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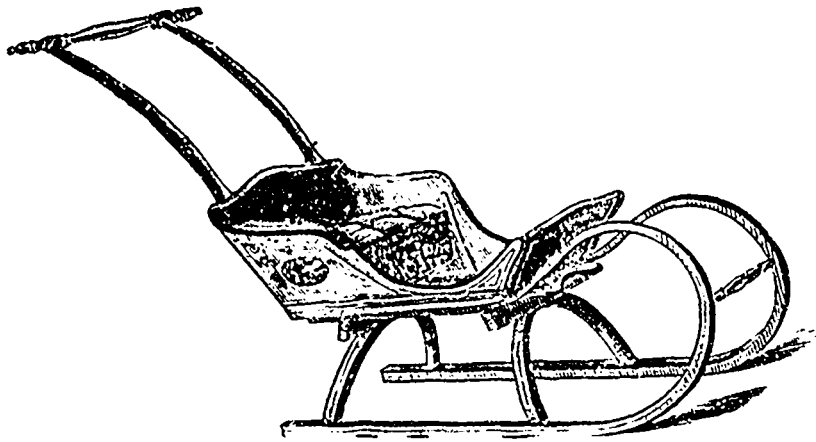
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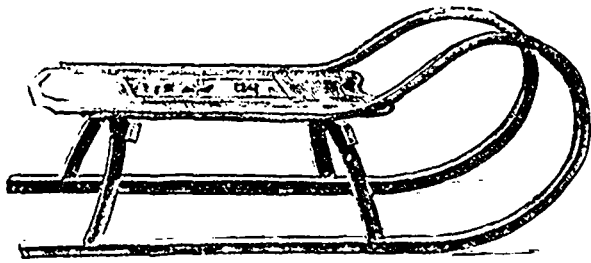
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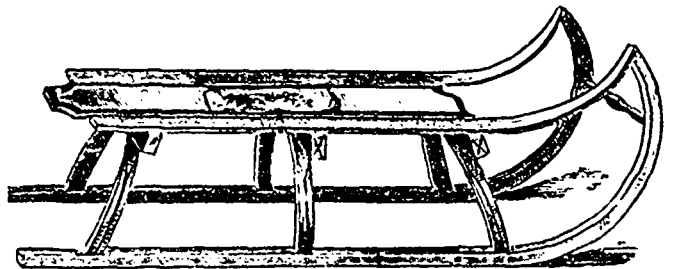
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# BOOKS AND NOTIONS

ORGAN OF THE BOOK, STATIONERY & FANCY GOODS TRADES OF CANADA

VOLUME II }  
No. 4 }

TORONTO, NOVEMBER, 1885.

{ ANNUAL SUBSCRIPTION  
FIFTY CENTS.

## THE ORIGINAL BLACK LETTER.

Black letter is the term applied by printers and others to the old English type, which is otherwise called Gothic, and bears a close resemblance to the German type of the present day. Astle denounced the modern Gothic, and contended that it did not originate with the Goths, but with lazy calligraphists whose bad taste prompted to deteriorate the Latin writing. In the old English records, Roman characters, very similar to those now in use, preceded the black letter, as they have followed it, but when Caxton commenced the first English books, black letter was the fashion, and so continued until a purer taste restored the Roman characters. Even as late as 1784, the English statute books were still printed in Gothic or black letters. The Dutch used it in their devotional books long after they had discontinued it in ordinary publications; and the Germans are now substituting in some of their publications the Roman for the Gothic characters.

The old black letter, and more especially that form called Secretary, was used by Caxton in printing "The Game of Chess," and other early books, copies of which may be seen at the British Museum. Better black letter, however, was subsequently made by the English type founders. The character has served their successors as the ground work and title of a number of job and fancy founts, called by such names as—Black Condensed, Black Ground, Black Open, Black Ornate, Black Ornate Shaded, Black Outline, Black Shaded, etc., in addition to series called "Anglo-Saxon," "Old English," "Elizabethan," etc. The names given are purely arbitrary, but the origin of all such styles is identical.—*The British and Colonial Printer and Stationer.*

**MARGINS FOR BOOKS.**—The tendency of the earlier part of the century, by which we were given liberal margins to books, now seems to be much altered, and the width of the pages has been materially diminished. It would seem that publishers are now anxious to get as much upon the leaf as possible, and every expedient is resorted to for that purpose. This is not only the case with publications like magazines, or with heavy volumes like cyclopedias, but has also become the rule with histories, biographies, and critical

works. It deprives the binder of the paper necessary for him to use to make the appearance of the book symmetrical, and forces him to place the reading matter so near the back of the leaf that it is with difficulty the book can be opened wide enough to allow it to be read. This is not as it should be. No book should be imposed or worked without allowing sufficient space between the pages for all of the exigencies of the binder, and except in very small or thin books the half inch or so which is allowed is entirely insufficient. The calculation for space must be made when the plan is first laid out, and no considerations of economy should be permitted to interfere with a liberal allowance. The proportion which good books ought to have was settled by the early French, Italian, and Dutch printers two centuries ago, and has since been always followed by those who knew anything of their business. The top margin and inner one are comparatively smaller than those at the outside of the page and its bottom, which are very liberal. In this way the shears of the binder occasion no great destruction, and to this action of the celebrated typographers and binders of early days we owe the preservation of the works upon which they bestowed so much care, which by our modern careless usage would have tumbled into pieces of themselves in a few years.—*The American Bookmaker.*

**PERFUMED BOOKS.**—"Why may not some of our books be perfumed? Especially a dainty summer edition for seaside and mountain top. Paper very readily absorbs and very persistently retains a perfume. Just fancy opening a novel from Cable's, Howell's, or James' pen printed on delicately-tinted paper in old-gold binding, and then detecting just a *soupcion* of some rich perfume as you turn over leaf after leaf. It would be a genuine 'novelty,' and ladies would read who never read before." Our esteemed contemporary, the *Art Age*, sees no reason why a book may not be perfumed, but there are reasons sufficient why it should not. Primarily, the best perfume a book can have is the clean, sweet odour of good paper and good ink. That is honest. Nor is it the custom of those of the highest rank and station of our day to indulge in perfume to any considerable extent. Certainly ladies do not, except those of unenviable social standing. Readers attracted by perfumed pages, would not be likely to stimulate liter-

ature or bookmaking perceptibly.—*The American Bookmaker.*

An English author writes to the newspapers complaining of the narrow margins left now-a-days by the London bookbinders. "It seems," he says, "seriously to depreciate the value of books, and to make it difficult to have them properly bound after they have been unduly shorn in cloth boards. The new Bibles are an evidence of this. I have the large edition of Skeat's invaluable 'Etymological Dictionary.' It is in boards, and will, therefore, not bear many years' usage, and it is too crippled to bear another cutting for full binding. The subject is surely important for all books of this kind, that ought to be handed down in good preservation."

