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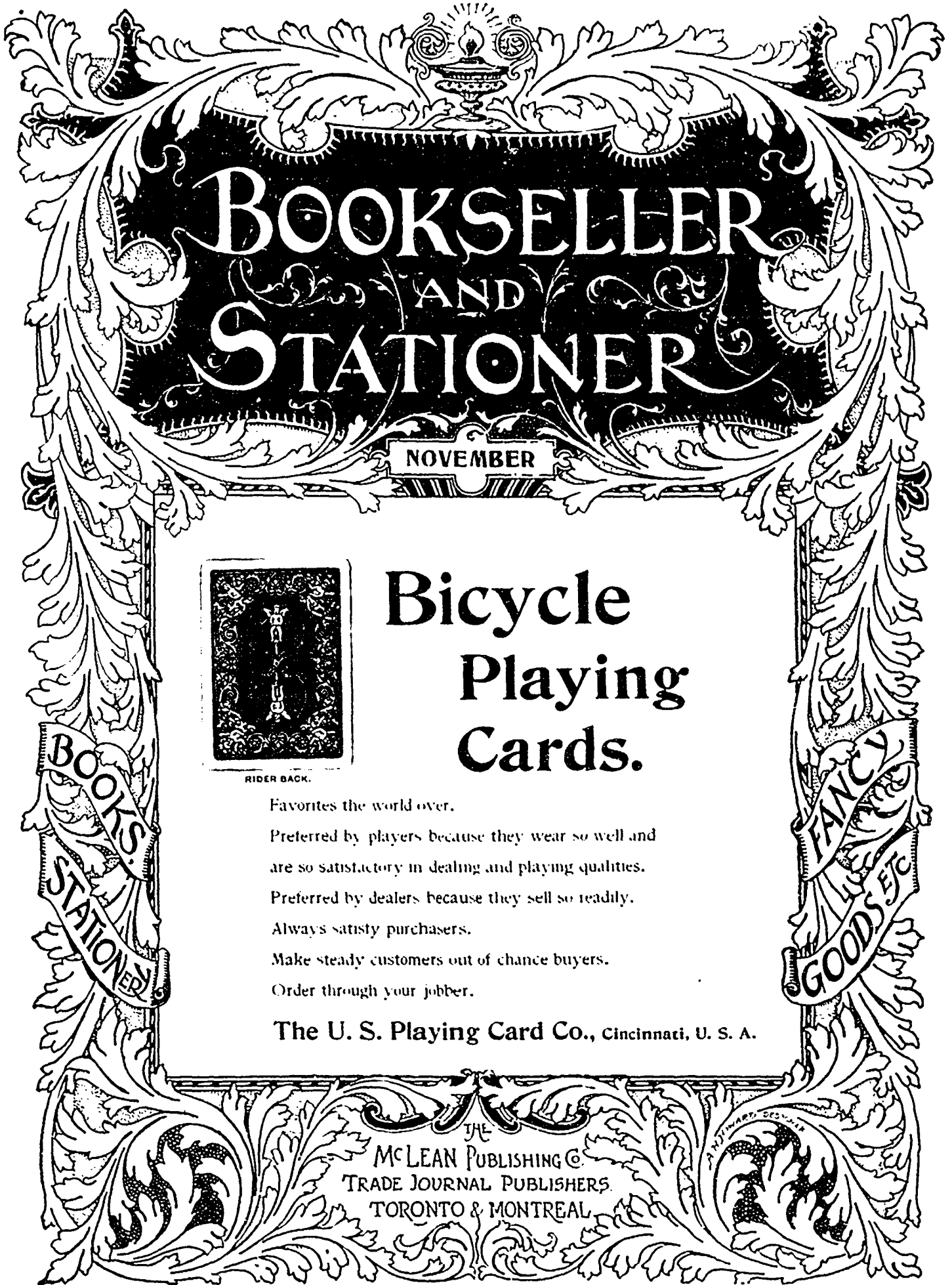
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BOOKSELLER AND STATIONER

NOVEMBER



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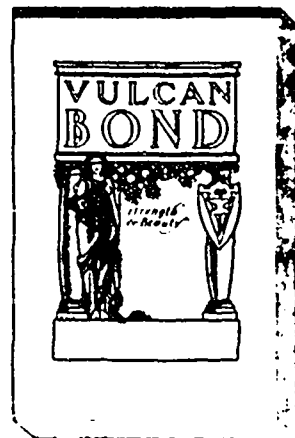
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64 and 66 Front St. W., TORONTO.

THE Bookseller and Stationer

Vol. XVIII.

MONTREAL AND TORONTO, CANADA, NOVEMBER, 1902.

No. 11.

TOPICS OF THE DAY

THE organization and co-operation of retail booksellers is not only of great importance to themselves but is very desirable from a national standpoint. There can be but little question that on the whole less progress has been made in the bookselling trade in proportion to its possibilities than in almost any other.

Our country is now on the eve of great increases; our population, wealth and commercial activity are certain to grow with remarkable rapidity in the next few years, and when that time comes the book trade should be in a position to make the most of their opportunities and should now do all that they can to improve the conditions of their trade. Books will be read and bought in enormous quantities in the coming years, and the public, trained by better service in other directions, will expect better service from booksellers. It is then necessary for the book trade to prepare in advance for this demand that will be made upon them, so that when the good times come they will not find their trade rapidly flowing into other channels.

Intelligent organization is the only root from which can grow any permanent improvement in the conditions which surround the bookselling trade, and, believing this, we urge every bookseller in Canada to unite with the association of booksellers, whose first convention was held on October 17 last in Toronto.

A full report of the transactions of this convention and of the resolutions adopted by them at their meeting will be found on another page of this issue, and we commend its careful perusal to all who are interested in the efficiency and well-being of Canadian booksellers and stationers. A reading of the report will clearly show that many unjust conditions now prevail in the trade, and, while we believe many difficulties will arise in the just solution of the problems which vex and harass booksellers, yet we believe that if the present organization meets with the support it deserves, results will be obtained of the greatest importance and benefit to all.

We are glad to note that the chairman in his address to the meeting pointed out the fact that many of the evil conditions which now seriously affect the trade are not founded on causes for which either the retailer or wholesaler are entirely to blame; and we think the suggestion of co-operation between wholesaler and retailer, which is to be inferred from this remark, is one that should be kept carefully in view. That antagonism, rather than co-operation, should prevail between wholesaler and retailer would be most disastrous to both

parties, and we strongly advise a greater consideration for the well-being of each other than has been shown in the past. Many wrong practices have crept in on both sides and these have largely been the result of secret and mean jealousy rather than of an upright and enterprising rivalry. Both wholesaler and retailer must accept responsibility for these conditions, and nothing can so remove the obstacles in the way of a better understanding and a saner manner of doing business than the meeting together half-yearly, or oftener, of the various members of the wholesale and retail trade. For this reason alone, we believe that a permanent organization of the trade is worth almost any reasonable cost; and every dealer from the Atlantic to the Pacific should give his hearty support to the efforts which are being made for the benefit of the trade. If you, the reader of this article, either by procrastination, neglect, or other cause, fail to give your support to the efforts which are being made on your behalf, there will be little reason in grumbling at conditions which are gradually undermining your business.

It is not our purpose in this issue to enter into a discussion of the various resolutions adopted by the convention, for many would require an entire article to give any adequate consideration of them, but we cannot lay too strong emphasis on the fact that every dealer in the country should carefully consider the points raised by the resolutions, and, by studying the questions, so inform himself that he can bring intelligent help to a solution of the difficulties with which they are faced.

Needless to say, our columns are always open to reasonable discussion on any subject of interest to the trade, and we specially invite correspondence at this time on any matter involved in the resolutions adopted by the booksellers' convention.

Frank Norris, the brilliant Californian author, is dead, and, like George Douglas Brown, he died on the threshold of his career. He was an author with a purpose—not a mere searcher for public favor. In the preface to "The Octopus," for which work he shall justly be remembered, Norris set forth his purpose. This was no less than the production of a powerful "epic of the wheat," to be completed in three stories. "The Octopus" dealt with production, "The Pit" with distribution, and the third, unnamed as yet, with consumption. The ranches of the West, the speculators of Chicago, and the peasants of Europe were the three classes covered in the trilogy.

The Retail Merchants' Association of Canada.

Proceedings of the Convention of the Booksellers and Stationers' Section of the Retail Merchants' Association of Canada, held in Toronto on October 17, 1902.

THE first convention of the Booksellers and Stationers' section of the Retail Merchants' Association of Canada was held in their board-room, Medical building, on Friday morning, October 17, 1902.

A large number of delegates were present, representing the principal cities and towns of the Province.

The proceedings commenced at 10 a.m., and, upon motion, W. Tyrrell, of Toronto, was unanimously chosen to take the chair, and E. M. Trowern, central secretary, to act as secretary for the meeting. A large number of letters were read from booksellers and stationers from all parts of the Dominion expressing themselves as being thoroughly in sympathy with the work of the association, W. Tyrrell then delivered the following address:

CHAIRMAN'S ADDRESS.

Gentlemen and fellow booksellers and stationers,—I feel sure you will admit that no formal welcome is necessary on the part of our local association. We are all working for the same end, and to see you here is very great encouragement to those of us who, so far, have been doing what we could to improve the business upon which we are all embarked and in which our time, our money and our energy are invested. Nevertheless, it is a great privilege to be associated here with you this morning in an attempt to bring about conditions more equitable and just to booksellers, and yet it gives me a curious feeling to be placed in the honorable and responsible

any one set of causes. At first thought, many of us are inclined to blame publishers, wholesale dealers and the Government for the unfair conditions which now surround us, but I think you will also admit that we ourselves must share some of the fault, not only on account of our readiness on many occasions to do business at the expense of our rivals, but also for our neglect and indifference to the broad interests of the trade. But our business now is not so much with causes as with remedies, and for this purpose we have now met together. Judging from the number of letters we have received from all parts of the country, there can be no doubt that the greatest grievance which now oppresses the booksellers is the impossibility of getting any reasonable profit from the sale of school books, and this question, so vital to all dealers throughout the country, will be the first to occupy your attention.

