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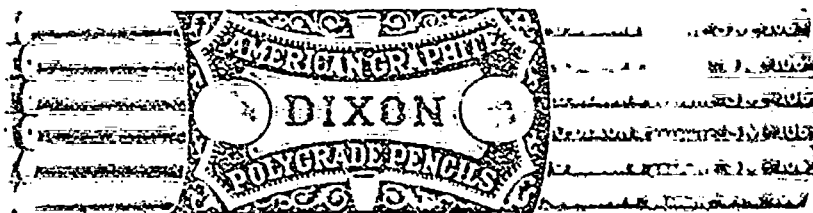
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SPECIAL AUTUMN NUMBER.

Bookseller and
SEPTEMBER
Stationer

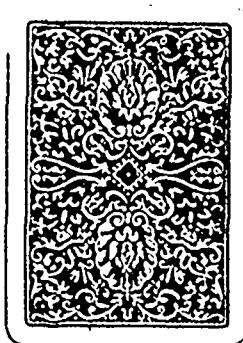


A FAMILIAR BUNCH OF LEAD PENCILS.

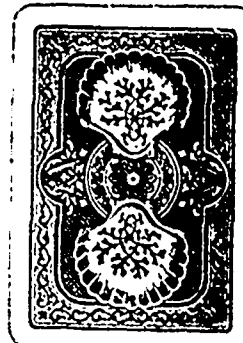
Dixon's American Graphite Pencils are noted for their smooth, tough lead. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N. J.

Playing-Card Headquarters

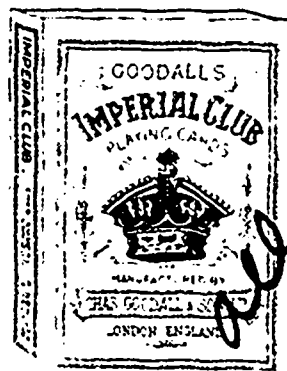


Imperial Club. Series A.



Imperial Club. Series B.

Our line of Playing Cards this season will contain the very best numbers of the leading European, American and Domestic manufacturers. We will also show some special lines, made solely for ourselves, which will be of unequalled value.



One card in particular we would like to call your attention to, viz.

*Imperial Club
Best quality, handsomely boxed; backs, an assortment of beautifully executed designs, and printed in various shades. Can be sold at the popular price, twenty-five cents retail. In cards at this price it will be*

The Season's Leader.



Imperial Club. Series C.



Imperial Club. Series D.

Warwick Bros. & Rutter

TORONTO

ONT.

BOECKHS' ADJUSTABLE TABLES

Useful for many purposes
and always ready to use.

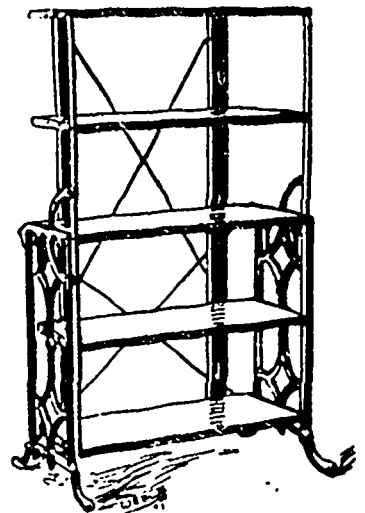
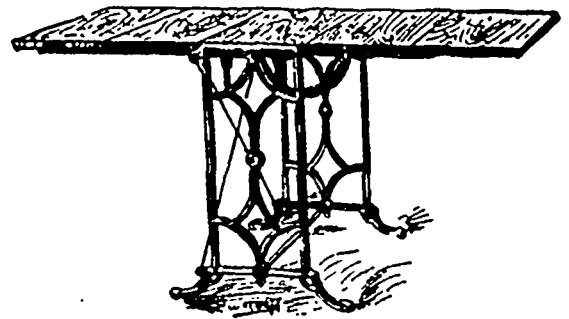
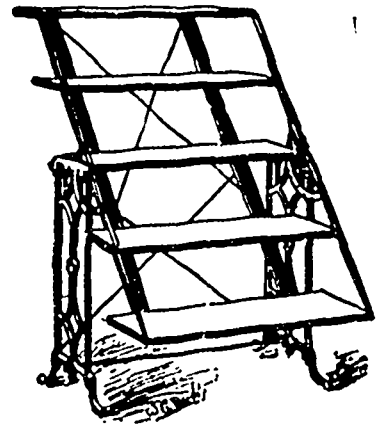
Instantly adjustable and
firmly locked from either
side.



Patented in all Countries.

These Tables are particularly adapted for **Book and Stationery Stores**, as, by their use, a handsome display of books or any line of goods can be made in any part of the establishment at a moment's notice.

This table can also be utilized as a **China Cupboard, Hat Rack, Flower Stand, Lawn or Verandah Table**, and for many other purposes. Write for **Illustrated Booklet**.



Boeckh Bros. & Company

Manufacturers,

Table Show-Room, 88 York St.
Montreal Branch, 1 and 3 DeBrosses St.

80 York Street,
TORONTO

NEW LINES IN FINE STATIONERY

FOR THE TRADE.

New Square Shapes, in three sizes

Made for the First Time in Canada.

Regina, Princess, and Duchess Sizes—

These are the New Square Shapes that are so popular in England and United States. We are now making them here and offer them to the Trade at much lower prices than the imported. We are also prepared to put Customers' "SIDE DIE" on the envelopes when desired—a very effective form of advertising.

The papers and envelopes are all high class, beautifully made, and put up in attractive boxes.

The Popular "Floss," in White, Blue and Pink.

"Kid-finish," and other styles in various shades.

Samples and Prices on application.

Engraving AND Embossing FOR THE TRADE.

All kinds of Card Engraving and Fine Embossing
done for the Trade at short notice.

HART & RIDDELL

Wholesale and Manufacturing Stationers

40 Wellington St. East

TORONTO

CANADIAN FOLK-LIFE AND FOLK-LORE

William Parker Greenough, "G. de Montauban,"

AUTHOR OF

"THE CRUISE OF A WOMAN HATER, etc."

With Illustrations by WALTER P. GREENOUGH. 8-vo, cloth, \$1.60

There is not a dull page in the whole book.—Quebec Daily Telegraph.
Each chapter is a compound of anecdote, of observation, and of shrewd or amusing reflection. All is elastic, spontaneous, unreserved.—The Nation.

"We have no hesitation in saying that this book is a distinct contribution to the literature of Canada. The book is simple in style and withal faithful in its portrayal of the most unique and interesting phase of life on the continent. It is charming."—Toronto World.

A HAND-BOOK OF WRESTLING

Hugh F. Leonard,

Instructor of Wrestling, New York Athletic Club.

Cloth, profusely illustrated, \$2.00 Edition De Luxe, \$5.00

"I consider the book not only one of the best ever published on this subject, but I think you have added to the list of valuable works on legitimate sport."

W. G. Anderson,

Medical Director, Yale University.

"The illustrations are very fine, and the method of presentation of the subject matter is extremely good."

D. A. Sargent,

Medical Director, Harvard University.

"In Colleges it will meet a demand long felt, and will be evidence that the art of wrestling is both ancient and honorable, and one which tends to develop the human body to its finest form."

George Goldie,

Director of Gymnasium, Princeton University.

LOG OF THE GLOUCESTER

Published by permission of the Navy Department

Illustrated, \$1.50

"After the torpede destroyer—what? The Gloucester, of course!"
"The skillful handling and gallant fighting of the Gloucester excited the admiration of everyone who witnessed it."

Extract from the report of Rear-Admiral Sampson,
Commander-in-Chief.

J. F. TAYLOR & COMPANY,

5 and 7 East 16th Street, NEW YORK, N.Y.

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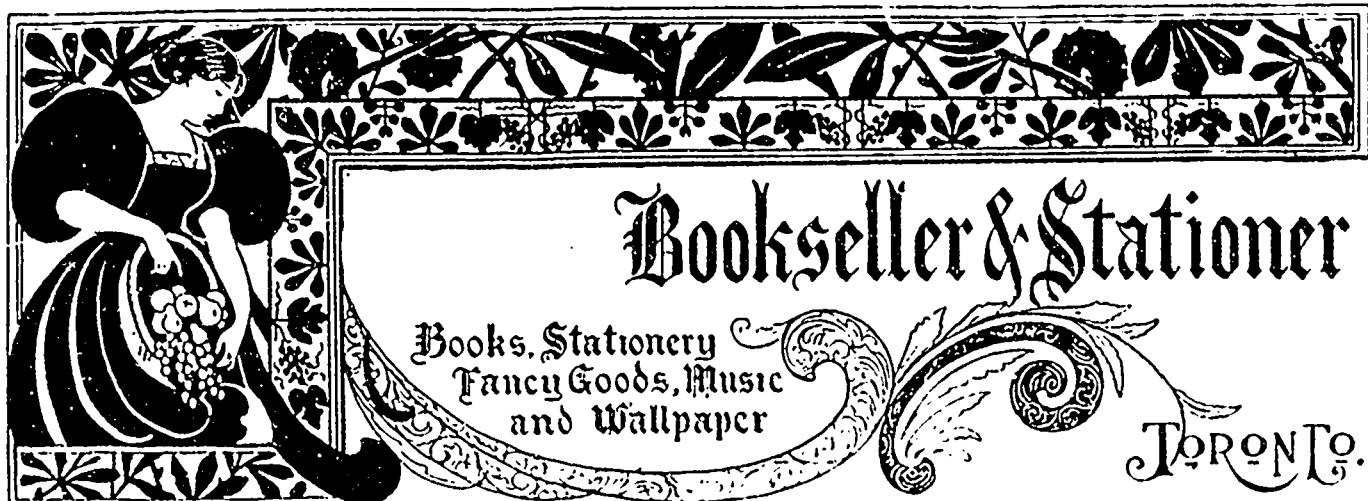
THE DESIGNER

If not,
WHY?