NEW BINDINGS.—Mr. W. G. Stoneham has shown us samples of a new style of half-binding, which he terms the "Gustav." Its peculiarity is the employment of some of the new splashed marble papers of French or German origin for the sides, and marbling the edges of the book to match. The effect is pleasing and novel. He has also shown us bindings in padded Japanese leather, a material which, we believe, he was the first to introduce. His list of standard works in half and full binding is now of considerable extent, as he has recently increased that department of his business.—*The Bookseller.*

The *St. James' Gazette* says: "Many American publishing firms do a large trade in England, and some of them find it to their advantage to stamp 'New York and London' on their books. This has its advantages: but among its disadvantages is that it forces them to present a number of copies of each work to certain public libraries. Where the books are costly *éditions de luxe* this is felt to be rather hard, and at last the American publishers have rebelled. The British Museum having reminded the firm of Putnam's Sons that they must have five copies of their books, it has refused to comply with their request. A correspondence has ensued, and a compromise was agreed to; the Museum was to content itself with one copy of each book. When the other American firms heard this they were dissatisfied. They appealed to Messrs. Putnam's Sons to make this a test case, and the firm has consented. But in the present state of the law the American publishers must do one of two things: they must do as British firms do, or erase the word 'London' from their title pages."

BOOKS IN DRY GOODS STORES.—A war is raging at the present time between the bookstores and the bazaars, or the dry goods houses which make great shows of book sales at cheap prices as a specialty. It is necessary to recognize that the public will not consider that a book store has any vested rights in the pockets of the public. The bookstore must hold its own by making itself useful to the public, by offering superior facilities for buying books of any kind at fair prices, which even on the catchpenny lines do not present so great contrast to those of the bazaars, as to make the dear public believe that the bazaars are their best friends and the booksellers their mortal enemies. Unfortunately, in saying this, we run at

once against the difficulty which the bookseller himself encounters, in the fact that long lines of popular books are put forward by publishers at prices which the bookseller himself does not expect and is not expected to get. This is a premium on the whole bazaar business for which the publishers are directly responsible. So long as the bazaars can advertise 'Publisher's price, \$2—our prices, 70 cents,' the regular bookstore must be at a disadvantage, and publishers are cutting their own throats by such a system of prices. If publishers and retailers could only be waked up to the nonsense of making or asking discounts, which are in themselves an advertisement of humbug, publishers and retailers would be better off, year's end to year's end. Unhappily, none of the trade seem to have the bravery to meet the real issue, and the so-called irregulars on the publishing side and the bazaars on the retail side are every day getting the better of the regular trade, wholesale and retail, in the eyes of the public, upon whom it must directly depend for their support. It is better to look the actual facts in the face."—*Exchange.*

A REMARKABLE SCREEN.—A remarkable Chinese screen has been purchased by the South Kensington Museum, dating probably from the last century. It consists of twelve panels, each about eight-en inches wide and ten feet high. The decoration, which spreads over the front face of these twelve panels, appears to treat of two subjects—the one a group of natural creatures, the other some mythological incident. The back of the screen is treated with a profusion of golden fan shapes, alternated with square panels, and every other one of these contains legends or pictures. Each panel consists of hard wood. Upon each side of this has been fixed a veneer, about the eighth of an inch thick, of pine or some soft timber. This has then been thickly covered with black lacquer. The design must then have been lightly traced upon it, and carved through the lacquer into the bed of pine. Thus the black lines which were left produce the outlines of the multitudinous forms, and before the cavities between them were filled in, the whole work must, more closely than it does now, have embraced a huge wood-block for printing large panels of cotton or other textiles. The cavities, however, have been coated with a thin layer of plaster, and then painted with a water-color, which has become absorbed into the plaster, leaving a flat tint of colour on the surface. The colouring throughout is delicate in effect, and heightens the beauty of the forms boldly represented in the black lines.

THE FOSSIL WOOD OF THE WEST.—An interesting paper has been communicated to one of the California scientific societies on the fossil wood which is found in different localities throughout that State. This silicified wood is stated to be a variety of quartz; the wood fibre is gradually replaced by quartz, leaving the form of the wood intact, so much so that sections cut and placed under a microscope show the characteristic grain of the wood, by which the genera may often be determined, and sometimes the species. In what is known as the petrified forest in Colorado, where are stumps of trees several feet in height and some twelve or fifteen feet in diameter, one stump seemed to have been fossilized while in a charred state, and from it fossil charcoal was obtained. Many

of the specimens of wood are encrusted with layers of crystallized chalcedony of an opalescent tint, so beautiful that sections have been mounted and worn as jewelry. In Wyoming there have been found sections of trees twenty inches in diameter and several feet in length, like hollow tubes, with the interior surface entirely studded with pure quartz crystals, presenting a most beautiful appearance.

For some time librarians and booksellers have hunted in vain for volume 21 of the *Christian Observer*. After looking for it for ten years it occurred to Librarian Poole, of Chicago, to examine his set, when he made the discovery that there had never been any volume 21, that volume 20 closed with December, 1821, and volume 22 began with January, 1822, the change being made that the volume might correspond with the year of the century.

## Book Notices

THE ROSE PUBLISHING CO., Toronto, in conjunction with Dawson Bros., Montreal, have purchased Canadian right to publish "Personal Memoirs of U. S. Grant." The first volume will be ready next month and the second in March. The orders in the United States for this book are already 300,000.

OUR DARLINGS, the children's treasury of picture stories, edited by T. J. Bernado, F.R.C.S., founder of homes for destitute boys and girls.—Willard Tract Society, Toronto. Another year's volume of this charming child's book only requires to be shown to be bought.

