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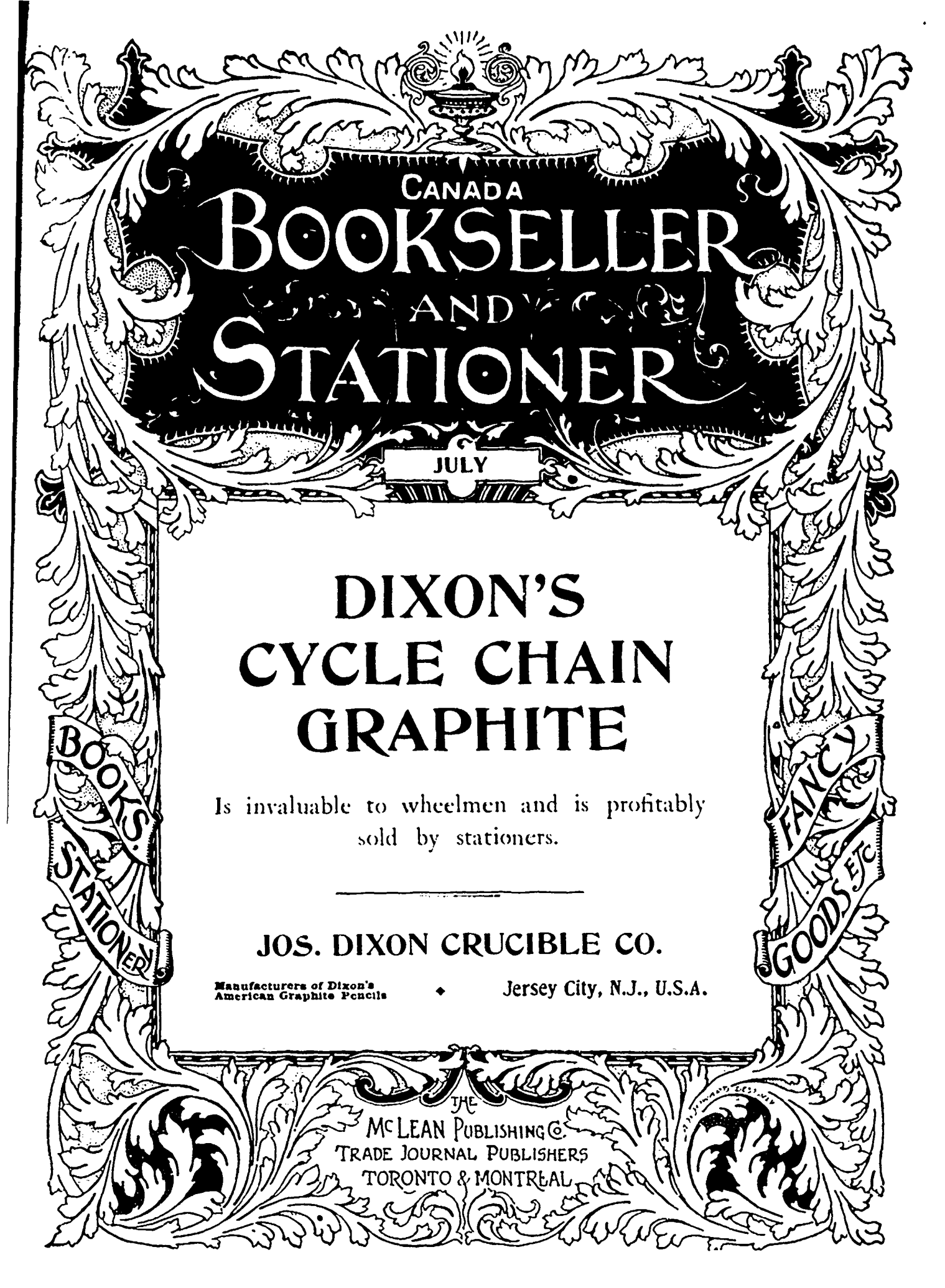
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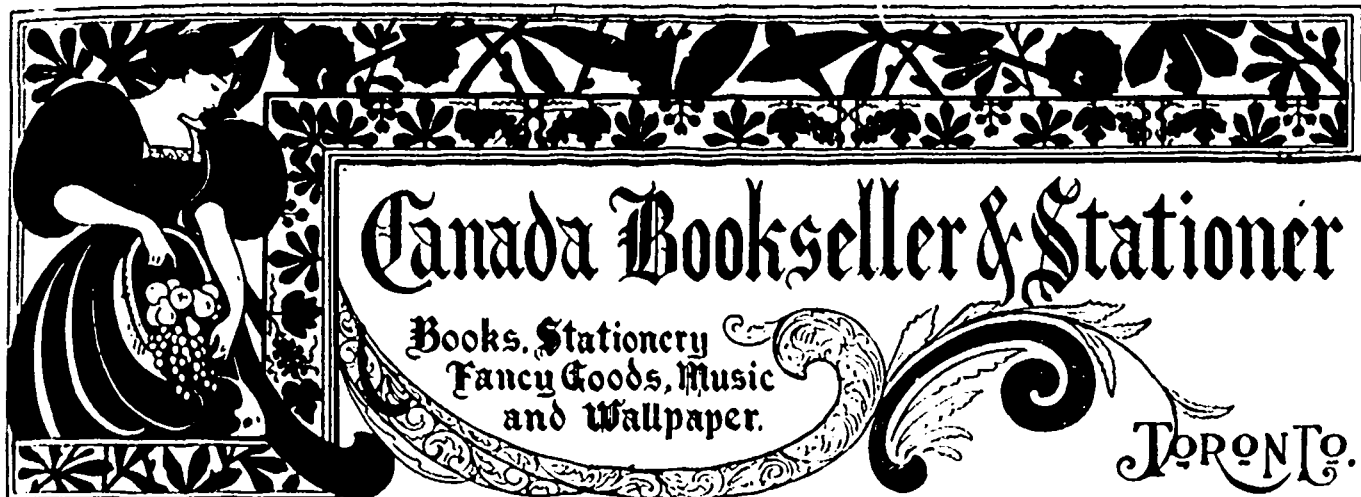
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Vol. XII.

TORONTO, JULY, 1896.

No. 7.

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MR. LAURIER AND TEXT BOOKS.

LAST month BOOKSELLER AND STATIONER mentioned some of the peculiarities of the regulations governing the importation of books on a college curriculum. It is now learned that the ventilation given the subject has had a definite result, and that there is some prospect of a remedy. BOOKSELLER AND STATIONER learns that several of the leading booksellers in Montreal made representations to Hon. Mr. Laurier during the recent Liberal conference in that city. It was pointed out to the new Premier that the law as it stood was a constant temptation to fraud. In addition to regular, admitted text books, it was pointed out to him that the popular "Globe" edition of the classical English authors was a regular text book at McGill and other colleges. This edition was always kept on a bookseller's shelves, and, as by making the necessary affidavit an unscrupulous trader could evade the duty, the honest members of the trade were handicapped. The suggestion was also made to Mr. Laurier that a general duty of 4c., a reduction of one-third, be imposed in place of the present duty of 6c., and that no exemptions be allowed. It was held that by this course the Government would suffer no loss of revenue, but that, on the contrary, there would be an increase. Mr. Laurier promised to give the matter serious consideration.

A BOOK WINDOW.

IN the bookselling trade, as in almost all other lines of business, competition has become so keen that every device for attracting and retaining new business must be "worked" if success is to be attained. Among the best methods of drawing trade is that of attractive display in the windows. Such striking effects cannot be attained in this line as, for instance, in dry goods, but it is questionable if the very striking effects do more than merely excite wonder without selling any goods. It is possible to have the display take away entirely the attention from the goods displayed.

To dress a window so as to catch the eye of the thoughtless passer-by is no easy matter, especially where books only are used. The colors of books may often be used to break the monotony, as can also sets of popular authors uniform in binding. Grading, of course, according to size, has also a good effect if not carried to such an extent as to give the window an appearance of extreme regularity.

The most common arrangement is to have a pyramid, on which the books are displayed. This does very well occasionally, but the mistake is often made of keeping the same form all the time and merely changing the books. Both should be changed, and frequently too.

A very attractive window was to be seen in Toronto when "Beside the Bonnie Brier Bush" first appeared. A large number of these books were piled to resemble a screw, the white edges of the book being used to represent the thread of the screw. The whole was about four feet high and two in diameter. On top was a book showing the title, and a neat card announced the price. Judging by the crowds that stopped to look at it, such a display would assist materially

in selling a much less popular book than the one mentioned.

TORONTO AS A BOOK CENTRE.

WE Torontonians are wont to vaunt our city as the "intellectual centre" of the Dominion, the hub of intelligence, as it were; but if this were to be determined by the reading habits of its people—a fair criterion—it is doubtful if the claim could be supported. A comparison of our book stores, in number and size, with those of Montreal or Ottawa is tremendously in favor of the latter cities. Toronto is the centre of the wholesale book business of the Dominion, but our wholesale book houses find the trade with local book stores very inconsiderable as compared with that with Ottawa or Montreal. The book counters in the large departmental stores undoubtedly do a good business, but the books sold are as a rule the lighter class of novels. There are very few homes in Toronto that have libraries of any considerable size? What is the reason of all this? The conclusion we have formed is that Torontonians are so engrossed with business, or with the pursuit of pleasure, that little time is given to literary culture. The yacht or rowboat, the bicycle, the enticements of tennis, cricket or golf in summer, the fascinations of the euchre party, the whirl of dancing parties, and the round of concerts in winter, absorb the time and leave little or no leisure for the cultivation of the mind. Lectures, as a rule, are a failure; literary clubs or circles might almost be counted on one's limited array of fingers. It is not creditable to our city that this is so, but that it is so one could scarcely deny. We hope for a better condition of things, but cannot feel hopeful that it will come except with slow progress. Perhaps some of our readers may suggest means of hastening on the day.

