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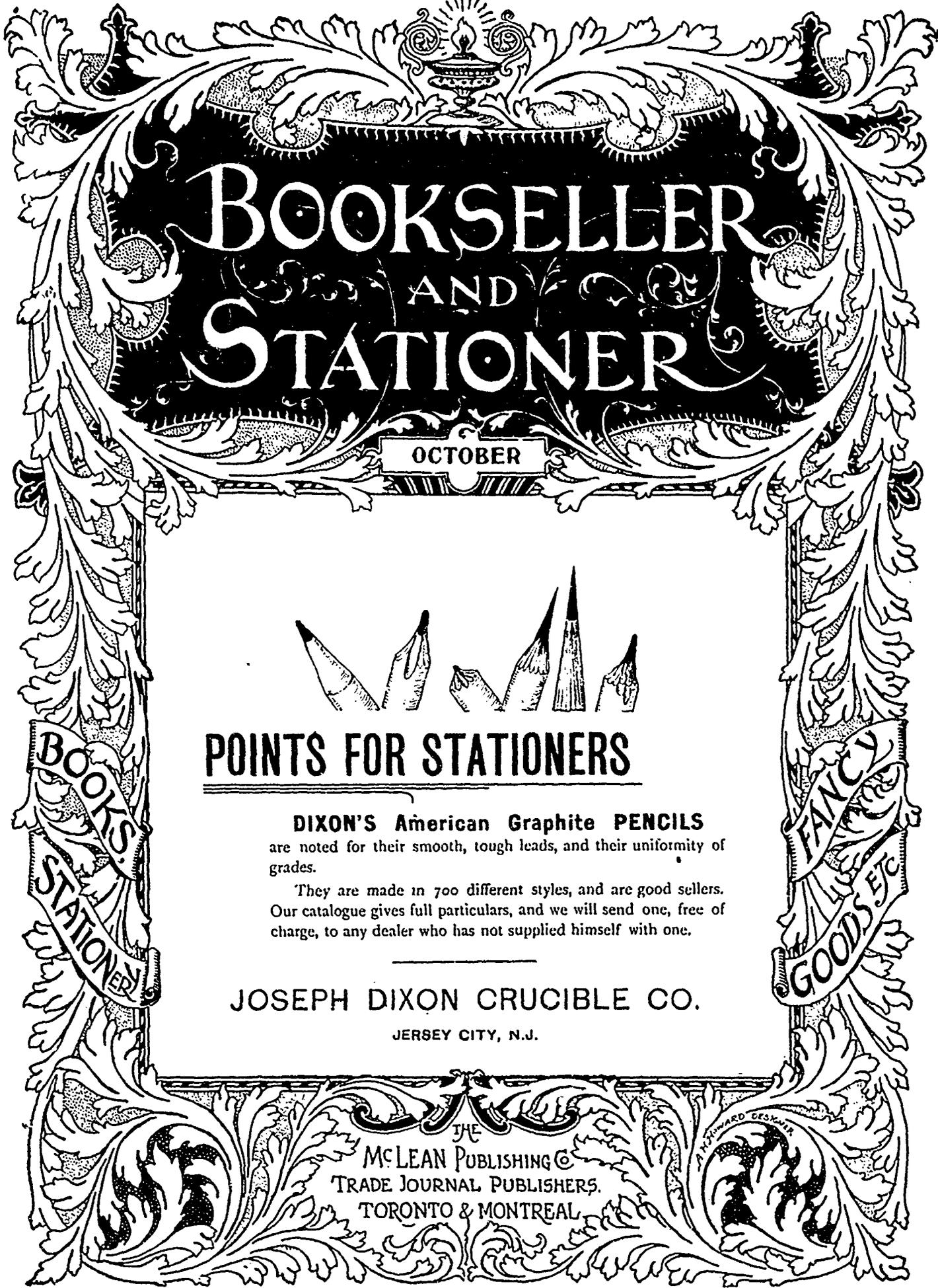
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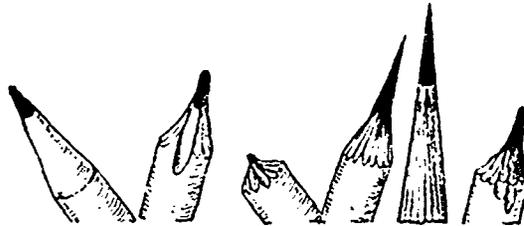
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# BOOKSELLER AND STATIONER

OCTOBER



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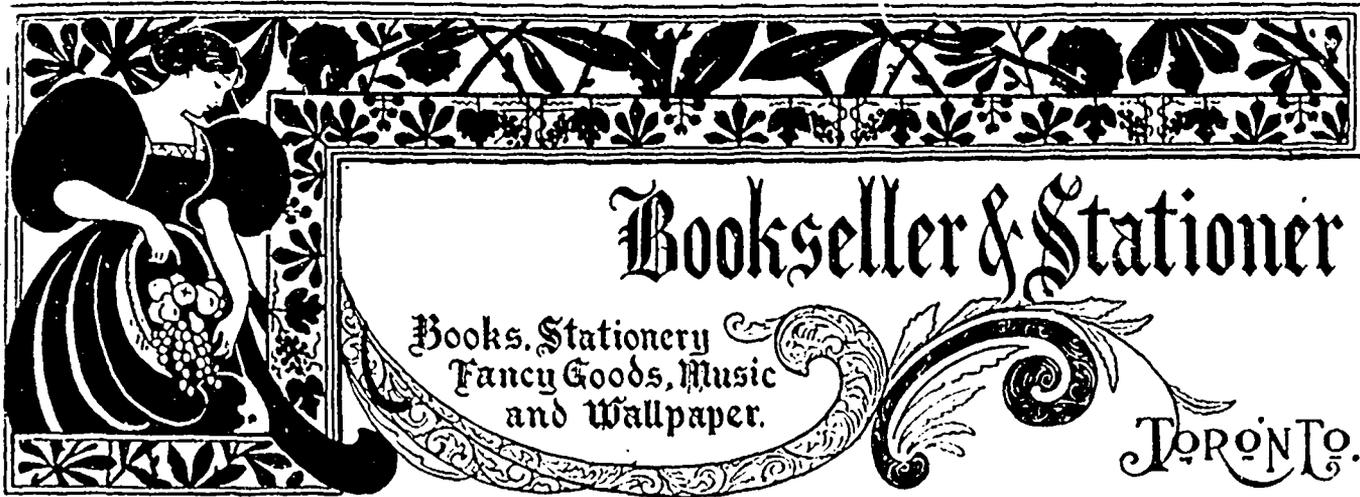
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Vol. XIII.

TORONTO, CANADA, OCTOBER, 1897.

No. 10.

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#### CURRENT NOTES.

WRITING in The Toronto Weekly Sun, Mr. Goldwin Smith says that "the printing and publishing interest here is renewing its agitation for exemption from the Imperial copyright and liberty to reprint the works of British authors. Great Britain has become a party to the Berne Convention, which gives an author, ipso facto, copyright in all the associated countries, whatever his place of publication may be. Is it likely that Great Britain will, on the demand of Canada, take herself and the whole Empire out of the convention? To take a single colony out of it would be impracticable, the colony having no separate international status." We need not argue the question of probability with Mr. Goldwin Smith, because it is impossible for anyone to foretell the future. What we do say is that Canada must have its own interests protected, and it is for Great Britain to determine in what way this shall be done. If the Mother Country considers the rights of authors more important than the printing industry that is her own business entirely. But Canada does not propose to disturb anyone's rights while preserving her own publishing. She simply declines to be a sort of bargain counter for the United States publisher and a kind of dumping ground for the English

publisher. A more grotesque fraud for depriving British printers of their work than the Berne copyright agreement has never been evolved, but as long as Great Britain chooses to sacrifice her own printers to the superior acuteness of the United States the farce will continue. Canada has interests of its own, and desires that they shall be recognised. That is all. It was contended that Great Britain's interest in the German and Belgian trade would prevent the doing away with the treaties of 1862 and 1865, which rendered Imperial preferential tariffs impossible. But those treaties have been denounced. Continued effort will solve the copyright grievance also.

A New York paper has been drawing a dark picture of "the decay of bookselling." A trade journal in the same city takes the writer to task, pointing out that dealers in recent years have been forced to add special lines, ranging from knick-knacks to furniture, in order to eke out profits on books. "It is unfortunate," continues our trade contemporary, "that the bookseller should have been forced into the undignified position of lumbering up his store with goods foreign to his profession in order to enable him to eke out the losses on the sale of the very books that were once supposed to form the backbone of his business. But hundreds of booksellers have survived the operation of having this part of their business cut from the profit side, and are manfully struggling to maintain themselves until the time when ignorance, greed and selfishness on both sides give way in a measure to enlightenment, generosity and co-operation, and when the 'powers that be' shall find it unprofitable to make such discrimination against their natural sources of distribution as will make any part of the business unprofitable."

In certain parts of Canada the "decay" of bookselling is also complained of. Some

cities maintain that booksellers are not as highly endowed a class as they were formerly. We are rather inclined to think it is the greater difficulty of doing business that is the chief cause of the trouble. The department stores are rampant in all the large cities, and fiction, which has become so important a staple in the book trade, is the very item on which the big stores cut their prices. But the legitimate trade is not wholly blameless. By not pushing certain lines they often drive the publisher to the department stores. There is a want of unity between publisher, jobber and retailer which accounts for a good deal of the illegitimate competition now going on.

A correspondent in an Ontario town writes BOOKSELLER AND STATIONER complaining that the free library board in his town send their order for periodicals to a United States news agency. He says that even the Canadian papers for the reading room are thus ordered through a foreign agency. We coincide in his view that this is a "hard case." The local dealers should certainly get the order, and as there ought to be no difficulty in meeting the prices in the foreign agent's tender, we imagine public opinion will be on the side of the local trade. As the prices of many British periodicals are quoted lower in Canada than in the States the task should be quite within the power of the dealer.

It is said, however, by a well-known authority on these subjects that the number of British periodicals in an ordinary Canadian library list is not large. One town library, he says, out of 27 periodicals, orders 18 from the United States. All that occurs to us is that, if this be true, the publications from the United States must be popular in towns like this, and the people must likewise be contented to miss a great many good things.

## A TALK ON COPYRIGHT.

MR. GOWING'S LETTER TO THE BRITISH PRESS—THE SITUATION IN CANADA—  
AN INTERVIEW WITH THE GOVERNMENT—MR. HALL CAINE'S BOOKS.

