photographers' Use, the Photolibrary is put up in special wide-mouth jars. Such are Nos. 153½, 154½ and the quarts and pints.

THE CARTER'S INK COMPANY, Boston, New York, Chicago, Montreal.

No. 153½, \$3.50 list per doz.

A. W. FABER'S

In ———
Assortments
Gross
Packages



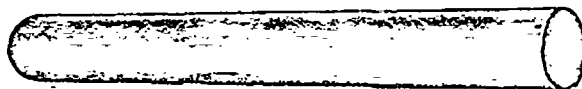
PURE RUBBER

BANDS

or by the
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LEATHER BINDINGS.

THE London Daily News has recently interviewed the bookbinding and leather trades as to the durability of the leathers used in the binding of books, the result of which is concentrated in the following two opinions, one from a prominent bookbinder, the other from a leading tanner.

The bookbinder referred to said to the interviewer, "Look at this book. It is three centuries old, and yet the leather is as sound as on the day it was cut from the hide. I could not guarantee that even the leather which I put on my best work will last as this has done, and carry my name down the ages. I do not make my own leather. We do not tan today as they tanned in olden days, and the trouble comes partly from the tanning, partly from the acid dyeing, and partly from the altered conditions under which books live."

No leather, however good, will stand years of exposure to the fumes of gas. The atmosphere of towns is generally bad for leather bound books, especially when they are left undisturbed on the bookshelves. The fumes act chemically on the leather, and set up sulphuric acid. Naturally, where there is already sulphuric acid in the leather the process of decay is much more rapid.

I know of only one firm which professes to sell leather absolutely innocent of acid. They all use acid, some more, some less. Some colors, such as the greens, require more acid than other colors. Some leathers, before they can be dyed at all evenly, so as to be dyed profitably, have first to be bleached neatly white with acid. Some processes seem to require more acid.

"Russia leather is so charged with acid that I have entirely given up using it, except when customers insist on having it after I have told them what the result must be. It is so bad that it perishes even before I can use it."

The binder showed the interviewer a number of pleasantly smelling hides of "Russia" leather tanned in London. The perfume was still there, but the leather was so

rotten that it would tear like paper, and its surface would break up beneath the thumb-nail.

"That," continued the bookbinder, "has not been on my premises more than a year. I suppose it has not been tanned for longer than fifteen months at the outside. It cost me close upon 2s a square foot—and it is useless."

"Here," and he picked up a pretty volume of a series specially addressed to "book lovers." It was bound in what appeared to be natural undyed pigskin. "Beautiful to look at, isn't it? It is skeepskin into which that pigskin pattern has been rolled."

"Sheepskin is utterly useless as a book cover. But almost all the cheap leather bindings are made out of sheepskin. Some of them—'roans,' as they are called—are such excellent imitations in appearance of genuine goat that after they are made up I could not myself say positively that they were imitation. A hide of 'roan' costs about one-sixth of the price of a genuine goat hide. You can therefore guess how much real goat is used."

The leather seller informed the interviewer that he could not guarantee hides free from acid, and did not believe that dyed leather was produced without acid. He was so certain of it that he would not pretend to attempt to procure a hide which could be guaranteed.

After a little chat he readily produced a number of hides for inspection. He was rather proud of his imitation pigskin, made from sheepskin, and, comparing it with a real hide, pointed out that it was the more natural looking, and its grain a better "pattern" than that from the genuine pig. He explained that an especially choice sample was always chosen as the model for the machine rollers. He showed almost every kind of skin made out of sheep hides, and also morocco made from pigskin. Among the imitations was a thin sheepskin leather that would tear like tissue paper. "That," he said, "is used for linings, and, at any rate, it enables the dealer honestly to say that the article is all leather. It certainly is leather. It is a surface split by machinery off a sheepskin. Imitation pigskin is largely used for cheap furniture as well as for books, so also in large quantities is imitation morocco."