WALL PAPER AND DECORATIONS.

WE devote some space this month to wall papers, and to the new lines of this season. The Canadian factories have done particularly well, and some account of their most artful productions will be found



No. 17 Combination.
MANUFACTURED BY WATSON, FOSTER & CO.

in the following pages. Good business has been done in wall paper this past year, and we see no reason why it should not continue a profitable branch of the bookseller and stationer's business. The new lines contain features on which a fair profit can be obtained, and in these days, when the margin on books and papers is being shaved so close, this is a very important matter.

A FINE SHOW OF WALL PAPER.

Watson, Foster & Co.'s travelers will show the trade a handsome line of wall paper samples this season. BOOKSELLER

AND STATIONER asked to inspect them the other day, and as a result has decided to tell the trade something about the goods. They are well worthy of this, and far more, for the most fastidious decorator will certainly find something to suit him in the large variety of artistic patterns that this firm submit for the approval of their customers. Beginning at the foot of the ladder, so to speak, the common and cheaper sorts, the brown blanks are all new designs, and in the opinion of experts much better value than last year. There is a particularly strong line of new designs in glimmer effects that can be retailed from 4½ to 6½c., and still leave a good profit to the dealer. Seven-yard grounded blanks are also worthy of notice, showing more new patterns than last year. The fact that it takes five large books to sample this grade and the same number to show the following, viz., eight-yard white blanks, gives a good idea of the large variety of designs shown in these two grades alone. The last named is also much stronger than last season. All these have one-band matched borders, and, of course, ceiling to suit. A very full list of 12 oz. flats with blended matched friezes cannot be passed either without mention.

Then come the medal winners, the gilts; if a choice can be made at all in such an excellent assortment. The cheaper grades of these are better value than ever, and some of the prettiest designs in the entire stock are in this class of goods. They are certain to have a quick sale, as will also the collection of 10 and 12 oz. gilts, which are the equal of anything ever shown in this class of wall paper. The variety of new designs seems endless, all the better grades having either blended or clouded friezes to match.

Watson, Foster & Co., it may be noted, are the only makers in Canada who manufacture clouded friezes. Perhaps the most striking feature in the high-grade gilts, in fact all the superior class of goods, next to the designs and colors is the extra fine finish. The surface of the paper is as smooth to the hand as a piece of ivory, an advantage which brings out the gilt work in the different patterns with all the greater prominence.

The assortment of plain ingrams is much larger than usual, each shade being matched with blended and clouded flitter friezes and also ingram flitter friezes and ceilings.

The line of leather goods is certainly as handsome a lot as ever was turned out in Canada. The fact that the engraving for them was specially done in Germany shows that the question of expense was not considered. A closer imitation of the real Morocco

leather would be hard to find. The trade are certain to appreciate these goods.

The space at disposal is too limited to enter into a detailed description of all the patterns, but a few of the more striking may be mentioned. Suitable for a bedroom were several handsome papers:

No. 407, a French cretonne effect designed by a Parisian artist, will make a beautiful bedroom paper.

No. 391, a combination violet effect, the style of decoration being bunches of violets tied with ribbon, is another handsome paper for the same purpose.

No. 402 is another French cretonne design, suitable for bedrooms, and No. 347, a stylish damask effect, comes under the same category.

Among the gilt parlor papers No. 399, a very effective scroll, is a striking illustration



No. 157 Combination.
MANUFACTURED BY WATSON, FOSTER & CO.

of the beautiful finish to these high grade papers, bringing out the gold with great

Watson, Foster & Co.

Manufacturers
... of

Wall Papers ...



Office and Works: { 86, 88, 90, 92, 94
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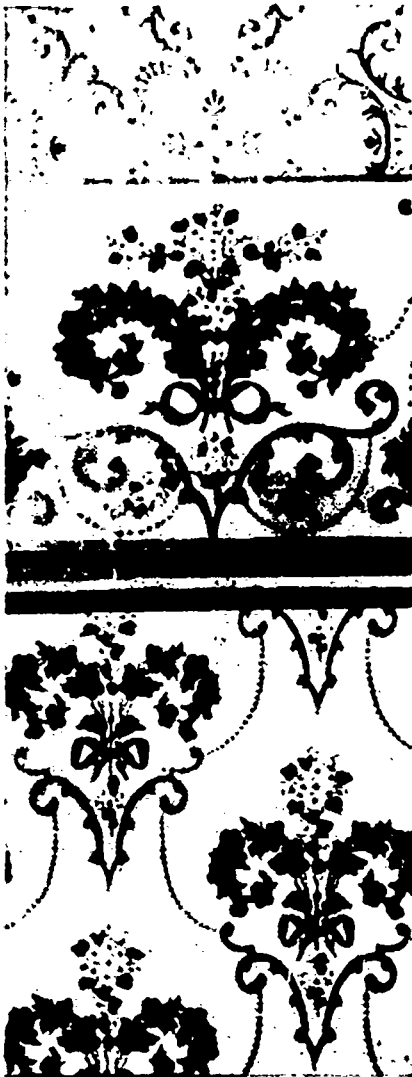
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Montreal ...

brilliancy. This pattern is produced in a great variety of shades.

No. 337 is another gilt, the decoration being a chrysanthemum.

No. 338 and 336 are twogilts, the first a



No. 338 Combination.
MANUFACTURED BY WATSON, FOSTER & CO.

design in poppies and the second in roses, that will beautify any parlor.

A noticeable feature in silk effects are a number of plain stripes, with clouded friezes to match. The quiet tones of these papers are specially adaptable for bedroom decoration.

For hall and dining room decoration rich, deep-toned walls are a desideratum. The leather papers are certain to have a run for this very reason. Two notable examples of the fashionable heraldic treatment are Nos. 315 and 352, which are especially suitable for this class of work. No. 412, a tapestry pattern, is equally so, and perhaps the most striking number of all in these leather papers is 410, an Empire design. It is large in effect, but is considered

the most artistic treatment of the entire line shown this season by the firm.

These are only a few patterns of a large number of others equally good, and, on the whole, the line is one of the most comprehensive that a buyer can have the pleasure of inspecting. Orders to date with the firm show a satisfactory increase compared with last season, which is a good indication that the trade are appreciating the goods. The increase is specially noticeable in the medium and better grades.

THEIR NEW FACTORY.

The new wall paper factory of Watson, Foster & Co., which is being erected at Maisonneuve, is progressing rapidly. It is expected that it will be ready for occupation early in September. The very latest devices in machinery are being employed, and altogether the factory will be among the largest and best equipped of its kind on the continent.

THE WORLD'S FAIR MEDAL.

Watson, Foster & Co. have just received the medal and diploma awarded them at the Columbian Exposition 1893. They were a long time coming, but were worth waiting for, as they are both very handsome.

A CANADIAN FACTORY'S NEW MACHINES.

Colin McArthur & Co. have added another embossing machine to their factory, giving additional capacity in the production of their fine gold papers, also leather papers, the latter being washable, and are now introducing other machinery, to ensure the prompt fulfilment of next season's orders.

A FINE ASSORTMENT.

Colin McArthur & Co. have this season placed before the trade the most perfect line of fine varnish bronze wall papers, consisting of drawing rooms, parlors, halls, etc. The designs of these papers are very graceful and the colorings most attractive. These effects are greatly beautified by the cloud-blended friezes, every one of which is blended from the ground color at the bottom, matching the side wall, to the delicate shading of the ceiling at the top. They are also foremost in the trade by producing these beautiful blends in two-band borders. The varnish bronze papers—all practical men know their merit. They give much greater brilliancy and evenness than attained by the liquid bronzes.

Ingrains are still popular, and have received during these last three months every attention. The cloud-blended glitter friezes are deserving of particular mention. They are graded to meet the prevailing style of decorative effects in both color and design. The dealer will find them useful because of

their intrinsic merit and for the assistance they give in the sale of other fine papers.

Anaglypta, the best relief material for mural decorative purposes ever made, is produced in a great variety of styles: Dado designs for rooms and stairways, side walls, ceiling decoration, all in ornamental relief, festoon friezes, panel friezes, etc.

The great diversity of styles shown by Colin McArthur & Co. gives the dealer a selection from the lowest grade of wall paper to the finest effects that can be produced.

A SANITARY PAPER.

Colin McArthur & Co. have now in course of preparation an entirely new line of goods, the manufacture of which has never before been attempted by the Canadian



Cineraria,
COLIN McARTHUR & CO., MONTREAL.

trade. It is styled "Sanitum," and will be placed in the hands of the trade in the course of a few weeks. It is an entirely new wash

To the Wall Paper Trade



Our samples of new patterns for the season of 1897 are now ready and our travellers will advise you shortly of date they will call.

The line is one of the most attractive we have ever shown and will contain an assortment of all grades of goods, from the cheapest Blanks to the finest Stamped Papers.

Our prices are lower than heretofore made for goods of our manufacture.

We solicit a continuance of your kind patronage.



Colin McArthur & Co.

OFFICE
1030 Notre Dame St.

FACTORY
11-21 Voltigeurs St.

MANUFACTURERS

MONTREAL

able paper, and is protected by letters patent, Colin McArthur & Co. controlling the sale and manufacture of the goods for the Dominion. It differs from the general run of English washable papers in the fact that, once placed on the wall, one's labor is end



Herbelle.