MR. RICHARD GOWING, the well-known secretary of the Cobden Club, who was in Toronto recently at the meeting of the British Association, has written a very interesting letter for several British journals on Canada. While here he talked copyright with well-posted publishers like Mr. George Morang, of Toronto, and we reproduce a portion of his letter for the benefit of our readers. Mr. Gowing says:

"The general body of newspaper readers, though not in any special way interested in questions of copyright, will remember Mr. Hall Caine's pilgrimage to Canada with especial reference to this subject, and will not have forgotten the vivid hopes that were entertained that his mission would lead to the adoption of a copyright act by the Canadian Legislature, which, if not all that he and those whom he represented desired, would at any rate be a great improvement on the old condition of things, and perhaps be a stepping stone to a yet more satisfactory arrangement. Mr. Hall Caine had had communications with the Colonial Office before he went to Ottawa, and may be said to have been to some extent an emissary of the Government at home. I think that only a small proportion of those at home who were specially moved to take an interest in Mr. Hall Caine's efforts, and rejoiced with him when things seemed to have reached a hopeful stage, are aware that in point of fact nothing as yet has come of it. There can be no doubt that our distinguished novelist did a good deal to make the way easy for a satisfactory solution for the problem so soon as the Dominion Government can be induced to turn attention to the subject afresh, but for the hour it is hung up.

## WHAT CANADIAN PUBLISHERS SAY.

"I have had conversations on the question with some of those in Canada who are deeply interested in it, and also with some of those in whom the power to do something is vested, and if the season and circumstances had been favorable for making more use of the personal introductions with which my friend, the author of 'The Manxman,' favored me, I might have had a good deal more to say. The difficulties and grievances of Canadian publishers are of a kind which our experiences at home do not enable us to fully realize. It is partly the difficulty of contending against cheap American editions, which can easily be excluded from the Canadian side of the frontier in a very clumsy way; and it is the difficulty of badly defined conditions of competition with the London publisher. Mr. Morang is a

Toronto publisher with whom I have had an interesting conversation on the subject. It is a complex situation. Mr. Morang has actually produced—manufactured on the spot in Toronto printing and binding offices, and on Canadian-made paper—an edition for Canada of Mr. Hall Caine's new story 'The Christian' and he is very proud, and justly proud, of it, as a piece of Canadian workmanship comparing very favorably indeed with the British and American editions. It is really an admirable production in the matter of type, paper, finish and general appearance. Here is a book which in all but the authorship is manufactured in Toronto, but in order to save the author, and to place the Canadian publisher in a position to meet the wants of the Canadian readers, the ownership of the Canadian copyright has to be vested in a firm of New York publishers.

## THE MINISTERIAL POSITION.

"At Montreal I was favored with opportunities of conversation with the Hon. Sydney Fisher, Sir Wilfrid Laurier's Minister of Agriculture, one of the Premier's ablest and most popular members of the Dominion Cabinet, on many subjects, and I ventured to mention the copyright question. . . . Mr. Fisher did not hesitate to admit that he does not understand the copyright question, and, as agriculture is his own favorite subject, and about the greatest practical subject which a Minister can have in hand in this country of magnificent territory, he has not yet had time or opportunity to give to the question of copyright the attention to which he feels it to be entitled as a part of the duty of the Department of Agriculture. He is not, he says, responsible for the fact that no practical result came of Mr. Hall Caine's able efforts during his visit to Canada. The policy which hung the question was the policy of his predecessor in office, and the only answer he was able to give at present to Mr. Chamberlain's recent communication was to refer to the decision of his predecessor in office, and to indicate that as yet the Government are not in a position to give serious and practical consideration to the points at issue.

"Mr. Fisher's present impression appears to be that the local stumbling block in the way of a better solution of the problem is the attitude of some of the principal Canadian publishers. Anyhow, I am sure that Mr. Fisher has an open mind and no prejudice on the subject, and I should look very hopefully to any well-considered attempt to bring the real merits of the ques-

tion, in the interest of the literature, before him. The notion must not be gathered from anything that I have said that the Minister of Agriculture, with all his knowledge of and devotion to agriculture, is consequently a man apart from high literature or intellectuality. He is a gentleman of much intellectual refinement and versatility, much interested in wide ranges of subjects, and certainly one of the leaders of thought and general policy in the Cabinet.

## THE HOOM OF "THE CHRISTIAN."

"Though I have drifted into some length on this question, I cannot run away without some mention of the enthusiasm with which Mr. Morang, the Toronto publisher, referred to the unparalleled popularity in Canada of Mr. Hall Caine's new novel 'The Christian.' He had never known anything like it in that country. The population is comparatively small, and the bookshops teem with an abundance of excellent reading, American, English and Canadian, at a few cents a volume. 'The Christian' is a book which at its present stage cannot be had, even in Canada, for a few cents. Three shillings for a volume in paper covers is a high price for a novel in that country, and the first edition of 3,500 was the largest edition of a book under such conditions ever produced in Toronto. But the edition was sold as soon as it was printed, and another edition of two or three thousand was immediately put in hand. Mr. Morang had never known a book to be so eagerly demanded by the public. My own observation confirmed the publisher's statement. The book was in evidence everywhere. People were reading it in trains, in electric cars, upon steamboats, in waiting rooms, and at dinner tables. I have a cloth-bound copy of this Toronto edition in my knapsack, to bring home as a sample. I hope it will not be impounded by the Customs authorities at the British frontier.

"Authors and publishers have good reason to look with interest upon the fast-growing population of the Dominion of Canada. It is a country where all the leading tendencies and temptations are in the direction of a practical life, but the Canadians are nevertheless emphatically a reading people."

Mr. J. W. London, for many years connected with The Belleville Intelligencer establishment, has purchased the book and stationery business of Miss Martin, Belleville. Mr. London has many friends both locally and throughout the country, having been grand president of the Sons of England and a prominent Oddfellow. He has all the qualities that make a successful business man, and BOOKSELLER AND STATIONER wishes him every success.

BOOKS AND PERIODICALS.

BOOKS ON THE KLONDIKE.

WE extract from the Toronto News Co.'s catalogue the following list of books about the Klondike, some of which dealers will want to keep in stock :

	Retail.	Trade.
The Official Guide to the Klondike Country and Gold Fields of Alaska	25c.	16c.
The Gold Fields of the Klondyke, by John W. Leonard.....	25c.	16c.
Golden Alaska, by Ernest Ingersoll	25c.	15c.
Klondyke Gold Fields on the Yukon (Myerson's Edition).....	30c.	20c.
Gold Fields in the Yukon, and How to Get There, by Dr. E. O. Crewe	25c.	16c.
All About the Klondyke Gold Mines	25c.	18c.
Guide Map and History of the Klondike-Alaska Gold Fields....	10c.	8c.
Gascon's Klondyke Map.....	50c.	38c.
Map of Alaskan Gold Fields.....	10c.	8c.
Rand, McNally & Co.'s Official Map of Alaska (cloth).....	50c.	35c.
Rand, McNally & Co.'s New Handy Map of Alaska (paper).....	25c.	17c.
Klondyke, and All About It.....	25c.	15c.
Sketches From Alaska, by Omer Maris.....	10c.	8c.
The Little Klondike Nugget.....	25c.	16c.
Klondike Gold Fields, Yukon District, Map of Routes.....	15c.	10c.
Ho! For Alaska.....	20c.	15c.
Klondike Facts.....	50c.	35c.
Klondike, the Land of Golden Nuggets, by Joseph Ladue.....	10c.	7c.

LAKE OF THE WOODS DISTRICT.

A high-class work, in the shape of a souvenir guide of Rat Portage and the famed Lake of the Woods District, is just about to be published by Messrs. Martell and Tilley. It will contain about 150 views of the most important mines, the magnificent scenery and points of interest of that much-talked-of Eldorado of Ontario, and a short concise history of the same, with views of the principal public institutions of the town; printed on double coated paper, specially imported, and the cover printed in four colors from an original jubilee design. The retail price is 50c; trade, 35c. The Toronto News Co. are handling it.

THE HUMORS OF '37.

The trade will make no mistake in placing substantial advance orders for the Misses Lizars' "Humors of '37," which the publisher, William Briggs, expects to have on the market before the end of October. The book has grown on the authors until it now promises full 370 pages of the liveliest fireside history that this or any country has yet seen. There will be in all nine chapters, as follows: "Baneful Domination," "More Baneful Domination," "The Canadas at Westminster," "A Call to Umbrellas," "Le Grand Brule," "Gallows Hill," "Autocrats All," "Huron's Age Heroic," "The

Deborahs of '37." There is not a dull paragraph in the whole volume; every page is palpitant with life, sparkling with wit, stirring with the records historical of the rebellion. At the popular price of \$1.25 it should sell like the proverbial "hot cakes." Thrice welcome is every such contribution to the literature of Canada. No one can read it and say that our country has not a history, or that its history is in any sense commonplace.

THE U.E. LOYALISTS.

An address given by Mr. Edward Harris, a well known barrister of Port Dover, before a meeting of the U.E. Loyalist Association of Ontario, in Toronto, last February, has been published by William Briggs in neat pamphlet form under the title "History and Historiettes of the U. E. Loyalists." The address attracted wide attention at the time of its delivery, and its issue now is in response to a continued call from various quarters. While giving evidence of careful historical research, the pages are enlivened by many humorous incidents and make good reading all through.

NOVEL BY A CANADIAN LADY.

Those who have read the MS. of Miss Blanche Macdonell's story "Diane: A Romance of French Canada," accepted for publication by William Briggs, are enthusiastic in their praise of it as one of the best historical romances Canada has yet produced. Mr. Briggs is to be congratulated on having secured the story, as it is sure to have a popular sale. Miss Macdonell has chosen Ville Marie (Montreal) for the scene of her tale, the events in which are of the time of fiery Governor Frontenac. Its preparation took years of careful study; the author has caught well the spirit of the times and reproduces with vivid clearness the wild picturesque life of the colonial French, with its strange contrasts of polished courtier, reckless courier du bois, pioneer settler and cruel savage.

NEW SWAN STORY.

A new book by Annie S. Swan, "The Ne'er-do-Weel" will be issued during the month, in a Canadian copyright edition, by William Briggs.

THE DEPUTY MINISTER ABOUT BOOKS.