One Sub. or ONE HUNDRED to a single address at the lowest sub. price. We believe in giving our friend, the Bookseller, the benefit of bottom figures. Sub. price cheaper than by single copy.

WE DON'T WANT IT ALL. Are satisfied to give the other fellow his fair share of profit. Particulars by return, by addressing

THE STANDARD FASHION CO., 46 Adelaide Street West,
TORONTO.



CURRENT NOTES AND COMMENTS
OF TRADE INTEREST.

The Autumn Trade Outlook. Encouraged by improved trade conditions, THE BOOKSELLER AND STATIONER deems it a fitting time to issue a special number intended to summarize for Autumn trade purposes the information most useful to Canadian dealers in books, periodicals, stationery, fancy goods and wall papers. All the importing houses and firms which sell in this market have something interesting to say regarding the new features in their various lines. It has been sought to keep in view the fact that the paper is for the trade, who feel that an increased business is possible this season, when in previous years the outlook was but fair. People are buying more freely because there is more money in the country. In all the lines handled by the Canadian dealer, extensive ranges are carried by the firms whose announcements appear in this issue, and readers will find them worth perusal.

The prospects being so good, it is well for the dealer to bear in mind that an extra effort on his part will pay him. There are many dealers who require no such hint. All the year around, in season and out of season, they push business with an energy and ability which have carried them successfully through several years of very indifferent trade. But some dealers, in outlying points especially, have perhaps felt that conditions did not warrant any extra effort. Dull trade and excessive competition have discouraged those who try to do a legitimate business at

a profit and who depend almost entirely upon their localities.

But a better situation has come into existence, and we believe that a good Fall and Christmas trade is assured.

Cutting Prices.

The regular dealer is not responsible for the practice as it has prevailed in Canada during recent years. The department stores that carry books and stationery are responsible. In the case of new books this cutting of prices has been a source of great loss to the legitimate trade. Not only is this true of Canada, but of large cities in the United States as well. The correspondent of a New York contemporary gives an instance of this. He says that in San Francisco many regular dealers have been forced out of business by this competition. The small dealer there got about 40 per cent. discount. This was practically all absorbed in freights (San Francisco is a large way from the publishing centres) and the cost of doing business. When the bookstores, to meet competition, had to take 10 per cent or more off list prices nothing was left. No business can long hold out under conditions of this kind. This dealer asks why publishers cannot protect the regular trade by insisting that their books shall be retailed at list prices. The same argument is heard in Canada. Two reasons have been advanced against it. One is that department stores cannot be prevented

from getting supplies of books, and that they cannot be controlled as to selling price. In great measure this is true, for it is surprising what energy and ingenuity department stores will display in getting a supply of a book which the publisher does not wish them to have. This has been proved over and over again. Another reason is that local booksellers do so little to push a book that the trade, even in out-of-town districts, has been captured by the catalogues and extensive advertising of the departmentals. This is, in a measure, true. There has been some apathy on the part of some booksellers. But is their case not a particularly difficult one, and is it not fair, as well as good policy, for publishers to give the regular dealer as much help as possible in retaining his trade?

We believe that conditions in Canada have been greatly aggravated for some years by dull trade, so that book-buyers, to save 5c. or 10c. on a purchase, would go past their regular dealers, and order by mail from town. During the past year or so, business has so improved and the outlook is so much brighter, that we hope to see booksellers and stationers all over Canada get their home trade back. There is not nearly so much tendency to scrutinize a 25c. piece on the part of a customer as there used to be, and the advent of nicely printed and finely produced books in Canada has stimulated the taste for better bound books. A well-selected stock and energetic methods will now bring patronage.

The Best Selling Books.

In this issue will be found a list of the best selling books for August. It is our intention to cover other points in Canada in this respect, so that the trade may know how public taste all over Canada is tending with

reference to new books. We give The New York Bookman's list for the United States. It will be noticed that the popular novels there are only issued in cloth at \$1.50. In Canada, our publishing firms always issue an edition in paper at 75 or 50c. The cloth edition, likewise, is usually \$1.25 instead of \$1.50. This concession to a market which could not purchase \$1.50 cloth bound books as readily as the United States readers do is appreciated by the booksellers here. What they would do if restricted to the American cloth editions it is hard to see. It seems almost certain that few new novels could be sold here if they were all issued in cloth at \$1.50. One thing in favor of the Canadian books is that while cheapened in price they are not cheap looking productions by any means. Our books are handsome and well made, creditable to printer, binder, and publisher. The development of Canadian publishing is something to be desired.

Better Times, and Stationery. There is noticed a distinct improvement in the trade in papeteries, notepapers, etc. The fashionable new tinted papers have sold well during the past year, and the purchases of stock for Autumn and Christmas trade by dealers are larger. The public, too long given to cheap stuff, are improving in taste. Too much of the stationery handled in departmental stores has engendered a carelessness in the quality of notepaper demanded by ordinary purchasers which is now hard to root out. The dealer can seize the chance afforded by improved trade to push the better qualities. In fact, this has already been done in the larger centres of Canada, so that the past six or eight months have shown better results, with an increase in profits. There are some very nice lines in the market, as will be seen elsewhere, and as stationery now cuts a larger figure in the holiday present line, the coming season should be a satisfactory one.

The Wall Paper Trade. We notice in English exchanges of late some favorable comments on wall paper as a paying line for the stationery dealers to carry. It has proved so in many instances in this country. During the past year a very large business has been done in wall papers. Perhaps the most notable feature has been the marked development in producing fine patterns in our own Canadian factories. Canadian wall papers are now equal to any in the world and are being exported to foreign countries, so thorough is the work put into them, so new the design and so perfect the coloring. Like everything else, there is a special taste in wall papers required for Canadian trade. This point is kept in view by our manufacturers, so that the retail

dealer finds it pays him to handle the Canadian lines, and that, when the country is prosperous, his turnover is large. In the department devoted to this subject our readers will find the latest information regarding this line, and any dealer who intends to add it to his business can get further details by writing for the handsome catalogues issued this season by the manufacturers.

Improving the Store.

When trade is to be had that is the time to use every proper means for getting it. Do not let the "look" of the place deteriorate. Do not let the stock grow dingy by remaining untouched on the same shelves. Utilize the window in every possible way. It is surprising how some dealers neglect opportunities in this line. One dealer—a live man—informing us that tourist trade the past Summer was exceptionally brisk. During one month he doubled his sales. He deserved to, because the store was kept bright and the windows attractive. It is well known how British stationers catch the tourist trade. Their windows, even in the dull old towns, are always dressed so as to catch the passing eye. Many small articles are shown. Price tickets are freely used. A line of purses and pocketbooks will be grouped together, all ticketed. Ornaments, perhaps, with some local designs, will form another group. A tourist will drop in to buy some of the illustrated postcards which are the rage now. Buying them, he sees some small article, not too expensive, portable and suitable for a present. If the salesman knows his business the tourist spends from one to ten shillings before he leaves the place. But much depends on the way the stock is displayed.

Of Trade and Personal Interest.

The past few weeks have brought a great many buyers to town, and they all speak cheerfully of the prospects of trade. Toronto especially has been favored with visitors from other points. Mr. Wm. Armstrong, managing-director of The British Columbia Stationery Co., Vancouver, has been east this month and was welcomed by many friends in the trade. So has Mr. Thomas Evans, of Evans & Hastings, Vancouver. Mr. S. F. Huestis, of The Halifax Book Room, has been in Toronto lately.

Prof. Chas. G. D. Roberts, the Canadian poet and novelist, will shortly take up his residence in London, England, where he intends remaining for the future.

Mr. J. J. Richer, of E. H. Richer & Son, St. Hyacinthe, Que., has returned, after a trip to Europe, having visited Paris, London and other centres.

BEST-SELLING BOOKS.

ESTIMATES FOR THE MONTH IN THE UNITED STATES AND TWO CANADIAN POINTS.

During August the six best-selling new books in the United States, according to The Bookman, were:

1. "David Harum" (Appleton, \$1.50.)
2. "Richard Carvel" (Macmillan, \$1.50.)
3. "When Knighthood was in Flower" (Bowen-Merrill, \$1.50.)
4. "The Market Place" (Stokes, \$1.50.)
5. "No. 5 John Street" (Century, \$1.50.)
6. "The Fowler" (Dodd Mead, \$1.50.)

IN MONTREAL.

The best-selling new books here in August were:

1. "David Harum" (Briggs, cloth, \$1.25; paper, 75c.)
2. "Richard Carvel" (Copp, Clark, \$1.25 and 75c.)
3. "The Market Place" (Briggs, \$1.25 and 75c.)
4. "Bonhomme" (Briggs, \$1.25 and 60c.)
5. "When Knighthood was in Flower" (McLeod, \$1.25 and 75c.)
6. "No. 5 John Street" (Richards, \$1 and 75c.)

IN TORONTO.