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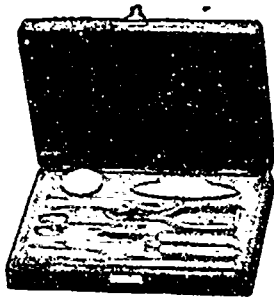
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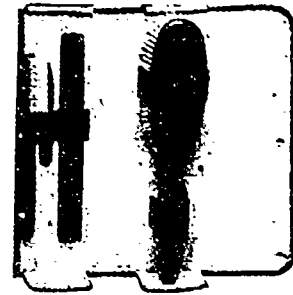
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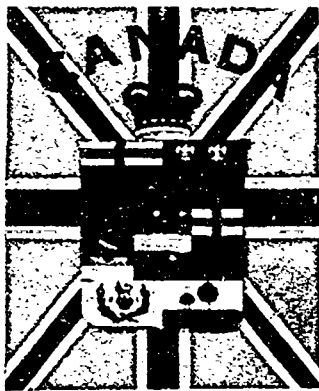
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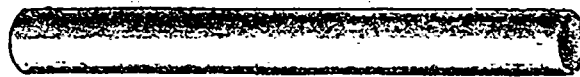
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Select Poems from Coleridge and Wordsworth. Prescribed for Matriculation and Teacher's Examinations. 1906. By W. J. Alexander, Ph.D. Book. The Copp, Clark Co., Limited, Toronto.

A Book of Instruction for the Use of the Vernoy Electro-Medical Battery. By Prof. S. Vernoy. The Vernoy Electro-Medical Co., Toronto.

The Silver Lining. Song. Words by James Whitcomb Riley. Music by Charles Willeby. Scaled Orders. Words by Francis Wynne. Music by Charles Willeby. The Garden of Kama. Song Cycle. Prologue. "Feasting is Always Somewhat Sad." Words from India's Love Lyrics, by Laurence Hope. Music by Henry B. Vincent. The Garden of Kama. Song Cycle. "Oh Silver Star" Words by Laurence Hope. Music by Henry B. Vincent. The Garden of Kama. Song Cycle. "No Rival Like the Past." Words by Laurence Hope. Music by Henry B. Vincent. The Garden of Kama. Song Cycle. "In the Early Peaty Morning." Words by Laurence Hope. Music by Henry B. Vincent. The John Church Co., Cincinnati, Ohio.

In the Shadows of the Willows. Song. Words by C. R. Harrison. Music by O. B. Evans. A Cox & Co., Toronto.

Maltese Cross Brand. Rag-Time March and Two-Step. By Wilfred G. Astle. Wilfred G. Astle, Vancouver.

Plan of the Townships of Sandwich-West, East and South; the Towns of Walkerville and Sandwich; and the City of Windsor. By George McPhillips, D.L.S. Map. George McPhillips, Windsor, Ont.

Montreal, 1905. Book. Henry Miles, Montreal.

New National Anthem for the British Empire. By Andrew H. Crozier. Words and music. Andrew H. Crozier, Meadowvale, Ont.

New National Anthem for the British Empire. By Andrew H. Crozier. Arranged for band by John Slatter. Andrew H. Crozier, Meadowvale, Ont.

Pan-Japan. Waltz. By May Haw. May Haw, Orillia, Ont.

Hymne a la patrie. Paroles d'Albert Lozeau. Musique de J. J. Gagnier, Fils. J. E. Belair, Montreal.

Marche patriotique. Sur la Marseillaise, la Canadienne et O Canada, terre de nos aieus. Par Henri Miro. J. E. Belair, Montreal.

The Canadian Parliamentary Guide, 1905. Book. Arnett James Magurn, Ottawa.

The History of Canada. By G. U. Hay, Ph. B., D. Sc., to which has been added A Sketch of the History of Prince Edward Island. By H. M. Anderson. The Copp, Clark Co., Limited, Toronto.

Dance of the Rosebuds. Schottische. By Chas. E. Wellinger. Harry H. Sparks, Toronto.

Molly Ann O'Shea. Words and Music by Chas. E. Wellinger. Harry H. Sparks, Toronto.

The Fairest Rose in June. Song. Words by Victor Lauriston. Music by George Hahn. Harry H. Sparks, Toronto.

My Little Northern Rose. Song. Words and Music by J. A. Rowland. Harry H. Sparks, Toronto.

Mother and Child. Picture. Grip, Limited, Toronto.
Johnston's Street and Street Railway Guide of Toronto and Toronto Junction. Book. W. S. Johnston & Co., Toronto.

Stovel's Indexed Pocket Map of Canada. Stovel's Indexed Pocket Map of Ontario. Stovel's Indexed Pocket Map of Quebec. Stovel's Indexed Pocket Map of Maritime Provinces, including Newfoundland. Stovel's Indexed Pocket Map of Alberta and Saskatchewan. Stovel's Indexed Pocket Map of British Columbia. Stovel's Indexed Pocket Map of Winnipeg. Central District. The Stovel Co., Winnipeg.

The Annual Financial Review. Canadian. July, 1905. Compiled by W. R. Houston. Volume V. William Robert Houston, Toronto.