HAPPY DAYS, a Sunday-school paper to alternate with *Sunday*, published fortnightly, will be commenced with the beginning of the year. It will be published by the Methodist Publishing Co.

TOWNSEND MACCOUN has in press a complete Aruch or lexicon of the Targum, Talmud, and Midrash, by Dr. Alexander Kohut, of the Lexington Avenue Synagogue. One thousand copies only will be printed, from type, five hundred for sale in Europe and five hundred in this country. It will consist of eight quarto volumes, the first to be issued in December, and the remainder at intervals of three months each, and the work will be sold only by subscription.

QUAKER BIBLIOGRAPHY.—The well-known quotation from Juvenal *Probitas laudatur et alget* might well be adopted as the motto of bibliographers. The Catalogue of Friends' Books is sufficiently known, and has been most abundantly praised; but its industrious compiler, Mr. Joseph Smith, finds himself, unfortunately, very much out in the cold with regard to more substantial rewards. He informs us that he has the materials collected for several other bibliographies, including one of the Penn Family, the Mystic Writers, and a supplement to the three volumes of his Quaker bibliography already referred to. His previous undertaking was so dis-

astrous that he cannot again venture to print, and the labours of many years are likely to be wasted. Surely the Society of Friends might prevent this happening, by subscribing the moderate amount needful to secure Mr. Smith from actual loss.

LORD TENNYSON'S new volume is varied in contents. It will include "Balin and Balan; a new Idyll of the King," "Tiresias," a classical poem, in the field of which Lord Tennyson has won so many laurels. "To-morrow," an experiment in Irish brogue; "The Spinster's Sweetarts," in his native Lincolnshire dialect, and two poems, "The Ancient Mystic," and "The Wreck." These are not all, but the most important contents of the volume to be issued early in December. *Macmillan's Magazine*, for next month, will also contain a poem of the Laureate's.

THE approaching completion of Mr. George Gibbs' excellent edition of Goldsmith, in "Bohn's Standard Library," reminds us of unidentified work of his. On Goldsmith's own authority, we know of the ballads he used to write, and which were sold at a half-penny each, in the streets of Dublin City. Surely, a few must survive among the broadsides of the time, and would betray, to a keen critic, some touches of the true Goldsmithian humour.

ANSON D. F. RANDOLPH & Co. have nearly ready "The Celestial Country," from the rhythm of St. Bernard of Cluny, translated by Rev. John Mason Neale, D. D. The work is printed in pica type, on hand-made paper, with four illustrations from original designs by J. S. Gratacap.

M. DENTU, of Paris, it is reported, has recently bought the right of publication of the private correspondence of Peter the Great. The volume will be printed at the end of the present year. The original Russian text will be preserved, but it is probable that translations in other languages will promptly ensue.

PROF. VAMBERG has just published at his own expense "An Uzbek Epic," a poem of 4900 double verses, copied by him from the only existing manuscript, which is in the possession of the Emperor of Austria, and supplied with a translation and notes. The work treats of the career of a famous Uzbek warrior of Central Asia, who in the beginning of the sixteenth century drove Baber out of the country north of the Oxus, and was the chief cause that led to the foundation of the Mogul Empire in India.

THE richly illustrated Table Books which used formerly to be numerous at this season of the year, have almost disappeared; whilst in America their production seems to be on the increase. One of the most sumptuous of the kind is announced by Messrs. Estes & Lauriat, of Boston. It is an illustrated edition of Moore's "Lalla Rookh," upon the preparation of which they are said to have expended more than £3,500.

LADY BRASSEY will publish an account of the recent journey to Norway in the *Sunbeam* in search of health for Mr. Gladstone. It will be a small volume,

illustrated from photographs taken at various points by Mr. Harcourt.

HOUGHTON, MIFFLIN & Co. announce "The New Portfolio," the series that has been running through the Atlantic this year. Dr. Holmes' writings lose none of the freshness and piquancy of earlier years. This latter, in his own invincible manner, gives us a new phase of an aversion to the female sex, on the part of an intelligent young man.

They also announce "Life and Times of John Bunyan," by Rev. John Brown, member of the Bunyan Meeting, at Bedford, England. The work has engaged the attention of the author for upwards of ten years, and is based on papers and other authentic records.

"High-Lights" is a new novel, anonymous, which the firm promises.

Rev. J. G. Wood, the voluminous but always entertaining writer on Natural History, has given us a new work, "Half Hours in Field and Forest;" giving a large portion of the book to birds, their homes and haunts; while none, even the tiny insects are forgotten by this lover of all things out-doors. Thos. Whittaker, New York, is the publisher.

ROSES OF SHADOW. BY T. R. SULLIVAN.—This is a strong, human, lifelike story, admirably told. It is refreshing to describe a novel first of all with adjectives like these, rather than with our old friends "delicate" and "subtle." Not but that both those hardworked descriptives might well be used of Mr. Sullivan's work; it deserves the uncommon praise due to a remarkably effortless, well-controlled and unaffected style, which many much older pens might envy. But fortunately for him, these are not the qualities that overshadow all others in his first book, or those that first attract the reader.

"Roses of Shadow" is a novel in which all that is shadowy is in the title; the characters of the story have a remarkable vividness and individuality—every one of them—which mark at once Mr. Sullivan's strongest promise as a novelist. Miss Gérard, the French girl who is the real heroine of the story, although she plays the evil role, is one of those creations that are not easily forgotten; she takes hold on the imagination and memory with a most vital personality, and, at the end of her career leaves a feeling behind her at the strength of which an old novel-reader is surprised. Every one of Mr. Sullivan's men is excellent; our special fancy is for two. John Musgrave, the grimly pathetic old beau, sometimes almost reminding us of a touch of Thackeray's—as where he is packing his portmanteau and singing softly to himself, "*La donna è mobile*," unconscious of his coming old man's tragedy; and Bruni, the Italian painter, with his American wife—a most capital character in another vein. Mr. Sullivan has written an excellent novel; we are mistaken in novel-readers if they do not give it an uncommonly good reception, and in him if he does not give us, in the next few years, some of the best fiction that is published in that time. New York: Charles Scribner's Sons.—*The Book Buyer*.