Some method by which a uniform selling price for school books can be maintained by all dealers from one end of the country to the other is the ideal which we seek. Next to that, and very important to the booksellers in the larger towns and cities, is to devise some plan by which a similar uniformity of price may be obtained for all new works of fiction and general literature, and I believe that there ought to be little difficulty in securing such an arrangement from our publishers.

THE NET SYSTEM.

The most promising means by which this can be obtained is the adoption by the publishers of what is known as the "net system." This system has been successfully introduced by the publishers of Great Britain and the United States, to the great benefit of booksellers in those countries, and customers now have the satisfaction of knowing that they are buying their books as cheaply from their favorite booksellers as they could if they spent hours in nerve-wasting energy looking for the cheapest store.

As there may be some here who are not familiar with the workings of the "net system," I will venture to explain very briefly the practice of English and American publishers. The first step is the formation by publishers and wholesale dealers of an association, united for the purpose of coercing all retail merchants who cut or reduce the price of any book published at a net price. Obviously such an association must include in its membership all the publishers and jobbers of the country in which it is formed. At best there can be little hope of success, if any influential publisher remains outside of the association. Having thus united, the association agrees to exact from all retail dealers alike the following conditions: All books issued under the "net system" are sold to dealers on the sole condition that, for one year from date of publication, they obtain the full net price from every customer except public libraries, which are allowed 10 per cent. discount, but no more. Should any dealer be discovered selling net books at less than the full published price, plus the postage, if mailed, he is at once "black-listed" in the offices of all members of the association, and until he agrees to stop cutting prices he cannot obtain further supplies from any member of the association.

This plan has been found to be wonderfully successful in actual practice, both in the United States and Great Britain, and no better evidence of its profitableness can be found than the fact that the number of "net" books is continually increasing. When we consider the enormous difficulties which had to be encountered in a country so large as the United States, we cannot but admire the spirit and determination of the publishers, who realized the precarious condition to which booksellers were being driven, and their experience and success should be a source of encouragement to our publishers when they have to meet difficulties of a similar nature.



MR. WILLIAM TYRRELL

Chairman of the Convention

position of chairman to so important a gathering, for I know that there are others here who would more ably fill the position—others whose experience is greater and more intimate than mine, especially with some phases of the difficulties, which we hope to remove.

Before going further, let me say that it would, perhaps, be well for us to remember that, many though the difficulties are which we have to encounter, yet, these are not the result of

Before passing to the next question with which we have to deal, I wish to say that there can be no legal doubt as to the right of publishers to fix the price at which their books must be sold, and to take such steps as may be necessary to obtain that end, because the laws of copyright already concede to the publishers a complete monopoly in the manufacture and sale of their books, so long as the copyright lasts. Such being the case, there is no reason why publishers should not agree to adopt the "net system," not only for the sake of booksellers, but for their own final benefit.

COPYRIGHT.

The next important question which we have to consider is copyright, and, believing as I do, that it is the duty of booksellers to look at the matter from the point of view of the public, rather than from the standpoint of the publisher, I would strongly advise every member here to be very slow in endorsing any proposition that is supported only by publishers, bookbinders, printers or papermakers. I do not, by saying this, mean you to infer that these classes are being actuated by wrong motives, but I do say that they have been looking so steadily at the strong light of their own interests that their eyes are somewhat blinded to the right of booksellers and the general public. As there may be some here who have not studied the question of copyright very closely, I will venture to trespass upon your patience a little further by making the following somewhat long statements of objections to the present condition of Canadian copyright:

1. The Canadian public is practically restricted in its choice to Canadian editions, usually printed from American stereotype plates. The restriction, while perhaps not very severely felt, yet will become more and more harmful and unjust to book-buyers as time goes on, owing to the increasing numbers of Canadian copyrights, each one excluding as it will any other edition save the one produced in Canada. When we think of the varied editions, both of a more elaborate as well as of a cheaper character, that it is possible to produce very profitably in countries with large populations like Great Britain and the United States, we can in a measure estimate the great injustice which will result in separating Canada from the rest of the English reading world, and all for the sake of giving a few publishers profits out of all proportion to services rendered.

2. It removes the competition of English colonial editions, and in so doing will decrease in a large measure if it does not in time altogether stop the issue of Canadian paper-covered editions. The trade in these is so important to booksellers, especially during the Summer and tourist seasons, that I feel sure you will agree with me when I say that the publishers ask too high a price for the benefits which they derive from the present conditions of Canadian copyright.

3. It encourages, on one hand, a dominance in Canada of American publishers and American authors, and on the other hand, to an equal degree, dispossesses the English publisher and authors, because under present conditions the proximity of the United States makes arrangements with that country for the loan of stereotype plates both easy and economical as compared with Great Britain.

4. By taking out a copyright under present conditions, a publisher can supply himself by importation with any other authorized edition of the same work, but he can prohibit any bookseller from so importing, thus shutting out all competition with himself on such editions. This permits abuses which it is difficult to detect and harder to prevent, for publishers have it within their power to thus advance prices to an unreasonable extent, while they can at the same time make competition from other sources impossible.

5. By copyrighting one book of a uniform set of an author's works, the Canadian publisher becomes practically the sole and only importer of such set, for, by reason of this copyright in the one volume, he is the only one who can import such sets complete.

6. By copyrighting one story in a volume of short stories, or one poem of a poet's works, a Canadian publisher can, under existing conditions, prevent the importation of any volume containing the said story or poem except such as he himself may import.

I think you will agree with me that if these objections are true (and I believe them to be so), there is much in the present state of Canadian copyright which is not only a menace to the public good but also a serious hinderance to the legitimate importing business of Canadian booksellers.

But, strong as these objections are, there is a further reason why we should agitate for an improved condition in matters of copyright, and that is, because existing conditions are by no means necessary to the prosperity of our publishers. The present state of affairs is the result of much insistent demand on the part of our publishers who complained that their condition was most precarious unless the demands which they made were acceded to; but if we examine their practice it will be found that, having obtained the protection desired, at a great loss to booksellers and the general public, they now



E. M. TROWERN
Secretary Retail Merchants Association.

frequently do not avail themselves in any way of the laws which were enacted as a result of their demands.

What better evidence of this could be produced to show that booksellers and the general public have been placed at great disadvantage without anything like adequate necessity?

In order that these and other matters of vital importance to the trade may be systematically discussed, a number of resolutions have been prepared by the executive committee of the Toronto branch and will now be presented for your careful consideration. I will, therefore, ask the general secretary to read them all, first, in order that we may have a general idea of the ground covered by them, and we will then take them up one by one and I hope that all present will enter into the discussion with the utmost freedom. If this is done, there can be no doubt that good results will follow—results which it is now impossible for us to estimate.

THE RESOLUTIONS.

The general secretary then read the resolutions, which, when slightly amended, read as follows:

1. Resolved, that we request the publishers to adopt the "net system" on new books, both fiction and general litera-

ture, providing the publishers will give us a discount of 30 per cent. not delivered, or 25 per cent delivered.

2. That we request the publishers to adopt the "net system" on all school books, including text-books used in high schools and universities.

3. That the discount on school books be the same to all in any quantity, and sold at a discount only to merchants.

4. That we recommend that the discount on net books to all public and other libraries be not more than 10 per cent.

5. That publishers and wholesale houses be requested to discontinue selling goods at retail at less than retail prices.

6. That wholesale booksellers and stationers be requested to sell their goods only to dealers who occupy stores.

7. That in view of the fact that the present condition of copyright in Canada is very unsatisfactory to Canadian booksellers, the Dominion Government be asked to appoint a commission, consisting of authors, publishers and wholesale and retail booksellers, to report on the Canadian copyright question.

8. That in order to protect the trade interests of the retail booksellers and stationers throughout Canada, as well as their general interests as retail merchants, that we continue our organization throughout the Dominion as the Booksellers and Stationers' section of The Retail Merchants' Association of Canada.

The resolutions were then taken up one by one and thoroughly discussed, every member present entering heartily into the discussion of each.

An adjournment took place at 12.30 for luncheon, which was provided by the Toronto members in the handsomely furnished Temple Cafe rooms.

AFTERNOON SESSION.

The meeting reassembled at 2 o'clock, and a discussion of the resolutions was continued until 3.30 o'clock, when they were finally adopted unanimously as above.

Central President ex-Ald. G. J. St. Ledger was then introduced, and he delivered an excellent address upon the necessity of all retail merchants standing shoulder to shoulder to help on the good work of the association. He complimented them upon the interest they had taken in the work of endeavoring to improve the condition of the book and stationery business, as was evidenced by the attendance, reaching from Sudbury in the north, Goderich in the west, and Ottawa in the east, and he hoped that it was the beginning of a new era in the trade. But he reminded them that they should take the largest view they could take of the retail trade, and remember that as a single body they could never hope to accomplish anything of great value to themselves unless they were supported in the Legislature by all classes of retail merchants, who had a common interest in making good laws for the protection of all merchants.

A vote of thanks was then tendered to the central president for his able and encouraging address, which was unanimously carried. The central secretary then outlined the method and manner under which The Retail Merchants' Association of Canada was organized and conducted, and showed the advantages to be derived by the booksellers and stationers becoming united through it as a section of that body.

He showed how impossible it was for any one-line organization to accomplish anything by themselves, as their members were limited and their influence in Legislatures or municipal councils was non-effective, but, by having their trade interests looked after through the association, they would also have all general questions of interest to all retailers carefully watched by paid officials through a properly conducted business organization.

He urged all those present that when they went back to their homes to set about interesting the merchants in the cities and towns to form branch associations, if they had not already done so, and when a sufficient number had expressed their in-

tenion of forming an organization, one of the officers would visit them and explain the advantages of the association.