COLIN McARTHUR & CO., MONTREAL.

ed. It requires no staining and no varnishing. The paper has been subjected to all kinds of tests successfully. The sample that was shown to BOOKSELLER AND STATIONER had been under moisture all morning and yet the back of the slip did not show the slightest sign of dampness, while the colors of the pattern were, if anything, brighter. This is due to the peculiar preparation and composition of the material. It is printed in washable, antiseptic color which will never decompose—not with the decomposing, germ-breeding elements which fix the color in

some paperhangings. Further, the "Sanitum" can be washed down with disinfectants without doing the slightest injury to it, thus rendering it an active disinfectant in the sick room. It is as cheap as water color paper hangings and made in all qualities, from the cheapest to the highest grades. The paper has been tested by medical health officers in England. Their reports state that a portion of each sample was left untouched for purposes of comparison, and the other part well washed down with a solution of pure carbolic acid (1 in 40.) After drying no difference could be detected between the washed and unwashed portion of the paper. Results with much stronger solutions were as satisfactory as with the weaker one. In one case it was washed down with a solution of one part of corrosive sublimate in 500 parts of water. This was applied very freely, and there was no marked change in the paper after it had dried. Any chemist knows that a solution of corrosive sublimate 1 in 1000 kills any disease germs within five minutes, and is about the most certain disinfectant known. That the paper can be washed with such a powerful solution and not damaged renders it invaluable for certain uses.

GOOD TASTE AND HEALTH.

The influence of surroundings is great. How many maladies are due to an artistic wall paper or an inharmonious dado? Some persons it is true, are quite independent of surroundings, but there are others on whom the furniture of a room and its decoration will have a most important effect. Thus it is that the medical man, who has hitherto had a firm ally in the cook for producing patients as well as curing them, must also enter into alliance with the house-decorator, and must become versed in the influence of colors on constitutions, and intimately acquainted with the dangers of debased decoration from an hygienic point of view. One can fancy a doctor saying to a patient: "No, my dear sir, you don't require medicine, nor do you want change of air. What you require is change of wall paper, and fresh curtains of an entirely different color. You will never be well in a room so depressingly decorated as the one you at present inhabit."

The Digby, N.S., Paint and Wall Paper Co. is now owned by Clarence E. Woodman alone.

THE FIGHT AGAINST THE U. S. TRUST.

The independent wall paper companies in the States continue their war against the National Wall Paper Co. in the courts. The latest legal decision is that of Judge Wheeler, of the U. S. Circuit Court, in which he decided that the National Wall Paper Co. cannot be prevented from paying the interest of the debenture stock of the company. Judge Wheeler, in his decision, says: "When

this suit was brought, profits had not been made sufficient for the ensuing interest. Now sufficient profits have been ascertained and certified by auditors, according to contract, to warrant the payment. By the terms of the contract of organization, this interest is cumulative. It is a debt rather than a dividend."

The suit against the company was brought by Cresswell Washburn, of Philadelphia. It was the third suit that had been brought against the trust.

AN ENGLISH DINING ROOM.

An English paper says that a notable dining room of a country house has the walls wainscoted with decorators' canvas. This



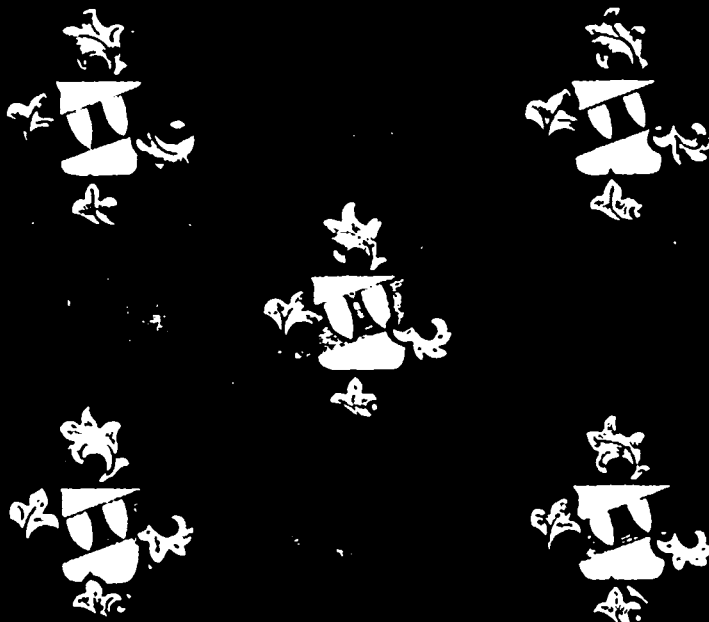
Iskhara Clover.

COLIN McARTHUR & CO., MONTREAL.

is capped with a broad molding, and both have been stained a dull forest green—one of the new "art" colorings. The side



M STAUNTON & CO.



MANUFACTURERS OF
WALL PAPER.
TORONTO.

107-108-109-110 TORONTO

OUR SALESMEN

Are now on the road with our new Samples of Wall Paper for 1897.

Our line will be shown simultaneously throughout the entire Dominion and we want every first-class Wall Paper dealer to see it before buying other makes.

We show a large range of new designs in popular every-day selling colorings and at prices that no other house can undersell.

M. STAUNTON & CO.

WALL PAPER MFRS.

— TORONTO

walls, all the way to the narrow white picture molding that serves as well for a cornice, have been papered with a French paper, in Delt blue on a white background, and, curiously enough, the blue and green harmonize exceedingly well.

A HINT FOR DEALERS.

The dealer who finds his wall paper department a paying business should see that the goods are well set off. If you have a special part of the store devoted to hangings, see that the doctrine of decoration you are preaching to the customer is being carried out in your own place. The walls should be well papered, even when shelves cover a good deal of the space. The ceiling should also be attended to. Unless kept very free of dust, the store should be decorated every year. If you are wholly devoted to wall paper, so much the more need of a good show room. Supposing you are a dealer in a town carrying a line of papers in addition to other lines, it is a good thing to be able to illustrate to customers the arguments you use. Some people don't like ceiling papers. They would sooner whiten the ceilings frequently, lose time, drop whitewash on the chairs and spot the parlor suite, than paper a ceiling. Be able to show them one done, and its advantages, and you sell just so much more paper.

AN UNIQUE COMPLIMENT.

Mr. S. S. Boxer, of Watson, Foster & Co., Montreal, recently had an unusual honor conferred on him. He was elected a complimentary honorary member of the Union Protection Co., Halifax. This is no empty honor, as might appear to anyone unacquainted with this organization. It is the oldest body of the kind on the continent, having been founded in 1768 as an engine company. It is recognized by law, and has rights, privileges and exemptions not accorded to ordinary citizens. For instance, any member or honorary member is exempt from jury or military, or special constable service, the payment of a poll tax, or the performance of statute labor. The membership is limited to one hundred. Mr. Boxer has the proud distinction of being the only honorary member. There was one other, the late Judge Shannon. The honor is harder to get than a title. When the honorary membership was conferred on him Mr. Boxer was presented with a handsome gold badge suitably inscribed.

NEW RANGE OF EXERCISE BOOKS.

Buntin, Gillies & Co. have issued a new range of scribblers and exercise books for the school opening trade next month. The designs of covers are attractive, and the goods are excellent value and should have a large sale.

A REVIEW OF M. STAUNTON & CO.'S NEW LINE FOR 1897.

IN making a success of the wall paper business a good deal depends on consulting the popular tastes and requirements of the market. This is one of many advantages which the Canadian manufacturer of wall paper has over the foreign maker. The Canadian maker hears from the trade what lines sell best, what lines suit home requirements, and is able to keep these facts in view when getting up new designs for next season's trade. The foreign manufacturer, of course, cannot be expected to consult Canadian special tastes, as his attention is generally fully occupied in looking after the necessities of his own market.

In going over the new wall papers for this season shown by M. Staunton & Co., Toronto, one is impressed by the evident fact that the firm have carefully studied Canadian requirements, and, guided by the experience of past seasons, have made a specialty of popular lines that will meet current tastes and be safe stock for the dealer to invest in. The new papers are all bright, attractive and fully up to date. Great pains have been taken to improve the better grades of goods, and a larger line of richer colorings are shown, as fashion at present inclines to warm, bright tones of color. Some very elegant bronze effects are noticed in these. But the firm have not overlooked the fact that there is always a large demand for the less expensive lines and particular efforts have been made to get out this season a large range in these papers, which, both in colorings and patterns, show a striking success in producing fine effects at a low cost. In the cheaper grades are a number of strong, bright colorings, Staunton & Co. having found last season that patterns of this kind were highly popular. They are giving better value, too, in these lines than ever before, and in grade 2 are showing a number of patterns in two colors where only one color was employed heretofore. Every hanging, even in the least expensive lines, has a border attached, and all have ceilings to match, with the exception of the very cheapest. Finding that the blended friezes introduced by them last year met with marked success, the firm have produced a much more extensive range of them in this season's line. They will be found matched with ingrain papers, with flitters, embossed and plain gills and white blanks. Another feature this season is the reduced price in gills and embossed papers, superior values being offered, the idea being to give the dealer papers of equal merit to imported lines, thus saving him the entire duty and affording a good chance for extra profit. The price of plain ingrains has also been

slightly reduced. In ingrains some new colors are shown, a pink and a pearl shade being particularly good.

A few of the handsome new patterns presented this season by M. Staunton & Co. merit a word or two of detailed description. No. 1146 is a handsome pattern, Italian in ornamentation, with an attractive 18-inch frieze and ceiling to match. The design is an effective one for hall or dining room, and, in the richer tones of coloring, for libraries. This paper is shown in gills, embossed flitters and ingrains.

Another (No. 1151) design, at the same price, is a tasteful treatment of the fleur de lis, and makes an attractive dining room or hall paper. The frieze for it is also matched with ingrains for which it is admirably adapted.

For a parlor decoration nothing is prettier than No. 1150, a treatment of the hollyhock, brought out in bright attractive coloring and likely to be a good seller. The flowers as drawn are of moderate size, showing a good deal of the ground work of the paper. Probably one of the handsomest papers to be shown this year is No. 1149. The design, Italian Renaissance in style, combines a good hold drawing in an ornamental scroll effect with a flower and leaves skilfully introduced. The frieze is especially clever, the artist having worked in the details of the design in a most pleasing manner.