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Appropos of these drawings by Doyle, the admirers of Thackeray were interested a few weeks ago when Messrs. Smith, Eldor, & Co. issued the final volumes of their library edition of the author's works composed of hitherto uncollected writings. But certainly not less interesting than these miscellaneous papers are the drawings which are printed with them, and they are among the best pictures that have been given in any of the author's works. Nothing could be funnier, for example, than the engraving published originally in the *North British Review* of "Dr. Johnson and Goldsmith." It is unusually elaborate and careful in its treatment. The learned doctor is walking with his head bent down and a book in his hand; Oliver Goldsmith is by his side with his chin very high; and, as a note in the corner of the drawing points out, with a new plum-coloured coat on his back still unpaid for. The history of Dionysius Diddler is an interesting series of eight pictures, made probably in 1838. There are also numerous vignettes from "A Leaf out of a Sketch Book." The publication of the volumes are pleasant reminders of the days when a new book from Thackeray's pen was not so rare as now.—*The Book Buyer*.

ORIGINAL works of a period before 1840, will soon be difficult to find in auction rooms or at bookstores. Certain works acquire a factitious importance from the subsequent standing of their writers, as for instance the one which Napoleon wrote when sub-lieutenant of artillery, or the history of Delaware County, by Jay Gould. The letter was issued at two dollars and a half, about the year 1856, but is now held at fifteen dollars. Letters are lost because they are small in size, and insignificant in appearance. Among one of this sort which might be mentioned, is the diatribe against the shakers in Ohio, written and printed by Daniel Doty in 1817; not a copy is known to exist. Some are burned, some injured by rats and mice, some destroyed by water. A very large proportion annually goes to the paper mill. Thus the member is continually diminishing. A large edition of one book was used up during the Revolution as wadding, by the army. Of these which remain, rich collectors and public libraries take nearly all. These at least, 25 collections of Americans in the United States who would not scruple to pay a thousand dollars for a desirable book in their speciality, provided they could not get it otherwise, and twenty librarians belonging to societies, or kept up by the nation, state or cities, would not hesitate to do the same. Ultimately all valuable books must go to their latter either by purchase or gift. Many men feel a reluctance to have volumes, which they have gathered with extreme difficulty, and to which they attach the utmost importance, dispersed by unfeeling heirs, and consequently provide during their lifetime, for their ultimate disposal.—*The American Bookmaker*.

A London woman earns a living by filling up worm-holes each leaf being separately and patiently dealt with, the material being chewed, or pulped and pressed into the hole. The charge is sixpence a hole.

So far, but three errors have been found in all the editions of the Revised Bible.

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1 column.....	\$10 00.....	\$100
do .....	6 00.....	60
do .....	3 50.....	35
do .....	2 00.....	20

All Letters and Communications intended for publication must be sent in not later than the 5th of each month.  
Subscribers will oblige by informing us at once of any irregularities in delivery.

**J. J. DYAS, Publisher.**

OURSELVES.—We give in this number some extracts from the many letters received from subscribers. We do it to show that the purpose for which BOOKS AND NOTIONS was commenced, is at least in some measure being accomplished. While the trade journals of other countries circulate to a large extent in Canada, naturally they pay but little attention to the purely local matters transpiring in the Dominion. A journal, the aim of which would be to give the most prominence to Canadian affairs and interests, always was and is our aim.

There is a very large proportion of dealers in out-of-the-way places, who do not take a foreign trade journal, but who are only too glad to have something to give them new ideas, and tell them the last news.

It is for those that this journal is mainly edited. The dealers in centres not only subscribe for many organs of the trade, but coming in contact one with the other, get and give valuable information, not so, those comparatively isolated. For them we cater, mainly look for support, and publishing as we do, the cheapest trade paper in the world, the support of every one, without a single exception, is naturally looked for.

ARE THEY WISE?—Combination as long as it is kept within legitimate bounds is wise and right, but when it goes beyond that then it becomes a question for the people at large to decide whether or not it will be tolerated. This thought occurred to us as we read in the daily paper the following:—

The Knights of Labour in Belleville have sent the following circular to the local news dealers:—"Dear Sir,—I am instructed by the Knights of Labour of Belleville to notify you that we have boycotted the *Mail*, and we ask you to discontinue to offer for sale in your store said paper, or on your refusal to do the same we will withdraw our patronage from you. G. D. Lamont, Rec. Sec., K. of L." The news-dealers decline to be bulldozed by the Knights, whose quarrel with the *Mail* is that it declines to permit professional workmen to regulate its business affairs.

What folly on the part of the Knights to imagine that such a proceeding as that in Belleville would be in the least measure successful! (Under the head of Correspondence in this issue will be found a short letter from a well-known local bookseller on the subject.)

Within a very few years this plan of boycotting a newspaper has been tried at least twice in Canada. One, the *Toronto Telegram* as a consequence had its circulation very much enlarged, during the year's active campaign, against Ross Robertson, a hard man to drive; while the other the *Montreal Herald*, which had before the opposition but a very meagre subscription list, bounded up to unparalleled figures, giving it a standing, through its extended circulation, that was formerly unknown.

The attempt to boycott the *Mail* was begun something over a year ago, and although pushed with all possible vigour, has so far not only failed to succeed, but has drawn to it a large body of supporters who hate tyranny, in whatever form it shows itself. The *Mail* has to-day a larger patronage, both in advertising and subscription, than it had the day the boycott was started.

It will ever be thus.

ANOTHER COMPANY.—Again this month it is our pleasure to record the application for another charter under the Dominion act, for a Joint Stock Company, to be known as the Schlicht & Field Co., Limited, with headquarters in Toronto. It is the intention of the company to carry on the business of manufacturing the Shannon file and cabinet with other office accessories, which they may from time to time deem wise to introduce.

The applicants for the charter are Paul Schlicht and L. Field, of Rochester; Z. A. Lash, Q.C., J. F. Lash, present manager here for Schlicht & Field,

with Geo. H. Richter and C. F. Hoyt, two travellers for the firm, of Toronto, and two others.

The capital stock of the company is to be \$50,000. Paid up, \$38,000. The intention of the Company is to extend their field of labour, opening an office very shortly in London, Eng., and in other points of the British domains, as circumstances may warrant.

The latest addition made to the stock is a document filing cabinet, already finding many purchasers among the members of the legal fraternity.