The members present thought it desirable to invite the publishers and wholesalers to be present, so that they could explain to them any clauses in the resolution they desired to submit, and at 4 o'clock a number of the wholesalers and publishers attended, and the resolutions referred to above, which were of interest to them, were read and explained. The publishers entered very fully into the consideration of the questions submitted to them, and promised to give the members all the assistance they could to bring about better trade conditions.

It was not the intention of the meeting to demand a reply from the publishers and wholesalers to the various proposals presented to them at this meeting, so, a further meeting will be held, when the whole question will be considered and a joint conference arranged for to put the resolution in effect.

AN IMPORTANT CHANGE.

What is likely to be one of the finest stores in Canada will be erected shortly in Montreal by the well-known publisher, bookseller and stationer, E. M. Renouf. For a long time a large lot in an excellent business district, at the corner of St. Catherine and University streets, has been vacant, and many have been the speculations as to whose enterprise would build up the corner. It now transpires that Mr. Renouf has purchased the land and in the coming Spring will erect thereon a seven-storey building of the most up-to-date kind; which, architecturally, will be worthy of Montreal's most fashionable shopping district. The building will be of Ohio sandstone. It would be difficult to select a better spot for such a business as Mr. Renouf conducts. Just in this vicinity all the leading retail stores of their class have of late years congregated, and within a very small area are such well-known extensive business houses as Henry Morgan's, Birks', Notman's and Seroggie's.

Three floors of the new building will be used by Mr. Renouf. There will be six large show-windows looking out on St. Catherine and University streets. The store proper, on the ground floor will be fitted up in the most modern style and will be 17 feet high, with the addition of galleries, giving easy access to the offices and publishing departments. In the basement a department will be devoted to the reserve stock of Mr. Renouf's own publications and those books which he controls on this market.

The new store will be only a few doors from the present location, where for 20 years a constantly increasing business has been carried on. In those early days very few stores were to be seen on this side of St. Catherine street, and what residences there were were mostly on the opposite side. People then all walked on the other side of the street, which was usually dubbed the "business side." Nowadays it is an open question on which side the stream of wayfarers is the larger.

The business was at first a part of the concern owned by Dawson Bros., whose headquarters were situated on St. James street. It was a big business, and the firm opened this branch on St. Catherine street in 1882, placing Mr. Renouf in charge. It was the first venture of the kind among the retailers of down town, and people thought it a plucky venture to open so far from the business centre of the city. But by careful management the new venture was made to pay from the very start. From this small beginning the business has been worked up to one of the foremost of its kind in Canada.

The first book they published was written by the late Arthur Weir and was called "Fleur de Lis." It was brought out in 1887 under Mr. Renouf's name, as he was to take over the business in 1888, and was a financial success. In fact, this house has never published a book which, from a financial point of view, has been a failure, owing to the great care they exercise in choosing the books.

❦	BOOK BREVITIES	❦
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THE author of "The Redemption of David Corson," Charles Frederick Goss, has produced a strong novel in the "Loom of Life," published by McLeod & Allen, of Toronto. It is the tale of a young girl who revenges a wrong done to her with life-long persecution. Finally, however, she is forced to realize that, on earth, peace and happiness can be obtained only by forgiveness.

McLeod & Allen, Toronto, are republishing Lucas Malet's "Wages of Sin," the book which made the author of "Sir Richard Calmady" famous.

"Fool's Gold," "The Little Green God," and "Those Black Diamond Men" are three books with striking titles that the Fleming H. Revell Company are pushing successfully at present.

Ralph Connor's much-heralded novel, "Glengarry School Days," which fittingly supplements "The Man from Glengarry," is announced by his publishers, the Revell Company, to be ready before the end of November.

Molly Elliot Seawell's latest novel, "Francezka" is a story of youth, splendour and tragedy, and has in it many of the elements that make Scott's historical romances so popular. It is published by McLeod & Allen of Toronto.

"Barnaby Lee," by John Bennett (The Copp, Clark Co.), is a book for old readers as well as for boys and girls. The scene and time are New Amsterdam, under Peter Stuyvesant. The hero is a boy who has run away from a piratical ship captain. The book has 34 illustrations, by Clyde O. DeLand.

"Castle Craneyerow," by G. B. McCutcheon, "The Mississippi Bubble," by Emerson Hough, and "Hearts Courageous," by Hallie Erminie Rives, were three of the six best-selling books in the United States during last month. All three are published in Canada by McLeod & Allen of Toronto.

"An Industrious Chevalier" is a novel by S. Syuire Sprigge, the author of "Odd Issues." He is a Canadian, and a son-in-law of Justice Moss. Mr. Sprigge is the possessor of a dignified and adroit style; he can observe accurately and describe faithfully. He has a grave and charming humor. His new book chronicles the adventures of a gentlemanly swindler. (The Copp, Clark Co.)

"With Rogers on the Frontier" is a new book for boys, by J. Macdonald Oxley. The scenes are laid around Lakes George and Champlain, Ticonderoga, New York, Boston, Montreal and Quebec. It deals with the dramatic struggle between the French and English for the possession of Canada, and ends with Wolfe's capture of Quebec. Rogers, the ranger, is a prominent character, and George Washington also appears. (The Copp, Clark Co.)

Virna Sheard, the author of "A Maid of Many Moods," is a Toronto lady, the wife of Dr. Sheard. She has acquired the tone of the Elizabethan period admirably and writes of it in

a bright and natural style. The picture of Old Tree Inn, the hint of villainy, which casts only a flickering shadow through the book, the story of true love which it tells, are all good reading, and to a young girl not yet ready to wrestle with the thoughtful problems, which have a way now and then of being sandwiched into our books of romance, the story should especially appeal. Published by The Copp, Clark Co.

With the issue for 1903, "The Canadian Almanac" (The Copp, Clark Co.) attains the ripe age of 56 years. It has grown with the country. The first number, prepared in 1847, contained 104 pages. The Almanac for 1903 will occupy considerably over 400 pages. It will be found replete with information valuable to all classes of citizens. It is indispensable in every office and library, and business men find it constantly useful as a book of reference. The publishers have so enlarged and improved the almanac that it became necessary to raise the price. It now costs in paper covers 35c. and cloth bound, 60c.

The wide popularity achieved by Miss Fowler will be well sustained by her latest story, "Fuel of Fire." The reviewers are saying some very flattering things about it. One of them remarks: "It is a tale with which to sit beside the hearthstone; a tale to turn the mind from care; it is a tale to make the heart grow young again. With a wealth of deeply-stirring episodes and a charming love story between, it is wholesome, gratifying and in every inch complete. It conveys an admirable study of human nature in the character of the hero, and a worthy interpretation of womanhood in its best and most advanced stages in the depiction of the heroine."

Surely there is something of the magician about J. M. Barric, he so truly divines the heart of things; and in his new book, "The Little White Bird," he reveals to us in the simplest, sweetest way, the heart of a child, the heart of a mother and the heart of a childless man. It is written in a style deliciously quaint, and we love the little woman and adore David. Laughter and tears chase each other very closely through the story, and it is safe to say that the man who does not laugh nor wish to cry over it is not half a man. The woman, too, who does not understand and appreciate every whimsical, tender thought of it is not a woman at all. (The Copp, Clark Co.)

In "Tangled Up in Beulah-Land" Mr. Mowbray treats us to an amusing comedy, in which all the characters seem to be playing at cross purposes with one another until a grand entanglement is involved, which is unravelled only by a succession of unique situations. Mr. Mowbray writes erratically, but he also writes interestingly. His people are not of the ordinary type, but they are all the more acceptable for their unusualness. The nature spirit as well as the human is prevalent in his work. The author evidently loves the tangled wilderness, the fields and growing flowers, and the merry carolling of birds. Mr. Mowbray describes these things with the true and sympathetic touch of the mind poetically endowed.

Well-merited praise is being accorded by the press to "Two Wilderness Voyagers," the tale of Indian life, by Franklin Wells Calkins, which the Fleming H. Revell Company recently published. Emerson Hough, the author of the "Mississippi Bubble," writing in *The Chicago Tribune*, says: "The little book reminds one in its fascinating quality of 'Robinson Crusoe,' or of that other book read long ago and of forgotten authorship, 'The Young Marooners,' which tells of young castaways in something of this same simple and interesting fashion. The test of a juvenile book is that it shall be read eagerly by

the grown-ups, and I fancy so much may be accorded Mr. Calkins' book. In this time when Western books are so foolish, nature books are so artificial, Indian books so dry and juvenile books so sloppy, this work of a Western man comes gratefully as a breath from his own Dakota plains."

Some of the difficulties of bookmaking of which the reading public never hears are exemplified in the case of Booth Tarkington's new novel, "The Two Vanrevels," the advance demand for which has almost swamped the publishers. In the first place, the cover of the book requires cream leaf. With the making of the first 25,000 the cream leaf market began to run short. Agents were sent out to collect it. By the time 35,000 copies were completed there was no high-grade cream leaf left in America. Germany was appealed to by cable, but there is a shortage of cream leaf there also, and several thousand copies of the book had to be sent out stamped with white leaf. Then there was difficulty about the gilding. Expert gilders are becoming rare. High-class gilt is scarce. The publishers put out the books to one gilder after another, until now there are five gilding shops busy with "The Two Vanrevels" and two binderies at work on it, and the supply is still 5,000 behind the orders.

It is now generally known that George Madden Martin, author of the "Emmy Lou" stories, which, after a highly successful career in McClure's Magazine, have just been issued in book form under the title of "Emmy Lou: Her Book and Heart," is not the man that the name would indicate, but is Mrs. George Madden Martin, of Louisville, Ky. Mrs. Martin is about 35 years old and has been writing for some years, though, up to the present time, none of her work has attracted much attention. The insight into public school life, seen through the eye of a child, which is displayed in "Emmy Lou," is largely Mrs. Martin's reminiscences of her own school days, eked out by the later-day wisdom of her little niece. The niece is not Emmy Lou, however, for the little girl of the book is a widely composite character. Mrs. Martin has no children. There has been a tendency towards literature in Mrs. Martin's family. Her mother was a contributor to the leading magazines, her sister has done considerable magazine writing, and her brother, up to the time of his death, was a well-known newspaperman. Mrs. Martin is prominent socially in Louisville and is active in several clubs. She once described herself as a "club woman, who doesn't take it seriously, however."