The best-selling books here up to September 1, were:

1. "David Harum" (Briggs, \$1.25 and 75c.)
2. "Richard Carvel" (Copp, Clark, \$1.25 and 75c.)
3. "When Knighthood was in Flower" (McLeod, \$1.25 and 75c.)
4. "Mr. Dooley" (Morang, \$1 and 50c.)
5. "A Double Thread" (Briggs, \$1.25 and 75c.)
6. { "The Market Place" (Briggs, \$1.25 and 75c.)
"Red Rock" (Publishers' Syndicate, \$1.25 and 75c.)

A SUCCESSFUL FIRM.

Anderson & Langstaff, Kemptville, Ont., have one of the most successful businesses of Eastern Ontario, their business having in the past six years more than trebled in volume. They have had to enlarge their floor space, which is now over 14,500 square feet. They carry on a general business mostly for spot cash having credit customers only who pay on short dates.

Mr. Anderson carried on the business for six years, when he took in Mr. Langstaff as partner, and the business stands to-day a model of energy and enterprise second to none in that section.

REMINISCENCES OF EARLY WINNIPEG TRADE.

Special Correspondence of THE BOOKSELLER AND STATIONER.

THE tragic death of Mr. Alex. Taylor, last month, and the consequent change in the ownership of the book and stationery business conducted by him, has set old-timers recalling incidents of the book trade in the seventies, and the changes that have since occurred.

Donaldson's used to be the bookstore par excellence of Winnipeg in those days and did a flourishing business. About 1876 Alex. Taylor, then a youth of about 19 or 20, came up from Lindsay, Ont., and went into Donaldson's business as a clerk. He had previously worked at the same business in Ontario. Shortly after this Parsons & Richardson, both Toronto men, started in business in the same line just across the street from the Post Office, and among their staff was a Mr. C. H. Black. About 1878 or 1879 Mr. Taylor left Donaldson's and started in business for himself, the firm being known as Benson & Taylor, and their stand being near the corner of Bannatyne and Main.

About 1880 Donaldson sold out to Kennedy & Strome. Afterwards Strome left and went to Portage la Prairie. Kennedy lost his health and the business was sold to a Mr. Mortimer from Montreal, who carried it on until sometime in '85 or '86, when he sold to J. B. Ferguson. Meantime Mr. C. H. Black had left Winnipeg and gone to Regina, where he did, and is doing, a large and flourishing business. Mr. Ferguson about three years ago decided to give up the bulk of his business and sold out all but a few lines to Mr. Alex. Taylor, who thus became possessed of what was practically the old Donaldson business, in which he had served his apprenticeship.

At this time the Ferguson business was in the McIntyre block, and thither Mr. Taylor moved his own stock, combining the two businesses. In February, of 1898, in common with other tenants of that block, Mr. Taylor was burned out. He started business again immediately above Portage avenue, and as soon as the new McIntyre block was completed, sometime in December last, he moved into one of the handsomest and most convenient bookstores in Canada. Here he continued doing business until the first week of July last. One Monday evening a friend spoke to him as he was boarding a car for his home, between 11 and 12 p.m. He was never seen again alive. The following Thursday evening his body was found floating in the Red

river. Just what happened no one will ever know but the calm Summer moon, and she has never been known to tell a secret. There was no sign of violence and his watch and papers were all in order in his pockets. A very profound feeling of regret spread through the community, for few men had been more generally liked than "Alex. Taylor." He was only in his forty-second year and unmarried. Three sisters, all residents of Winnipeg, lament his untimely end. His business was wound up by the executors and offered for sale, and the purchaser is Mr. C. H. Black, of Regina, the former employe of the old Parsons & Richardson business. Such is the whirligig of time.

Mr. Black, having taken over the business, has gone west to Regina to close out his business there. He has been a very successful man in Regina and has to a considerable extent kept in touch with life of Winnipeg, and, in spite of the rapid changes of the West, there are still many who remember him when he was in Winnipeg. He is reported as having ample capital to extend the business, which is thoroughly well established, and had been fortunate in retaining the services of Mr. J. A. Hart, who is well and widely known among the book-buying public of Manitoba.

E. C. H.

Winnipeg, Aug. 30, 1899.

BOOK TRADE IN MONTREAL.

THE trade in Montreal are busy with school and college text books. Later on the library business will open out, and already preparations are in sight for the Christmas and holiday trade. The Wernicke elastic bookcases, so successfully placed on the market by the William Drysdale Company are proving an important factor in creating a revival in book collecting. The unit system proves so convenient that it became a real pleasure to add to one's library from time to time. During the past few weeks they have been popular as wedding presents. The agents are pleased to send descriptive pamphlet to all who send in their addresses.

The reduction in price of Harper's Monthly to 25c. per copy should stimulate the sale considerably.

"The book trade," say The Montreal News Co., "will be pleased to learn that a new collection of Dr. Drummond's poems in French-Canadian dialect will soon be issued." Among the many books to be specially handled by The Montreal News

Co. will be: "King's Mirror," by Anthony Hope; "Stalky & Co.," by Rudyard Kipling; "Kit Kennedy," by S. R. Crockett.

The demand for the 15-volume set of Kipling's works bids fair to soon exhaust the edition, and, as this is the first set of Kipling's works furnished complete in uniform style, it will doubtless very soon be sold at a premium. The number printed was limited, and the edition will not be republished. Orders, therefore, should be sent in without delay.

Interest at the present time centres largely around the Transvaal. Montreal has been visited recently by Rev. Mr. Meiring and wife, from Johannesburg, and the papers there have interviewed him fully. He sides with the Boers, and makes out a very good case. We are shortly to have a new book from the Appletons, of New York, which certainly will be a timely publication—"Oom Paul's People," by Howard C. Hillegos. This is to be issued about September 10. This work presents, from the most authoritative and recent "inside" information, the Boer's side of the case. The book is to be fully illustrated, and will include several new photographs of the President of the South African Republic. While British capital has been the power behind the development of the Transvaal, America (which includes this Canada of ours) has furnished much of the brains by which the capital has been utilized. In a word, Mr. Hillegos sets forth that the present crisis, which must inevitably result in war, has been brought about solely by London stock-jobbers and a great clique of international politicians.

Montreal, August 31, 1899.

POINTERS ON WINDOW DRESSING.

The varying forces of window dressing and interior decorating must all be called to the assistance of the salesman.

People in its sense judge a store or window by its "front." Considerable profits are to be derived from a well-dressed window or store. Then the question to consider is what means can you adopt, or best fixtures to use, so as to obtain the desired results. We would call the attention of readers to the illustrations in another part of this journal, and can recommend it to the trade as the most useful piece of store furniture on the market for window dressing or interior store decorations. They are adjustable to any angle, and have an automatic spring lock, made in 8 sizes, and finished in several colors, to match store fixtures.

Every up-to-date merchant should not be without one or more of these display stands, as they will more than pay for themselves in a very short time.

THE AUTUMN BOOK TRADE.

MORANG & CO.'S BOOKS.

AMONG books which Morang & Co. are bringing forward for Autumn sale are some admirably choice gift books in poetry, what used to be called belles' lettres, and natural history.

Among these may be named Hamilton W. Mabie's last work, "The Life of the Spirit," bound uniformly with his other works, at the moderate price of \$1.25. In a series of short chapters Mr. Mabie has endeavored to settle the great truths of the religious life in vital relation to human experience.

A book of an altogether different character, so that the contrast seems rather bizarre, is a beautiful \$2.50 illustrated edition of "Rip Van Winkle." This is a delightful book. Here we have the text of the play by the famous actor, Jefferson; here we have a capital portrait of him, and here are reproductions from photographs of the stage, with the play upon it. That this will vividly recall to many people the most brilliant performance of an old favorite goes without saying.

Paul L. Dunbar's "Lyrics of the Hearthside," beautifully bound, at \$1.25, is another book that will take the eye of those who are looking for a nice little present for a friend. It is full of gems of poetic feeling, and the typography and general get-up are unexceptionable, as is also the little volume by the same author and at the same price, "Lyrics of Lowly Life."

In all her voluminous writings George Eliot never surpassed her "Silas Marner," and it was worth while to produce it in the glorified edition which is now announced by Morang & Co. The book lover will here find a book to please him. It is adorned with 60 illustrations by Reginald Birch and is well worth the \$2 asked for it. If we can get a classic on our bookshelves we are lucky, but if we can get it in such a pithy dress as has been given to this volume we may deem ourselves supremely fortunate.

"Society Types," by Ko Ko, is another bright little book being a keen and bright series of 14 essavettes or sketches of society people. This book is sure to have a great sale. It touches on the mystic region of Society (with a big S) which occasionally excites the admiration the satire, the envy, and the spleen of everybody. Here the author airs his opinion on the Beauty, the Widow, the Young Man, the Guest, and the Parson, with pleasing vivacity and freshness.

Some will think him a little too "fresh" sometimes. This book has a very snappy cover representing the society man and society woman who have apparently just stepped out of their carriage to attend a ball. A book of this kind for 75c. is a marvel, particularly when you take into consideration the dainty binding and the gilt top. The great success of Edward Seton Thompson's "Wild Animals I Have Known," which is in its 20th thousand—pretty good for a \$2 book—is to be followed up by another nice book by the same author entitled "The Trail of the Sandhill Stag." Morang & Co. will also bring out this in Canada. It will sell at \$1.50 and has seven full-page illustrations, one in color, and numerous marginal drawings of the same character as those which decorated the previous book.

Morang & Co. also give notice of their issue of a copyright Canadian edition, "The Orange Girl," by Sir Walter Besant. He is one of the few writers of fiction who has the ability to transport the reader to a bygone age and make it seem as real and vivid as our own. "The Orange Girl" is a story of the eighteenth century, and the heroine is full of heroism, by no means a truism as those will agree who read many modern novels. Much interest is manifested in the forthcoming of this book. It will be illustrated with eight drawings by Warren Davies, and will sell in cloth for \$1.25; paper 75c.