An admirable little work on "Books: A Guide to Good Reading," prepared by Mr. John Millar, M.A., the Deputy Minister of Education of Ontario, is in the press of William Briggs. It will be sold at 50c. The name of the author carries with it the guaran-

tee of careful, judicious work, and we have no hesitation in recommending the manual in advance. Parents will do well to get it when issued, and place it in the hands of those of their children who are old enough to read.

A BOOK OF TRAVEL.

Mr. Arthur Campbell's captivating book of travel, "A Ride in Morocco and Other Sketches," comes to hand, fresh from the press of William Briggs, too late for extended notice. The first sketch gives the book its title; the others are: "A Glimpse of Rome," "In the Land of the Mandolin," and "A Beggar at Monte Carlo." There is no lack of books of travel, and an author has no small temerity who ventures nowadays into a field so well filled; but one cannot read many pages of Mr. Campbell's charming volume without feeling that much would have been missed had he withheld his clever pen.

SPECIAL CANADIAN EDITIONS.

New Canadian editions (75c. paper and \$1.25 cloth) of the following books are announced by the Copp, Clark Co.: In a few days Robert Louis Stevenson's "St. Ives," this great author's last book; an illustrated edition in paper covers, 75c., of Barrie's "Sentimental Tommy"; "Scarlet and Steel," a story of modern military life, by E. Livingston Prescott; Lucas Cleeve's "Lazarus," a tale of the earth's greatest miracle, a remarkable book; "His Grace of Osmand," by Mrs. Frances Hodgson Burnett, a curious experiment in novel writing, as His Grace was the second husband of a "Lady of Quality," and he relates the events in that book from the man's standpoint.

By the end of October, a cloth edition in two volumes, \$2, of Marion Crawford's "Corleone" will be ready. This is Mr. Crawford's latest novel in the Italian series, which have so many admirers.

THE CHRISTMAS PAPERS.

The Montreal News Co. have received advance copies of the supplements to London Graphic, Black and White, Pears' Pictorial, Golden Penny, and Ladies' Pictorial. The illustrations are fully up to the standard and will take well with the public.

The Toronto News Co. have also received the plates of these papers. The Graphic is presenting a fine study in women's heads. There is a military picture with Black and White which will take well in these days. Pears' is giving two of Millais' well-known pictures. Orders for these should come in early.

## BOOKS AND PERIODICALS—Continued.

## MR. GEORGE MORANG'S NEW BOOKS.

The publishing interests in Canada have been strengthened by the addition of Mr. Morang to the ranks, as he is well qualified, both by a knowledge of the art of book-making and by experience of the book market, to do a great deal for the Canadian trade. This has already been proved by the success of the Canadian edition of Hall Caine's "The Christian," a fine specimen of book-making in every detail, which has, in three editions, reached the large figure of 7,800 copies. Another book, Bellamy's "Equality," is now in its second edition and is being steadily ordered right along, having already reached 3,500 copies.

Mr. Morang's announcements this month include several attractive items: "Quo Vadis," by Sienkiewicz, a tale of the days of the Emperor Nero, is to be introduced in Canada by a paper edition at 75c., and in cloth at \$1.50. This book has headed the list of good sellers in the leading cities of the United States, where 80,000 copies have been sold. The United States price has been \$2 a copy. The first Canadian edition will be 3,000 copies, and it ought to sell well here at the new prices.

A Canadian edition of Charles G. D. Roberts' "History of Canada" is being also got ready. It has not yet been pushed in this country, but will doubtless be very popular. It is the only library history of Canada, and is graphically written by this talented author. We observe that the publisher gets out a tastefully printed circular with his books for the trade to use. The one issued with Roberts' History is exceedingly well done.

A fine edition of Jean Blewett's poems is being got ready. It will be an attractive holiday book at \$1. Both the pastoral and dialect poems of this clever writer will be found in the volume. The title is "Heart Songs." Just out is "The Clash of Arms," by J. Bloundelle-Burton. A good idea is that the reverse side of the paper cover is printed exactly like the front, so that a purchaser lifting it for examination must lay it down title up. Bloundelle-Burton's semi-historical novel "Denounced," took well here last year. The present novel is a stirring tale. The time is in the days of Charles II. of England, but the events are worked out principally in France. Andrew Vause, an English soldier, undertakes to avenge his dying brother, whose affianced had been stolen away from him by a French officer. The quest is full of danger and adventure. Its issue is tragic and striking, and the tale reads like a true picture of those times.

"Away from Newspaperdom" is one of the latest of Mr. Morang's publications.

This book of poems by Mr. Bernard McEvoy, the journalist, is a charming contribution to the new poetry, full of love for nature, kindly humor and purity of thought and style. The publisher has made the book a work of art. A more perfect piece of workmanship it would be hard to find. The marginal and other illustrations are by Mr. G. A. Reid, R.C.A. The binding, with its delicate coloring and design in black, is very fine. The volume, \$1, is full of merit, inside and out, and is a strong addition to the list of gift books.

## DR. DRUMMOND'S BOOK OF POEMS.

Dr. W. H. Drummond, of Montreal, who has won fame as a writer of French-Canadian dialect poetry, is publishing his poems in book form. The work is finely illustrated and will be brought out by G. P. Putnam & Sons, New York. The illustrations, which are pronounced exquisite by those who have seen them, are by a talented young Canadian artist, F. S. Coburn.

## LITERARY NOTES.

Hall Caine has planned a new work which will deal with the great "drunk question."

The Copp, Clark Co. have issued their book catalogue, with the trade prices, etc. Copies sent on application.

The new English magazine for women, "The Ladies' Realm," is now retailing in Canada for 20c.; trade, 15c.

Col. H. R. Gordon has written "Pontiac, Chief of the Ottawas," a Canadian tale. E. P. Dutton & Co., Boston, are publishers.

A new book by David Christie Murray, which the Copp, Clark Co. will issue in 75c. paper and \$1.25 cloth, is "This Little World."

Sir Walter Besant's new book (Copp, Clark Co.) is "A Fountain Sealed," a semi-historical story. It is 75c. in paper, and \$1.25 in cloth.

Miss Fraser ("Florence McNab") the young English authoress of "Veldt and Farm," a book on South Africa, has been through Canada from ocean to ocean gathering material for a volume on Canada.

## ECONOMIC PAMPHLETS.

Recent issues of the American Academy of Political and Social Science are: "The Shiftless and Floating City Population," by Dr. E. T. Devine, of the N. Y. Charity Organization, 15c.; "Administrative Centralization and Decentralization in England," by James T. Young, Ph.D., 25c.; "The Philosophical Basis of Economics," by Prof. Sherwood, of Johns Hopkins University, 35c.; "The Problems of Political Science,"

by Prof. Rowe, of the University of Pennsylvania, 25c. Orders may be sent to the Academy Station "B," Philadelphia.

## NEW BINDINGS.

The new bindings in artistic colors, for which the Copp, Clark Co. are noted, have had the effect of improving the selling quality of the books. The following are recent additions to the list of artistically bound novels: "The Massarenes," "Belinda's Beau," "The Wheels of Chance," "A Rose of Yesterday," "Prisoners of Conscience."

## THE CANADIAN ALMANAC.

A prospectus for 1898 of this standard almanac, the only permanent work of the kind we have ever had in Canada, is already out. It is published, as heretofore, by the Copp, Clark Co., and the Toronto News Co. have issued a nice circular for the trade. Net cash prices for paper covered copies are \$2.10 per dozen and cloth cased \$4.20.

The features of the issue for 1898 are a colored map, 12 by 16 inches, specially engraved for the almanac; an article on the British Government, with the list of the Ministers, the principal officials and their duties, specially prepared articles on the Army and Navy of the British Empire; the new Canadian tariff alphabetically arranged. All the other departments will be maintained as usual.

## MONTREAL NOTES.

Maxwell Gray's "The House of the Hidden Treasure" and Bloundelle-Burton's "Clash of Arms" are two of the books the Montreal News Co. is publishing in a special Canadian paper edition to sell at 50c.

The Montreal News Co. is publishing "Quo Vadis," by Henry K. Sienkiewicz, in a special 75-cent edition.

The Montreal News Co. is now supplying Roberts' "History of Canada." The price is \$2 retail, with a liberal discount to the trade.

Fire on the 4th inst. in the broom factory of the H. A. Nelson & Sons Co., Limited, destroyed their stock of brooms and whisks, but has not interfered at all with other branches of their business. A new broom factory, with improved machinery, is being rapidly fitted up.

James E. Barnes, of the well-known stationery firm of Barnes & Co., St. John, N.B., is dead. The business will be continued under the old firm name by Messrs. G. F. Barnes, J. W. Barnes and Eustace Barnes, sons of the late Mr. Barnes, the two former being thoroughly competent by ability and experience to manage the establishment.

# GEORGE N. MORANG'S

## PUBLICATIONS.

### JUST ISSUED.

#### The Clash of Arms.

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Crown 8vo., Paper, 75c.; Cloth, \$1.50.

This book is having a remarkable sale in the United States, where it retails at \$2.00, and the American publishers, Messrs. Little, Brown & Company, of Boston, have in preparation a \$10.00 holiday edition. Canada is the only country that will have a paper edition, and it will, no doubt, meet with popular favor. Following are a few of the press notices of the book:—

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GEORGE N. MORANG, Publisher, - Toronto, Canada.

## BOOKS AND PERIODICALS—Continued.

## THE OCTOBER MAGAZINES.

**T**HE CANADIAN is a strong number. The frontispiece is a photograph of Chief Justice Sullivan, of Prince Edward Island, who forms one of the Premiers of that old colony and province of Canada. Mr. W. J. Cotton writes the article and it is well done. A capital contribution is by A. C. Campbell, of Hansard, on "The Making of a Dollar Bill." R. G. Haliburton, F.R.G.S., who has been in Canada at the meeting of the British Association, writes on "Days of Rest of Prehistoric Man" a highly interesting article. "The Universities of Nova Scotia" is another very happy contribution. Dr. Bourinot, the accomplished clerk of the House of Commons, has an illustrated article on the Royal Society of Canada. Fergus Hume's serial is continued. Mr. Charlton, M.P., has an article on trade relations with the United States. The editor must be complimented for the national flavor of the magazine without the least degeneration into provincialism.