No. 1148, shown in combination with a 9-inch frieze, sampled in white blanks, and the better grades, is a Romanesque scroll. The drawing is gracefully executed in a lighter style than is usually seen in this class of design. The match ceiling is particularly light and graceful.

A dining room paper (No. 1178), one that is well worth the dealer's attention, is a bold drawing of the Renaissance period, showing some fruits, with a horn-of-plenty, grouped with artistic taste. In this pattern, some of the richer colors in browns, terra cottas, greens, and old blues, with blended friezes, are sure to prove attractive.

In bedroom patterns the firm are no whit behind their excellent papers for other purposes. Two very pretty patterns noticed are a combination of buttercups and daisies and an adaptation of the Carolina jessamine. These are both shown with 9-inch friezes, and with their dainty ceilings are particularly suited for pleasingly decorating bedrooms. As a call is often made for bedroom effects, with narrower borders to suit special tastes, the firm have produced a neat little pattern (No. 1156) with a 6-inch border. It is a conventionalized treatment of the margold and is shown in some decidedly pretty colorings. Among other designs may be mentioned Nos. 1154 and 1155, two good

general purpose papers, suitable to almost any room, and which will prove generally salable. One shows a bold drawing of a fern and the other a graceful spray, with a festoon in gold and mica effects.

These are but a few of the many new designs which will commend themselves to the dealer, and it is not necessary in a brief article like this to go more fully into the handsome patterns which the writer inspected at Staunton & Co.'s factory. Speaking generally, a larger range of white blanks are shown this season than usual. Many beautiful effects in colored micas will be observed. Instead of the grounded brown blanks, which have held a place for a long time, the firm are this year making a line of white blanks in 7 yard lengths, the stock and designs being almost, if not quite, equal to the regular line of white blanks. Altogether the trade will likely be well pleased with this season's production, especially in the every day popular lines that the dealer can handle for the largest number of his customers.

INCREASING THEIR FACILITIES.

M. Staunton & Co. have shut down for their usual summer overhauling. Some improvements are being made that will still further increase their facilities. They will be printing again in about 10 days, and anticipate a big season. Their new samples have been shown to the largest dealers and some big orders have already been booked. Those who have seen the line speak highly of it.

THE AUGUST "CANADIAN."

The Canadian Magazine next month will be a "flower and fiction" number. It will contain many illustrations of Canadian flowers and a good deal of fiction. The University series will deal with Trinity. A poem by Roberts, illustrated by Fred Bugden, is promised.

THEIR PREMISES GOT TOO SMALL.

It is a gratifying condition of affairs when a firm is compelled to enlarge their premises or remove to others more commodious. This latter alternative has been the experience of the Alpha Chemical Co., Berlin, Ont. The premises to which they will remove, and which they have purchased, is on Foundry street, Berlin. The structure is a large four-storey building, and the Alpha Chemical Co. will take possession about September 1, when the firm hopes to be able to fill all orders promptly. The recently acquired premises of the firm are favorably situated, and the price paid the owner, Mr. Joseph Bugden, is understood to have been a good one.

THE MONTREAL TRADE AWAKE.

THE bookselling and stationery trade in Montreal are considering how the competition and cutting of the department stores can best be met. The trade held a meeting some time ago, and a committee was appointed to discuss a plan of action. The committee has met since from time to time, and has done a good deal of work, part of which is classifying the kind of goods that would be proper for the various merchants and traders to sell, but giving very generous latitude. One of the committee tells BOOKSELLER AND STATIONER that they are almost ready to report to a meeting of the trade, which will be called. The plan will be presented both in English and French, and will look towards legislative action to regulate the unrighteous monopoly of departmental stores.

CANADIAN BOOKS.

MR. CLIFFORD SMITH'S book of Canadian stories entitled, "A Lover in Homespun," is having a sale quite remarkable in view of the author being almost unknown to the reading world. The book should sell well. They are good stories that Mr. Smith tells, and he tells them exceedingly well, and what else should the reader ask? We have grown so accustomed in our narrow provincialism to look abroad for brilliant literary work that we are apt to greet with an incredulous shrug of shoulders the story of success won by a Canadian pen. W. E. Hunt's "Poems and Pastels" is another book among recent productions that Canadians should regard with complacent pride. There are in it elements of literary skill and strength that promise a place for the author well up in the front of the brilliant band of younger Canadian writers. Both of the writers we have mentioned are journalists, and both are residents of Montreal.

AGAINST DEPARTMENT STORES.

The booksellers and newsdealers of Portland, Oregon, met to see what could be done to counteract the effect of department-store methods on their business, and drew up the following, which was signed by 13 firms and individual dealers:

"Whereas, certain concerns in this city engaged in dry goods and other lines of business, not related to news, stationery, etc., legitimately, are introducing into their stock books, magazines, etc., and selling the same merely as advertisements, for cost, and less than cost, procuring their magazines by roundabout means, misrepresenta-

tion, and, in some instances, by subscriptions in bulk, to the detriment alike of the interests of those engaging in the news and book trade, and the publishers of said magazines and books, the undersigned

"Resolve: That we will not exhibit in our windows, nor give prominence upon our counters, to any magazines whose publishers furnish the same to any of the dry goods houses or other illegitimate competitors in this city, and we will discourage and discontinue as far as possible the sale of such magazines as are supplied to dealers as stated above.

"Resolved: That we will give our preference and special attention to the increase of the sale of such magazines and other publications as are kept within what we believe to be the legitimate field, viz.: the news-dealers and bookselling trade."

THE JULY MAGAZINES.

"Is There Another Life?" by Goldwin Smith, is the only Canadian contribution in The Forum. President Eliot, of Harvard, advocates an arbitration treaty with England.

The Canadian Magazine has good articles on Victoria University by Dr. Hough, the Highland Regiments by C. E. Macdonald, and the 29 years of Confederation by Frank Veigh, and the continuation of Ian MacLaren's story.

The New Bohemian (Bohemian Pub. Co., Cincinnati, Ohio.) is a modern ten-cent monthly with short stories, brief, bright articles and good illustrations. The Trappist Monastery in Kentucky is the subject of a profusely illustrated article.

Goldwin Smith has an article in The Cornhill Magazine on: "Burke: an Anniversary Study."

The National Review contains several Canadian-flavor articles: "Commercial Federation," by J. G. Colmer, C.M.G.; "Canada and the Empire," by Principal Grant, D.D.

POPULAR CREPE TISSUE.

Plain white and colored crepe tissue is being superseded by the chromatic or tinted-edged goods of same nature. Buntin, Gillies & Co., Hamilton, are putting a large line of this on the market for the coming season, using the celebrated "Dancing Girl" brand of papers in all the light shades, but with the ends of the roll colored in different tints. These goods are bound to have a great sale, as they make up so well to all the articles which the fair sex manufacture from this material.

M. Blight, formerly with Revell and Copp, Clark in Toronto, has gone to New York to enter the book business.

FANCY GOODS AND STATIONERY DEPARTMENT.

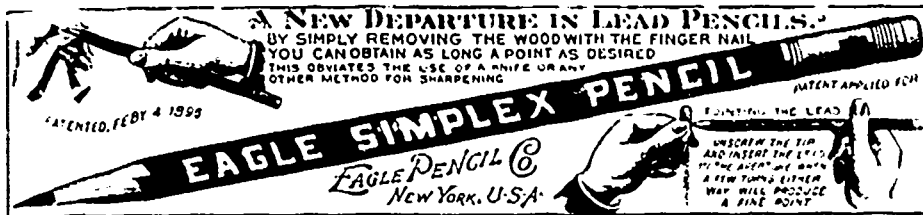
THE SIMPLEX PENCIL.

One of the most ingenious lead pencils we have ever seen is one which is so contrived that it possesses in itself all that is required in its use. In appearance it differs very little from the ordinary lead pencil, but on closer examination it is found to combine pencil, rubber and sharpener all in one. In the black lead pencil described in the accompanying cut, the cedar, which

Cooler." It is made of zinc, lined between the inner and outer case with gilt, and containing a glass jar provided with a spout and handle. The ice when placed in the jar and covered up will keep for ten hours. This line wholesales at \$1.50 each.

SPORTING GOODS.

Lawn tennis, baseball and cricket supplies of all kinds have had a good sale with H.



is a compacted stick of spirally cut wood, can be readily scraped off with the thumb-nail, so as to expose as much of the lead as is required, and in the removable nickel tip is a tiny blade, which sharpens the lead with a turn or two of the forefinger and thumb. This unique contrivance, which is called the Simplex Pencil, is shown by Warwick Bros. & Rutter, and there is no doubt they carry a novelty that will prove as interesting as it is useful. Red and blue pencils similarly constructed, and without rubber tips, are also to be had, but when the continual trouble of using a penknife or pencil-sharpener can be so easily obviated, it is evident that this line will cause a revolution in the lead pencil branch of the trade.

ORIENTAL LANTERNS.

This is the season for garden parties and other fetes of the kind. Japanese and Chinese lanterns are a necessary illuminant for such gatherings.

H. A. Nelson & Sons have a wide range of these goods exposed at present, from the ordinary all-paper 5c. article to the delicate creation of silk, paper, bamboo, etc., fashioned by the deft fingers of the children of the Orient. They also carry a full line of the accessories of this trade, candles of a composition made especially for these lanterns, lawn sticks for placing same, etc.

LUNCH BASKETS.

H. A. Nelson & Sons show a very large line of lunch baskets this season, from the humble 10c. basket to the mammoth indurated fibre family lunch case. This, by the way, is a very ingenious contrivance, keeping the eatables cool and moist besides being rain proof.

THE CALCUTTA WATER COOLER.