On Morang's list also will be found the "Stalky & Co." of the irresistible Kipling. There is no necessity to gild Mr. Kipling's gold, or to advertise the best advertised man in the world, so that it is only necessary to say that this book of stories of school life with its charming slang and joyous spontaneity is coming out in good shape at the price of \$1.50.

Much has been said about Tolstoi's new novel, "Resurrection," which The Cosmopolitan ceased publishing after they had begun it, because they were not allowed to modify the excessive directness with which the grand old Russian calls a spade a spade. But Tolstoi's realism is a realism of cleanliness and not a realism of dirt. If certain people think that his pages are not fit for Sunday-school reading, they, of course, have a right to their opinions, and the judicious bookseller will probably not make this the first book to show to people of spinster-like propriety. What the book

really describes is the resurrection of a man from the death of animalism to the life of a pure and holy love. Morang & Co. will issue this book (cloth, \$1.25; paper, 75c.) as soon as it is re-leased for publication in the other places one finds in a map of the world.

Anthony Hope, in "The King's Mirror," takes us to a kingdom that seems familiar and that we at first suppose we can find by a moderately careful search of the atlas. The characters seem to be familiar European statesmen and diplomats, kinglets and queenlets and other high mightinesses. But they are all fictional, though in reading the book it is hard to realize this. Mr. Hope is a trifle more analytical and psychological and introspective in this novel than he has previously been, but the book will be read, not only on account of the author's name, but because of its intrinsic interest. It will sell at \$1.50 cloth; 75c. paper.

"My Lady and Allan Darke" is a romantic story of the last century by Charles Donnel Gibson. The story element is strongly in evidence, and the incidents follow fast. There are several escapes from death, a mysterious lady of surpassing beauty and haughtiness, and a suitable confounding of the villain in the last chapter.

"Mr. Dooley" has had such an enormous success (he is now in his hundredth thousand), that a new book by the same author will receive a hearty welcome. It will be entitled "Mr. Dooley in the Hearts of His Countrymen." It will be full of humor and of bits to be read aloud by anyone who has the knack of imitating the Irish accent, and it will sell for \$1.25 and 75c. in paper.

"Nothing But Names" is having a considerable success. It is, as will be remembered, an inquiry into the origin of the names of the counties and townships of Ontario, by Mr. H. F. Gardiner, of The Hamilton Times. This book of 560 pages, beautifully bound, is cheap at \$2.50. So is "The History of the American Nation," by Prof. McLaughlin. No better account of the rise of the great republic to the south of us has been produced. It is comprehensive and lucid, is bound in cloth, lavishly illustrated, and with numerous maps. It seems very cheap for the moderate price of \$1.50.

The \$3 edition of the Life of Nelson, by Capt. A. T. Mahan, is a book which will be picked up by the best class of customers,

George N. Morang & Company's New Books

The Life of the Spirit

By Hamilton W. Mabie. Cloth, 16mo, gilt top, \$1.25.

Natural History with Anecdote

By Alfred W. Miles. Crown, 8vo, Cloth, with 20 colored plates, \$1.50.

Silas Marner

By George Eliot. Illustrated by Reginald Birch. Crown, 8vo, Cloth, \$2.00.

Rip Van Winkle

The text of the play by Jefferson, the famous actor. Illustrations from scenes in the play. Crown, 8vo, Cloth, \$2.50.

Lyrics of the Hearthside

By Paul Lawrence Dunbar, author of "Lyrics of Lowly Life." Cloth, ornamental, \$1.25.

Society Types

By Ko-Ko, with illustrations by Kyle. Cloth, 16mo, with ornamental cover, 75c.

The Trail of the Sandhill Stag

By E. Seton Thompson, author of "Wild Animals I Have Known," with numerous illustrations by the author. Crown, 8vo, Cloth, \$1.50.

The Orange Girl

By Sir Walter Besant. With eight illustrations by Warren. Crown, 8vo, Cloth, \$1.25; Paper, 75c.

Stalky & Co.

By Rudyard Kipling. Illustrated. Crown, 8vo, Cloth, decorative design, \$1.50.

Resurrection

A novel by Count Leo Tolstoy. Crown, 8vo, Cloth, \$1.25; Paper, 75c.

The King's Mirror

By Anthony Hope, author of "The Prisoner of Zenda." Crown, 8vo, Cloth, \$1.50; Paper, 75c.

My Lady and Allan Darke

By Charles Donnel Gibson.

Through the Turf Smoke

By Seumas MacManus. Crown, 8vo, Cloth, \$1.00; Paper, 50c.

The House of the Sorcerer

By Haldane MacFall. Crown, 8vo, Cloth, \$1.00; Paper, 50c.

Mr. Dooley in the Hearts of His Countrymen

By F. P. Dunne, author of "Mr. Dooley in Peace and in War." Crown, 8vo, Cloth, \$1.25; Paper, 75c.

My Study Fire

By Hamilton Wright Mabie. Illustrated edition, with drawings by Maude and Genevieve Cowles. Crown, 8vo, Cloth, \$2.00.

George N. Morang & Company, Limited, 90 Wellington St. West, TORONTO.

BOOKS AND PERIODICALS—Continued.

seeing that it is one which they are bound to put on their shelves. It has portraits, illustrations, and numerous maps.

"My Study Fire," by Hamilton Wright Mabie, will be issued by Morang & Co., in a fine illustrated edition, with drawings by Maude and Genevieve Cowles, at the price of \$2. The well-known work has been treated by the artists in a very charming way.

Morang & Co. also announce a charming book by Louis Fr chet, poet laureate of Canada. This is a series of Christmas stories, entitled "Christmas in French Canada." It will have numerous illustrations by the well known artist, Frederic Simpson Curn, of Montreal, who, it will be remembered, illustrated Dr. Drummond's "Habitant." The book will be beautifully produced, and will retail at \$2. It will, no doubt, be one of the leading specialties of the Autumn book trade.

THE W. J. GAGE CO.'S BOOKS.

The W. J. Gage Co., Limited, are well to the front in the number and attractiveness of their new books for the reading public of Canada. The following are a few of the works published or announced by this enterprising firm.

"John King's Question Class," by Charles M. Sheldon, author of "In His Steps," may be fitly called the book of the hour. The first Canadian copyright edition, published by The W. J. Gage Co., Limited, was sold out as soon as issued. It is safe to say that this book will be read in nearly every Christian family in Canada. In some respects, it is an advance on Mr. Sheldon's previous books. Its ideals of life are more attainable, and it touches a greater variety of living questions without lessening the interest of the story of three lives—that of the weak father, the erring brother and the brave, generous sister, who is, in the best sense, the heroine of the book. Such a question as "How is it that so many young men make mistakes and fall in love with the wrong girl?" and "How is a young

man, who is in love with a girl, to know whether she cares for him or not?" might seem, to some, fit subjects for ridicule, but Mr. Sheldon recognizes their real human interest, and treats them with sound common sense. The book is as wise and wholesome as it is entertaining. The publishers will be hard pressed to supply the demand for this volume for some time to come.

A NEW BOOK BY SARA JEANETTE DUNCAN.

The W. J. Gage Co., Limited, have also



Charles M. Sheldon

Author of "John King's Question Class," "In His Steps," etc.

secured interim copyright for "The Path of a Star," the latest book of that gifted Canadian writer, Mrs. Everard Cotes, better known in Canada by her maiden name, Sara Jeanette Duncan. This work, which will be issued September 15, will attract the attention of all Canadian readers of current literature, both on account of its author and its merits. The book will be beautifully illustrated.

It is a suggestive fact that, like Rudyard Kipling, Mrs. Cotes has drawn much of the charm and inspiration of her writings from the study of life in India. Having read the advance sheets of "The Path of a Star," we venture to say that most readers will recognize in this book greater mastery of style, and broader sympathy with different classes and types of people, than in her earlier books. She is equally at home describing a Salvation Army meeting or the theatrical performance of an itinerant com-

pany. Mrs. Cotes appreciates the value of little things, as sources of interest and indications of character. The story of the book is told by what the persons she brings on the stage do and say. She displays keen insight into character. Even the reader is made to feel that he understands the motive and character of the actors better than they do themselves. There is no striking external events on which the interest depends. But the interest that from the first is felt in the people our author creates, increases steadily to the end. It would be wrong to spoil the reader's pleasure by any attempt to give an analysis of this clever and interesting book.

"A Pauper Millionaire," recently published by this house, is one of the brightest books of the season. It is the story of an American millionaire, who, having lost his goods and papers in London, could not make anyone, not even his banker, believe he was the man he claimed to be. This is a very clever and amusing book. At the beginning the reader is likely to think he is entering on a discussion on socialism, but as he reads on, the comical situations in which Mr. Smith finds him-

self, and the humorous incidents which are related, become the chief sources of interest. Anyone who can read the chapter about the fat woman and the millionaire pawning his clothes without a hearty laugh must be more or less than human.

Though the most attractive feature of "A Pauper Millionaire" is the humor of the incidents which occur to the hero of the story, there are vivid pictures of low London

life, in which the veil is lifted from phases of human experience that well-to-do people know of only by hearsay. The curiosity of the reader to know how the millionaire got out of his troubles will prevent every reader who begins this book from laying it aside till the end is seen. Some may think that Mr. Smith had too many mishaps, but, without difficulties, there could be no story.