The November issue should have a large sale. Three facts regarding it are already announced: A paper on the four Ontario Premiers, Sandfield, Blake, Mowat and Hardy. It is written by Mr. Willison, the clever editor of The Toronto Globe, who has been on intimate terms with at least three of his subjects. Dr. Bourinot will begin a series of historical papers on "The Makers of Canada." "The Fenian Raid of 1866" will also be the subject of an elaborately prepared and illustrated article.

Frank Leslie's Popular Monthly has a picture of Gladstone on the cover. A fully illustrated description of the Hawaiian Islands is most timely. Salmon fishing on the Columbia is also of Canadian interest.

As usual, The Century is full of charm for the cultured reader of every nationality. "Old English Master: Sir Joshua Reynolds"; "The Art of Charles Keene," "Marie Antoinette as 'Dauphine'"; "What is an Aurora?"; "Letters of Dr. Holmes to a Classmate," are some of the most delightful numbers. The wealth and the perfection of the illustrations are noteworthy.

Outing has: "The Beginning of Fox-Hunting in America," "The American-Canadian One-Rater Contests," "Shark-Fishing With a Rod." All the Canadian amateur athletics and pastimes are dealt with in the record of events.

The complete novel in Lippincott's is "A Knight of Philadelphia," a very readable tale of the revolutionary war. Among

the articles "The Under Side of New Orleans," "The Rise and Fall of Athletic Pastimes," have a wide interest. There are two excellent short stories.

## "KLONDYKE FACTS."

THE MOST IMPORTANT BOOK ON THE GREAT MINING REGION YET ISSUED.

**O**F all the books on the Klondyke, that which is best worthy of credence and most deserving of circulation in Canada is the one by Joseph Ladue, "Klondyke Facts," just published by John Lovell & Son, Montreal. Joseph Ladue was the founder of Dawson City, the centre of all the excitement. He lived there fifteen years. He knows whereof he speaks, has made a fortune in the district, and his information is gathered from first-hand experience and not from hearsay or mere compilation. The essential value of a book on the Klondyke is its accuracy, and the writer of this one is thus qualified to meet the need of those who want to know the truth and nothing but the truth. Mr. Ladue's work is a complete guide book to the new gold regions in Alaska and the Northwest Territories, and contains authentic and correct maps and illustrations. The various topics dealt with will give an idea of how thoroughly the whole field of inquiry has been covered.

The History and Geography of the District; Routes, Distances and Transportation, showing the best and most economical way of reaching the Klondyke; Advice to Beginners, by a man who has practically worked in the region; Outfit for Miners, from the author's own experience; How to Stake Out a Mining Claim; Placer Mining, the operation described in detail; Mining Returns, showing how claims have panned out and the best way to ship the gold; Mining Law and Order, quite distinct from the U. S. conditions; Game, Agriculture and Timber, an exhaustive examination of this subject; Mortality and Climate, a true picture of the winter season and the hours for work; Cost of Living and Wages Paid, a subject of great importance to new arrivals; Miner's Luck, which reads like a chapter from the "Arabian Nights." In an appendix are given extracts from the mining laws of the Canadian Northwest Territories.

The book, therefore, covers the whole field. It is, evidently, the only Klondyke book of real permanent value. The coming season will see a demand for reliable information and this work will meet it. Messrs. Lovell are issuing two editions, one in cloth, and one in paper covers at the popular retail price of 50c. There is a liberal trade discount. The paper edition is a large illustrated book of 224 pages with a substantial cover.

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The public are seeking reliable information about the new gold-fields.

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- HENTY, G. A.—With Frederick the Great. Cloth, \$1.75.
- HENTY, G. A.—The March on London. Cloth, \$1.50.
- SULLIVAN, J. F.—Here They Are! Cloth, \$1.25.

## MAGAZINES OF CURRENT OPINION.

THERE is a growing demand for periodicals that cull current literature and current newspaper opinion. The bookseller will find that the reading habits of persons who take a paper of this kind are stimulated.

The Literary Digest (Funk & Wagnalls, 30 Lafayette Place, New York, weekly, \$3 per year, 10c. a copy), is a 36-page weekly and a very valuable compendium of the political, religious, scientific and commercial events of the world. It is admirably edited and contains illustrations. Hardly a topic of general interest escapes notice, and translations are made from the French and German and other foreign periodicals. The quotations are always given in the words of the original and are most complete.

Public Opinion is an English weekly along similar lines. It is 2d. per number in England, and the annual subscription is 10s. 10d. It quotes many of the leading British journals on British public questions and is especially valuable for those who, in this country, desire to follow the politics of the Mother Country.

Current Opinion is a new 20-page weekly just started in New York (S. Stanley Schroff, 195 Broadway, New York, \$2 a year, 5c. a copy). It covers by quotations from the daily press and the magazines all the current subjects.

The Citizen is a high-class monthly, 28 pages, containing original articles, signed book reviews, literary notes, etc. There is a column of well-selected new poetry. The Citizen is of special value to teachers and educationists. The last issue to hand contains an article on the Ontario school system by Mr. E. W. Hagarty, of Toronto. The paper has been edited by Canadians for some time, Mr. James Tupper, a Nova Scotian, having been lately succeeded by Mr. Skyes, a talented graduate of Toronto University. (American Society for the Extension of University Teaching, 111 South 15th street, Philadelphia, Pa.)

Messrs. C. E. Warwick and John Sutherland, of J. & J. Sutherland, Brantford, recently took a driving tour through western Ontario, going right out to Windsor.

## WALL PAPER AND DECORATIONS.

### THE CANADIAN WALL PAPER LINE.

**A** MODERATE-PRICED line, excellently colored, well chosen designs—a line that will appeal to the retailer who caters to people of refinement and of taste rather than people of means. This, perhaps, expresses as well as anything the character of the Watson, Foster Co.'s new line. In getting up the line attention has evidently been paid to the styles and colors of the modern carpets. The same rich, soft tones of reds, blues and greens that now make our best floor coverings so exquisite have been carefully reproduced.

Pattern No. 449 is one of the prettiest things in blanks which displays artistic bunches of jasmine scattered at intervals upon the paper, with a trailing pattern done in mica running all over the ground. The effect of this is particularly stylish.

Pattern No. 446 is an exquisite French rococo design introducing well-drawn bunches of flowers done in rich deep tones. The border is in the cloud-effect blend. This very effective style is shown in nearly all of the papers, and is particularly effective in soft tints.

Pattern No. 461 is a very stylish paper of the English order, with big bold flowers of

rich natural colors. There is just enough gold in the paper to bring out the design, but nothing gaudy in the effect. The combination of colors in this design which are particularly rich shows off beautifully, on a café au lait ground, the flowers in dull maroon and the leaves in sage green. The effect is wonderfully soft and rich.

In the gold pattern, No. 510 makes a charming parlor paper, it is a floral and rococo design. Nothing striking about it, simply an artistic and ready selling paper.

Pattern No. 513 makes a very handsome and effective paper; it is purely Turkish, with every detail of design and coloring that one finds in a Turkish rug. It is evidently taken from some Oriental fabric. This is particularly handsome on a rich Persian blue ground.

One of the best leather effects we have seen this year is shown in pattern No. 519, with a Russian leather embossing particularly effective on a dull red ground and gold bronze design.

Of the ingrain friezes No. 1569 (a bold zigzag rose pattern) is probably one of their best designs.

Taken altogether this line has many very attractive features of a distinctive order.

The manufacturers, the Watson Foster Co., evidently understand the present demand of the wall paper trade in general, and turning out the line they have, they deserve a most successful season.—Wall Paper, No. 5.

### TO CLEAN WALL PAPER.

The Pharmaceutical Era recommends this: Mix together 1 pound each of rye flour and white flour into a dough, which is partially cooked and the crust removed. To this 1 ounce of common salt and 1/2 ounce of powdered naphthalin are added, and finally 1 ounce of cornmeal and 1/2 ounce of burnt umber. The composition is formed into a mass, of the proper size to be grasped in the hand, and in use it should be drawn in one direction over the surface to be cleaned.

### THE NEWEST IN WALL PAPER.

The latest development in wall paper shows neither flower, nor figure, nor stripe, nor circle. It is simply an all over water, or moire ground, like a piece of silk or satin moire, and is brought out in all satisfactory tints and shades. Panels of this moire paper used perpendicularly on a calcimined wall surface, the panels defined with a narrow gilt moulding, afford an effective treatment for a drawing room. A sample

# BLENDING FRIEZES

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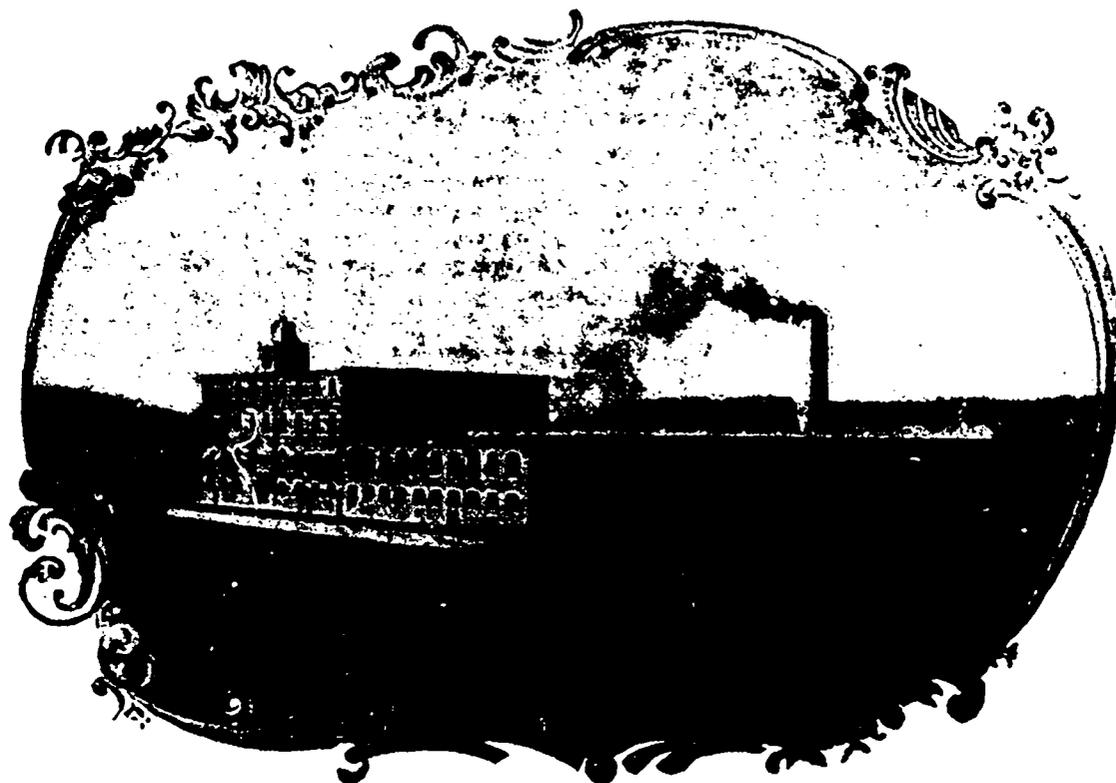
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Samples sent for special orders on application.