PROSPECTS FOR THE HOLIDAY TRADE.—A whisper or two of hard times to come induced us to send inquiries to various points in the Province, as to what the prospects were in the different localities. The answers will be found elsewhere. They not only do not bear out the doleful prognostications, but point to a likely good business.

The fact of it is, that croakers very often make hard times. The man who dilates on a poor prospect makes others believe the same, and, consequently, they hoard up their money, afraid that if they spend the dollar they have, no other dollar will be forthcoming. The infection spreads, money does not circulate, and business stagnates. The too urgent hopeful man, is not a safe counsellor; the prophet of gloomy days, is quite as bad.

But there are indications that caution is being exercised, and wisely so. Toronto is the pulse that beats fast or slow, as business moves or stands still, and there has been a considerable slacking off in the last month. Purchases of seasonable goods had up to that time been freely made, and there must be in the stores of the retail trade quite as much goods as they have had in former years at the same time. Orders now are very light. Collections are fairly good.

A TRADE PROVIDENT ORGANIZATION.—It has been suggested that we should call the attention of the trade to the Booksellers' and Stationers' Provident Association of the United States.

It has been in successful operation for some years, and combines among its members many of the leading booksellers and stationers.

Should any of our readers think well of it, we would be pleased to open up communication with the Secretary with the view of establishing a branch in Canada.

We are not sufficiently numerous to be an independent body, but would tend to strengthen the present organization as well as benefit ourselves.

THE office of the BOOKSELLERS' AND STATIONERS'

ASSOCIATION OF ONTARIO is at No. 20 Wellington St., W., Toronto; also the office of BOOKS & NOTIONS.

A cordial welcome to all in the trade. We will be pleased if travellers representing English or United States houses, will make their headquarters at our office.

We beg to acknowledge with thanks, the receipt of \$13.27, being the surplus on hand after the committee on entertaining the visiting members of the Trade, in August, had paid all the expenses.

The publication of this number, has been unavoidably delayed some days. Hereafter we expect to publish promptly on the regular day of issue, the 15th

## Business Changes.

F. E. Grafton, Montreal, has admitted as partners, his sons Frank B. and Alfred R., the firm being F. E. Grafton & Sons. The senior partner has been engaged in the Book business over 40 years, for some years as manager for John Dougall, of the *Witness*, but for the last 20, on his own account. He was the publisher of one of Chiniquy's famous controversial works, and others, all of a religious tendency, the last being "Life in a Look," by the Very Rev. M. S. Baldwin, Bishop of Huron.

Last month we should have noticed the sale of Robert Marshall, King St., Toronto, to J. Blizard & Co., of his Book, Toy and lending Library business. The firm is comprised of J. Blizard, who has had some little experience in the trade, and C. F. Mansell, for many years with James Campbell, & Son, of Toronto. The library closed for some time will probably be re-opened after New Year's, as there are constant inquiries for loans, principally, owing to the fact that it is very hard to get a popular book at the Public Library; "not in" being the too often answer.

J. S. Robertson & Bros., of the old post office book store, originally A. S. Irving's stand, have sold out to McAinsh & Ellis. The senior partner has been with the old firm both in Whitby and Toronto, for several years.

J. S. Robertson & Bros., have made their headquarters for the subscription book business at Toronto, having no longer any tie in Whitby, except owning *The Chronicle*, which will be managed by J. M. Kennedy.

Ald. Rothwell has sold out his well known book and stationery business on Market St., to Mr. H. Blackwood of Lindsay, who will take possession on the 10th inst., Mr. Rothwell conducted the business for eight years in a very successful manner, and since becoming a resident here has been connected in a very prominent manner with military, masonic and civic circles, whilst he holds an important office in connection with Grace Church. It is not probable at

all events at present that the Alderman will leave Brantford. His successor Mr. Blackwood who is a young man, will undoubtedly share the success of his predecessor.—*Brantford Daily Courier*.

## Personal.

W. J. Gage is on his way to Europe, to purchase goods for his house. Will be absent a couple of months.

A call from A. C. Osborne of the Penetanguishene *Herald* proprietor, also of a stationery store, was a pleasant reminder that some of the trade have found out where our office is.

Will Ryrie of Montreal, but at least as well known in Toronto, and every-where, reports trade since his return from England, very good. None know so well as the intelligent traveller what the requirements of the trade are, and consequently when they go "home" to buy, purchase just what is wanted. Consequently they have the goods that will sell.

F. L. Louthood, Three Rivers, Quebec, made us a short call last week.

On the 8th inst., the wife of J. W. Hirst, of the Barber & Ellis Co., of a son.

*The Commercial Traveller* has changed hands, T. H. Caroy, formerly with Robinson Little & Co., London, is the now proprietor. While with the gallant 7th in the North West, he corresponded with the *London Free Press*. We welcome him as a member of the fraternity, and prophecy success.

WHO ARE THEY! Some month or two ago, so the tale goes, two travellers, connected with leading Toronto Stationery houses, one seated on the box of the bus, the other standing on the step at the back, each determined to be the first to reach the store of a leading dealer in Walkerton, attracted the attention of the people on the main street of the town. Both started on a full run, he who had been on the box won the start, and with coat tails flying, and kissing his hand to the other, while another commercial down the street encouraged the lucky one. Such is keen rivalry.

## Correspondence.

The following are in answer to our query regarding reported prospects of poor trade. In Eastern Ontario there is not much difference from the West.

H. F. SHARP, St. Mary's, says :

For my part, I can't see that business is so very dull. My own business, I know, is larger than it was a year ago, and I anticipate a good winter business. Travellers on the road speak very well of the trade generally.

With us at the present time, the roads are in a very bad state, but when they once freeze up, business will boom. Such anyway is the prayer of your humble servant.

From J. J. CLOKE, J. Eastwood & Co., Hamilton.

Replying to your query, winter trade, at least up to Christmas, is going to be fair as far as the more useful and staple lines are concerned; don't see any prospects for booming fancy lines at fancy prices; expect good values. Useful goods, will be in fair demand, and if not, there will be this advantage, they will be good for another day. We are exercising caution in the case of goods suitable only just for a special time and season.