"Hugh Gwyeth, a Roundhead Cavalier," by Beulah Marie Dix. This is a clever historical novel of the time of Charles I. Its pictures of the conflicts of the Royalists and Puritans are vivid and realistic. The action is animated and stirring all the way through. As the reader is kept mainly with the Royalists, his sympathy is naturally drawn to their side, yet they are not always painted in attractive colors. Cromwell does not come on the scene, and none of the chief battles are described. The interest is, therefore, mainly in following the adventures and fate of Hugh and his friends and foes rather than in either cause. Dick Strangeways is one of those characters who never fail. The relations between Hugh and Lois are more those of friendship than love. The reader follows the fortunes of Hugh with increasing interest to the last. This book cannot be read without awaken-

ing interest in the history of those stirring times, when brave men fought and won the battle of English constitutional liberty. This checkered story of a brave boy will be read with special interest by all bright boys.

"Dross," by Henry Seton Merriman. This latest book by the popular author of "With Edged Tools," "The Sowers," etc., has already attracted much attention, but it is destined to secure a still wider circle of readers than any of his previous books.

The scene in "Dross" is laid in Paris, in the time of Louis Napoleon, just before the fall of the



SHE LET THEM SLOWLY SLIDE OUT OF HER FINGERS INTO THE WAVES BELOW.
Specimen Illustration from "The Path of a Star" By Sarah Jeanette Duncan



SHE STOOD POISED ON A CABINET'S BARKET IN THE MIST OF
A RABBLE OF ALL COLORS.

Page 45.

Specimen Illustration from "The Path of a Star" By Sarah Jeanette Duncan

Second Empire, but it is not, in a strict sense, an historical novel. The story is told by a young Englishman named Howard, and consists mainly of his adventures and the phases of life in Paris of which he was a witness. The moral of the book is that money is not the chief thing in life.

The most prominent characters besides Howard himself are the amiable but loving old Vicompte and his bright-eyed wife and handsome daughter. But what is more important than the materials with which an author builds his story is the use he makes of them. Those who have read "The Sowers" and "With Edged Tools" need

not be told that Mr. Merriman is a master of the art of producing a sustained interest in the actors with whom his pages are peopled. The main thing in a work of fiction is to possess the qualities which absorb and keep the interest of the reader, and this "Dross" does in no common degree. The Toronto Mail and Empire says: "It is a story that will surely improve Mr. Merriman's high reputation as a writer, and will find numberless readers."

"The Mormon Prophet," by Lily Dougall, (2nd edition), is an important contribution to the growing literature of our country, by a Canadian lady, already well known by her writings. Miss Dougall has chosen an interesting historic setting for her novel. She shows no disposition to misrepresent or caricature the Mormons, of whose history she has made a special study. She has made good literary use of the condition of things which the Mormon movement and its history supply. It is a strong book. It has been fitly called "An illuminative History of Mormonism." It is emphatically the story of "a great delusion," well and sympathetically told. Though there is much that is sensational enough in the early history of the Mormons, this is not told in a sensational style. The main interest of the reader is absorbed by the events in the life of Joe Smith and his followers, the character

BOOKS AND PERIODICALS—Continued.

of the people introduced, and the experiences of Susannah, the heroine of the book. How she forsook her home, and, blind to the great love of Ephriam Croom, in a half-dazed way married Angel Halsey, and joined the Mormons, without being really a Mormon, and how, when her husband and child were killed, she escaped from the toils of Joe Smith, the prophet, and came back and married the faithful Ephriam, is a story that holds the reader's interest with a strong grip. There is some reason to think that the author's tone is almost too apologetic for Joe Smith and his revelations, but everyone must read the book, and form his own opinion on that point. All will admit that the book sheds a vivid light on the origin and growth of the Mormon delusion.

"The Lunatic at Large." A novel by J. Storer Clouston, (Canadian Copyright Edition). If the object of works of fiction was to impart information in science, history, or theology, one could not say much in favor of this book. But, inasmuch as it is now generally recognized that the main value of novels is to give mental relaxation, and divert thought from the exhausting work and perplexing problems of life, then, "The Lunatic at Large" may claim a special adaptation to this useful purpose. The incidents related of the lunatic are amusing and comical. The shrewdness he displays is not so much at variance with lunacy as one might at first be disposed to think. The book cannot be read without sympathy for the unfortunate young man, admiration for the ingenious cleverness of his tactics, and laughable amusement at the witty sayings and comical adventures of the hero. People who do not want any amusement, or who think it a sin to laugh, had better avoid reading this book. But, as these constitute a small class, there will be plenty of readers left who will enjoy the book.

"The Mandarin," by Carlton Dawe, with illustrations by A. Ludovici. This book is more nearly brimfull of exciting action than any recent novel we have seen. Several modern writers of fiction have increased the interest of their books by using their knowledge of foreign countries to give an unhackneyed setting to their stories.

Mr. Dawe makes use of his knowledge of China for this purpose in "The Mandarin," as he had previously used his knowledge of Japan in "A Bride of Japan," turning aside from the current and method of dissecting character, he gives a story full of action and thrilling adventure.

The action of the story goes right in from one critical emergency to another, without much moralizing. There are vivid glimpses of life among the Chinese, which give a good

idea of the social and civic condition of that peculiar people. Readers will not pause to decide whether Mr. Dawe's picture of missionary work in China is from life or not. They will be too much absorbed with the adventures and escapes of Paul and Ting Foo to think of anything else.

In spite of his unsubdued barbarity, one cannot but admire the bravery, fidelity and unflinching resourcefulness of Ting Foo. He proves equal to every emergency that occurs.

"The Mandarin" is pre-eminently a story, not a philosophy of life. It is more brimfull of exciting action than any novel recently published. Something of interest is continually happening, or just going to happen. The hero calls himself a Christian, but his is a very muscular Christianity.

"A Ragged Lady," by William Dean Howells, (second edition) with portrait. Mr. Howells is too well known as a master in his art to need special commendation for any new work he gives to the public. His style is so lucid, graceful and natural that he easily invests with interest whatever subject he chooses to write about. In "Ragged Lady" will be found all those qualities of thought and style that have given this author his just renown. The scene of the story is laid in New England and Italy, but the personages are mostly Americans. The chief interest of the book gathers around the "sweet and winning girl," Clementina Claxton. In following her fortunes much of interest arises from the people and places of the story, as much as from the love affair, which, like a thread of gold, runs through the book. As in all Mr. Howells' novels, the main interest depends not so much on any striking events that happen, as upon the realistic portrayal of minute things which reveal character and make the persons who figure in the story seem the counterpart of people we ourselves have met in the ordinary intercourse of life, "Ragged Lady" has been warmly praised by the American press.

POSTLE FARM.

That beautiful story of Devonshire country life is being heartily received by all. The many pathetic touches draw from the reader unlimited sympathy for the poor little Devonshire lass who is blindly, yet so earnestly, striving for something better than her present circumstances. The Academy says: "The child, crazy Cathie, is an exquisite creation, a genius who shows her genius." She speaks out her desire for knowledge when she first meets the man who affects her destiny later. The first meeting is characteristic. "Oh, I want for know all about everythin': Thickey, an' thickey, an' thickey" nodding her head in various directions. "An' what be that up

there above us," sweeping her hand to indicate the blue canopy that overspread them. "It's a-seemed to speak a time or two. Sometimes 'tis angered, sometimes 'tis soft—sometimes 'tis nought but ol' rummage what saith nothing. What be it? That's what I want for know. An' where do the sun go when he rinneth hinder the hills? An' what's the wind? Where do 'e come from? Where do 'e go? What be they all? What's everythin'? Where be us goin' to when us dies? Does us stay in the red earth with the rain and the rummage up over us? Be that the end o' us? Oh, ain't there anyone along all this hill-side as can tell me the meanin' o' life, an' these here strivin's and pinin's wi'in me?" And the whole book is filled with beautiful dialogue and delightful sketches. Readers of "Postle Farm" will not fail to recognize the thrilling interest it contains.

CHOICE AND BEAUTIFUL HOLIDAY GIFT BOOKS.

The W. J. Gage Co., Limited, also announce that they have secured the Canadian copyright of several most attractive and elegant books, suitable for holiday gift books, which will be announced later on. Among these are: "In the year of Waterloo," by O. V. Caine, author of "Face to Face With Napoleon." Some critics rank Mr. Caine with Henty as a writer of books for boys. "As You Like It," a pleasant comedy, by William Shakespeare. This charming comedy is newly embellished by sundry decorations by W. H. Lowe, and is gotten up in the highest style of the printer's and binder's art. Nothing more tasteful and beautiful has been offered to the Canadian public.

FLEMING H. REVELL CO.'S BOOKS.

In juvenile books, the Revell Company have made several important additions to their list. "Fairy Tales from Far Japan" is a translation of the most popular specimens of Japanese fairy lore, showing the sort of pabulum on which Japanese children are reared. There are 47 engravings from Japanese originals, 4to, cloth, 75c. "Three Times Three" is a skilfully-told story by "Pansy," Faye Huntington and others. Nine full-page illustrations, small 4to, decorated cloth, 50c. "Walled In," by Wm. O. Stoddard, is a true story of prison life on Randall's Island, N.Y. Small 4to, decorated cloth, 50c. "The Bible Stories Series," which is new this Fall, consists of six volumes of favorite Bible stories for young folk: "The Good Shepherd," "The Story of David," "The Prodigal Son and Other Stories," "The Children of the Bible," "Early Bible Heroes" and "Stories of Palestine"; 12mo, decorated cloth, 35c. each. In "Stories of Missions," they have

The List of the Month.