A handy contrivance shown by H. A. Nelson & Sons is the "Calcutta Water

A. Nelson & Sons. They show two specimens of good value in these goods—a lawn tennis racquet at 85c. each, and a ball at \$2.75 the dozen.

A NEW LACROSSE BALL.

H. A. Nelson & Sons are offering this summer a new regulation lacrosse ball, which is in many ways superior to the old style balls. It is hard, yet buoyant, being composed of pure rubber of the best quality, and conforms to all the requirements of the League's regulations as regards size, weight, etc., and is 20 per cent. cheaper than the imported article. It has been tested by several of the big clubs, who are now using it exclusively.

SCHOOL SUPPLIES.

Warwick Bros. & Rutter report that their magnificent line of exercise and scribbling books is meeting with great success. Heavy orders from all parts of Canada for these books, together with school stationery and sundries, testify to the ability and experience of this enterprising firm in placing on the market a line of school requisites which they assert to be the most complete in Canada.

CAROM IMPROVED.

H. A. Nelson & Sons having made a new arrangement with the patentees of this popular game, are in a position to place it on the market to retail at \$1.50 each instead of \$2.50, as last year. They report having taken some large advance orders, and dealers should not delay in providing for their requirements. A number of improvements have been made in the game, notably the enlargement of the centre well, making the centre carom shot more easy of accomplishment. This is undoubtedly one of the most scientific and interesting games for young

and old that has ever been put on the market.

THE BLACKBOARD SEASON.

We desire to call the attention of the trade to the advertisement of the Berlin School Supply Co. This firm makes a specialty of liquid slating for blackboards, which is highly recommended by some of the foremost educational institutions in Ontario. As vacation is now with us, school, etc., will be repairing their blackboards, and we would recommend you to stock some of this line. They are also manufacturers of blackboard erasers, rubber tipped pointers, and blackboards of all descriptions.

THE LATEST LONDON STATIONERY.

Marcus, Ward & Co., Ltd., the English stationery house, are noted for the quality and excellent taste displayed each season in the new writing papers which they put on the market. THE BOOKSELLER AND STATIONER has been shown seven or eight of the most popular lines of papeteries, and has been asked to pronounce an opinion upon them. In small note size, the Queen of Hearts, of Clubs, of Spades and of Diamonds are four prettily-designed papers, put up in attractive little boxes, one quire in each. The design is simply engraved in the left-hand corner of the paper, which is otherwise perfectly plain, as are the envelopes. Another papeterie is the Linear Repp, shown in white and delicate cream shades of blue and green—very tasteful and nicely put up. The paper is water-lined, and the envelopes are of fashionable shape. The Linear Repp, small note size, is shown in salmon pink.

Two other papeteries will attract by the designs upon the boxes. The Heather Bells and Fern Fronds is a fancy paper, in colors,

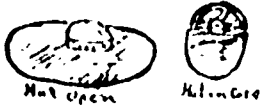


perfectly square, in narrow oblong envelopes, and put up in the charmingly-decorated box which the heather color with a fern spray naturally enables the makers to produce. Last, but not least, is the Royal Irish Linen writing paper, which is a finely-finished, but not expensive, line. It is put up in two

styles. The mill team wrapper, with its deep blue shade, will do well with those who appreciate and know the quality of the Royal Hush. The firm are, in addition, putting up this paper in two-quire lots, with envelopes, in a handsome box. The box top is a fine photogravure of a girl spinning. This line is having a large sale.

A NEW FISHING HAT

Followers of Isaak Walton will appreciate the Fisherman's Hat, a unique novelty, handled by H. A. Nelson & Sons. It folds up into the space of a man's hand, will go easily into a pocket, while open it covers a space 18 inches in diameter. The inside of the brim is lined with green, making it restful to the eyes, and the crown is ventilated. It retails at 50c. each.



TOY WATCHES

Toy watches for this season are out in great variety, as everyone who inspects H. A. Nelson & Sons' line can testify. A nice nickel engine-turned case, moving hands, etc., etc., retails at 50c. also a special line of miniature watches, about the size of a twenty-five cent piece, with a fancy watch pin to attach to the dress, retails at 50c. each.



ASSORTED IN SMALLWARES

In smallwares H. A. Nelson & Sons show, as usual, an extensive assortment of pen and jewel boxes and trays in silver and



gold plate. Suspender and fan boxes are new things this season, in embossed hand-colored celluloid, and numberless other novelties of the kind.

SAFETY BOTTLES

H. A. Nelson & Sons have taken the agency for Paul's well-known safety ink and mucilage bottles filled. It is impossible to spill the contents by upsetting, for the fluid will escape in no way except by deliberately holding the safety valve open and turning the bottle upside down. They not only have this advantage, but they act as a gauge for the quantity of ink taken up by the pen. The



following lines are always in stock: 3 oz. pints and quarts writing fluid and crimson 4 oz. writing fluid.

NERLICH & CO.'S NEW GOODS.

Mr. E. Nerlich, of Nerlich & Co., has returned from the European markets, after several months' absence, and has brought back with him a host of novelties and new goods, which the trade will shortly have an opportunity of inspecting. The season's importations are daily arriving in large quantities, and the staff are at work arranging the sample rooms for the customers who will be in early next month. The new goods, which BOOKSELLER AND STATIONER has had merely a glimpse of, will please the trade, as Messrs. Nerlich seem to have surpassed former efforts, and to have chosen a great quantity of salable and attractive lines.

Meantime, a few of the new goods which may be wanted for present or early autumn trade may be mentioned. A large range of Noah's Arks are seen. These are very nicely finished, and many of the animals are of large size. The arks will retail from 50c. to \$2 each.

A pretty novelty are the china boots for holding flowers, etc., in quite a new style, directly imitating patent leather and tan boots, the shades being exact and the finish extra good. These will retail at 25c.

A line of satin finish glass vases and ornaments, with hand-painted decorations, will please the trade. The shapes are decidedly striking and tasteful, embodying the latest European ideas. These will retail from 25c. and 50c., and are superior goods at those figures.

Some summer novelties include pewter candlesticks, etc., in the shape of animal, floral and devil designs. The devil's candlesticks have movable head and scarlet finish. These are cheap goods.

Last, but not least, a word is due to the new paint boxes and drawing slates. These should sell on sight. The paint boxes are shown in large range, to retail at 10c., 15c., 25c., etc., and even the cheapest lines come in handsome japanned tin boxes. They are provided with good moist paints, may be used palette fashion, and are suited to any young amateur. The drawing slates, in the new goods, are very attractive, the accompanying plates are colored, and colored crayon pencils to enable the designs to be properly worked out accompany each slate. The combination paint box and drawing slate, uniting the best features of both above lines, is a wonderful line, and can retail at 25c.

MESSRS. TUCK & SON'S CALENDARS.

Not content with producing a gigantic collection of Christmas cards, Messrs. Tuck &

Son are showing calendars for 1897 upon the same scale. With the calendars the variety is even more marked, as the latitude allowed for shape and combination gives opportunity for happy ideas and elaborate treatment that the firm's designers have not been slow to take advantage of. There are no less than 28 to sell at a low price. In the cheap line a cleverly carried out idea is "The Century" a quarto revolving calendar for the years 1791 to 1920. Ye Deyes of Olde and Powder and Patches are refined illustrations of the old time manners, while of a broadly humorous turn is the Alabama Coon, the shining face of a negro boy deeply engaged upon some fruit from the "melon patch." A very pretty idea is embodied in "Fleeting Months and Golden Hours, both being beautiful representations of a bunch of flowers with folding petals, underneath which the twelve months are to be found. Musical Mews and Art Critics also possess the point of a happy thought, carried out in the best taste; while Home, Sweet Home, Wings of Time, and Sunny Days, are of the standard usually associated with the word calendar. A special word must be given to A Year of Sunshine and Flowers of the Year. These are superb specimens of floral design in the style of Prang's water-color studies, and we shall be surprised if the demand for them does not soon exhaust the supply. Warwick Bros. & Rutter, the Canadian agents for these goods, report excellent sales for them so far this season.

SCHOOL HISTORIES.

"Things New and Old" is the title of a series of readings in English history arranged for use in schools by H. O. Arnold Foster, M.P. The first two volumes are a series of stories in the simplest of language for the lowest classes. Messrs. F. E. Grafton & Sons, Montreal, who are the Canadian publishers, will issue only the remaining five volumes of the set, which give a complete history of the English nation. Standard III. is for the use of pupils entering the third class, and the others are graded accordingly. These books are on the right track as regards teaching, interesting the pupil by showing clearly the connection between "things new and old." There are numerous illustrations, and the more important words are printed in heavy type, so as to catch the eye readily. The books are remarkable for the strong binding, being sewn with wire. For reference, at the beginning of each reign is inserted a list of the principal persons and events of the reign. Altogether, the history of England, which is so often dry and uninteresting, is presented in a way which proves very attractive to young readers. They are published in Canada under the title "Grafton's School

Histories," are authorized in the province of Quebec, and were used in Montreal high schools last year.

LINES THAT SELL.

The fine line of scribblers and exercise books put on the market this season by the Copp, Clark Co., Ltd., are selling well, and seem to be highly appreciated. Their special sizes in the Corncob, Honeysuckle and Hollyland series seem to be selling favorites. In the exercise books, covers like the Cherry Ripe and Strawberry, on box board, are doing well. In the Royal scribblers the Pansyland, in Bristol board, and the Marguerite and Lillyland series, with their three colors, are prime favorites.

NOTE AND RECEIPT FORMS.

The Copp, Clark Co., Ltd., are putting on the market several new lines of promissory notes and receipts. They are shown on tinted linen paper, finely lithographed with a tasteful design in the corner. One line is done in two tints of the same color. These are shown in all sizes, two, three or four to the sheet.

BASEBALL GOODS.

The Copp, Clark Co., Ltd., it may interest the trade to know, carry Spalding's baseball goods, and have in stock full lines of bats, mitts, balls, etc.