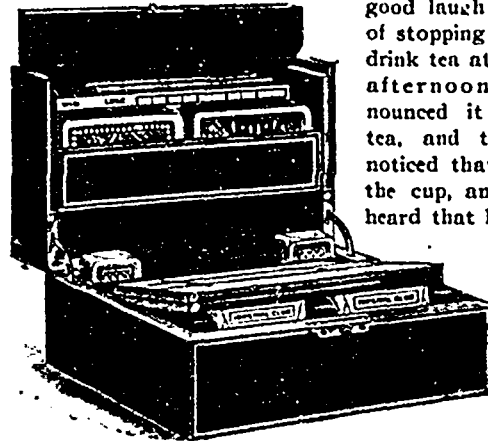
HURST WITH GOODALL.

Our London, England, correspondent had a pleasant surprise when the jovial and genial Aubrey Hurst dropped in last week at THE BOOKSELLER AND STATIONER'S London office, and announced that he had just completed arrangements to represent in Canada and the United States Chas. Goodall & Sons, Limited, London, Eng., the well-known playing card and fine stationery manufacturers, established in 1820. This was, indeed, a pleasant piece of news, and as congratulations were in order, the writer and Aubrey Hurst paid a visit a few doors further up Fleet street, to the famous "Cheshire Cheese," a noted old "pub," which has been in existence for several hundred years, and was the resort of Dr. Johnson, the English historian and maker of books, and there tossed oil increased success to the Goodall lines in Canada. The following day the writer called at the factory, and was ushered into Hurst's private office with great pomp by a commissionaire, in

uniform, who wore on his breast nearly a dozen medals. Just as we were ready to make a tour of the factory, a little incident occurred which does seem a strange custom to busy, hustling Canadians. It was the appearance of the maid with four o'clock tea. On a large tray she displayed several cups of delicious fresh-made tea, but although Aubrey Hurst had a

good laugh at the idea of stopping business to drink tea at four in the afternoon, he pronounced it very good tea, and the writer noticed that he emptied the cup, and has since heard that he takes tea regularly every day at four.

The Camden Works of C. Goodall & Sons, Limited, are without doubt



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the largest of their kind in the world, and have a tremendous capacity in every line. It would take columns of this journal to minutely describe the various departments and the ingenious machinery contained therein, and it is therefore sufficient to say that with 1,800 employes they will, as the cockney would say, take a "bit of doing" to beat out. Having great faith in the future of the Dominion they deem it advisable to get a resident representative in

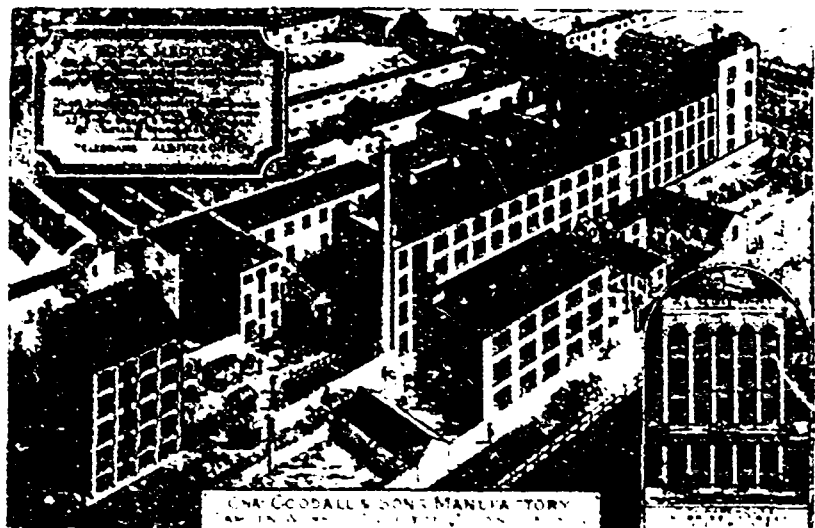


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Canada to look after their interests. They have done well in choosing Mr. Hurst, who has had 17 years' experience, and for the past seven years has been with Messrs. Warwick Bros. & Rutter. Their business will be confined as exclusively as possible to the wholesale. Mr. Hurst returns to Canada this month, and intends opening up a permanent sample-room in Toronto, and with such an extensive range of goods, he is sure to increase their already established trade.



Back of "Imperial" Playing Card.



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	<h2 style="margin: 0;">BOOK REVIEWS</h2>	
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KIPLING'S LATEST BOOK.

JUST SO STORIES FOR LITTLE CHILDREN, by Rudyard Kipling.
Toronto. Morang & Company

Now that the cruel war is over, it is pleasant to turn from the strife of men and tongues to these fables alike interesting to the young and "grown-ups." These stories take us back before "The high and far-off times, O my best beloved, to the time of the very beginnings, when everybody started fair." Then we learn how the camel got his hump. When the animals were just beginning to work for man, there was a camel in the midst of a howling desert because he did not want to work and was a howler himself, so, our long and bubbling friend, on account of his "scruciating idleness, got his humph (we call it hump now, not to hurt his feelings).

Or, take the story of the elephant's child, the "Tidy Pachyderm," and read how, for his "'satiabie curiosity," he got his nose pulled by the crocodile on "the banks of the great grey-green, greasy Limpopo river, all set about with fever trees," and how all his dear family afterwards went and did likewise, each becoming the proud possessor of a trunk.

There is wit and knowledge displayed in these stories, fit companions to the jungle books, the best animal stories since "Esop's Fables," and there is art in the illustrations by the author, the laureate of the Empire, the poet of the jungle and the lair, whose hand has not lost its cunning.

A hearty word of praise is due to the publishers, who have produced a beautiful book, which, we predict, will be a welcome gift at Christmas to many children, as well as children of larger growth.

A COLLEGE GIRL'S LIFE.

JANET WARD. By Margaret E. Sangster. Toronto Fleming H. Revell Company. Cloth, \$1.50.

In "Janet Ward, a Daughter of the Manse," Margaret E. Sangster makes her debut as a novelist. Hitherto her literary energies have been directed entirely to journalism and essay-writing, in which work she has achieved marked success. But now she has made use of her experience and training to attempt a more ambitious purpose, and has succeeded in producing a charming story of a young woman's life.

Mrs. Sangster has always stood strongly for the pure Christian life of love and service, and in "Janet Ward" she seems to have embodied these aspirations of her heart. Her heroine is a charming personality—by no means a goody-goody sort of creation, but one with a sensible and purposeful outlook on life. Throughout the various stages of her life as school-teacher, college girl, daughter at home, journalist in New York, and, finally, clergyman's wife, she discloses those endearing qualities which never fail to elicit the reader's affections.

Nor has Mrs. Sangster made her book a story pure and simple. She has introduced into it information and philosophy. Her descriptions of college life and journalistic life on the one hand, and of home mission work and college settlement work on the other hand, are replete with useful data, while she has woven into the texture of the book sane views on the true aims of woman's education, of woman's sphere in life and of the practical value of Christianity. No further words of praise need be written about this interesting and valuable book.

BROOKE ON BROWNING.

ROBERT BROWNING. By Stopford A. Brooke, author of "Tennyson." 12 mo. 414 pages. \$1.50 net. Postage 15 cents. New York: The N. Y. Crowell Co.

This study of Browning's life and genius comes from a highly capable source. Mr. Brooke's previous work on Tenny-

son gave evidence of his superior insight into the poetic animus of the nineteenth century, and, therefore, his fitness for a similar book on the great companion poet of Tennyson—the one who alone challenges his supremacy in the Victorian era. The first chapter is devoted to a contrast of Browning with Tennyson, a comparison all the more striking in the points of divergence which it sets forth, for there could scarcely be two characters, two minds, two creative methods, two artistic impulses more widely at variance than those which lodged in these men. Then come chapters on "The Treatment of Nature," "The Poet of Art," "Sordello," "Theory of Human Life," "The Dramas," "Poems of Passion and Love," "The Passions Other Than Love," "Imaginative Representations," "Womanhood," "Balaustion," and "The Ring and the Book." These titles will serve to give some idea of the thoroughness of Mr. Brooke's method. Such thoroughness is not misplaced in a many-sided poet like Browning, but is abundantly justified by results. Nor does the critic lose his hold on the reader on account of his close inquiry—if the reader be at all interested in his subject. For so great is the sympathy displayed, so telling are the numerous quotations, that one is led on from chapter to chapter with something of the zeal which must have inspired the poet himself.

A STUDY OF MR. CHAMBERLAIN.

No man in British political life is to-day so prominently in the public eye as the Right Hon. Joseph Chamberlain, Secretary of State for the Colonies. This we can scarcely fail to recognize, though of the qualities that have earned for him this prominence we may not all approve. For three years or more he has been the centre of political attack, and the rallying point of the particular school to which he now holds allegiance. Articles, favorable and unfavorable to him, have teemed the daily press and the magazines of late years. And now one of his admirers, H. C. Pedder, has issued a monologue in his defence. It is entitled, "Right Hon. Joseph Chamberlain; a Study of His Character as a Statesman." The work is well written; while the author does not attempt to hide his admiration for Mr. Chamberlain his praise is not fulsome.

The work is well printed and tastily bound in olive green cloth, and deserves to be welcomed as a worthy contribution to the literature of the day. Elliot Stock, 62 Paternoster Row, London, is the publisher. Price 2s. 6d. net.

A DRAMATIC NOVEL.