ARE YOU SELLING?



HAVE YOU READ?

THE LUNATIC AT LARGE.

By J. STORER CLOUSTON.

Is laid in lines of purest comedy, and is the most mirth-provoking book that has appeared in many a day. Writing columns would not do as much justice to the book as listening to the laughter of one reading it.—Toronto Globe.

We can safely say that this story is one of the brightest put upon the American market this year.—The Herald.

Paper, 50c. Cloth, \$1.00.

A PAUPER MILLIONAIRE.

By AUSTIN FRYERS.

A capital story which once begun will be finished at one sitting.—Toronto Globe.

Interest is sustained from start to finish.—St. John Sun.

Paper, 50c. Cloth, \$1 00.

Ragged Lady—2nd Edition.

BY WILLIAM DEAN HOWELLS.

"No author of our time has a more faithful or appreciative following than W. D. Howells"—Springfield Republican.

Paper, 75c. Cloth, \$1.25.

Samuel Boyd of Catchpole Square.

BY B. L. FARJEON, author of "Great Porter Square," "Aaron the Jew," etc.

"The story is intensely interesting and thrilling from beginning to end."—Truro News.

Paper, 50c. Cloth, \$1.00.

'Postle Farm.

BY GEORGE FORD, author of "The Larramys."

The book is a brilliant achievement, and shows that the author is more than a polished imitator—he is a sincere student and an earnest working man in his chosen field.—Canadian Magazine.

Paper 50c. Cloth, \$1.00.

By Berwen Banks.

BY ALLEN RAINE, author of "A Welsh Singer," "Torn Sails," etc.

"The plot is novel and ingeniously worked out."—Punch

Paper, 50c. Cloth, \$1.00.

JOHN KING'S QUESTION CLASS.

By Charles M. Sheldon, author of "In His Steps,"
with Portrait of the Author.

This new book by Mr. Sheldon bids fair to have a wider sale than even "In His Steps." It far surpasses all other works from the fertile pen of this most successful author.

Paper, 30c. Cloth, 75c.

LIBERAL DISCOUNT TO THE TRADE.

The W. J. Gage Company, Limited
Publishers, TORONTO.

BOOKS AND PERIODICALS—Continued.

added two volumes "In Afric's Forest and Jungle, or Six Years Among the Yorubans," by Rev. R. H. Stone, and "Missions in Eden: Glimpses of Life in the Valley of the Euphrates," by Mrs. Crosby H. Wheeler. The volumes in this series are illustrated and attractively bound in decorated cloth covers, price \$1 each. Three new books by Charles M. Sheldon have been added to the "Looking Upward Booklets": "One of the Two," "Lend a Hand" and "For Christ and the Church." The latter was read by Mr. Sheldon at the Christian Endeavor convention held in Detroit, and created a very favorable impression. The bindings of this series are in unusual variety and of great beauty, and are well suited for the Christmas trade. They are published at a uniform price of 30c. New editions of "Friendship," by Hugh Black, and "The Master's Blesseds," by Dr. J. R. Miller, are ready. These books had a large sale last Christmas, and there has been a steady demand for them throughout the year. An edition of Dr. N. D. Hillis' "Man's Value to Society" and "The Investment of Influence" has been issued, with plain top instead of gilt, to retail at \$1. A book which is sure to have a large sale is "Across India at the Dawn of the Twentieth Century," by Lucy E. Guinness, illustrated with maps and diagrams, 4to, cloth, \$1.50. The Canadian edition of "The Auld Meekin' Hoose Green," by Archibald McLroy, will be ready early this month, and the quaint sketches of rural Ulster are sure to become popular.

LAIRD & LEE'S BOOKS.

Laird & Lee, Chicago, as usual, are keeping abreast of the times. They offer to the trade an exceptionally fine list of books for the Fall and holiday seasons.

In the fiction line they add "The Carpet-bagger," by Opie Read and Frank Pixley; "Two Chums" (a boy's and girl's story), by Minerva Thorpe, also de luxe editions of such famous books as "The Heart of a Boy" (Cuore), by Edmondo de Amicis, and "The Bohemians of the Latin Quarter," by Murger.

Their fine list of reference works has been increased by a vest pocket English-French and French-English dictionary, "Lee's Guide to Paris and Every Day

French Conversation," illustrated, also "Lee's Vest-Pocket Question Settler." To these will soon be added "The 20th Century Cyclopaedia Britannica," illustrated. In their fine collection of books on occult sciences and arts, they have just published "The Book of Destiny," by Cagliostro, the great fortune teller, and "Dreams and Omens," modernized from the works of the ancients—both works beautifully illustrated.

The catalogue of the firm for the coming season is as neat in appearance as it is rich in varied and valuable contents. No wonder that Laird & Lee's success is steadily growing in a normal, regular and highly respectable manner.



"GOD'S WAYFARER," MIE MURMURD.
Specimen Illustration from "The Path of a Star," by Sara Jeannette Duncan.

WHAT THE COPP, CLARK CO. HAS IN STORE.

This firm evidently feels that the unusual briskness of the usually quiet Summer season is merely a foretaste of the best season that the Canadian book trade has yet seen, and accordingly announces a list of Fall publications which for length and strength it would be hard to equal. What a collection of well-known authors it contains! S. R. Crockett, H. Seton Merriman, Max Pemberton, W. W. Jacobs, Guy Boothby, and David Lyall are all there, besides Paul Leicester Ford, F. Marion Crawford, Frankford Moore and Neil Munro.

And just here we should like to draw

attention to the high grade of book-making that The Copp Clark Co. is doing. The best paper which is to be had, and fine clear type are an excellent beginning. And when such sheets are bound up with supple backs, which never open twice in the same place, and appear in handsome and artistic designs of sufficient variety to suit the most diverse tastes, they have an appearance and durability which would be a credit to any publishing house, either British or American.

Of course, the most important book of the season, especially to Canadians, is Mr. Beckles Willson's history of the Hudson's Bay Company, and we are glad to see that its publishers have brought it out in a form

in keeping with its literary and historic value. In size, the volume is large octavo, and this, with the arms of the company on the cover, give either the cloth or half morocco edition a distinctly library air, while the scores of illustrations of historic and typical scenes add much to the permanent value of the work. The ten drawings by Mr. Arthur Heming are particularly fine and should do much to give the national reputation he deserves to this young Canadian artist, whose work in different American magazines has already made him so well-known on the other side of the line.

As "The Great Company" was not published until the first of the present month, we have not had time to do more than glance at a few pages, but this glance has been sufficient to assure us that it is not a book for students of history alone, but one which will prove intensely interesting to any intelligent reader, which is the greatest consideration from the bookseller's point of view. The selling prospects of the book

ought also to be greatly enlarged by the appropriate introduction by Lord Strathcona, the present Governor of The Hudson's Bay Company, and by its dedication to Sir Wilfrid Laurier, who gives both consent and approval in the following letter to the author.

My Dear Willson—I have just read the advance sheets of "The Great Company" which you have been kind enough to send me. I am quite pleased with them. The style is rapid, easy and flowing. Style is the one quality which insures the success of a book, and I will be much surprised if the success of yours is not already assured.

It must be a great relief to you to have come to the end of your task. But no—you have not come

FALL ANNOUNCEMENT

OF BOOKS PUBLISHED BY

—THE COPP, CLARK CO., Limited

Published September 1st.

A Notable Work.

THE GREAT COMPANY

BY BECKLES WILLSON.

Containing over 100 illustrations, including ten full-page drawings by Arthur Fleming.

In one volume, large 8vo, all pages, handsomely bound in cloth with specially designed cover. Price, \$3.00. Also a limited edition in half red morocco cloth sides, gilt edges, library style. Price, \$5.00.

It is difficult at the present time to realize the supreme importance of the Hudson's Bay Company in the early development and government of this country of which its employees were the people and its officers the despotic rulers, with power of life and death and even the right to declare war, an organization beside which the position of even the Great South African Company of to-day is insignificant and subordinate. Sir Wilfrid Laurier has said: "The history of the Hudson's Bay Company is little known. Some day its annals will be unfolded to the inquisitive gaze of the world, then it will reveal itself as one of the most astonishingly perfect organizations ever devised by man. What a fascination there is in that history. Of what development is it susceptible? What a strange alliance it exhibits of cold, calculating, systematic organization, and of adventurous, romantic experience!" And Mr. Willson is equal to the task, as anyone who read the extracts from the work in recent numbers of The Canadian Magazine will be ready to admit. His vivid and vigorous style, at once lucid and picturesque, makes the vast amount of interesting information, which he has been the first to glean from the Companies' Archives, from the Journals of its Factors and Traders, from French and English diplomatic documents and State Papers and from Many Accounts and Memoirs, as fascinating as a romance as it is valuable as a history.



IONE MARCH

By S. R. Crockett. With 12 full-page illustrations by Frank Hitchcock. Paper, 75c.; cloth, \$1.50.

"A clever and extremely interesting book." Aberdeen Free Press.
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to the end, the mine is far from being exhausted. You have given us the salient lines of the history of the company, but another volume giving us a description of the country, the dealings of the company's servants with the natives, their system of transportation, etc., etc. would prove equally acceptable.

I cannot deny you your request of dedicating the book to me. I confess to some pride at having given you the first idea of your work.

With my best wishes for your success believe me my dear Willson, yours very sincerely,

WILFRID LAURIER

Privy Council, Canada.