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**The Watson, Foster Co'y.** Limited

30 NEW  
SHADES OF **INGRAINS.**

**MONTREAL**

## WALL PAPER AND DECORATIONS (Continued)

lately seen was in leaf green moire paper, put on in up-and-down panels three-quarters of a yard wide on a wall surface tinted in a paler shade of green. The gilt mouldings that edged the panels were chased and ornamented, and not even a close observer would have discovered that the moire was paper and not silk. Other new papers show the delicate exactness and finely wrought figures and flowers of the Louis XVI broches and draperies, but most of the largely set up papers have large bold patterns, either in scrolls or conventionalized designs. A new treatment for these large flowered papers is to have a very deep dado and frieze of narrow striped paper of the two main colors of the pattern. A room decorated in lavender paper, in which fleur de lis of an ivory ground formed the main coloring, had a very deep dado of lavender and cream-striped paper, marked by a white moulding and a frieze of the same striped lavender and white paper above. By using dados of either striped or plain colored cartridge paper the boldest patterns in flowered or figured wall paper may be employed successfully without detracting from the size of the room.—Journal of Commerce.

### A SILVER MEDAL.

The directors of the Toronto Industrial Exhibition have notified Messrs. M. Staunton & Co. that a silver medal has been awarded for the fine display of wall paper made by them in September. Many laudatory comments were made by dealers and other visitors to the Fair, both as to the individual patterns shown and the general appearance of the exhibit.

Orders are still coming in to M. Staunton & Co. in goodly numbers and satisfactory amounts, and there will be plenty of work for the new large printing machine which is now being put up. The factory will be shut down for a few days to permit of the installation of a new engine of ample power and battery of boilers to replace those heretofore in use. These are of the latest improved pattern designed to give economy in consumption of fuel and steam.

Dealers who have not as yet seen the samples of this firm should drop a post card request for traveler to call.

### VISITING NEW YORK.

Mr. Colin McArthur is at the present time visiting various studios in New York making selections from the designs of the most prominent artists, with a view to next season's trade. So far he has been very

successful, and expects that the company will be well to the front when the next samples appear.

### POPULARITY OF DARK BROWNS.

Colin McArthur & Co. state that the rich dark browns which they made a special feature of this year to compete with F. Beck & Co., of New York, have been well received by the trade. At present they are busy manufacturing them.

### AN ORDER FROM THE STATES.

The Watson, Foster Co., Limited, have just received an order from New York for 65,000 rolls of their better grades of paper.

### NOTES.

Colin McArthur & Co. have just put in position their new machinery, which will enable them to execute their increased orders.

Let the manufacturer, the retailer and the salesman cry "Down with push goods!" But let them sing in harmony or the effect will be lost.—Wall Paper News.

Colin McArthur & Co. are making an extensive addition to their factory by building a wing towards the river front. They found that their increasing orders necessitated more space.

The Watson, Foster Co. say that during the month of September their factory turned out as much as any two months previously. This is a good evidence of how their new goods are taking.

M. Staunton & Co. have secured a number of splendid designs for their next season's line, the rollers for which are now being cut. The patterns are thoroughly popular in character and give promise of large sales when submitted to the trade.

Stained ceilings, caused by water having soaked through them, may be remedied by a simple plan. Take unslaked white lime, dilute with alcohol, and paint the spots with it. When the spots are dry—which will be soon, as the alcohol evaporates and the lime forms a sort of insulating layer—one can proceed painting with size color, and the spots will not show through again.—Wall Paper News.

The decorations of walls prove to have a very important influence upon gas bills. From recent figures by Dr. Sumpner it has been calculated that with different decorations a room would be equally lighted by the following candle power: Black cloth, 100; dark brown paper, 87; blue paper, 72; clean yellow paint, 60; clean wood, 60; dirty wood, 50; cartridge paper, 20; whitewash, 15. Only about one-sixth as

much illumination is necessary for the whitewashed room as for the same room papered in dark brown.—Decorator and Furnisher.

Colin McArthur & Co. have a handsome decoration in their office. It is the Royal Coat-of-Arms, with floral decorations. It is the work of the Anaglypta Co., who have sent one to each of their agents. It is made of Anaglypta material. This is the only one in Canada.

Walter Crane, the English designer, is one of the few modern artists who have been to any degree successful in introducing the human form in wall paper design. Some of his tapestry designs are said to be notable examples, for his figures, while they bear a close scrutiny as to form and details, yet so perfectly do they blend with the foliage and remainder of the design that there is nothing obtrusive or staring about them.—Decorator and Furnisher.

We clip the enclosed from The Wall Paper News in reference to "push goods": "Just now many of the retailers, even some of the swell ones, are offering wonderful bargains in wall paper. It's a heroic remedy for moving more or less passe stock that is sometimes necessary, especially at this time of the year. Anyway, it's healthier for the business to offer good paper at a reduced rate, once in a while, when the customer appreciates that it is a bargain, than to sell worthless stuff for next to nothing."

### BOOKS BY MAIL.

Editor BOOKSELLER AND STATIONER:

SIR,—In reference to your article in the September number on "Selling Books by Post" we believe that if such a system was inaugurated here it would ruin the retail trade. Almost all books would be sold by the publishers and departmental stores. As it is, all our legislation seems to be arranged for the benefit of the professions and monopolists.

Yours truly,

T. J. Moore & Co.

Quebec, Sept. 21.

[We are inclined to agree with our correspondents. The article alluded to was a news item from a German source and was not intended to apply to Canada. As to legislation being more in the interest of monopolies than merchants, it is a perfectly just criticism. While merchants allow the politicians to hoodwink them by getting their votes without making distinct pledges in return, the injustice will go on. Most of the politicians thrive on the credulity of the electors, and as most of us belong to one party or another and do not like to "go back on the party," (whichever it may be) the farce may go on. Rapid changes of government would bring some of the professional politicians to their senses. Ed. B. & S.]

NEW SAMPLES

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— **MONTREAL**

## NEW BOOKS REVIEWED.

The next best thing to the reading of a good book is, perhaps, the perusal of an intelligent review of it to me it is always a source of lively satisfaction.—Gladstone.

**THE PLAGIARIST.**—By Wm. Myrtle. Cloth, 218 pp., 2s. 6d. Oliphant, Anderson & Ferrier, Edinburgh. The plot of this novel is melancholy, but the tale is worked out with skill. Gilbert Heath, a young Scotch student, is taken by a rich uncle on a tour through Italy. He has artistic and literary talents and resolves to write a book, embodying his studies and criticisms of art in the famous galleries. Before the work is concluded he comes accidentally upon an unpublished manuscript by a dead critic of great eminence. He finds it in a strong box with some trust deeds in a solicitor's office where he is employed. The temptation to appropriate it proves too strong. He incorporates portions of the manuscript into his book, which becomes a great success. Heath falls in love with Gertrude Marshall, the daughter of an Edinburgh professor, and eventually wins her. His uncle dies, leaving him a fortune. The old professor also dies, leaving his daughter rich. Heath is at the pinnacle of success and happiness. Now comes retribution. His literary theft is suspected by a critic, and then discovered. A clause in the professor's will forbade the opening of an old cabinet containing rare manuscripts. Heath resents this prohibition and determines to get access by false keys. He attempts to do so, and a loaded pistol, ingeniously concealed inside the cabinet, goes off and kills him. It was the old professor's means of protecting his literary treasures from robbery. The curtain falls upon the sad picture of a young wile crazed with grief and bearing a dishonored name. The tragic interest of the story is great.

**OLD EBENEZER.**—By Opie Read. Cloth, gold top, uncut edges, \$1. Laird & Lee, Chicago. Old Ebenezzer is not a man, but a Kentucky town. Sam Lyman is the hero of both tale and town. A briefless lawyer without money or influence, he secures both by his own merits. At a gathering of young people a marriage ceremony is performed in joke between Lyman and the belle of the town. It proves valid, and the enmity of her wealthy father is incurred. Every effort is made to drive Lyman out of town, concluding with a dastardly outrage by Whitecaps. The victim repels the latter attack with force, but the plotters of the outrage he conquers by kindness and a mild temperament. He heaps coals of fire on the heads of all his enemies, excepting one who deserves, and receives, a thrashing, though the hero should not have kicked his man when

he had him down. The dialogue is bright and humorous, and the tone of the book very healthful and pleasing.

**A MARCH ON LONDON; WITH MOORE AT CORUNNA; WITH FREDERICK THE GREAT.**—By G. A. Henty. Cloth; illus., \$1.50 each. Copp, Clark Co., Toronto. These are the three newest tales of that fascinating writer of romances and adventure stories. Mr. Henty's books are practically all of equal merit, and this season's instalment are no exceptions to the rule. They are, as every bookseller knows, continually in demand by parents and other guardians of youth for gifts. No better class of books can be put into the hands of lads, and we have yet to find a single person of mature age who is not able to enjoy the pages of Henty as if they were written for older people. As usual, the bindings are most artistic, and the gilt edges add vastly to the attractive appearance of the volume. The illustrations are well done.

"A March on London," is a tale of Wat Tyler's Rising, and that episode of English history is made to invest with interest the fortunes of two young Englishmen who enter the service of the King. Mr. Henty does not make the mistake of being tedious by reviving too detailed a picture of that far-off time.

We come down to very modern history in the second of these volumes. The Peninsular War cannot be too often revived for the benefit of British boys, since the stubborn courage which finally overthrew Napoleon is apt to be relegated to a secondary place during the early period of its exercise. The author makes his hero a bright, mischievous boy, the son of a brave Irish officer, who sees active service abroad. A sequel is promised to carry on the career of the young soldier.

"With Frederick the Great" deals also with military episodes—those of the Seven Years' War. The book is as useful as it is entertaining. It supplies the reader with a vivid outline of the heroic struggle of Prussia against heavy odds. Maps and plans, eight in number, supplement the story and render it of much educational value. The hero of the tale is a young Scot who enlists in the Prussian cause.