Notable for its dramatic power is "In the Days of St. Clair," by Dr. James Ball Naylor, just published by the Saalfeld Publishing Company, of Akron, Ohio (price, \$1.50). It is a tale of pioneer life in the West, and thrills with the excitement of plots and counterplots and Indian attacks. The hero, Paul Gaylord, was the penniless orphan nephew of a rich Virginia planter, who took a strong fancy to him and intended him to marry his only daughter, Hester, and share the estate with her. Hester loves her cousin, but his affections are centred on a beautiful French girl, Marie Fontanelle. Marie's guardians are induced by bribes to take her away, but Paul follows and again meets her in the Far West. There new friendships are formed and everything is happiness until Hester, now an orphan, appears on the scene. There is a desperate plot formed to do away with Marie between Hester and a villain called Red Wallace, but the lovers are saved by a friendly Shawnee, who was always Paul's guardian angel. As may be surmised, this plot gives splendid opportunities for dramatic writing, and the author has handled his case well. The characters of the Shawnee, Silverheels, and of Gumbo, Paul's black servant, are exceedingly well drawn, and the several women of the story all have a charm of their own.

MINOR NOTICES.

WHEN LOVE FLIES OUT OF THE WINDOW. By Leonard Merrick. London: George Bell & Sons.

A peep into the inner life of struggling actresses and authors is afforded by this book, which details the lives of a man and a woman who are opportunely brought together by fate at a critical juncture in their lives. The strange title of the book is derived from the central incident of the story when husband and wife separate, because he, in his pride, refuses to accept her support. Such a book as this, one realizes to be only too true. It appeals in its entirety very strongly to the average reader, not so much from its strong interest as from its personal interest.

ROBERT EMMET, THE IRISH PATRIOT. By George Morehead. New York: J. S. Ogdie Publishing Company. Price 25 cents.

The brief career of Emmet, the Irish patriot, and his romantic attachment to Sarah Curran form the interesting contents of this little book, written in a clear, sympathetic strain. It is handsomely illustrated with photogravures of Brandon Tynan's presentation of the play "Robert Emmet." Irishmen the world over will appreciate this volume.

BILLY WHISKERS. By Frances Trego Montgomery. Illustrated by W. H. Fry. Akron, O.: The Saalfield Pub. Co. Price, \$1.00.

A book of pure, innocent fun for the little ones; one which will bring a laugh with every page. Full of comical incidents, funny experiences and mirth-provoking scenes in which a pet goat takes the principal part. Every child will thoroughly enjoy these comical stories of the naughty "Billy Whiskers."

ANIMAL LIFE IN RHYMES AND JINGLES. By Elizabeth May. Akron, O.: The Saalfield Pub. Co. Quarto, \$1.50.

Dozens of full-page pictures of animals of every kind shown in characteristic attitudes and original environments, each accompanied by a verse, telling where the animal lives, what color it is, how it works, what it eats, where it builds its home, how it defends itself, which live in the Arctic regions and which in the sunny lands, which may be tamed, which hibernate, how they are captured, which are nocturnal, etc., etc. The verses are written in language which the little ones can comprehend and will easily memorize.

THE UPPER CURRENTS. By the Rev. J. R. Miller, D.D. 16 mo., 270 pages, 65c net. Cloth, gilt top, 85c net. Postage 8c. New York: Thomas Y. Crowell & Co.

This new book by Dr. Miller is full of cheerful philosophy and words of inspiration. The chapters contain straightforward lessons intended to incite to braver, stronger, truer living. There are twenty-two short chapters going to make up the volume, with such suggestive titles as "Catching the Upper Currents," "Transfiguration," "The Ripening of Character," "Things That Last," and "The Art of Living With People." Here, as always, Dr. Miller has the happy faculty of putting into brief, pithy sentences a great deal of suggestion.

PRINCE PAUL. By W. F. Johnson. Akron, Ohio: The Saalfield Publishing Co. Price cloth, \$1.50.

Evidently this book is the work of a man with an ideal, and that ideal is the foundation of a United States National University of Art and Music. The tale, however, is not confined to this theme, but centres round a fine young Westerner, named John Hume, who comes to Washington to retrieve his fortunes. Here his destiny becomes mixed up with that of a beautiful girl, Miss Margaret Wistar. After repeated defeats, he at length rises supreme over his enemies and his misfortunes. There are some good scenes in the book, particularly a spiritualistic seance and an exciting prize fight.

THE LITTLE RED CAPTAIN. By C. J. Cutcliffe Hyne. London: George Bell & Sons.

In this breezy tale Cutcliffe Hyne has succeeded in uniting two quite dissimilar species of plot. There is, on the one

hand, the wild buccaneering life on the ocean wave, with descriptions of which Mr. Hyne has long favored the reading public, and on the other a setting of social and commercial life, from which the plot of the story actually emanates. In unison, the two are developed into quite an exciting narrative. Apart from the interest of the plot, in which the main charm of the story lies, several of the characters are well drawn. Captain Kettle, the little red captain, who manages his crews like a slave driver; Theodore Shelf, the unctuous hypocrite and shipowner, who is at the back of all the mischief related in the book, and Patrick Unslow, the roving but lovable hero of the tale, are all sketched off with a facile pen.

THE WOOING OF ESTHER GRAY. By Louis Tracy. Bell's Indian and Colonial Library. Price, paper, 2s. 6d.; cloth, 3s. 6d.

The topic in the "Wooing of Esther Gray" is the ever-present conflict between capital and labor, and the scene is laid in the heart of the cotton manufacturing district of Lancashire. The romantic situation of the play consists, as the title suggests, in the wooing of Esther Gray, the lady representative of the strikers, by Captain Forster, the chief operator of the cotton mills. Such a romantic groundwork offers many possibilities for effective work, and Mr. Tracy has used his opportunities to good advantage.

SEEDS OF APRIL'S SOWING. Poems. By A. Louise Sutton. Akron, Ohio: The Saalfield Publishing Company. Price, \$1.25.

These poems traverse the various phases of lyric poetry, from the humorous to the serious and the pathetic. Many of these lyrics treat of the beauties of Spring, others are light and gay in tone, corresponding to the moods of love, etc., others, again, depict different aspects of nature, as seen in her gay and gloomy garb. An undercurrent of serious thought pervades the work and frequently finds expression in beautifully-worded verses. The work should be most popular to those who delight in poetry.

THE STRANGE ADVENTURE OF JAMES SHERVINGTON AND OTHER STORIES. By Louis Beck. London and Bombay: George Bell & Sons.

Here we have a collection of tales of the far-away islands of the Pacific, well-told and well-illustrated. The principal story in the volume, while not passing out of the bounds of probability, yet contains such a plentiful supply of adventure that it equals in interest more fictitious tales. Its main theme centres about a trader on one of the Gilbert Islands, who becomes involved unintentionally in the murder of the only other white man on the island, a hot-tempered German. His death is hushed up by the natives, but the trader has to leave the island for fear of the approach of a German warship. He is accompanied by the wife of the murdered German and two strange natives. Their subsequent adventures on the high seas in a small boat form very interesting reading.

LOVE AND THE SOUL HUNTERS. By John Oliver Hobbes. London: Geo. Bell & Sons.

This is a delightful novel with a hero, Prince Paul, of rather a butterfly sort of nature at first, a heroine, Clementine Gloucester, a beautiful English girl, and a villain. At Glosomoggroie the heroine falls in love with the prince, who at the same time is much impressed with her. The villain, Dr. Felshammer, with the prince's suite, also loves the heroine and resolves to win her. The hero falls in with a Yankee millionaire and goes with him to the United States, leaving the heroine, whose father just then is defrauded of all his money by his solicitor, to be looked after by the villain, who does some clever scheming. Altogether a pretty strong production.

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Buchan's Sterling Equivalents and Exchange Tables.

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc., by EWING BUCHAN. Price, \$1.00.

Buchan's Par of Exchange (Canadian).

Giving sterling into dollars and cents and vice versa, from £1 upwards, also sterling equivalents, Canada into New York and vice versa; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 5c.

The Importers' Guide.

A hand-book of advances of sterling costs in decimal currency from one penny to 1,000 pounds, with a FLANVEL TABLE, from 20 to 100 shillings per piece of 46 yards, by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, \$1.00.

The Canadian Customs Tariff.

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Franco, German Bismark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 4 vo. cloth. Price, 50c.

MORTON, PHILLIPS & CO., PUBLISHERS,

1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

	<p>THE MONTREAL TRADE</p>	
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AS November advances and another holiday season approaches, the booksellers and stationers begin to direct their attention to the Christmas goods. These are now arriving in every store, and up-to-date retailers have used them to give a brighter appearance to their business places, in keeping with the coming holiday season. Calendars, cards, pictures, picture books, etc., are all being received, and, when tastefully arrayed about the stores, add pleasing colors to the window and interior displays.

Each year sees an improvement over the preceding years in regard to the design and execution of Christmas novelties, particularly in those of this nature, and it must be said that the present season is no exception. The calendars and other art productions are extremely beautiful, showing, as many of them do, the best work of artists, photographers, lithographers or engravers, and printers.

As usual, the "Gibson Girl" calendars, and others of the kind, are well to the front. Among the many artists who have produced pretty things for Christmas and New Year's, none have excelled Howard Chandler Christy, the American artist, whose beautiful drawings are close rivals of those of C. D. Gibson. The Christy calendar for 1903 is a beauty; it is reproduced in the original colors with striking fidelity. The artist drew a special set of pastel pictures for this calendar, appropriate to the various seasons of the year. They comprise a large drawing of a girl's head, and four full-length figures. A. T. Chapman is showing this calendar as well as many other pictures by the same artist and by other well-known artists, and has managed to make some very fine window displays.

E. M. Renouf is handling, amongst a great variety of calendars and cards, the Twentieth Century calendar, a unique production which promises to be a marked success. It is in the form of a three-fold card, and its appearance is provided for by a set of handsome views of the city of Montreal. But its distinctive feature is that, besides being an ordinary calendar for 1903, one can also tell by it the day of the week or month on which any particular day fell for the past 200 years, or on which a required date would fall any time during the next 200 years. Mr. Renouf's staff is exceedingly busy. In another part of this paper will be found another reference to this well-known store, which will be of interest to all who are at all acquainted with the book trade of Montreal.