Our factories, as far as they have come under my notice, seem to be busy, boot and shoe people are busy. The foundries are all working at nights. The Meriden Britannia Co., are also working at night; further than these, I have not had chance to learn. The building trade has been very brisk this year, so that on the whole we have much to be thankful for.

B. H. ROTHWELL, Brantford, writes :

Business with me so far in November has greatly improved and I cannot but say it looks well for Xmas and fall trade.

In Brantford a great deal of grain is coming in. Farmers have plenty to sell, but prices are low which makes them grumble a little. My business fully keeps up to last year.

ALEX. SCOTT, Barrie, says :

Business in September and October was fair, since 1st. Nov. it has been quiet. Do not expect a long Christmas trade owing to small crops.

E. W. ATTWOOD, Walkerton.

I am happy to say we have no such gloomy outlook of our prospects in this section, as you speak of; although our spring wheat crop was a failure and prices are low, other things have been very fair indeed and we look forward to the winter trade with confidence and pleasure, as we believe the people here are in good heart, always excepting a few chronic grumblers.

R. J. B., London, Ont., says :

As to how spring wheat turned out I cannot tell at present, but fall wheat was very good up here. The rot has spoiled a large lot of potatoes up here. A great many farmers have to buy. Business in general is very slow. Factories, I think, are all still running, as they were all summer. The car works have reopened and expect to continue all winter. If they do it will relieve some of the pressure. The Furniture Co. have a large contract from Montreal. From general appearances we ought to have a better trade this Xmas than last.

Since the advent of cold weather Trade is somewhat brisker, especially in the cheap reading line. The dealers are all busy getting in their stock of Xmas goods. It is to be hoped the sales will be large. Mr. Bryce reports the demand for Xmas cards greater than the supply. His sale of cards this season has amounted to about half a million; the demand for his combined Scribbling book and Dictionary has also been very large.

Have the committee on the reduction of postage

done anything yet? They should tackle the new postmaster general and give him something to work on.

NOTE.—The committee on postage have lost no time. Parliament only can deal with the matter, the postmaster general can of himself do nothing. It is the intention of the committee to interview him with the view of getting him, if possible, to introduce the change when Parliament meets. Too long in advance would not be wise.

Those who commend us :

GALT, Nov. 6th, 1885.

Publisher BOOKS AND NOTIONS, Toronto.

DEAR SIR.—BOOKS AND NOTIONS is a welcome visitor and its contents are much valued by myself and clerks. We all make it a point to read it carefully through every month as soon as possible and try to keep posted on all matters connected with the trade. Booksellers would gain considerable by insisting on and laying out a course of reading for the clerks. I am reaping benefit by doing so, and my clerks appreciate it also.

Business here is very satisfactory; my trade has more than doubled since I came here eight months ago, and expect it to double again before this time next year. I use a good deal of printers' ink and I believe it pays me well. I believe in letting people know what I have.

Trusting you may go on and prosper and increase in popularity with the booksellers, stationers and their clerks,

Yours, &c.

JAMES K. CRANSTON,  
Bookseller.

KINCARDINE, Sept. 21st, 1885.

DEAR SIR.—The first few Nos. of BOOKS AND NOTIONS, that you sent me were thrown aside, but now I am pleased to have them come. I think it is just what is needed by Booksellers and Stationers, especially those outside of the cities; it gives us an idea of what is going on generally in the trade.

Yours, &c.

W. J. HENRY.

GRAND MANITOULIN ISLAND, Oct. 10, 1885.

DEAR SIR,—In renewing my subscription to BOOKS AND NOTIONS, I must say that the journal has been of unquestionable benefit to the trade.

Faithfully yours,

W. J. TUCKER,  
Manitowaning, Ont.

VICTORIA, B. C., 20th Oct., 1885.

DEAR SIR.—Your esteemed paper comes to hand regularly, and is read with pleasure. I will jot down a few notes in relation to trade generally, in this province, as far as relates to our lines of business. Mr. Atwell King has gone into the stationery and fancy goods, by buying out Mr. Thos. Carrington. This is the only business change that I am aware of in this city. In Nanaimo, Geo. F. Blakeway has opened up in the same line. There is quite an increase in our population. very few stores or dwellings are to be had, and I think our present number is

## CANADA'S CHRISTMAS.

The trade will shortly be supplied with this beautiful Annual, published by

**The Grip Printing and Publishing Co.,  
of Toronto.**

It will comprise 16 pages, 11 x 15,—8 of which will be covered with artistically executed lithographic illustrations of Canadian Christmas scenery; the other eight pages being devoted to letterpress matter of the most choice and entertaining description, suitable to the happy season.

"Canada's Christmas" will be a most artistically beautiful and interesting sheet,—our success in our recent publication of "The Illustrated War News" being a guarantee of the presentable character of the paper. We expect, however, to make "Canada's Christmas" even surpass that work in its artistic merits.

For price and time of delivery (early in December), see advts. in daily papers.

The trade supplied by Toronto News Co'y.  
Toronto, Nov. 11, 1885.

## NEW CHEAP LETTER FILE

DUPLIX FILE.

## Combined Postal Card and Letter File

This is a new cheap file, designed to be very popular with a large class. In each pocket there is a smaller inside pocket for holding postal cards separate from the letters, telegrams, etc. One is enabled to find a letter or postal card without delay. Send for sample; can be sent by mail. Price \$7.5 per dozen; liberal discount to Trade.

## HART & COMPANY,

Booksellers and Stationers,

31 & 33 KING STREET WEST,

TORONTO.

about 13,000. Business is fairly good but many people, that is those who have lately arrived, are seeking homes, therefore, as a natural consequence, do not purchase much in the fancy or stationery line, until they have become settled. Our new theatre, the Victoria, has just been completed at a cost of \$50,000. The Nanaimo and Esquimalt Railway will be in running order during next summer, and our great overland route, as you are no doubt aware, is just about finished.

With kind regards,  
Yours very truly,  
R. T. WILLIAMS.

IN reply to our inquiry regarding the Knights of Labour boycotting the Belleville booksellers, we received the following :

BELLEVILLE, Nov. 10th, 1885.