**JEROME, A POOR MAN.**—By Mary E. Wilkins. Cloth, \$1.25; paper, 75c. Copp, Clark Co., Toronto. Jerome, boy and

man, is a fine fellow. His courage and independence are so great that he resolves to win the squire's daughter by his own unaided exertions. He has already won her heart, but determines to make the money necessary to marriage and not live upon hers. Jerome has, in a heated argument, signed an agreement with the two richest men in the New England village, where the scene of the story is laid, to give away to the poor any fortune that is left him, provided they also forfeit large amounts. A rich and eccentric bachelor in the place leaves him the fortune, hoping and believing that Jerome will fulfil his promise. Jerome does, although the temptations to keep the money are many and he seems to be sacrificing his happiness for honor. But all comes right, and he and Lucinda are made happy. The flavor of New England humor and rusticity (a good deal idealized), make "Jerome" a very readable book.

**LAWRENCE CLAVERING.**—By A. E. W. Mason. Cloth, \$1.25; paper, 75c. Colonial Library. Copp, Clark Co., Toronto. This is a lively story, compounded of adventure, lovmaking and English life in 1715. Clavering is a Jacobite living in Paris. He succeeds to his uncle's estate in Cumberland, the heir being disinherited for Jacobite opinions, and Clavering only to succeed if he leaves politics alone. He accepts the estate in the hope that the exiled King will soon come to his own, and that the estate may then be confirmed to the rightful heir. This quixotic scheme Clavering endeavors to carry out. He is inexperienced and unsophisticated. The dispossessed heir is a knave who proposes to take advantage of Clavering's honesty if King James wins and claim the estate, and to turn informer if the revolt fails and pose as a loyal Whig. Clavering discovers the villainy, and escapes to join the Earl of Mar's forces, taking refuge meanwhile with an old Jacobite, whose daughter, Dorothy, he loves. Dorothy and her father escape, after the rebellion is suppressed, to France, but Clavering gives himself up to save the life of a man wrongfully accused of treason by the treacherous heir. He is taken to London, tried and condemned, but escapes from Newgate across the water, where he is happily united to Dorothy. The latter is a charming little shrew, patterned after the Di Vernon of Sir Walter Scott.

**HERE THEY ARE!**—By J. F. Sullivan. Art cloth, illustrated, 350 pp., \$1.25. Copp, Clark Co., Toronto. A more delightful Christmas volume than this it would be hard to discover. Its attractive binding, in colors, its numerous marginal and full-page pictures of the funniest kind, and its large

size make it well worth the money, and a handsome gift for a child. The stories are humorously and cleverly written, and the fun is certainly not childish, but will amuse older people. Baltazer, the man who possesses himself of magical powers, and gets into difficulties thereby, Noah and his family under modern conditions, the adventures of two little people in the land of "giving away," and other episodes in animal and child life, are full of rich amusement.

**THE MINERAL WEALTH OF CANADA.**— By Prof. A. B. Willmott, professor of natural science in McMaster University. Cloth, 201 pp., \$1.25. William Briggs, Toronto. This is a most valuable and practical guide to students of the economic geology of Canada, and is written for the general reader as well. It is the only published work giving a systematic account of the mineral resources of the Dominion. There are three sections, one devoted to Minerals Yielding Ores, one to Minerals Yielding Non-metallic Products, and one to Rocks and their Products. The author gives his references for the specialist to follow up this general treatise. The work itself, while of a popular character, is exact and thorough, and should be largely circulated, since it affords to Canadians a chance of knowing, not merely the extent of their mineral resources, but the utility and value of them.

**THE GLEAMING DAWN.** — By James Baker. Cloth, \$1.25; paper, 75c.; 391 pp. This is the period of the historical novel, and a well written novel recalling the past can always command readers. This story is of the 15th century, England in the reign of Richard, with the Lollard movements as a setting. The author has read himself into the manner and spirit of the times. The scene is changed to Bohemia and the dangers to the reformers after the murder of John Huss are used to make a very lively and striking tale.

**MR. PETERS.** — By Riccardo Stephens, M.B.C.M. Cloth, \$1.25, 412 pp. Copp. Clark Co., Toronto. This is a powerful story of a man's vengeance upon the murderers of his father. The prologues describe the lynching in a United States town of a foreigner on the charge of stealing horses. The wife of the man trains up her son to take revenge on the murderers. The incidents are worked out in Scotland. Peters is the avenger, and he takes a life for a life, but loses his own. The tragic strain is relieved by the fortunes of other characters less sombre and intense.

J. L. Hobden, stationer, is removing from Waterloo, Ont., to Berlin.

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CALENDAR PADS.

THE Joseph Dixon Crucible Co. of Jersey City, N.J., are getting out neat little blotter pads with one side glazed and a monthly calendar printed thereon. The pads are very handy and are intended to



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advertise Dixon's silica graphite paint. The trade will receive copies by sending a card

NEW CARD CASES AND WALLETS.

The Brown Bros., Limited, have just added to their stock some new and attractive wallets, card cases, etc., which are about the nicest productions that this firm has turned out of their factory, made, as they are, in all the latest styles and colors. Cuts of them appear on these pages.

TO HELP THE SALE OF CARDS.

Raphael Tuck & Sons are, through their Canadian representatives, Warwick Bros. & Rutter, Toronto, making a new departure that has for its object the bringing before the public notice of their Christmas and



The Brown Bros. Limited.

complimentary cards, and thus to aid the sale of these artistic productions by the Canadian retailer. This they propose to do by means of a poster, which will be issued in two sizes, the large one being 10 x 7 ft.,

and the next size 7 x 5 ft. The poster is printed in colors, the border, representing the English-speaking world, being printed in blue-grey, the centre tablet in yellow with red and black lettering, the seal in red, and the holly and mistletoe in natural colors. The design is at once original, artistic and effective, and should tend to increase the already large sale of Messrs. Tuck's popular series of Christmas cards.

REDUCTION IN PRICE OF SHANNON FILES.

Buntin, Gillies & Co., Hamilton, are offering the old reliable Shannon files at greatly reduced prices. They will sell the complete file, including board, arch, perforator, compression cover and index, in any size, at \$10 per dozen, and the board and arch only, in any size, at \$5 per dozen.

GET A SAMPLE BOOK.

Samples and price lists of the new line of wedding stationery, folders, invitation cards, etc., carried by Buntin, Gillies & Co., Hamilton, are now ready. This season's line contains many novelties beside the regular lines, and every stationer should be supplied with one of the sample books.

CARBON PAPER.

The Brown Bros., Limited, have just received a full line of Little's justly-celebrated typewriter ribbons, which are without doubt the finest carbon paper made.

HOLIDAY GOODS.

Ball programme cards, pencil cord with tassels, tally cards for euchre, pedro, etc., are to be had in various styles at the Brown Bros., Limited, warerooms. This firm also carry a very extensive line of gold pens, pencils, penholders, fountain pens, nice goods suitable for Christmas trade.

FILL YOUR INK BINS.

The trade are reminded that the winter will soon be on and they should see that their ink bins are well supplied. The Brown Bros., Limited, can fill orders for Arnold's, Stephens', Carter's, Underwood's and Stafford's ink, and can also supply the celebrated Taurine mucilage, which they claim is the finest made.

SPECIALTIES IN FANCY GOODS.

F. & E. W. Kelk make the interesting announcement that with November 1st they intend to clear off all the stock on hand, so as to begin the new year entirely with fresh goods. This means a reduction in price, of which the trade will take note.

This firm direct attention to footballs, 1,000 of which are just to hand, with prices

from \$1 upwards. The stock of dolls will also be found very large and suitable, especially those at 10 and 25c.

The range of magic lanterns cover all from the cheapest to the best. Fancy clocks in bronze, China, etc., are shown. A large and varied assortment of games



The Brown Bros., Limited.

may be seen, sleighs, crokinoles, children's wash sets, tin toys, drums, china tea sets and skin-covered rocking horses. There is a full variety of other fancy goods to choose from.

NEW THINGS IN PAPETERIES.

This season's papeteries are remarkable for variety, artistic get-up and moderate price. Warwick Bros. & Rutter have never had so wide a range of these goods, a feature being the attractive lines which retail at 25c. New lines this month are the "Cowes," "Henley," "Sandown,"



The Brown Bros. Limited.

"Hurlingham," all called after sporting and racing centres and very prettily prepared.

The same firm are showing a novelty, being children's papeteries for party invita-

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Cuts on 8/4  
of M.A.

tions. These are decorated invitation cards, boxed in floral and other designs, and all to retail at moderate prices. "Be sure and come," is a motto on the invitation cards.

"WINNERS" PLAYING CARDS.

Warwick Bros. & Rutter report an unprecedented demand for these new playing cards, the sales having now begun on the second 500 gross of them.



WARWICK'S FOUNTAIN PEN.

This new fountain pen, mentioned in our last issue, is proving a great success, and a large repeat order has been

The Brown Bros., Limited, placed with the manufacturers. It is made in favorite styles of pen, and is proving a good seller.

FINE RANGE OF PAPETERIES.

The range of papeteries and fashionable note papers just received at the Brown Bros., Limited, warehouse is one of the finest assortments ever seen in Canada, and the trade should not fail to see them. They comprise all the newest shapes and tints and are very handsomely boxed. Note their advertisement re same on another page.

CASHMERE WRITING PADS.

A fine line just put out by Warwick Bros. & Rutter is the Cashmere writing pad, a superior quality, and attractively bound. The sizes are large and small octavo, with envelopes to match.

NEW GAMES.

Noteworthy in the list of games this year, offered by the Copp, Clark Co., are: raquits, a 20th century game, played something



The Brown Bros., Limited.

like checkers, and selling at 25c. in a large box for the money; the Fruits of the Spirit, a religious card game played like Authors, 25c.; Robinson Crusoe and Cock Robin, 10c. each and played like Old Maid; the new game of Battledore and Shuttlecock, retailing at 75c.; farm and fire-side picture blocks, retailing at 75c.

A HANDSOME CATALOGUE.

Every dealer should have one of the Eddy Co.'s catalogues of toilet papers just issued from Hull. It is in two colors, finely illus-

trated in half-tones on each page, showing over a score of brands of toilet papers and fixtures. Handsome views of the company's large works at Hull are interspersed. It is really worth while to get a copy of this, the finest catalogue of the kind yet issued.