Among the books for the Christmas trade there is the usual vast array of children's picture books of the ordinary kinds and with this year's improvements, but one of them stands out prominently as "the" children's book for the coming holiday season. It will certainly have no easy rivals from an artistic standpoint. This is "Punch's Book for Children," which the publishers of that great English weekly will shortly bring out. The pictures will be in colors, by the widely known artists who draw regularly for Punch. The book will sell for about \$1.75 or \$2. It is thought the Montreal News Co. will handle it on this market; but in case they do not, Wm. Drysdale & Co., who are, in a manner, agents for Punch, will see that it reaches the trade of Canada. The members of that wide-awake fraternity will not make a mistake by stocking some of these books.

A handsome booklet has been gotten out by Messrs. R. Duncan & Co., of Hamilton, Ont., which "does them proud." It contains "The Khan's" well-known poem, "The Men of the Northern Zone," with several excellent drawings by John S. Gordon, of Hamilton. The idea of the publishers was to offer something to the trade that would be distinctly Cana-

dian, both in sentiment and execution, to which praiseworthy ambition we are indebted for this charming booklet. It will do splendidly for either good Canucks at home, or Imperialistic friends in Great Britain or other parts of the Empire. Messrs. Wm. Drysdale & Co. are handling it here.

Among the best-selling books of the month are "No Other Way," by Sir Walter Besant; S. R. Crockett's new story, "Flower O' the Corn," and "The Little White Bird," by J. M. Barrie. This last is selling rapidly. It is greatly praised; to quote The New York Times' Saturday review, it "has excited more admiring comment than any other serial since 'Trilby.'"

"The Last Word," by Alice McGowan, has also been treated handsomely by the critics. The author was a reporter, and the book deals largely with newspaper life.

Bradley's new book, "The Fight with France for North America," has been going well. The author, who has lately completed a trip through Canada, has made a great many friends here in and out of the book trade, who show an active interest in his work. A new Canadian edition of the "Life of Wolfe," by the same writer, has just been brought out.

"Light Freights," by W. W. Jacobs, is another of the "Many Cargoes" sort of book, written in the author's usual happy style, and sells fairly well.

"Tom Moore," by Snyre, published by The Musson Book Co., is selling rapidly. This is a love story, said to be based on experiences in the author's life. It is illustrated by a number of clever photographs. The opinion is frequently expressed that it will likely be dramatized before long.

Henry Stevens' Sons & Stiles, of London, England, are about to bring out a new edition of the English translation of Professor Fischer's work on "The Discoveries of the Norsemen in America," orders for which should be placed with booksellers now. Early subscribers will receive a copy of Soulsby's pamphlet on the first map containing the name "America." This edition of Professor Fischer's book will be out about December 1, and be on this market a fortnight or so later.

Wm. Drysdale & Co., as mentioned before, are acting somewhat in the capacity of agents for London Punch, and, in passing, it should be added that a number of catchy posters advertising this journal add to the attractiveness of the exterior of this store. Mr. Bradbury, one of the proprietors of Punch, recently passed through Canada, having taken a trip round the world by the "all-red" route. He paid a visit to Drysdale & Co., and in conversation stated that nowhere in the Empire had he found a stronger Imperial sentiment than was shown in Canada. Mr. Bradbury has been reported in various of our newspapers as saying that he did not think much of Canadian humor, and one big daily made it the subject of a short editorial. But he made no such statement. His chief objection to us and our humor was that we seemed to think we had a monopoly of it, and were unwilling to concede any humor to the British people. A good many of us will—

But this has nothing to do with the Montreal book and stationery trade. It will not be out of place, though, to add that, while in Montreal, Mr. Bradbury met A. G. Racey, whose clever cartoons have sold well over the counter of many Canadian booksellers, and arranged with him to do some work for Punch; so that, before long, a Canadian will be represented in that famous journal. This should increase its sales in Canada.

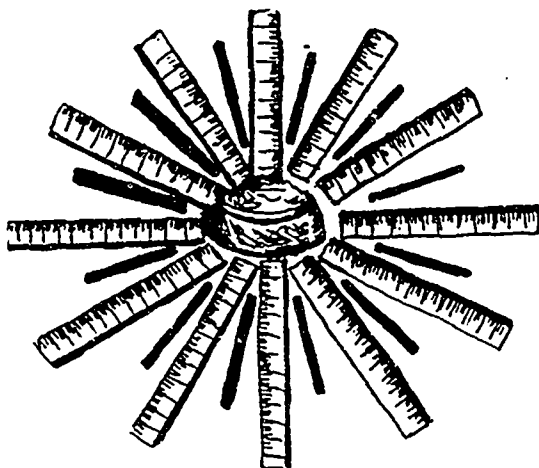
HURST IN TORONTO.

Mr. A. O. Hurst, the Canadian representative of C. Goodall & Sons, Limited, has now reached Toronto and very shortly (before Christmas) he will open offices at 84 Wellington Street west in that city. There he will be prepared to handle his firm's goods, which include playing cards, markers and score cards; visiting, menu and ball programmes and memorial cards; notepaper, envelopes and papeteries. His dealings will be restricted as carefully as possible to the wholesale trade.

WINDOW AND INTERIOR DISPLAY.

RECENTLY in F. E. Phelan's show window at 2331 St. Catherine street, Montreal, there were displayed five edition de luxe copies of Anson A. Gard's popular book, "The Wandering Yankee." These were exquisitely bound in morocco and gold, and accompanying each was an illuminated leaf with the names of the five recipients and their several coats-of-arms. The books were sent to King Edward VII., the Prince of Wales, Lord Strathcona, Sir James M. Le Moine and President Roosevelt.

A book window, even if it was not so carefully arranged and well carried out, would still be interesting because of the books themselves; but a stationery window, pure and simple,



Stars of Rulers, Pens and Sponge-holder

depends for its attractive power solely on the tasteful arrangement of the goods. Many little devices can be successfully worked out in very simple materials, and we illustrate two in this number that formed part of an extremely well-dressed window. This window was wide and shallow and the floor was covered with tightly stretched red cloth. In the centre was a pyramid of writing pads and notebooks, and arranged around these were the stars, as illustrated, formed of inkstands, letter scales, rubbers and ink erasers, all carefully arranged and the whole shown up by the red covering of the floor. Neatness and carefulness count for a great deal in a window like this, as the figures must be accurately done to insure success. The window that these designs were taken from was excellent in this respect, and caught the eye at once.

ANNUALS.

It is not yet too late to order your "Boys' Own Annual" and "Girls' Own Annual," "Sunday at Home" or "Leisure Hour." The publishers of these books have so protected the interest of the retail trade that these standard volumes can no longer be used as advertising mediums on which the prices are

cut below cost. The books are now copyrighted and cannot be sold lower than \$1.75 per volume, while the trade price has been considerably reduced. The cover designs on the different books are this year of bright and attractive patterns, being entirely new and original in style and effect. Taken altogether no other books of the kind will sell as readily or give more pleasure and satisfaction than one of these famous volumes.

SOME SPECIALTIES.

Buntin, Gillies & Co., Hamilton and Montreal, are about to issue two new lines of stationary, both of the popular cloth finish. "Swiss Muslin" is, as the name suggests, a light-weight paper of excellent quality, texture and color. "Dutch Fabric" is a heavier paper of good quality, at a lower price. Both lines will be dressed in the usual tasty manner which has become a speciality with this firm. Their "Dimity," a high-grade paper of good weight, is as popular as ever.

\$1 FOUNTAIN PENS.

The new "Perfect" fountain pen being shown by Warwick Bros. & Rutter fills the above description to a nicety. This pen is fitted with a solid gold nib and a new patent feed, which is guaranteed to give satisfaction as far as the working mechanism of the pen is concerned, while in general appearance it equals many lines sold at more than double the price. "One dollar" is a popular price, and the sale of fountain pens would be still largely increased by any dealer making a display of this new value in pens.

THE MUSIC TRADE.

HOME ALBUM SERIES.

A. COX & CO., music publishers, Toronto, have just published two more interesting numbers of their Home Album Series, numbers 3 and 4. These are remarkable value, containing no less than 24 pages each, full sheet-music size, including the compositions of several popular authors. Album No. 3 contains the following choice selections: Creole Bells Two-step, Cane Brake Revels Cake-walk, Cotton Pickers Two-step, Cottonfield Dance, Dance of the Blackbirds, Ma Ragtime Baby Two-step, Restless Sea (Reverie), Rosemary Waltzes, Salome (Intermezzo), Sapho Waltzes, and Ticked to death (Ragtime Two-step). No. 4 Album is made up as follows: Clorinda Two-step, Coronation Waltzes, Flower Song (Blumenlied), Jolly Golfers Two-step, March of the Buffaloes, Margery (Girl that I Adore) Cake-walk, Mayflower Waltzes, Nicodemus and His Banjo (Cake-walk), Over the Waves Waltzes, Ragtime Cadets Two-step, and Star of the Sea Reverie. These albums retail at only 25c. each and cannot fail to be good sellers.

BEST-SELLING MUSIC.

THE CANADIAN-AMERICAN MUSIC CO.

- "Way Down Yonder in the Cornfield" by Cobb and Edwards.
- Blooming Lace." by Jerome
- "A Little Boy in Blue." by Morse
- "Mister Dooley." by Schwartz
- "Pearl of the Harem" (Two-step), by Guy
- "Way Down South." (March), by Rubens.

WHALEY ROWCE & CO.

- A Dream." (Song), by Ellen Wright
- Has Your Mother Any More Like You?" by Robert Keeler.
- Birth of Love." (Waltz), by Francis de Moulmeux
- The Sound of the Drum" (Song), by W. H. Jude
- Sweet Island of Uloa." (Song), by Gordon Temple
- The Sailor and Soldiers of the King." by John Read.

ANGLO-CANADIAN MUSIC CO.