DEAR SIR.—Your P. C. to hand. There is nothing to add that I know of, excepting that they are putting their threat into effect already. I hardly see how they are to get their wants in our line, if all our trade take the same view of the matter that I do. I could not concede their demand on principle, if I had no other reason. I consider it tyrannical in the extreme, and calculated to have the effect of diverting public sympathy from the Knights of Labour Society. They must either patronize some one here handling the *Mail*, or else start a book and stationery store of their own, as I do not think any of those dealing in the *Mail* here will comply with their request.

A. ROBINSON.

### Trade Notices.

A NEW BUILDING.—The Upper Canada Bible Society, and its kindred association, the Upper Canada Tract Society, are having erected on the site of their old building, on Yonge Street, Toronto, a handsome new building which will be ready for occupation in early spring.

The new building will consist of four stories and basement. The ground floor will be the store, with office, vault and packing-room in rear: the shelving for books, (which will be in arched recesses around the walls), the counters and other fittings on this flat will be executed in cherry. The first floor will contain the Board Room, and the offices of the secretaries. The second and third floors will be fitted up in apartments for the accommodation of the Depository and family. The building is to be heated with steam. The front, above the store, will be constructed of Credit Valley brown stone, and will be divided into three bays, with a recessed oriel window in the centre, and the top story will have a large central dormer window, with pediments and side lights.

A SUCCESSFUL COMPANY.—The Third Annual Report of the Willard Tract Depository is a favourable one, showing a rapid growth. The volume of business (exclusive of periodical publications) has been for the year ending June, 1885, \$43,305 in comparison with \$17,049 in 1883, and \$25,783 in 1884. The Report says:—

BUY THE BEST AND CHEAPEST

THE

Gold Medal

(LONDON, ENGLAND.)

H. & F.

CHRISTMAS

—AND—

NEW YEAR CARDS.

*Admitted by all who have seen them to be the finest ever shown in the Dominion.*

*For the convenience of the Trade we are doing them up in carefully assorted lots at \$2, \$3, \$5, \$10, \$15, \$20, \$25, \$30, \$40, \$50, and upwards. In addition to the above we are now offering a*

Job Line at very Low Prices

THE

TORONTO NEWS Co.,

42 YONGE STREET,

TORONTO.

"One reason for the great increase in the volume of our business is to be attributed to the newly developed branch—the wholesale department. It has received special attention, our travellers having visited the trade throughout the provinces—traveling from Charlottetown, P. E. I., to Sarnia, Ont., so that through this means we have opened up over two hundred distributing points.

"In the fall of 1884 we made what has since proven another interesting outlet for our publications, etc., viz., an agency at Winnipeg, at the book store of Mr. W. D. Russell, Main Street.

"Our standing with the trade is all that could be desired."

THE Methodist Book and Publishing House have prepared a very nice style of binding of their 32 mo. "Methodist Hymn Book." it is in Levant Morocco, kid lined, and we are sure will be welcomed by the Methodists throughout. It will make a handsome holiday gift.

This house has also prepared a very neat folding card, containing the Ten Commandments, the New Commandment, The Lord's Prayer, Apostles' Creed, names of the Twelve Apostles, Books of the Old Testament, Books of the New Testament, the number of books, chapters, verses, words and letters in the Bible, how to read the Bible, divisions of time, etc. It is put up, twelve cards in a package and sells at 20 cents. They have also prepared a neat card containing the Lord's Prayer, set to music; put up 25 cards in a package, and retails at 25 cents per package. Both these cards ought to be very popular with Sunday-schools.

They have also prepared the "Universal Sunday School Record," which ought to be welcomed by Sunday school secretaries. It is simple, neat, and easily kept. It retails at \$1 25.

WE have received from Hart & Company a very convenient new letter file, which is very simple and useful, and seems just the thing for a large number of people. It is called the "Duplex," and is designed to hold postal cards separate from letters, telegrams, etc. In each pocket there is an inside pocket for holding the postal cards. In looking for a certain letter you can get all letters together under a certain alphabetical letter, or get all the postal cards by themselves. It is simple and cheap. The trade ought to sell quantities of them.

"CANADA'S CHRISTMAS."—This will be *Grip's* beautiful Christmas Annual, 16 pages, eight of which will be covered with artistic illustrations of Canadian Christmas scenery, and the balance with choice reading matter. "*Grip's* Comic Almanac," 1886, is now ready.

A CATALOGUE of Lovell's literary works has been handed to us by the commission agents, R. W. Douglas & Co., contains a full list of the publications of the house. The Lovell Co. are having a tiff with the American News Co., and are selling dealers independently of that concern.

THE contents of "Special Catalogue," Henry Gray, Manchester, are old books on family history, geneology, heraldry, etc.

## NOTICE TO THE TRADE.

The Anglo-Canadian Music Publishers' Association, Limited, having secured the Canadian Copyright in the most popular Songs, Dance Music and Pianoforte Music of the day, will send complete Lists on Application.

SOLE AGENTS FOR LITOLFF EDITIONS.

A large consignment of Hemy's Royal Modern Pianoforte Tutor just received.

Correspondence Solicited.

The Anglo-Canadian Music Publishers' Association (Ltd.)  
38 Church Street, Toronto.

## BOOKS. BOOKS.

Just to hand, a bright, fresh lot of new and attractive books, suitable for

**Sunday Schools, Public School Prizes, and Christmas Presents.**

The following Publishers, among others, are well represented:

THOMAS NELSON & SONS.  
GEORGE ROUTLEDGE & SONS.  
WARD, LOCK & CO.  
JOHNSTONE, HUNTER & CO.  
JAMES CLARKE & CO.  
RELIGIOUS TRACT SOCIETY.  
GALL & INGLIS.  
CASSELL & COMPANY.  
BELFORD, CLARKE & CO.  
WARNE & CO., Etc., Etc.

**Poets in New & Attractive Bindings.**

Close Quotations to the Trade.

**COPP, CLARK & CO.,**  
9 Front Street West, Toronto.

A. R. LORIMER, the Yonge Street stationer, has got ready for his retail trade some very handsome Christmas Cards in satin and plush, many of them hand painted. They are creditable specimens.

WRITING of the Waterloo Fair held last month, the *London Advertiser* had the following:—"The exhibit of Mr. J. K. Cranston, the Galt bookseller, was about one of the finest in the main building. It consisted of all kinds of children's carriages, shoe shapes filled with dolls of all sizes and kinds, picture frame mouldings, albums, vases and drawing cases, blank books, stationery and inks, were also to be seen.