IMPORT FANCY GOODS.

The import orders for fancy goods are now being shipped out by the Copp, Clark Co., and a new warehouse has been leased by the firm devoted to this department of the business.

NERLICH & CO'S NOVELTIES.

There are such good prospects for an excellent Christmas trade this year that dealers will welcome the attractive novelties that are being shown. As usual, Nerlich & Co., Toronto, are doing a big business in the latest goods. In games, for example, they have the popular Blow-Ball, 25c. the round-table game, which will amuse a



Nerlich & Co.—The Game of Blow Ball.

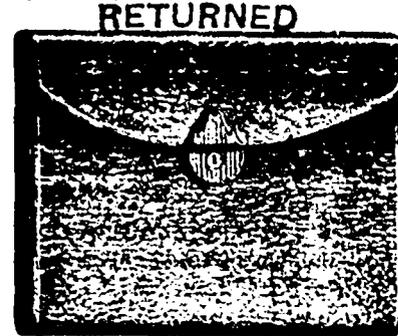
whole company of people for the evening. The balls are of light basswood, easily blown about, and go through tin goals placed on the table. The cloth is taken off the table and the smooth surface is just the thing for the game.

Multiplication Lotto, or "Our Pets," is a new and taking game, retailing at 25 and 50c. The round counters have numbers instead of letters, and they fit into holes made in stiff sheets or boards. By doing the multiplication rapidly the player fills the holes in his particular board quickly, and the quickest wins the game, which is instructive to the children. Six can play the game at once.

A wonderful value in pretty lamp shades is a colored fluted shade, complete with wire frame, for 10c.

This firm are showing some new and striking window show pieces. These are in great variety, and some most laughable. There is a negro leaning over a fence, the fence being a blank space for a window ad-

vertisement. The negro's head wags from side to side and his hands keep pointing down at the notice space. A feature about these window pieces is that when wound up they will go for six or eight hours, so that the dealer, on a busy day, is not obliged to keep running to the window to wind up the



The Brown Bros. Limited.

toy. Figures of a frog in human attire, a brownie, and a donkey, all wagging heads or moving limbs when wound up are other features of this line.

Nerlich & Co. have a full assortment of dolls yet, though they are moving out rapidly. Naturally the best kinds go most quickly, so the dealer who wants a choice should order now. A special price-list of dolls is just being got ready, and the trade should write for it.

In cups and saucers, new lines with new shapes and decorations are constantly being added. Special values are being shown just now in 25c. cups, both ladies' cups and moustache cups.

Some elaborate and handsome new toys are those large mechanical toys, to exhibit mining in all its branches, and the fountain toys. An electric car with trolley pole and everything complete is another novelty, worked by being wound up.

A new shipment of blue flower pots is just in, comprising all sizes from \$2.75 a dozen to \$18. New goods now coming in are the children's toy glass table-sets, of four pieces, butter dish, jug, spoonholder, and sugar bowl. Another novelty is a glass condiment set on a shamrock shaped tray, salt cellar, pepper shaker of bottle shape, and small vinegar bottle. This to retail at 25c.

A NEW LITERARY WEEKLY.

The London Times is to issue in England, and Harper & Bro. in the United States, a new literary paper to be called Literature. Mr. H. D. Traill, the well-known critic and author, who is a competent and careful literary critic, and has written biographies of Lord Salisbury and Lord Cromer, is editor. Literature will devote itself to new books, and, under such auspices, can hardly fail to become an authoritative exponent of present day writings.

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Oct 25 197 S.M.A.

## LONDON LITERARY NOTES.

LONDON, Oct. 2, 1892.

**H**ODDER & STOUGHTON announce a volume on "Mary, Queen of Scots, from her Birth to her Flight into England." The author is D. Hay Fleming.

A new story by Miss L. Dougall, the Canadian writer, is "A Dozen Ways of Love."

Marshall Saunders' new book is "The King of the Park." It is bound in cloth, illustrated, and sells for \$1.25.

Another story with Canadian history for a background is "Menotah," a tale of the Riel Rebellion by Ernest G. Henham.

Among the autumnal publications will be a new story from the pen of Mr. W. E. Norris, entitled "Marietta's Marriage."

By the death of Mr. Hutton, Mr. St. Loe Strachey, editor of *The Cornhill*, has become joint editor and proprietor of *The Spectator*.

Mrs. Craigie's novel, "The School for Saints," will be described in the sub-title as "Part of the History of the Right Honorable Robert Orange, M.P."

Chatto & Windus have in the press for early publication a new novel by Mr. Christie-Murray. It will appear under the title of "This Little World."

Marshall, Russell & Co. are publishing a new novel by Maxwell Gray, the author of "The Silence of Dean Maitland." The new book will be called "Sweethearts and Friends."

Moran & Co. will issue early this month "My First Prisoner," from the pen of Mr. Bartle Teeling, who has an interesting career, first as governor of an Irish prison, and later on as one of the Pontifical Zouaves.

Madame Sarah Grand's new novel is now in the press, and will be published early in November by Heinemann. The title she has given it is "The Beth Book," and it is described as the story of a woman of genius.

Chatto & Windus are issuing a "Life of Napoleon III.," by Archibald Forbes, the war correspondent. Mr. Forbes has been publishing the life serially in *The Idler*. The volume will contain an unpublished portrait of Louis Napoleon.

"Hood's Annual" will this year be published for the first time at sixpence. The old cover will be partly used once again, so that the Annual, which is in its thirtieth year of publication, will be the more easily recognized. The contents will be of a novel nature.

Sarah Tytler's new novel, entitled "The American Cousins," will be published immediately by Digby, Long & Co. The scene of the tale is laid in the heart of Shakespeare-land; and competent critics,

who have read the work, declare that it contains some of Miss Tytler's finest writing.

It is not generally known that the famous historian, Hippolyte Adolphe Taine, left a posthumous work behind him. T. Fisher Unwin has been fortunate enough to procure the English rights, and he will issue an illustrated translation under the title of "Journeys through France, being Impressions of the Provinces."

"The Life and Letters of Sir George Savile, Baronet, First Marquis of Halifax," with a new edition of his works, now for the first time collected and revised, is in the press, and will be published at an early date in two volumes by Longmans, Green & Co. The "Life" will be by Miss H. C. Foxcroft.

"Greece in the Nineteenth Century," by Lewis Sergeant, has just been published by T. Fisher Unwin. Many years ago, when Lords Beaconsfield and Salisbury negotiated the Berlin Treaty, Mr. Sergeant published a volume entitled "New Greece." All that the lapse of time has not rendered nugatory in this work is contained in the new one, but the latter is no mere reprint. Extensive alterations and additions have been made. The chapters on Greek literature, for instance, have been brought thoroughly up to date.

Among the numerous books to be issued this month by Service & Paton, is one entitled "Our Churches, and Why We Belong to Them," being a volume on the present position, individually, and in relation to one another, of the principal churches in this country, written by prominent representatives of each, among whom may be mentioned the Rev. Canon Knox-Little, Rev. R. F. Horton, D.D.; Rev. Richard Glover, D.D., of Bristol; Rev. Walter Ross Taylor, D.D.; Rev. Principal T. C. Edwards, etc.

Charles Dickens appears as the author of a volume to be published by Mr. Redway. "To Be Read at Dusk, and Other Stories" is a collection of articles, tales and essays which have been discovered by Mr. F. G. Kitton, the author of "Dickensiana," and have hitherto escaped the notice of bibliographers. Such of these pieces as are not protected by copyright in America will be published in New York; and those in which British copyright has lapsed will be found in this volume.

Sir E. Ashmead-Bartlett's book, "The Battlefields of Thessaly," published by Murray, is dedicated "to the Ottoman Army, that gallant, highly disciplined, patient, and indomitable soldiery, whose courage and fortitude have so often saved their country from the assaults of the enemy." The author claims a unique ex-

perience, in that within three days during a condition of actual war he was given audience by the sovereigns of both contestants. After observing that the courtesy and hospitality of the Turks made it a pleasure to visit them, he remarks: "Of the Greeks, of course, we saw less, but our involuntary visit to their warships was most interesting."

A letter from Mr. Rudyard Kipling, in which he defends himself from the charge of having omitted Newfoundland in his "Song of the English," and dilates generally in a characteristic way on the uselessness of questioning the "loyalty" of the colonies, finds a place in the new book on Newfoundland which Grant Richards has published. The book is entitled "The Tenth Island, being Some Account of Newfoundland, its People, its Politics, its Problems, and its Peculiarities," and is by Mr. Beckles Willson, who acted as a special correspondent in Canada and Newfoundland last year for *The London Daily Mail*. Sir William Whiteway, the Premier of the colony, contributes an introduction of some length, and Lord Charles Beresford has written an appendix on "Newfoundland and the Navy."

## THE DRYSDALE CO.

Wm. Drysdale & Co., booksellers, Montreal, have decided to add publishing to their business, and to this end a joint stock company has been formed, with a capital of \$50,000, to take over the business. The following circular has been issued:

The William Drysdale Co., Limited, is being formed for the purpose of taking over the old and well-established business of William Drysdale & Co., publishers, booksellers, stationers and importers. William Drysdale began this business in 1874, and it has had a steady growth ever since, and to-day, in its line of business, occupies a foremost place in the Dominion. Montreal being the commercial metropolis of the Dominion of Canada, ought to be the literary and publishing centre as well. The field and necessity of such an establishment as aimed at by the present promoters are now greater than ever. Recent changes in the Dominion tariff favor the development of a Canadian publishing business, and it is believed that satisfactory arrangements can be made with British and American publishers for the bringing out of Canadian editions of popular authors, which should be a profitable trade, assuring stockholders of good returns for their investment. It is proposed issuing \$15,000, or 1,500 shares, to be guaranteed at 6 per cent. dividend; this dividend to be a first charge upon the profits of the business. The shares have been placed at \$10 each, so as to afford an

opportunity for small investors. Shareholders, small and large, will be offered special discounts on all purchases of books, stationery, etc., made from the company.