The Nature Study Course, with Suggestions for Teaching it. John Dearness, M.A. Book. The Copp, Clark Co., Limited, Toronto.

Map of Lima Harbor and Tsumpsean Peninsula, Range V. Coast. By J. Fred. Ritchie, P.L.S. & D.L.S., 1905. James Anderson, Victoria, B.C.

A Lovegift. Words by William Longman. Music by Monk Gould. The John Church Co., Cincinnati, Ohio.

Sweet Co. Words by William Longman. Music by Monk Gould. The John Church Co., Cincinnati, Ohio.

The Specifying Guide for Architects and Engineers. Book. Robert Percy Barnes, Edmonton, Alberta.

Entrance Grammar Notes. By Chas. G. Fraser. The Copp, Clark Co., Limited, Toronto.

The Heroes of Japan. Words and Music by Orri Palino. Ethel P. Orr, Hamilton.

Stovel's Map of Saskatchewan. The Stovel Co., Winnipeg.

Stovel's Map of Alberta. The Stovel Co., Winnipeg.
Leaving Port. Photo. J. F. Cooke, Port Arthur, Ont.

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Essential Elements in the Design of Dams. Published preliminarily in the Canadian Engineer, Toronto, Ont. Temporary copyright. John S. Fielding, Toronto.

The Public School Geography. The Canada Publishing Co., Limited, Toronto.

Uncle and Nephew. Private post card. The Run of the Day. Private post card. The Same Tune and the Same Colors. Private post card. Canada's National Game. Private post card. Good Friends, Good Sports, Good Fellows. Picture. G. M. Rose, Toronto.

The Collector's Guide. By James Morrison Glen, K.C., L.L.B. Third edition. The Municipal World, Limited, St. Thomas.

Go, Lovely Rose! Words by E. Waller. Music by Charles Gilbert Spross. The John Church Co., Cincinnati, Ohio.

My Light. Words Anonymous. Music by Charles Gilbert Spross. The John Church Co., Cincinnati, Ohio.

Forget Words by Francis Mack Music by Bob Alden. Jerome H. Remick & Co., Detroit, Michigan.

Maid Margaret of Galloway. By S. R. Crockett Book. The Copp, Clark Co., Limited, Toronto.

London Old Boys. London Ontario Canada Semi Centennial, 1855-1905. Book. The London Printing & Lithographing Co., Limited, London.

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Descriptive Metallurgy of Iron and Steel. Book Samuel Groves, Toronto.

System for Industrial Establishments. By A. J. Lavoie. Book. Alphonse Joseph Lavoie, Toronto.

Halibonne. Halifax Out Maple's Bonne Book.
 George John Menge, Halifax.
 Co-Operative Old Age Pension and Annuity Plans and
 Policy Forms. Book George John Lavell, Winnipeg.
 The Monthly Ready Reference Weekly Chart.
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 God's Watchful Care. Music Ida Zoe Burr, Galt
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 Canada A National Song Words and Melody by
 Clara H. Mountcastle Accompaniment by Carol E.
 Newcombe Clara H. Mountcastle, Clinton, Ont.

During the Civil War in America, a captain of a company which had sixty men in its ranks, none of whom was as energetic as the officer thought they should be, but upon a plan which he thought would cure their habits of laziness. One morning, after roll call, the captain, addressing his company, said
 "I have a nice easy job for the laziest man in the company Will the laziest man step to the front?"
 Instantly fifty-nine men took a step forward
 "Why didn't you step to the front?" inquired the commander of the one man who did not come.
 "I was too lazy" replied the soldier

BEST SELLING BOOKS OF THE PAST MONTH.

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BRANTFORD.

1. Wings of the Morning" by Louis Tracy (25c. edition) McLeod & Allen.
2. "The Marathon Mystery," by B. Stevenson. McLeod & Allen.
3. "The Prospector," by Ralph Connor Westminster
4. "Joan of the Sword" and "by"
5. "The Duke Decides," by H. Hill. McLeod & Allen.
6. "The Plum Tree," by D. G. Phillips. McLeod & Allen.

CALGARY.

1. "Rose of the World," by A. and E. Castle Copp. Clark
2. "Justin Wingate," Musson Book Co
3. "The Plum Tree," by D. G. Phillips. McLeod & Allen.
4. "The Great Mogul," by Louis Tracy.
5. "Garden of Allah," by Robert Hichens. Briggs.
6. "The Prospector," by Ralph Connor. Westminster.

CHARLOTTETOWN.