SHOULD BE NOTED.—Owing to the advance in price by the publishers, the volumes of "The Boys' Own" and "Girls' Own" should now be sold at \$2.50, gold edges \$3.00

STICKPAST is the new and expressive name of Field & Tuer's popular paste. A happy hit in a name.

ALL ALONG THE ROAD.—Information picked up by our bashful reporter.—Chris. Dickson, Clinton, not content with the monotony of standing behind the counter of a retail store, has taken to the road and is doing some jobbing business on his own account, and doing pretty well too.

C. W. PAPST, Seaforth, has materially improved the appearance of his store. The new internal arrangements make his goods show to much better advantage.

J. H. DURTON, of Stratford, has also been remodeling his establishment, fixing up things generally, and "looking aloft," has had the ceiling made very handsome.

W. H. KERR, *Brussels Post*, has added a line of stationery to his other business.

And more the bashful man sayeth not, but will have his say again.

"ARE the fall styles of wall paper in yet?" she anxiously inquired. "Yes m'm." That was at ten o'clock in the morning. At one o'clock in the afternoon, after having 28½ samples displayed before her on the rack, she tenderly inquired: "Have you any more?" "No'm." "Are you sure these are the very latest fall styles?" "Yes'm." "Then—then I guess I'll take a roll—one for two shillings; I want to paper a trunk."

And yet the dry goods clerk who takes one hour and three-quarters to sell a package of pins and three spools of thread thinks he is very much imposed on by the professional shopper! Sell wall paper for a week and change your tune.

Among the miscellaneous notes by TRADE LOUNGER in *The American Stationer*, are these:—Bindings of choice books intended to deck parlor, drawing-room and boudoir tables, are in plush, carved wood, or inlays of malachite, enamels, pearls and other gems. Some of these are after the costly and elaborate bindings of illuminated missals of the fourteenth and

fifteenth centuries, of which, however, there remain few choice samples, those massive bindings having been mostly cut up in the search for jewels and coins, which in troublous times were often hid within them.

There are some queer ideas developed in these latter days. For instance, there is the man who sees an objection to having a steel pen stuck in the side of the end of the holder, and so to remedy this crying evil, and save the human family much unhappiness, he has brought out a pen-holder in which the pen is held in the centre of the ends.

Then again a person, yecept Pinkham—no, I don't mean Lydia of patent medicine and hatchet-woodcut fame—has produced what is known as a mucilage pencil, which consists of a tube, one end of which is plugged with a sponge, while the other is equipped with a rubber cap similar to that on the filler of a stylographic pen. By pressing on the rubber cap, you force the "gum-stickem" into the sponge, from which it is transferred to the paper.

A VALUABLE GIFT.—It is announced that the University of Heidelberg is about to acquire possession of the library of the late Mr. Trübner, who was a native of the city. He had purposed presenting the collection to the University on the occasion of its approaching jubilee, but death prevented the fulfilment of his wishes. His widow, however, has resolved to carry out her husband's intentions, and the library is now on its way to Heidelberg. It includes about 120 manuscripts and several thousand printed volumes.

ORNAMENTAL MOULDINGS FROM PAPER.—A new process, says the *Printers' Circular*, has been perfected for converting paper into mouldings and various designs to be used for decorative purposes, such as borders for rooms, centre-pieces for ceilings, etc. The paper to be converted into mouldings or other ornaments is first steamed or dampened in any way most convenient; then it is put upon a female die, and a male die of cylindrical form is passed by hand or otherwise, somewhat lightly back and forward upon the paper. The male die is of such weight as to gradually press the damp, pliable paper only partially down into the interstices of the female die. Next, a heavier male die is put into use, being placed upon the partly pressed paper, die and paper being allowed to settle gradually and uniformly into and assume the curved form of the female die. After this has been accomplished, the dies and papers are put into a drying chamber, where the moulding is hardened. Thus formed it will be found to be compact and rigid. There is no absolute necessity for using the cylindrical male die; the process can be carried on almost as well by employing the heavier male die in conjunction with the female die. The round male die is used as an extra precaution against breaking the material, because, after the paper has been partly pressed, a heavy die may be placed thereon without any danger of abrading or weakening the corners or sharp angles. The female die may be made with a hollow chamber conforming to or running parallel with the configuration of the moulding, so that all parts will dry equally at the same time, or it may be formed of sufficiently thick sheet metal, with or without end supports.

SEND

—FOR OUR—

(((CATALOGUE)))

—OF—

Standard Books.

~~~~~  
BEST LINE OF

British Poets and Standards

~~~~~  
ROSE PUBLISHING CO.

TORONTO.

*Xmas. Cards.*

*Xmas. Cards.*

*Xmas. Cards.*

Worth Bros. & Owen's

CHRISTMAS CARDS having met with such  
**Universal Approbation**

by the Trade this season, we have decided

**To Close Out All Other Lines,**

of which we have a large quantity, at

**Job Prices,**

and as we have over 200 different  
kinds to select from

Purchasers will find this a splendid opportunity to get a stock at

**Exceptionally Low Prices,**

as they must be sold this season, irrespective of cost. To dealers whom our travellers have not an opportunity of calling on, by sending for a collection stating amount, may

**Rely on getting at the Bottom Figures.**

Plain Cards, 5c. to \$1 per doz. net.

Single Silk Fringed, 75c. to \$2.00 per doz., nett.

Double Silk Fringed, \$1.50 to \$4.00 per doz., net.

WARWICK & SONS,

TORONTO.



**SPENCERIAN  
STEEL PENS**  
Are The Best

ENGLISH MAKE ESTABLISHED 1860.

**SAMPLES & PRICES SENT TO THE TRADE.**

AGENTS FOR CANADA—

BROWN BROTHERS - - - Toronto.  
BUNTIN, REID & CO. - - - Toronto.  
BUNTIN, BOYD & CO. - - - Montreal.

**BROWN BROTHERS,**

CALL THE ATTENTION OF THE TRADE TO THEIR

**LARGE STOCK OF GOODS,**

SUITABLE FOR

**THE HOLIDAY TRADE.**



Specialties :

Photograph, Scrap  
AND  
AUTOGRAPH ALBUMS,  
Music Rolls,  
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