- The First Christmas Morn" (Song), music by Ernest Newton.
- Can Dance" by Edwin Bogetti
- King of Ages" (Christmas Song), by Co. Brey Marks
- Serenade Espagnole." by Emile Clarke.
- A Mayude Lullaby" (Song), music by Alice Burton.
- Hungarian Dance." by Sartoro



TALLY CARDS AND PENS.

A NOVELTY in the way of tally cards has just been issued by Warwick Bros. & Rutter. It is a card printed to score by points, with no other assistance than a small punch. The card is printed with numbers running consecutively up to 120, and any number may be easily punched as it is made. Card parties are now more popular where the score is kept by points in place of greens, and the sale of this new tally will, consequently, be very large. They are printed in two colors on colored board, and make a very pretty as well as new and novel feature for an evening's entertainment. They may be sold for 15c. per dozen, and samples would be sent any dealer on request to Warwick Bros. & Rutter.

Warwick Bros. & Rutter are also showing a number of new lines for holiday trade, among which were noticed a handsome card of pearl penholders with gilt tops and pens. This line is put up in most attractive and convenient form for the retailer, being mounted one dozen on a fancy silk card, as well as having individual plush lined boxes with each holder. The box containing holder and pen may be sold for 30c. A higher grade of pearl goods is also shown, with the fancy holder fitted with solid gold pen, and each put up in elegant presentation boxes. This holiday line retails for \$1 cash, and makes a dainty, useful and handsome present.

SCOTCH CARDS.

Messrs. Higgie & Co., of Rothesay, Scotland, send BOOKSELLER AND STATIONER some pretty samples of Christmas cards, in which sprigs of heather, tartan and other Scotch emblems are prominent. Dealers who have good Scotch constitencies will find these neatly-designed cards very popular.

WASTE BASKETS AND GOLD-PLATED GOODS.

The Brown Bros., Limited, are this season showing a very handsome range of fancy waste paper baskets, suitable for library and boudoir use, a noticeably pretty design being in birch bark and moss. Other very pretty styles are of the finest French wicker, woven so as to make a most pleasing effect.

This firm are also showing a beautiful assortment of the well-known "B. & H." guaranteed gold-plated goods. The range contains nearly eighty numbers, consisting of inkstands, letter racks, mirrors, sconces, candelabra, etc.

SOME IMPORTATIONS.

Large shipments of plain and floral crepe tissue, playing cards, folding and spiral card racks, cup, saucer and plate cases, photo albums, Stephens' and Underwood's ink, "Rex" and "Rival" fountain pens and toilet papers are now being opened by the Copp, Clark Co., Limited, Toronto. The trade will do well to remember that shipments of ink can only be made for a short time now, as there is always danger of frost in shipping in the Winter season. They will do well to look up their stock and place their orders at the very earliest opportunity.

AN INGENIOUS BAND.

A useful contrivance for holding manuscripts or other papers together has been prepared by Duncan Campbell & Son, 96 St. Vincent street, Glasgow. It is made of red braid, fitted with a little brass mechanism, which can be easily worked, and which clamps the band in any particular place.

It is neat in appearance and looks decidedly better; is cheaper and wears longer than a rubber band. Moreover, it is capable of rapid manipulation. Its price is 2s. per box of assorted lengths.

A CLEARANCE SALE.

F. & E. W. Kelk, 76 York street, are about to clear off all lines of tin toys, wood toys, horses, carts, magic lanterns, steam toys, dolls (a great variety), china cups and saucers, salad dishes, mugs, shaving cups, toy tea sets, glass vases and water sets, and a great many other articles, to clear the floors as much as possible for extensive alterations in January. If the trade wants a leader in any of the above lines it will pay them to go and see these goods.

"CONGRESS" AND "BICYCLE" CARDS.

"Bicycle"



MOTORETTE BACK.

"Congress"



PRINCESS BACK

Sixteen handsome designs of "Congress" playing cards are offered to the trade by Buntin, Gillies & Co., of Hamilton and Montreal. This firm also show all the new backs in "Bicycle" cards, as well as other popular brands.

GAMES "MADE IN CANADA."

The Canadian buying public are at last realizing the fact that our own artisans are as well trained as those of any country. The manufacturers are fully alive to the necessity of up-to-date machinery and business methods, and our retail merchants are equally alive to the fact that stocks should be complete as possible with the lines generally in demand as those of any nation or people in the world, hence the greatly increased demand for goods "made in Canada."

The Copp, Clark Co., appreciating this fact, have, in the manufacture of their "Winter Evening Games," set a pace that will lead the Germans, Americans and other producers of these lines, a merry dance. A walk through the sample-room of this firm opens the eyes of most buyers. Many of the Winter evening games appear this year in a new dress. New and bright lithographed labels and new packing make them money-makers to the trade. Special mention might be made of a new 25c. parcheesi in a very large box with new men. This line would make a big leader for Christmas advertising.

The series shown in table tennis is most comprehensive, as it embraces all popular-priced goods, from 25c. lines to \$5 articles. Sets to retail at 25c. are really wonderful, as they contain wooden racquets. This line is very complete, and should be in the hands of all dealers, as it is a money-maker.

WE MIGHT TAKE A WHOLE PAGE

Let us tell you about WHITFIELD'S CARBON PAPERS how they give so much better results than any other. Especially the Typewriter Carbon. But we will not convince, nor get the business, by "telling" half so easy as we can by "showing." Our samples are our salesmen. They show what they can do, and how they do it. They do the "telling" and get the order every time. If you think you have a "good enough" Carbon Paper now, get Whitfield's samples and special prices to the trade. They'll "tell" you different. You'll probably be surprised to find that such good results could be secured with Carbon Paper. Better write to-day - no use waiting.

Whitfield Carbon Paper Works, 123 Liberty Street, New York

F. & E. W. KELK

76 York Street, TORONTO.

CLEARING OUT ALL LINES OF

*Dolls, Toys, China Cups and Saucers,
Shaving Mugs,
Water Sets, Toy Tea Sets.*

To the Trade: For November and December we will close out all the above lines at cut prices. It is our intention to make extensive alterations on three of our floors, and to do this, the goods will be well out of the way. If you want some snaps, come and see us.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

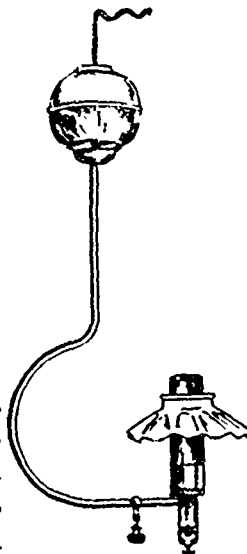
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

A SELECTION FROM OUR

CHRISTMAS BOOKS

Donovan Pasha. Sir Gilbert Parker.....	\$1 50
The Confessicus of a Wife. Mary Adams.....	1 25
A Speckled Bird. Augusta Evans Wilson.....	1 25
A Maid of Many Moods. Virna Sheard.....	1 25
Barnaby Lee. John Bennett. (34 Illustrations).....	1 25
With Rogers on the Frontier. J. Macdonald Oxley.....	1 25
The Book of Joyous Children. J. Whitcomb Riley.....	1 50
A Captured Santa Claus. Thos. Nelson Page.....	0 75
The Ghost Camp. Rolf Bolderwood.....	1 25
Chimble Fadden and Mr. Paul. Ed. W. Townsend.....	1 25
The White Cookade. Halliwell Sutcliffe.....	1 25
The Lord Protector. S. Levett Yeats.....	1 25
A Mystery of St. Rules. Ethel Heddle.....	1 50
Barbara Ladd. C. G. D. Roberts.....	1 25
The Kindred of the Wild. C. G. D. Roberts.....	2 00
Cecelia, The Last Vestal. A Tale of Modern Rome.....	
F. Marion Crawford.....	1 25
The Little White Bird. I. M. Barrie.....	1 25
Flower of the Corn. S. R. Crockett.....	1 25
Bolsbazzar; A Tale of the 'Fall of Babylon. William Stearns Davis.....	1 25
The Blue Flower. Henry Van Dyke.....	1 50
Wanted; A Chaperon. Paul Leicester Ford.....	2 00
The Vultures. H. Seton Merriman.....	1 25
The Wayfarers. J. C. Snaith.....	1 25
A Prince of Good Fellows. Robert Barr.....	1 25
The Homely Virtues. Ian Maclaren.....	1 00
In King's Byways. Stanley J. Weyman.....	1 25
The Dolly Dialogues. Anthony Hope. Illustrated by Howard Chandler Christy.....	2 50
The Web of Empire. Sir D. M. Wallace.....	7 50
Luncheons. Mary Ronald.....	1 50
Among the Night People. Clara Dillingham Pierson.....	1 25
The School of the Woods. Win. J. Long.....	1 75
Among the Waterfowl. H. J. Job.....	1 25
Nature and the Camera. A Radclyffe Dugmore.....	1 25
How to Attract the Birds. Nellie Blanchan.....	1 25

The COPP, CLARK CO., Limited,
PUBLISHERS, TORONTO.

NOTES FOR THE STATIONER

"MADE IN CANADA."

UNTILL the present time Canadian retail stationers and even wholesalers have gone abroad for their finer lines of stationery, such as high-grade notepaper and envelopes, and fine box goods. But they have no need to do this any longer, for as fine grades of these goods are now made in Canada as are turned out anywhere. A Canadian concern, W. J. Gage & Co., Limited, Toronto, are now engaged in the manufacture of high-grade stationery of every description. Their style of putting up the goods is equal to that of the first-class stationery houses of the United States and Europe. They were visited a short time ago by a representative of a house recognized throughout the United States as being manufacturers of the finest grades of paper on the continent of America, Messrs. Z and W M Crane, of Dalton, Mass., whose goods are now being put up in Canada by them, and after seeing the way in which the goods were put up, the representative declared that W. J. Gage & Co.'s boxing, labelling and general style of doing up the goods was equal to that of his firm.