CANADIAN BOOKS AND WRITERS.

REV. C. H. MACKRIDGE is publishing in England, from the office of Church Bells, London, his history of "The Bishops of the Church of England in Canada and Newfoundland." It is copiously illustrated.

J. Castell Hopkins is now in England gathering fresh materials for his "Life of Queen Victoria," to be published the coming winter by the Bradley-Garretson Co., Ltd., Brantford.

The Montreal Star's prize for the best essay on the bicycle was won by J. Macdonald Oxley, the noted Montreal litterateur.

"May God Preserve Thee, Canada," the national hymn composed by R. S. Ambrose, of Hamilton, was sung at the Dominion Day entertainment given by Sir Donald Smith in London.

L. S. Channel, Cookshire, Que., and Desbarats & Co., Montreal, are printing a history of Compton County. It will contain a biography of the late Hon. John Henry Pope, written by Hon. C. H. Mackintosh. Price \$4.

J. G. Colclough, son of J. R. Colclough, of Bic., Que., has been appointed secretary of the British Chamber of Commerce in Paris. Mr. Colclough is well known as a

writer of magazine articles and a text-book on the law of contract.

E. S. Carter, of John, has published Mr. Fenety's "Life and Times of Hon. Joseph Howe." The price is \$1.50.

Miss McLachlan is preparing for the press a new edition of the poems of her late father, Alexander McLachlan.

It is said that the poems and verses of "The Khan" (Mr. James Kernighan) have been collected, and that a Toronto house will publish them this autumn.

A LARGE STOCK CHANGES HANDS IN BRITISH COLUMBIA.

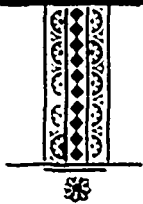
The entire stock and goodwill of C. Braund & Co., booksellers and stationers, has been purchased by the firm of T. M. Hibben & Co. The value of Braund & Co.'s stock as per stock book amounted to about \$10,000, and 50 per cent. on the dollar was paid by Hibben & Co. During June a special sale has been under way. It is the intention of Hibben & Co. to transfer the balance of stock to their present place of business, to be disposed of in the ordinary course of business.

The purchase of the present stock will make the seventh bookseller and stationer's business absorbed by the old established house of T. M. Hibben & Co.

The Toy of the Age.

Amusing to Young and Old.

MAGIC BOX



The latest invention in the Toy line.
Patented in all countries.

MOST SIMPLE

CANNOT GET OUT OF ORDER

Retail Price, 75 cents

Endless fun.

Continuous variety.

NERLICH & CO. 35 Front Street West . . . Toronto

Wholesale Fancy Goods, Toys, Glass and Chinaware. Send for Samples.

SHOULD EMPLOYEES READ THE BUSINESS PAPER?

By NATHANIEL C. FLOWER.

In every mercantile reading room are filed the representative trade and commercial papers.

In nearly all business and factory offices are kept the trade papers representing the industries.

Intelligent manufacturers and managers read their trade papers regularly and carefully, and when they are through with them they are handed to the department heads, and from there reach every class of employee, except that of ignorant labor.

The good trade paper is not only a correct mirror of business, but it is a text book and a volume of successful lessons.

Where you see success, there you see trade papers.

The trade paper is a necessity, and is more and more being so recognized, for, faulty as it may be, and there is nothing perfect, it is the best arena for the exchange of thought and for practical illustration of successful making and doing.

The capitalist should read the trade paper, because it tells him how his money is making money.

The active manager should read the trade paper, as he would read any other work of business education.

The workman should read the trade paper because it broadens the scope of his mind, and lifts him out of mechanical ruts.

The trade paper should be in every office in every superintendent's room, and in every reading room for workmen.

If there be many employes there should be many copies of the same paper.

Are trade papers read?

Look at the crumpled pages—see how they show the effect of handling and rehandling.

If you then doubt that the trade paper is read from beginning to end, put a little item about yourself in the most obscure corner, and count the number of references by mail, and verbally, that come to you concerning it.

Get married, and ask the trade paper to print the marriage notice, or if you have a bouncing boy, let the editor pleasantly speak of it. Then visit your cousins, and the cousins of your cousins, if they are in your trade, and there'll be no need of telling them about it.

If all the folks in trade who know you will read these little social items, how much more

reason there is to believe that they will read the words which mean more business for them.

Each copy of a daily paper may have but one reader, but every copy of a trade paper has from one to one hundred readers.

You will not have to make your employes read the trade papers, you will not even have to suggest it, you have simply to give them the opportunity.

I know that most trade papers contain a superabundance of chaff, and that the reader must separate from it the kernels of wheat, but, compared with other publications, there is more food to the square inch in the good



(Specimen Returned to Sender.)

trade paper than there is to the square foot in any other publication.

Perhaps the editor of the trade paper may not be correct in all that he says.

If he were infallible, he wouldn't be editing a trade paper, for there would be a place for him in some other and better world.

If he be wrong sometimes, or wrongly expresses himself, then the employe can, by using his mind, learn manufacturing affirmatives, by reading the negatives.

The reason that trade paper advertisements are read more than any other class of advertisements is because the trade-paper

advertisement contains money-bringing information, and everybody in trade is interested in what everybody else in the same trade has to say to the public, and the trade paper advertisement is the cheapest, easiest and most sensible method for a man who makes and sells anything to tell the man who buys that something that he has that article for sale.

TRADE NEWS.

G. H. Caughell & Son have bought out Geo. H. Hinch's drug and stationery business at Aylmer, Ont. Mr. Ernest Caughell will conduct it.

Russell & Co., Winnipeg, secured the contract for supplying books to the free library for the current year.

The Whaley, Royce Co., Ltd., Toronto, is being incorporated by Ontario letters patent. The company's capital will be \$100,000 and the incorporators are: Er Whaley, George Cooper Royce, E. Gallop, A. H. Clemmer and A. L. E. Davies, all of Toronto.

The Hamilton School Board has awarded the contract for kindergarten supplies, books and stationery for the Public Schools and Collegiate Institute to R. Duncan & Co. instead of John G. Cloke. In one of the items Duncan & Co. had tendered on 200 dozen instead of 200 cards, and the contracts for the kindergarten and other supplies were separated, but as Mr. Cloke would not consent to supply a portion of the contract at the price he had tendered on all of it, the whole contract was given to R. Duncan & Co., his price being \$5,092.82. The whole tender of Mr. Cloke amounted to \$5,106.72.

Karn & Co.'s music store at St. Thomas was robbed one afternoon in the absence of the assistant, Miss Bromell, and two cash books with a purse containing \$12 were stolen.

Mr. C. W. Graham, manager of Buntin, Gillies & Co., Hamilton, has gone on a visit to the Pacific Coast. He makes the trip in the interest of his house and with the object of becoming personally acquainted with the firm's many customers in the western provinces. Mr. Graham is accompanied by his wife.

The Thomson Stationery Co., Ltd., consisting of Messrs. J. A. Thomson, M. P. Thomson and Mrs. Marcella Thomson, of Vancouver, B.C., have obtained incorporation. The capital stock is \$75,000, and the new company takes over the large and flourishing business of Thomson Bros., Vancouver.

AN INTERESTING BOOK.

THE mention of the first few chapter headings in the new book, "The Canada Company," being issued by William Biggs, will give some idea of the scope and treatment of the work: "Spirit of the Times," "The Father of the Company," "Canada as the Company Found it," "The Face of the Land," "From Champlain to Gooding," "The Kings of the Canada Company," "The Colborne Chique," etc. The following extract, which we are permitted to make from the initial chapter, gives a fair idea of the sprightly literary style that marks the entire work, and which promises rare pages for the reader:

"In 1825 Galt had put the final words to the 'Last of the Lairds,' and set sail for Canada with his grant of 1,100,000 acres of land in his pocket, and his brain busy with emigration schemes. That year was famous in London for schemes and company-making. It was a time, famous still, for busy brains of many kinds, and the nursery life of those who were to make the succeeding years remarkable in the world's history. Miss Nightingale was a school girl, the Duchess of Kent was giving her life to the formation of that character which has been England's happiness ever since, and a little

girl, whom the world was to know under the masculine name of George Eliot, was drinking in the learning and the wisdom to appear afterwards in her closely written pages. Grey, Brougham, Peel, Lyndhurst and Melbourne, were speechifying, and Disraeli and Gladstone were the youths who listened to them; Burns and Byron were warm and palpitating memories; while Scott, Moore and Wordsworth were furnishing feasts for a youth named Tennyson, Crocker, Maginn, Ellis, Gifford, and a host of others, were making things lively in reviews; Harriet Martineau had begun to write; Fanny Kemble was delighting audiences from the north of England to the south; Crusty Christopher, Hogg, Galt, Dunlop, and Alan Cunningham were enjoying their Noctes Ambrosianæ; while the memory of Nelson, and the living presence of the Iron Duke, were as an afterglow of peace upon victory. The Mexican mountains delivered up their ingots of gold and silver, the pearl oyster yawned in surprise at the diving-bell; diamonds and gold dust were brought from Africa, and travelers, tempted abroad by so many varied attractions, piled the booksellers' stalls with tales hard to be believed. The air, too, was filled with scientific discovery, the railroad, the steamship, the photograph, were about to be given to a

world which was half wondering, half credulous, soon to be wholly believing.

"And in spite of all this progress, Canning and Castlereagh, and others less famous, were fighting duels, or pretending they were ready to do so. Canada was remote from the new birth, but even she felt the quickening; for Britain was about to send a new class of emigrants to jolt over her corduroys and thread-bridle paths through her woods.