**THE PRESBYTERIAN HYMNAL.**

THE Westminster says it has received several letters recently in reference to the agreement between the Hymnal Committee and the Oxford University Press, that all copies of the Book of Praise should be sold through the trade, at fixed prices, and subject to no discount. The object of this agreement was to secure the lowest possible retail prices, and to give buyers in the remote sections of the country the same advantages as those in the city. The publishers fixed their wholesale prices and the booksellers placed their orders in accordance with this agreement, and for the most part the book trade has been loyal to it. The worst cases of violation are reported from Hamilton, where merchants, not in the trade, have obtained supplies and cut prices. When this was reported to the publishers all further supply was stopped. Reports also come from one or two points of churches going into the business. This thing is quite discreditable. The Assembly's committee having secured such exceptional terms, which involved a reduction of the margin of profit for the booksellers, it is a breach of

faith for any church to violate the agreement and so injure the local book trade. The interests of the churches and the booksellers, in this case, are, in the long run, the same. No bookseller can afford to cut the prices, and if outside parties do it the trade will not carry a stock. And it is to the advantage of the churches that the local booksellers keep the books in stock. No complaints have been reported from Toronto. The publishers are determined to enforce the rule, and the Hymnal Committee are unanimous in supporting them. It is to be regretted that an arrangement so fair to all parties, the terms of which have been widely advertised, should be disregarded, and its disregard encouraged or imitated by church people, for the sake of a paltry discount, which counts almost nothing to the individual purchaser, but which in the aggregate is the booksellers' means of support.

**TRADE NEWS.**

LAST week Miss Ludwine Rolland, daughter of J. B. Rolland, head of the well-known paper firm of that name, was married to Mr. Arthur Letondal, professor of music. The wedding was a very fashionable one.

The R. J. Lovell Co., Limited, Toronto, is seeking a Dominion charter, the capital stock to be \$3,000, and the members of the

company: Robert James Lovell, stationer; Samuel Gustavus Beckett, architect; John Gowanlock, insurance agent; Evelyn Mary Lovell and Sarah Elizabeth Lovell, all of the city of Toronto.

Mr. Christian William Kammerer, of T. N. Hibben & Co., Victoria, B.C., died at Victoria Sept. 21, after a short illness, much regretted by those who knew him. The Times says: "A quiet, unassuming man, the deceased, although a member of a large firm, was known to few outside the business community and those who, like himself, came to Victoria when the city was in its infancy. The friends he did make, however, were friends to the last. Mr. Kammerer had probably been in business in Victoria longer than any other man. Coming from California in 1857, where he had landed ten years earlier, the deceased settled in Victoria. A year later, in 1858, he was engaged by the firm of Carswell & Hibben, booksellers and stationers, and remained with the firm through several changes, the latter of which admitted him as a partner, until the time of his death. He leaves no family, and leaves no relatives in this part of the world. The only societies of which he was a member were the Pioneer Society and the French Benevolent Society, which amalgamated with the Jubilee Hospital. He was a native of Hamburg and was 73 years of age."



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**A CANADIAN CALENDAR FOR 1898.**

LAST year the Cabot Calendar was not merely a thing of beauty but a very successful enterprise as well.

The talented ladies who designed the Cabot Calendar have produced another for 1898. It is called "Historic Days of Canada," compiled by Sara Mickle, assisted by Mary Agnes Fitzgibbon. The drawings are by Messrs. J. D. and Percy Kelly, and are done in gold and colors, the designing and execution being in the best style of the Toronto Lithographing Co. The retail price is 75c., and William Briggs is the publisher.

These are the simple business facts connected with the new calendar. To speak of its artistic beauties and completeness of detail requires a very eloquent pen. Briefly, each month of the year is devoted to some historical picture connected with early and modern Canada. Thus, we have scenes from the old French regime, from the Indian life and character, and from the political episodes of this country under British rule. The general design for each month is the same; the beaver, the national coat-of-arms and the maple leaf being skilfully and beautifully combined. The drawings of historic forts and other buildings and the portraits of famous men are all done in colors.

The tout ensemble is one of the brightest and cleverest pieces of artistic and literary work ever turned out in Canada, and we congratulate artists, compilers and publisher upon the success of their labors. It should be added that the days of the month are filled in with a list of Canadian dates, which is extremely valuable and an education in itself.

The calendar will make a very unique and attractive Christmas gift, both for presents at home and for sending abroad. It is well worth the money, and is put up in a tastefully lettered box.

**LEAD PENCILS IN JAPAN.**

The Japan Weekly Times says that there is a constantly increasing demand for lead pencils in Japan, the supply being mostly drawn from Europe or America. Those manufactured in Japan are inferior in quality. Lead pencil making in that country is generally carried on by small establishments, and the companies devoted to the manufacture of the article are few in number. The inferiority of the Japanese pencil is due to the fact that the black lead, obtained chiefly from the Hokuriku district, falls in quality far below the foreign product. As to the wood, Hokkaido and other places produce an excellent supply. Some of the companies in Osaka are said to have succeeded in manufacturing good pencils with black lead imported from America, and a considerable number of the pencils have already been exported to Hong Kong, Bombay, and other ports of the East.

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**T**HE fin de siecle dressing bag for travelers is in genuine alligator skin, completely fitted with silver and cut glass toilet requisites.

Elaborate in the way of a belt is the one in white kid, enriched with turquoise medallions set in silver. This belt is clasped with an elaborate silver buckle.

Cigar cases, silk embroidered inside, sold well with some houses last month, and one popular style had a place for a photograph. It should be a good article to carry in a holiday stock, making a very neat gift for a gentleman.

One house is putting up boxes of six pocketbooks, in different leathers, but all in one general shape and style, that should meet with the hearty approval of buyers who wish to obtain a good assortment without investing too much money.

One handsome pocketbook being shown is in a smooth black leather, trimmed with a narrow gold-plated band around the edge of the flap, this band being studded with very small imitation rubies. The effect was both modest and showy. Another pocketbook, of a similar style, had imitation emeralds instead of rubies.

There is a big call for the high-colored goods in pocketbooks, and the red, blue and green alligators, in all sorts of finishes, are very popular. Jeweled corners and trimmings seem to be growing in favor. All the leathers are patronized freely, and it would be a hard matter to decide which is the most liked—seal, alligator, morocco, cape goat or lizard.

Many unique skins are now being used in the manufacture of fine card cases and pocketbooks, among them being shark-skin, numerous specimens from the jungles of Africa and India, buffalo and elephant hides and many kinds of monkey and snake-skins. All are fashionable; and, indeed, it is remarkable how well a new name, given to a familiar leather, will attract the attention of the shoppers who buy them. There's a great deal in a name sometimes.

There appears to be no cessation in the sale of belts, both in leather and silk, notwithstanding the lateness of the season. The truth is that women wear belts all the year through to a far greater extent than formerly, for the shirt waist is followed by the silk waist, making a belt almost a necessity. These goods are gotten up in such wonderful variety and in such beauty, nowadays, that there is little likelihood of fashion decreeing their abolition.

The fall trade of the leather goods men is beginning now, or rather has begun, and from its briskness merchants have been led to look forward to an excellent trade. Many

new models in pocketbooks, card cases, chatelaines, etc., have been brought out, and it will be a very remarkable thing indeed if the holiday trade be not considerably better this year than for several seasons past. Many of the goods that are being shown are in very attractive reds, blues and greens. They go well in a stock, making it bright and pleasing to the eye. An appearance of variety is as necessary in a leather goods stock as in any other.—New York Fabrics and Notions.

**WHY ENVELOPES ARE BLUE LINED.**

"Why are these envelopes made blue on the inside?" asked a reporter, looking at a specimen which a wholesale stationer held in his hand.

"For a very simple reason," was the reply. "One of the most important results in making envelopes is to prevent transparency. Many white papers are so transparent that by careful scrutiny the con-

tents of envelopes, made of such material, may be determined. For instance, let us put a sheet of paper with writing on it into this envelope. Let us also insert a bank cheque. We will now seal it and hold it to the light thus. There, you can not only see the bank cheque, but you can also read many of the words on the sheet of paper. This can be prevented either by getting a very thick and high-priced envelope, which is not transparent, or by taking a cheaper grade of paper which is blue on one side. We sell thousands of packages yearly of blue envelopes—that is, envelopes which are blue on the outside, but most people do not like them on account of their color. So to get over the difficulty, and still make an envelope that will hide the contents and not be high priced, the manufacturer uses paper which is blue on one side and white on the other. One factory in New York turns out over 1,000,000 of such envelopes every day, and their sale in large cities is enormous."—Washington Star.

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9442. Dolly's Lullaby. Words by Frank R. Horsky; music by W. A. Norman. Whaley, Royce & Co., Toronto.
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9449. The Canadian Annual Digest, 1896. By Charles H. Masters and Charles Morse, LL.B., Ottawa.
9450. Freeman's Grammatical Exercises for Entrance and Public School Leaving Classes. By J. A. Freeman, B.A. Copp, Clark Co., Limited, Toronto.
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9456. Lovell's Improved Bill Book. Robert James Lovell, Toronto.
9457. Sir Wilfrid's Progress Through England and France in the Jubilee Year. By A. M. R. Gordon. Illustrated by J. C. Innes. A. M. R. Gordon, Montreal.
9458. Medical and Surgical Gynecology. By R. W. Garrett, M.A., M.D., Kingston.
9459. Introduction a l'Arithmetique et au Calcul Mental. Par C. S. V. Livre du Maitre. A. Archambault, C.S.V., esqualite des Clercs Paroissiaux ou Catechistes de Saint-Viateur, Outremont, Que.
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9464. Grand-Livre pour Fromageries et Beurrieres. Joseph de Labroquerie Tache, St. Hyacinthe, Que.
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9482. Soldiers of Fortune. By Richard Harding Davis. Charles Scribner's Son New York.
9483. Dorothy. Two-step. By Adelaide Johnson. The Anglo-Canadian Music Publishers' Association, Limited, London, England.
9484. Bird's Eye View of the McGill University, 1897, Montreal, Canada, with Key Thereto. Eugene Haberer, Montreal.
9485. Improved Directory Printed Index for Copying Letter Books. Hart & Riddell, Toronto.
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A monument has recently been erected on the grave of the authoress, Harriet Beecher Stowe, at Andover. It is a cross of Scotch granite twelve feet high, and is copied after one in the possession of the Duke of Argyle, which Mrs. Stowe greatly admired while visiting in Scotland. Upon the cross is the inscription, "Tribute of loving remembrance, erected by the children," and lower down, "1811—Harriet Beecher Stowe—1896." Upon the white granite pedestal is the inscription, "Her children rise up and call her blessed." The grave is in the private cemetery of the trustees of Phillips Academy, and in the same lot are buried her husband and son.

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