1. "Rose of the World," by A. and E. Castle. Copp. Clark.
2. "Sandy," by A. H. Rice. Briggs.
3. "Silver Bells," by A. P. Haggard. Page.
4. "The Loves of Miss Anne," by S. R. Crockett. Copp. Clark.
5. "The Plum Tree," by D. G. Phillips.

COLLINGWOOD.

1. "The Purple Parasol," by G. B. McCutcheon. Musson.
2. "The Monk's Treasure," by G. Horton. McLeod & Allen.
3. "Return," by Alice MacCowan. Copp. Clark.
4. "The Marathon Mystery," by B. Stevenson. McLeod & Allen.
5. "The Black Barque," by T. Jenkins Hains. Copp. Clark.
6. "The Masquerader," by K. C. Thurston. Harpers.

HALIFAX.

1. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
2. "The Garden of Allah," by Robert Hichens. Briggs.
3. "Sandy," by A. H. Rice. Briggs.
4. "The Lute of the Labrador Wild," by D. Wallace. Revell.
5. "Broke of C venden," by J. C. Sneath.
6. "The Prospector," by Ralph Connor. Westminster.

HAMILTON.

1. "A Welsh Singer," by Allan Raine. Briggs.
2. "Wings of the Morning," by Louis Tracy. McLeod & Allen.
3. "The Garden of Allah," by Robert Hichens Briggs.
4. "The Fugitive Blacksmith," by C. D. Stewart. Copp. Clark.
5. "Millions of Mischiefs," by Headon Hill. McLeod & Allen.
6. "My Lady Clancarty," by I Taylor.

KINGSTON.

1. "The Garden of Allah," by Robert Hichens. Briggs.
2. "Dr. Luke of the Labrador," by Norman Duncan. Revell.
3. "The Master Mummer," by E. P. Oppenheim Copp. Clark.
4. "Duncan Polite," by Marian Keith. Westminster
5. "The Man on the Box," by Harold McGrath. McLeod & Allen.
6. "The Masquerader," by K. C. Thurston. Harpers.

MONCTON.

1. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
2. "A Courier of Fortune," by A. W. Marchmont. McLeod & Allen
3. "God's Good Man," by Marie Corelli. Briggs.
4. "The Voyageur," by W. H. Drummond. Putnam.
5. "Dr. Luke of the Labrador," by Norman Duncan. Revell.
6. "The Garden of Allah," by Robert Hichens. Briggs.

OTTAWA.

1. "Pam," by B Von Hutten Musson.
2. "The Garden of Allah," by Robert Hichens. Briggs
3. "Mid the Thick Arrows," by Max Pemberton Copp. Clark.
4. "The Brethren," by Rider Haggard Copp. Clark.
5. "The Voyageur," by W. H. Drummond
6. "Duncan Polite," by Marion Keith. Westminster.

PETERBORO'.

1. "Marcelle" by Hampden Burnham. Briggs.
2. "The Prize to the Hardy," by Alice Winter. McLeod & Allen.
3. "The Monk's Treasure," by George Horton. McLeod & Allen.
4. "A Knot of Blue," by W. R. A. Wilson Musson.
5. "Rose of the World," by A. and E. Castle. Copp. Clark.
6. "The Rasanals," by H. Dickson. Langton & Hall.

QUEBEC.

1. "Sandy," by A. H. Rice. Briggs.
2. "Lady Penelope," by Morley Roberts. Page.
3. "The Harvest of the Sea," by Dr. Grenfell. Revell.
4. "Dr. Luke of the Labrador," by Norman Duncan. Revell.

ST. CATHARINES.

1. "Sandy," by A. H. Rice. Briggs.
2. "The Masquerader," by K. C. Thurston. Harpers.
3. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
4. "Return," by G. M. Cooke. Copp. Clark.
5. "The Daughter of a Magnate," by F. Spearman. Langton & Hall.
6. "The Motor Pirate," by S. Paternoster.

ST. JOHN, N.B.

1. "Wings of the Morning," by Louis Tracy. McLeod & Allen.
2. "Rose of the World," by A. and E. Castle. Copp. Clark.
3. "God's Good Man," by Marie Corelli. Briggs.
4. "Sandy," by A. H. Rice. Briggs.
5. "Dr. Luke of the Labrador," by Norman Duncan. Revell.
6. "A Courier of Fortune," by A. W. Marchmont. McLeod & Allen.

VANCOUVER, B.C.

1. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
2. "Sandy," by A. H. Rice. Briggs.
3. "The Garden of Allah," by Robert Hichens. Briggs.
4. "The Habitant," by W. H. Drummond.
5. "Rose of the World," by A. and E. Castle. Copp. Clark.
6. "Stingaree," by E. W. Hornung. Copp. Clark.

WINNIPEG.

1. "The Silent Places," by S. E. White. Morang.
2. "God's Good Man," by Marie Corelli. Briggs.
3. "Dr. Luke of the Labrador," by Norman Duncan. Revell.
4. "Sandy," by A. H. Rice. Briggs.
5. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
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2. "Rose of the World," by A. and E. Castle. Copp. Clark.
3. "The Garden of Allah," by Robert Hichens. Briggs.
4. "The Voyageur," by W. H. Drummond.
5. "The Masquerader," by K. C. Thurston, Harpers.
6. "Dr. Luke of the Labrador," by Norman Duncan. Revell.

MONTREAL.

1. "Rose of the World," by Agnes and Egerton Castle. Copp. Clark.
2. "The Master Mummer," by E. P. Oppenheim. Copp. Clark.
3. "In the Bishop's Carriage," by M. Michelson. McLeod & Allen.
4. "The Garden of Allah," by Robert Hichens. Briggs.
5. "The Voyageur," by W. H. Drummond. Putnam.
6. "The Corner Stone," by David Lyall.

A. SHORT CUT FOR FILING INVOICES.

By Wm. A. Ingram, in "System."

GENERALLY speaking, all that is said in favor of vertical files for letters is also true in regard to the invoices of purchases. In the majority of cases the alphabetical system will be found most suitable, it is simple and self-indexing. The divisions into which the alphabet should be divided must be regulated by the number of invoices to be handled.

The elasticity of a vertical file permits all invoices from any firm to be filed in one place in chronological order. This is a point that is too apparently desirable to need further comment.

The numerical system possesses certain advantages which should not be overlooked. It admits subdivisions to be made to correspond to certain ledger accounts. For instance, in the case of a manufacturing concern, sections of the file may be allotted to invoices for such items as general expense, manufacturing material, extensions to plant, repairs and renewals. Each section should have its number and set of alphabetical guides, so that with the use of a suitable index for the names of firms, reference can be made immediately to any invoice. The voucher record index may be used in some cases for this purpose. However, if the invoices have to be frequently referred to, and this index is not one which admits of names being readily found, it is obviously advantageous to use a separate card index.

When the voucher system is used, invoices and credits relating to each voucher should be fastened together. A stapling machine is useful for this purpose. In cases where invoices on a voucher relate to more than one ledger account (if the plan outlined above be followed), they should be separated and filed in their respective divisions. This fact must, of course, be noted in the index.

SHORT CUTS IN SEALING LETTERS.

TO save time and energy in moistening the gummed flaps of envelopes, the following simple scheme is used by a number of business houses. The flaps of the envelopes are extended and placed on the desk or table with the gummed surface exposed and overlapping the flap of the envelope placed on top of it. In this way the gummed surfaces of several dozen envelopes may be exposed at a time. A moistened sponge brushed gently over this surface will sufficiently dampen the gum to allow the envelope to be sealed. This process is much quicker than to moisten each flap individually, and it applies the moisture uniformly on all the envelopes.

To save time in sealing these flaps, a small clothes wringer may be used to advantage. The machine may be easily attached to the edge of a table or desk. By passing the envelopes with the moistened flaps through this machine several hundred envelopes an hour may be evenly and securely sealed.

A dorky preacher was lost in the happy selection of his text, which he repeated in vigorous accents of pleading.

"Oh, bredern, at de las' day dere's gwine to be sheep and dere's gwine to be goats. Who's gwine to be de sheep, an' who's gwine to be de goats? Let's all try to be like de li'l' white lambs, bredern. Shall we be de goats, sisters? Naw, we's gwine to be de sheep. Who's gwine to be de sheep, bredern, an' who's gwine to be de goats? Tak' care ob youh souls, sisters. Remember, dere's gwine to be goats an' sheep. Who's gwine to be de sheep an' who's gwine to be de goats?"

Just then a solitary Irishman who had been sitting in the back of the church, listening attentively, rose and said:

"O'll be the goat. Go on, tell us the joke, Elder. O'll be the goat!"

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MacFarlane, Son & Hodgson, Montreal.
The Copp, Clark Co., Limited, Toronto.
The Brown Bros., Limited, Toronto.
The Barber & Ellis Co., Toronto.
Warwick Bros. & Rutter, Toronto.
Weese, G. A., & Son, Toronto.