The Copp, Clark Co., Limited, have also published within the last few days, three clever novels which are sure of a large sale. These are: "The Phantom Future," by H. S. Merriman (paper, 75c., cloth, \$1.25), "Dr. Nikola's Experiment," by Guy Boothby, author of "A Bid for a Fortune" and "Dr. Nikola" (paper, 50c., cloth, \$1), and "Lady Barbarity," by J. C. Snaith, author of "Mistress Dorothy Marvin" (paper, 50c.; cloth, \$1). "The Phantom Future" is an impressive picture of London life, showing much of the seamy side, it is true, but still intensely interesting, as anything by Mr. Merriman is sure to be. Mr. Boothby's book, on the other hand, abounds in exciting incidents, as all who have read the author's "Bid for a Fortune" and "Dr. Nikola" will readily believe. "Lady Barbarity" is a fresh and exhilarating romance of the eighteenth century with a most delightful heroine.

"Ione March," Mr. S. R. Crockett's new novel, will be ready soon now, and, as there is probably no living author with a larger army of admirers, its financial success is assured, especially as there is a good deal of curiosity to see how this knight of other ages will handle a distinctly modern story.

The delights of Mr. Jacobs' "Many Cargoes" are sufficiently fresh in the minds of its readers to give its successor "More Cargoes," a ready sale. As the name indicates, these stories are in a similar vein; certainly they are as irresistibly funny, and, to the author's credit be it said, the variety shown in the individual stories is as surprising as in its predecessor.

"The Scarlet Woman," by Jos. Hocking, and "The Two Miss Jeffries," by David Lyall, will also be published shortly.

Prominent among the other announcements of this house is the publication of Paul Leicester Ford's story of the revolution, "Janice Meredith."

It has been said more than once that if any man were qualified to write the great American historical novel it is Mr. Ford, for he combines with an intimate knowledge of the subject, as evinced in his "True George Washington" and other historical writings, the power to write a strong, absorbing and successful novel.

His "Honorable Peter Stirling" is now in its sixty second thousand, and, though

sanguinary adventures. It is a picture of the social life of the people of that time.

"Just as in 'The Virginians,' Mr. Ford opens his story with a series of chapters which show us the way in which people thought and acted in 1776 in the State of New Jersey; we are introduced to squires and their wives and daughters; but through it we hear the hum of the oncoming strife, and by and by the story gathers force and impetus as General Washington comes on the scene, and we are introduced to the struggles on Manhattan Island, and on the Jersey Shore, crossing the Delaware, camping out at Morristown, and so on through the war.

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Among recent writers in England, there is no one of whom such great things have been expected as of Neil Munro. His first book, a volume of short stories, entitled "The Lost Pibroch," arrested the attention of the critics and commanded their earnest admiration.

In "John Splendid," this promise was, in a measure, fulfilled. It is a story of distinction and great literary charm, though deemed by some to be lacking in plot and to contain an amount of Highland dialect which makes its reading difficult to a certain number of his admirers. In "Gilian the Dreamer," he has realized a still further advance. The story gives evidence of the same delicate imagination and charm of style which distinguished his earlier work, while there is little dialect, and the plot is



Illustration from "Richard Carvel," by Winston Churchill.

published some time ago, is still in more active demand than many books of the day. His "Story of an Untold Love," published last year, and in its thirty-ninth thousand, is still selling rapidly. One who has read the manuscript says: "It is an attempt to do in the North what Thackeray did in the South with 'The Virginians' during the same period. That is to say, it is not a novel whose characters are made of generals, colonels and soldiers, and whose scenes consist of battlefields, skirmishes and

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"Benjamin Swift" has nearly finished a new novel entitled "Siren City," which will soon be ready for publication. It is largely a study of Naples. Unlike Mr. Paterson's previous books, this one will aschew the sexual problem, or any other problem, unless it be that of Puritanism versus Paganism. "Puritanism, by which I mean a certain broadened modern Puritanism," he writes to a friend, "is made, I think, to win the victory without any ambiguity; I have dreamed over this book a long time, but the mere mechanical work of putting it together I do very quickly. Human passion and emotion are rapid, and I think they should be rapidly portrayed. I hate long novels. So do the majority of readers nowadays."

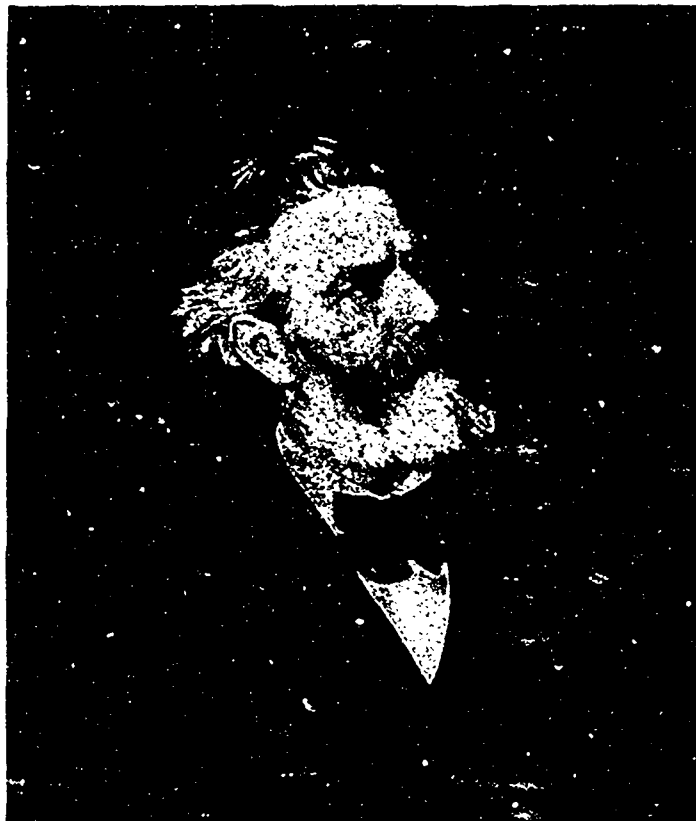
"Well, After All," by F. Frankford Moore, author of "The Fatal Gift," etc. The above somewhat enigmatical title gives little clue to the character of Mr. Moore's latest story, but it inspires one with the feeling that, notwithstanding the rather complicated state of affairs which is soon brought about, the final outcome will not be disappointing. Unlike "The Fatal Gift," and other semi-historical novels by the same author, this story concerns itself with social life in England of the present day, and chiefly with the conduct of a young Englishman who returns to civilization after a sojourn of some years in the wilds of Africa, and, who, in the interim, appears to have forgotten certain things that many readers will doubtless think he should have remembered.

As THE BOOKSELLER AND STATIONER devoted a great deal of space in the last issue to the enthusiastic reception awarded to Mr. Winston Churchill's truly great

romance, "Richard Carvel," it will be sufficient this month merely to mention the phenomenal sale which it is having. Published on June 1, it is already in its one hundred and tenth thousand. The Bookman reports it among the best selling books for the month of July, as standing second only to "David Harum." And the fact that during August its sale averaged about 2,000 copies per day makes it probable that when the reports for that month appear they will have "Richard Carvel" in first place. In Canada the fifth edition was sold before the day of publication, and a sixth edition is now in press.

WILLIAM BRIGGS' AUTUMN LIST.

We heartily congratulate William Briggs, the genial and progressive head of The



EDWIN MARKHAM, Author of "The Man with the Hoe."

Methodist Book and Publishing House, on the fact that, although at the present time the fiercest competition prevails in the publishing business, he is able to show on his list three such remarkable books as "David Harum," "The Market Place," and "No. 5 John Street." These books, as evidenced by the September Bookman, are, respectively, Nos. 1, 4, and 5 in point of popular sale in the United States. Turning to the record for England, Dr. Briggs points with pride to the fact that he controls the second, third, and fourth most popular books, as shown by the returns from all the leading English booksellers.

"David Copperfield," many think, was Dickens' masterpiece, because the heart of Dickens was in the breast of David Copperfield. In writing "Kit Kennedy," S. R. Crockett has had the same incentive to good work, with the result that "Kit Kennedy, Country Boy," will probably be ranked as Crockett's best book. We are told that in writing "Kit Kennedy" Crockett depicted the scenes of his early childhood. The book will be put on the market by William Briggs within the next ten days. We predict for it a very large sale.

In spite of the fact that, in Canada alone, 22,000 copies of "David Harum" have been sold, another 5,000 copies are being put on the press at the time of writing. To

give an idea of the way the demand for this remarkable book continues to grow, it is only necessary to state that, 10 days ago, 5,000 copies were rushed through the press, and when the last lot came from the bindery orders were waiting to be filled, using up the entire 5,000 copies. The edition now on the press will bring the Canadian issue up to 27,000 copies, and a total of about 265,000 copies in America, in less than 10 months from date of first publication.

Probably no Canadian writer has ever before been the recipient of so many flattering notices, and we are certain that no book of short stories, with perhaps the exception of Kipling's "Day's Work," has met with such favor as Mr. W. A. Fraser's "Eye of a God, and Other Stories of East and West." His next work will be waited with eager interest by the book-buying public.

Wm. Briggs has been fortunate in securing the new book by Frank T. Bullen, entitled

"The Log of a Sea Waif, Being My First Four Years' Experience at Sea." This will be put on the market within the next ten days, and is pronounced by critics to be superior to that celebrated book, "Two Years Before the Mast."