A representative of THE BOOKSELLER AND STATIONER was recently shown through the premises of W. J. Gage & Co., Limited, and found them fully prepared to turn out the highest classes of stationery. They import the papers in the flat and put them up in the right shape in their Toronto factory which has been equipped with up-to-date and modern machinery for turning out the finest descriptions of envelopes, boxes, etc. Expert girls pack the goods in boxes of the different styles required. Everything is done at first hand. The envelopes are made there, the labels printed, and everything is stamped with the words, "Made in Canada." Patriotic Canadians thus have a good reason for handling these goods, the quality of which will speak for themselves, they being fully as good, if not better than the imported article.

DUCHESS NOTEPAPER.

"Once tried, always used" is undoubtedly a maxim carried out by many Canadians in connection with the well-known "Duchess" line of fine stationery, made by Warwick Bros. & Rutter. This paper is ever growing in favor, many of the larger dealers making it their leading line for better trade. It is made in four sizes—Albert, Octavo, Large Boudoir and Regent, the two last sizes being the fashionable square sizes.

The envelopes are made with a square hand-cut flap, which gives them a stylish and exclusive appearance.

DIARIES AND TABLETS.

The range of Dominion pocket and office diaries, in their various bindings, shapes and sizes, made to sell at popular prices, by the Copp, Clark Co., Limited, Toronto, is most complete and it needs only a post card addressed to the firm to obtain price list and full particulars by return of mail.

The line of writing tablets offered to the trade by the C. C. Co. has been favorably known for many years. The

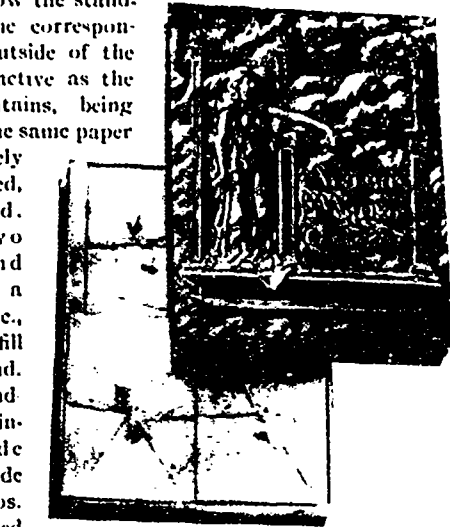
bright, attractive, saleable pads exhibited on the tablet table are equally as good as any shown by manufacturers across the border. Many new titles are offered and are known as Fine Art, Edgemere, Lucille, Marlboro', Romany, Buckingham, Adele, Louise, Thora, Salome. All of the old favorites are also kept in stock. The Chester series in linen, vellum, cream wove and white wove papers has long been known to the trade under the names of Irish linen, antique vellum, ivory white and Queen City.

A DAINY PAPERIE.

Warwick Bros. & Rutter have made a new box of paper and envelopes called the "Lorraine," which is one of the most delicate and dainty lines of this class of goods offered to the trade. The box contains twenty-four sheets of cloth-finished paper, with envelopes to match, and is made in the regent size, which is now the standard size for fine correspondence. The outside of the box is as attractive as the stock it contains, being covered with the same paper and handsomely printed in red, blue and gold. There are two lines, white and azure, and, for a box to sell at 25c, it appears to fill a staple demand.

Another handsome box containing high-grade stationery, made by Warwick Bros. & Rutter, is called

"Grecian Bond," a cut of which is shown above. The design of this box is a clay modelled effect, the leading features of the design standing out in relief. The printing is excellent, and brings out a beautiful yellowish green effect, which, when made into a padded top, gives a rich and artistic result. The box contains two sizes of square-shaped paper, with envelopes to match, of "Grecian Bond" stock, each package of envelopes being tied with dainty little bows of ribbon, and altogether the "Grecian Bond" paperie is an excellent line, and every dealer should request a sample of this latest production in high-grade stationery.



A CHOICE ASSORTMENT.

The Brown Brothers, Limited, are this season carrying a range of art paperies that would require considerable space to attempt to describe. They surpass anything ever before shown by this firm.

They also carry this season what is undoubtedly the largest and, in every respect, the most complete range of wood-base inkstands, stationery cases, book racks, etc., ever offered to the trade in Canada, and these are all "made in Canada." Since this firm have commenced the manufacture of these goods themselves, they have been able to offer them considerably below the imported articles, and the mounting of all these lines with their "Peerless" non-scratching rubber feet has been an important factor in creating the very large demand which these goods have met with of late.

A very large season's trade in the art calendars, etc., published by Woodbury E. Hunt, for whom Brown Bros. are exclusive Canadian agents, is reported. These goods are, of course, shown for import, but they have now become so popular that they are stocking some of the more expensive designs for late delivery.

The Brown Brothers, Limited, are now in a position to supply calendar pads and stands for 1903. The most popular of these goods with the Canadian trade are the Empire, Handy and Daily.

The Carrom-Archarena

Game Boards have reached a wonderful degree of perfection. With from fifty to one hundred games on each board they not only furnish exhaustless entertainment, but they provide for every variety of taste, from the man who studies for hours over chess, to the boy or girl who must have something exciting. The games, like the boards, never wear out—and therein lies their success.



Being the largest Game Board Makers in the world, we not only turn out the finest and most saleable goods, but we study the best methods of advertising them and seek especially to co-operate with the dealer in increasing their sale. Write us about this.

Our "Carromas" are the best Parlor Billiard and Pool Tables on the market. Anybody can see that they look the best, and experts pronounce them ahead in playing qualities. And the prices are right, too.

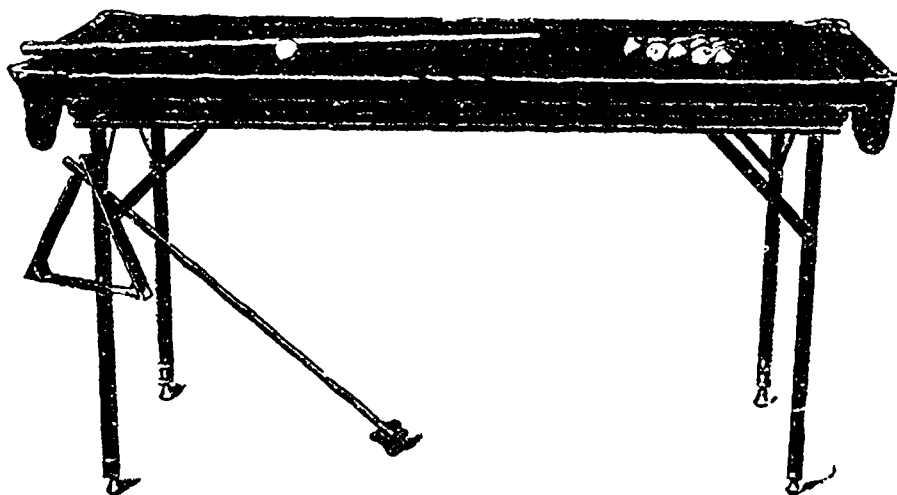
Carrom-Archarena Co.,

DEC 22 1902

RETURNED

Canadian Office and Factory: London, Ontario.

Main Office and Factory: LUDINGTON, MICHIGAN.



Our Illustrated
Colored Catalog
may be had
for the asking.

BEST SELLING BOOKS OF THE PAST MONTH

As Reported by Leading Canadian Retail Dealers.

- HARRIE**
- 1 "When Knighthood was in Flower," by Charles Major. McLeod & Allen.
 - 2 "Temporal Power," by Marie Corelli Briggs
 - 3 "Right of Way," by Sir G. Parker. Copp. Clark.
 - 4 "The Eternal City," by Hall Caine. Morang
 - 5 "A Speckled Bird," by A. E. Wilson. Copp. Clark.
 - 6 "Belshazzar" by S. Davis. Copp. Clark

- HELLEVILLE**
- 1 "Castle Craneycrow," by G. B. McCutcheon. McLeod & Allen
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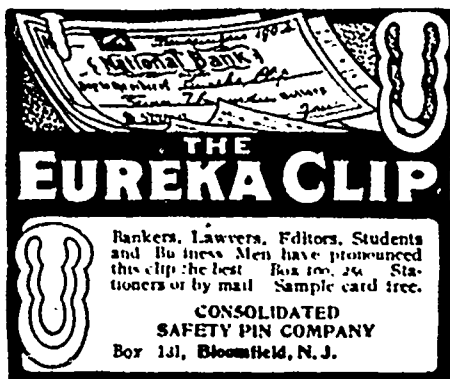
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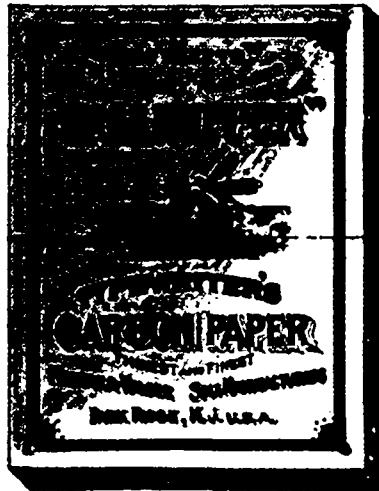
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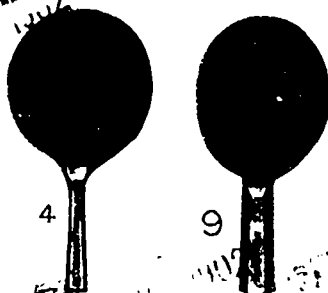
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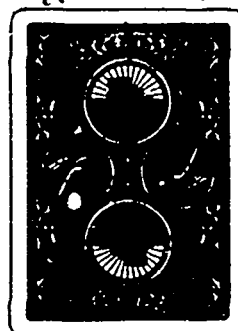
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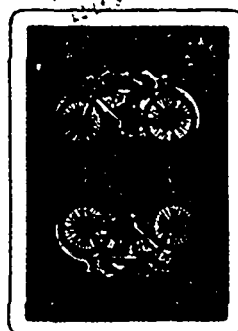
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