"In Ireland, Lord Edward Fitzgerald, though dead, lived in the hearts of the people; the rough-coated, down-trodden Celt had a long memory and a keen wit; he sighed for a 'patch' and a log cabin, with a cow and other things desirable in life. To the Huron Tract he came, leaving behind him the bleak mountains of Clare dotted over with forsaken mud hovels, the reclaimed bogs of 'farms' rented at exorbitant prices, and the peat stack which held the keg of poteen.

"Thus, then, was the Britain to which Galt, Dunlop, Strickland, Don, Hyndman, Haldane, Luard, Lizars, Jones, and a host of others, belonged. The pamphlets of the Canada Company had fallen among them, and into the depths of the Huron Tract they carried their knowledge, their tastes, their habits, and their enthusiasms."

Watch the Flowerland Series Grow

OUR . . .

Corn-cob, Honeysuckle
Hollyland and
Invincible Scribblers

Are special sizes and special paper.

OUR NEW . . .

Crocusland
Buttercupland and
Lilyland Scribblers

Are marvelous value and the designs are works of Art

THEN

Cherry Ripe, Strawberry, Gladiolus, Carnation, Dandelion
and Chrysanthemum Exercise Books will sell on sight

When sending for samples, remember "The Flowerland Series."

The Copp, Clark Co., Ltd., - Toronto

NOTICES OF NEW BOOKS.

A LOVER IN HOMERUN AND OTHER STORIES By P. Clifford Smith. Cloth, 21. Paper 50. William Briggs, Toronto.

THERE are eleven stories in this volume, brightly and gracefully written and illustrative of incidents in Canadian life among the French Canadians, on the railway, etc. The touch of sentiment in the love tales is not overdone, and the characters are natural. There is nothing crude or strained in the writing, and the book deserves to succeed as a contribution to light summer fiction of a healthy entertaining kind. Mr. Smith is a member of The Witness staff, Montreal.

AN ARMY WIFE By Capt. Charles King. Cloth, Illustrated. \$1.25. F. Tennyson Neely, New York. Toronto. New Co., Toronto.

Capt. King has made a great hit with the dashing military stories of which this is a good example. Western military post life and plenty of incident are the leading features.

A LAODICEAN AND DESPERATE REMEDIES By Thomas Hardy. Macmillan's Colonial Library. Cloth. Copp, Clark Co., Toronto.

Two of Hardy's best known modern novels. His realistic style and startling views of life are well known. These novels have a steadily growing constituency of readers and are always good property from the trade point of view.

ROBERT BURNS By Gabriel Setoun. Famous Scots Series. Cloth, 1s. 6d. Oliphant, Anderson & Ferrier, Edinburgh and London.

A vivid, brilliantly conceived memoir of one of the greatest poets the world has ever produced. It is critical yet sympathetic, detailed yet comprehensive. The life of Burns is inseparable from his poetry, and his biographer has given a true picture of the environment and difficulties which so

vitaly and painfully affected the product of his muse. Burns, the man, is dealt with, too, in vigorous and skilful fashion. He is defended from much of the slander and misapprehension which his own open confessions and the tattle of the unco' guid have generated. This biography, we predict, will be popular with Scottish folk everywhere. Within brief space is compressed a vast number of details of Burns' career. It is written with spirit, and the biographer has not allowed his advocacy of the poet's cause to be less than discriminating. The book, in fact, is an ideal little life of Burns, and should be much appreciated in Canada, where so many sons of Scotland and readers of Burns are to be found.

CANADIAN SAVAGE FOLK The Native Tribes of Canada. By Rev. John Maclean, M.A., Ph. D. Wm. Briggs, Toronto.

This beautifully bound and profusely illustrated volume is the most complete work on the Indian races in Canada yet issued. Parkman in more than one of his works deals, as far as space would permit, with the subject. Dr. Maclean traverses the whole ground with great wealth of historical knowledge, intimate personal familiarity with the subject, and a lively literary style. The book is filled with anecdotes, and many pages are as intensely interesting as a romance. The religion, language, and other phases of the question are fully gone into. The habits, characteristics, etc., of the races are well brought out. No more entertaining book has been published.

DENIS, A STUDY IN BLACK AND WHITE By Mrs. E. M. Field. Macmillan's Colonial Library. Cloth. Copp, Clark Co., Ltd., Toronto.

This is a powerful story of the famine years in Ireland. It appears to be a true picture of that unfortunate nation's problem,

in which landlord, peasant, priest and agitator play their parts, and which, after centuries, is still unsolved. Mrs. Field is a true artist. While the land and social problem in Ireland is different from what it was in O'Connell's day, yet the essential conditions are not greatly altered. The characters of the various classes are practically unchanged, and it is in drawing these Mrs. Field shows her skill. Of the many tales about Ireland we doubt if a better can be produced.

DISTURBING ELEMENTS By Mabel C. Birchenough. Macmillan's Colonial Library. Edition. Cloth. Copp, Clark Co., Toronto.

A pleasant, rattling story of cross purposes in love-making—not of the sickly, sentimental type, but vigorous and clever in dialogue, and with skill in character sketches. The plot is slight, but interesting enough, and the book above the average as a novel of modern society.

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Incorporation is being asked for H. A. Nelson & Sons, Ltd., under the Companies Act, the capital to be \$180,000, in 1,800 one-hundred-dollar shares. The members of the company are Messrs. A. D. Nelson, F. E. Nelson, G. W. Nelson, Montreal, and H. W. Nelson and C. H. Nelson, of Toronto.

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FORTHCOMING BRITISH BOOKS.

MR ANDREW LANG is writing a work called "Pickle the Spy," a chapter in the secret history of Prince Charles Edward between 1746 and 1756. It is founded on the State papers, manuscripts in the British Museum, and the archives of the French Foreign Office.

Constable & Co. are publishing an English version of the diary kept by the Czar during his travels in the East some years ago. The work, which is translated from the Russian by Mr. Robert Goodlet, will be liberally illustrated.

The Bishop of Peterborough, who has been the representative of the Anglican Church at Moscow recently, has written a volume entitled "Queen Elizabeth," which, with many illustrations, will be presently published by Bousod, Valadon & Co.

Blackwood & Sons have in the press a new and cheaper edition in one volume of "Balmoral: A Romance of the Queen's Country," by Alexander Allardyce; also a new novel entitled "Fellow Travelers," by Graham Travers, the author of "Mona Maclean."

The volume on William the Silent, which is to appear in Macmillan's new series, "Foreign Statesmen," is to be written by Mr. Frederic Harrison. To Dr. Bright, of University College, Oxford, has been assigned the volume on Maria Theresa; and to the Countess Cesaresco that on Cavour. Mr. P. F. Willert is to write on Mirabeau, Mr. G. W. Prothero on Louis XI., and Mr. H. O. Wakeman on Louis XIV. Mr. Bury, professor of modern history in Dublin University, who edits this new series, will contribute the volume on Catherine II.

An important book on the Soudan question will be published by Macmillan in the autumn. It is by Major Wingate and Major Marriott, and it is based largely on the former's work, "Mahdism and the Soudan." Major Marriott is putting the book into shape, in the absence of his collaborator with the Dongola expedition, and it may confidently be expected that the latest information will be incorporated. The title is to be, "England, Egypt and the Soudan."

Field-Marshal Lord Roberts' book, "Forty-one Years in India," will not be published until autumn.

Mrs. Hungerford has written a new novel, which Mr. Downey will publish this summer.

One of the very few important books that remain to be published this season is "The Family and Personal Memorials of the Earl of Selborne." This volume relates Lord Selborne's career until he first became Lord Chancellor in 1868, and also gives some in-

teresting reminiscences of his family. The autobiography has been prepared for publication by Lady Sophia Palmer, Lord Selborne's daughter.

Another monthly magazine, intended for women, will be issued by Messrs. Hutchinson, and among the probable contributors are Marie Corelli and the Countess of Warwick. The editor will be Mr. W. H. Wilkins.

"A Complete Bibliography of Fencing and Duelling," as practised by all European nations from the middle ages to the present day, is in preparation for early publication by Mr. John Lane. The author is Captain Carl A. Thimm.

Dr. Max Nordau's novel, "The Malady of the Century," will probably be published in July. Mr. Heinemann, who will produce it, has in hand a new novel by Madame Sarah Grand for the autumn, and R. L. Stevenson's "St. Ives" and a new novel by Mr. Hall Caine for next spring.

Fisher Unwin will publish Dr. Theal's forthcoming history of "The Portuguese in South Africa." Beginning with a full account of the Bushmen and Hottentots, the

oldest aborigines between the river Zambesi and the Cape of Good Hope, the historian proceeds to trace the course of that brilliant record of discovery and colonisation which, beginning in the fifteenth century, has, in the nineteenth, left the Portuguese so little to show for their pains. The volume contains maps, an exhaustive list of authorities, and an index.

G. P. Putnam's Sons have in press for immediate publication "Camping in the Canadian Rockies," by Walter D. Wilcox, of Washington. Mr. Wilcox has contributed several papers in both English and American magazines, descriptive of explorations in the Rocky Mountains. The present volume will treat of excursions and explorations in the country near Banff and Lake Louise, also in the Selkirk range.

Mr. Murray's forthcoming edition of Byron's Works in Prose and Verse will be edited by Byron's grandson, the Earl of Lovelace. In addition to the new material collected for many years by Mr. Murray, the edition will contain unpublished MSS. and letters contributed by the editor from Lord Byron's correspondence with Lady Byron and other persons.

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BOOKS AND PERIODICALS.

SEATS OF THE MIGHTY.

THE first edition of the "Seats of the Mighty," by Gilbert Parker, is quite exhausted, and the Copp, Clark Company, Ltd., have gone to press with a second Canadian edition. This fascinating romance of old Quebec is being dramatized by the author and Mr. Beerholm Tree. The London critics are enthusiastic over this book.

THE CANADA COMPANY.

A work of uncommon interest, entitled "In the days of the Canada Company," from the pen of Misses Robina and K. M. Lizars, is in the press of Wm. Briggs, to appear within a couple of months. The story of the work of this company in the settlement of the Huron tract makes a picturesque page in Canadian history, and the pens of the ladies who have undertaken to use the story are well equipped for the task. As history and as literature this volume is sure to hold high rank. It will be of the size and style of Read's "Life of Brock," and will be illustrated. Its appearance, doubtless, will be awaited with eager interest, for to many living people in Ontario the stirring events of the period treated of are a palpitating memory.

THE "MACS" ARE IN IT.

One's curiosity prompts the query if it is the success of the Scottish novels of the day that has stirred up so many writers of Scottish origin in Canada to literary endeavor. The fever seems to have struck the "Macs" with particular force, for we find one publisher alone, in Toronto, receiving letters regarding MSS. from writers named MacAllister, McClymont, McCallum, McCracken, McLachlan, Macdonald, Macdonell, MacLeod, MacMechan, McNaughton and McWhorter,—and all since January of the present year! This seems to run almost the whole gamut of the Macs.

SOME SALABLE LINES.

Theodore W. Gregory, Toronto, is visiting a few Canadian points this week on his way to New York. Mr. Gregory has some wonderful bargains in standard and recent books. The cloth bound Linwood Series, containing 180 different works, is superior in turn-out, and retails at 25c. with good-profit. The Granite Series, in neat paper covers, to retail at 15c. or two for 25c., contains books from the novelists of the day. A poets' series, to retail at 35c., is attractively bound. Cloth-bound books for boys and girls, 206 different works, are out in a very cheap edition. Some standard authors, 143 different works, will retail at 75c. There is

a line for retailing at \$1, and containing works by Dean Farrar, Herbert Spencer, Guizot, etc., which is very handsomely bound, and bearing all the appearance of \$3 and \$4 books. Mr. Gregory is also strong in standard sets in three, four, six, etc. volumes, each at prices from \$1.50 up.

PROF. ROBERTS' NEW BOOK.

A new volume of Canadian poetry is in the press of the Copp, Clark Co. It is "The Book of the Native," and the author, Prof. Charles G. D. Roberts, the best known of our poetical writers. It is sold in cloth; \$1.25.

BOOTHBY'S LATEST.

A new novel by Boothby, "Dr. Nikola," is being got out by the Copp, Clark Co. in paper covers. The cover will have a portrait of the author. Dr. Nikola is the famous character so full of mysterious power who figured in the "Bid for Fortune."

THE ENGLISH PUBLISHER ATTACKED.

A letter received by a party in this city from a young lady of London, England, contains the following not very flattering references to the English publishers: "They are a bigger set of sharks than the lawyers, which is saying a good deal. Marie Corelli, one of our leading novelists, has had the courage to rate them soundly in one of her recent works. I presume she has suffered at their hands, for she is very bitter. They won't allow an author even a 'living wage,' but want to grasp all there is to be got out of a work. I have never had any dealings with them myself, but am related to a man whose book went into four editions, and he never got one penny. The publishers are a rich, well-known firm, and no wonder, if they serve every one the same. Let us hope the failing is peculiar to London alone, but nearly all of them bear a bad name here."

NEW CANADIAN NOVEL.

The historical novel is the vogue now, and Canadian material is much in demand for such books. The Copp, Clark Co., Ltd., has in the press a new novel by Mr. T. G. Marquis, of Kingston, already known for his work as collaborateur with Miss Machar. It will be a story of the time of Jacques Cartier, and its title is "Margaret de Roberval." It will be ready shortly in cloth and paper.

A NOTED AUTHORESS.

Miss Marshall Saunders has returned to her home in Halifax after an extended stay in Boston and other American cities. As

the author of "Beautiful Joe," this clever Canadian girl has achieved fame, in which her countrymen feel just pride. The sales of that book already amount to 120,000 copies. Several thousand of her later book "Charles and His Lamb" have been sold, and the publishers of her coming book, "For the Other Boy's Sake," predict that 20,000 copies will be required to meet the demands for it this fall. The Standard Publishing Co., Toronto, have just issued a paper edition of "Beautiful Joe" to sell at — cents. It should have wide circulation in Canada.

THE CANADIAN BAEDEKER.

Baedeker's Guide Books, which have been famous for so many years in Europe, are now being handled in Canada. Canadians are beginning to travel quite widely, and this has created a demand for reliable guide books. Baedeker's are well bound, printed on good paper and have thoroughly reliable maps of the different sections of the country. Guides to foreign countries have been in print for years. Now, however, we have one of our own land, and, judging from its character, it ought to have a wide sale among Canadian, generally as well as tourists. Retailers could handle this line to advantage and make 50c. to \$2 a volume clear profit by keeping their eyes on the personal column and sending those who are going for a trip a list of the prices. Every tourist buys one.

NEW BOOKS.

BRITISH.

CHAS. F. DEEMS, D.D.—The Gospel of Common Sense, as contained in the canonical epistle of James. Oliphant, Anderson & Ferrier, Edinburgh.

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MAJOR A. F. MOCKLER-FERRAMAN, F. R. G. S.—In the Northman's Land. Travel, sport and folk-lore in the Hardanger fjord and field. Crown, 8vo., 320 pp., illus., 7s. 6d. Sampson, Low & Co., London.

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ARTHUR R. CLEVELAND—Woman under the English Law; From the landing of the Saxons to the present time. Large crown, 8vo., 7s. 6d. Hurst & Blackett.

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CANADIAN HISTORY MATERIALS IN ROME.

Bishop Howley, of St. John's, Newfoundland, is in Rome investigating historical documents at the Vatican library, especially those which have a bearing on the early Norse settlers in America prior to the discovery of Columbus. He has in the course of his researches found valuable material, which shortly after his return home he will make public. The information the bishop will make known will serve to enlighten minds on the much-disputed situation of Vinland, and will go far to settle that question. Various conclusions will be drawn from this settlement of the question of an unexpected nature; and those who know the lucid style and convincing method of arraying his proofs with which Bishop Howley is endowed will look forward with expectant interest to this publication.

A SIDE LINE.

Here is a wrinkle for newsdealers from the other side that is worth taking into consideration. W. H. Smith & Sons, who control most of the stands at the railroad stations in England, have undertaken to supply photographic plates. I don't know whether camera fiends are taking to bicycles; if they haven't it is safe to assert that they will, and then the touring bicyclist will want the material for his camera in all sorts of out-of-the-way places.—N. Y. Newsdealer.

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TORONTO.**BOOKSELLING AS A FINE ART.**

MY, experience tells me that your remarks in relation to Mr. Percy Lund's letter are not quite so much to the point as usual, inasmuch as I have found that most bookbuyers, even of books in special branches of knowledge, are often indebted to a capable bookseller for valuable suggestions in regard to published works hitherto unknown to them.

A "glib-tongued salesman," it seems to me, has no place as a bookseller, but a capable and intelligent person with a knowledge of the contents of the books he sells is really the one thing necessary for the benefit not only of his customers, but for the improvement and extension of what has been called the "decaying business of book-selling."

The salvation of the trade, if it be a decaying one, depends, it seems to me, on its adoption as a profession by the graduates of our colleges, who often find it difficult enough to enter business life, and who would bring to its conduct the intelligence and capacity which, coupled with the knowledge of the contents of books, is so necessary for the good of the profession of book-selling and for the good of the bookbuying public.

Such ideal booksellers I should wish to see not only in the great cities, but in the larger country towns as well, where particularly it seems to me the bookseller's store might easily become the centre of the intelligence of its community, with a powerful influence in spreading knowledge and culture among all classes.

I have seen the decay of the bookseller in the smaller towns with a good deal of concern, and believe it to be largely due to a want of knowledge and intelligence on his part regarding the books enquired for and the needs of bookbuyers. The sale, moreover, of books in "department" and "dry goods" stores in the larger cities, so often decryed by the booksellers and not seldom by their customers as well, is also due very largely, I think, to the same want of knowledge on the part of booksellers and booksellers' assistants. The so-called unfair competition of such places, it seems to me, would have no terrors for the properly-trained and well-qualified bookseller with a wide knowledge of his profession.

There are such booksellers in all our large cities, as many bookbuyers know. What is needed, I think, your remarks to the contrary notwithstanding, is considerable addition to their ranks.—George P. Brett, in the New York Evening Post, June 26.

G. Mercer Adam, well-known as a former Canadian book-maker, was in Toronto lately. Mr. Adam has severed his connection with the Appletons in New York and has gone to live in Chicago.

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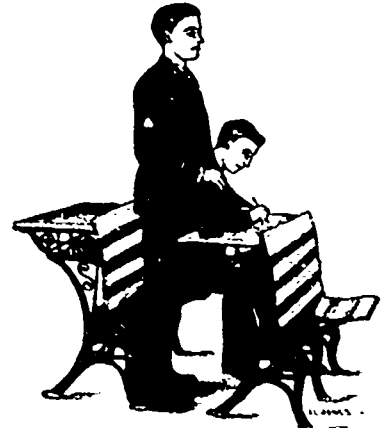
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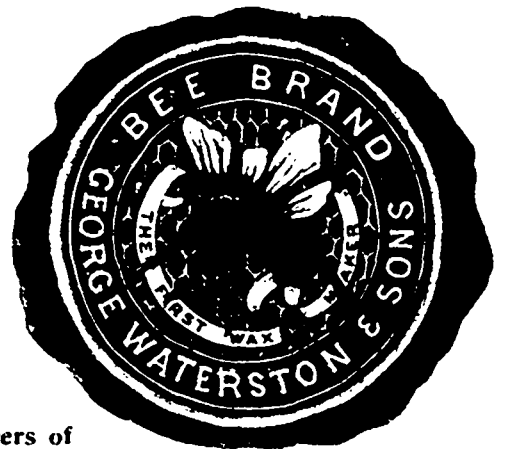
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