Ellen Thorneycroft Fowler has only written two books, but month after month the reports come from England that those two books, although written by a young lady and her first literary venture, continue to head the list of best selling books. When "A Double Thread" was brought out by Wm. Briggs the sale did not immediately come up to expectations, but as the months

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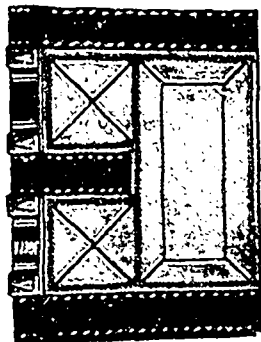


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BOOKS AND PERIODICALS—Continued.

have gone by the book seems to be taking a stronger hold, and, unlike many novels which like an illusive rocket spring into sudden popularity and as suddenly fall out of the public mind, "A Double Thread" has continued to increase in favor. A third edition is about to be put on the press.

"The growing time" finds many of the Methodist Book Room's plates on the presses of other printing houses, their large press room being insufficient to meet the demands made upon it.

Rev. Dr. MacKay's "Pioneer Life in Zorra" is nearly ready for the market, and is awaited by a large number of advance subscribers. Dr. MacKay has, in the sturdy Scottish settlers of the two Zorras, a type of pioneer life almost as distinctive and interesting as the men and women of Drumtochty, and he has bent himself to the task of sketching in as faithful colors and as racy a manner as possible the life of the times, domestic, social, political, and religious.

We are glad indeed that Rev. Dr. Bryce, of Winnipeg, has found the time to prepare a history of the great Hudson's Bay Company, his long residence in the country giving him especial advantage in the study of his subject at first hand; his scholarship and literary ability and judgment; his reputation already made for valuable historical work—all these warrant us in expecting Dr. Bryce's forthcoming history to be a most valuable addition to the literature of Canada. The work will be published by Sampson Low, Marston & Co., in England, and by William Briggs, in Canada.

A book that is being talked of as much as or more than any other recent novel in England is Mr. Richard Whiteing's "No. 5 John Street," which has passed rapidly into its seventh edition, and is having and is likely to have a still much more rapid sale than it had at the first. The Canadian market for this book has been secured by William Briggs, whose edition will be ready in a few days.

In a letter to The New York Independent Justin McCarthy, M. P., writes as follows:

"No. 5 John Street" is the title of a novel about which people are talking a great deal over here, and about which, very likely, people are talking a great deal on your side of the ocean as well. The novel has just been published, and is the work of Mr. Richard Whiteing—a remarkable book by a remarkable man. "No. 5 John Street" has for its main interest the old contrast between the lives of the poor and the lives of the rich. It is indeed an old contrast, old as the hills, but it is brought out here with many touches and lights and shadows and illustrations which belong to the life of our own time. I dare say the contrast will tell as effectively in New York as in London and it is not too much to say that, as displayed by Mr. Whiteing, it has already made a profound impression here. The grim, dark life of the very poor in the heart of a great city has never before, I venture to say, been

pictured with such terrible reality as it is painted in Mr. Whiteing's pages; and yet the truth is brought out with genuinely artistic hand, and its full effect is produced without any touch of the loathsomeness which would have to be encountered if the task were to be executed by a writer like M. Zola. • • I think Mr. Whiteing has made his mark and come in for his popularity. "No. 5 John Street" has



RICHARD WHITEING,
Author of "No. 5 John Street."

already passed through several editions, and it is beginning to be regarded as a book that everybody is bound to read. I always felt certain that Whiteing would sooner or later become a popular success. I never doubted that work like his must tell in the end, and now at last the popularity has come, but it has come, as Browning's Luria says of great reforms, "So slowly, oh, so slowly!" Meanwhile, however, Mr. Whiteing has been doing well in other parts of the literary field. He has been for many years one of the principal writers for The Daily News; he was at one time the correspondent for The World in Paris; he has acted as special correspondent for a London journal more than once in America; he has traveled in Russia, and is a friend and artistic ally of the great Russian painter Verestchagin, a volume of whose sketches he has recently edited and brought out with a preface.

Everybody who knows Whiteing is rejoiced at his success, and says, "I told you so"; and so in the same spirit say I, his old colleague on The Morning Star in the dim days of the sixties."

The author has recently made the following statement in regard to the genesis of the story: "I was born in London, and apart from my civic loyalty to it, the city has always had an extraordinary fascination for me, as the greatest agglomeration of human beings on the face of the earth and as a sort of microcosm of the whole social problem. I was always haunted by my first prepossessions as to the contrasts, always running away from one end of town to the other, not slumming, but simply to see and know. I meditated a scheme of going to live in the lowest quarter I could find. But this proved impracticable. In this mood I undertook 'No. 5 John Street.' It was partly as a sort of compensation for my disappointment on the failure of my earlier scheme of living wholly among the outcasts. If I could not so live, I could at least imagine someone who had done so, and put him in circumstances which for me were an unattainable ideal."

TO MOUNT ENGRAVINGS.

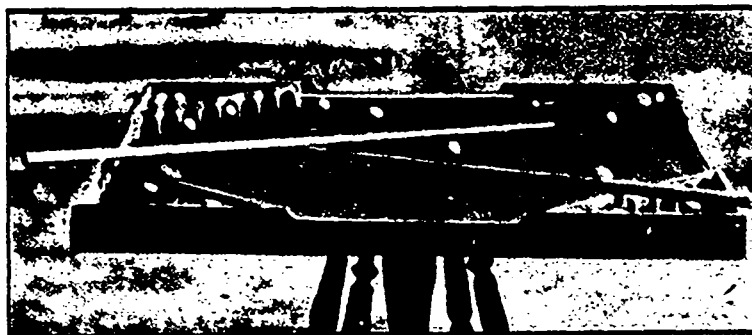
Strain thin muslin on a frame, then carefully paste on it the engraving, so as to be free from creases afterward, and, when dry, give the engraving two coats of thin size (made by putting a piece of glue about the size of a small nut into a cupful of hot water). When this is dry give a coat of white lard, spirit varnish or paper varnish. Connoisseurs, however, are averse to valuable engravings being varnished. Any of the varnishes named above for drawings and maps are available for engravings and prints.

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A thirty Christmas Booklet contains four little Scottish Poems by R. S. G. A. With decorations and cover by A. H. Howard.

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This Christmas Booklet appeared too late last Fall for the Christmas trade. It is a literary gem. Printed in two colors on deckle edge paper.

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AT ALL BOOKSELLERS

The Westminster Co.

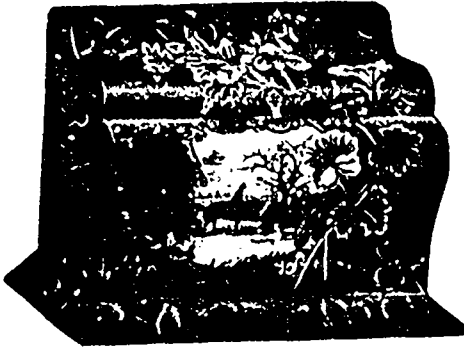
Confederation Life Building, TORONTO

Limited

FANCY GOODS AND STATIONERY.

NERLICH & CO

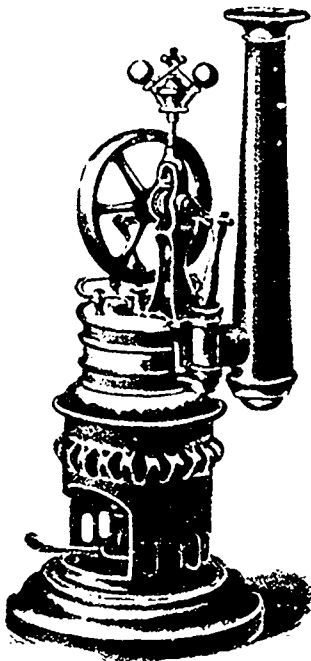
THE extensive stock of this firm includes goods which live dealers are anxious to see and handle. The firm have, in fancy goods, a complete line of celluloid boxes in dressing cases, glove and handkerchief holders, necktie boxes, smokers' companions, manicures, etc., metal toilet sets, fancy



Toilet Case Nerlich & Co

mirrors with China backs, bronze clocks, photo frames, albums, painted opal glass novelties, etc., etc.

Dolls, which Nerlich & Co. are noted for, are this season to be seen in the usual large range, comprising kid body with jointed seat and knees, dressed dolls in all styles and at all prices, jointed dolls with long fairy curls from the most reliable makers, baby dolls, crying dolls, soldier dolls, Indian dolls, and in fact dolls of every description known in the trade.



Hot Air Motor Nerlich & Co

The toy department is especially interesting this season. The large range includes steam engines, hot-air motors with attachments for same, mechanical locomotives, fire engines, and all the latest novelties in that line. Iron and wood toys of every description are shown. Special values can be had in plush horses and carts, tool boxes, Canadian militia uniforms for boys, swords, guns, and all other staple toys.

In games and toy books, the firm aim at keeping all staple and popular games, as well as some special new editions, which present extra value, and which the trade will wish to inquire into. A large line of A, B, C and picture books, and also half-bound books for nursery and juvenile reading are shown this season.

The line of sleighs, carts, etc., includes a new line of American cutters and a big range of clippers and boys' slides, baby sleighs, etc. An extra large 25c. cart and a hay wagon, to retail at a handsome profit for 50c, are features here which will be appreciated.

Fancy china is a specialty with this house. Their line of cups and saucers is very large, and they are showing some very attractive lines in 5 o'clock tea sets, fancy trays, salad bowls, etc. The latest novelty in this department is a range of chinaware, with a Canadian coat of arms in full colors.

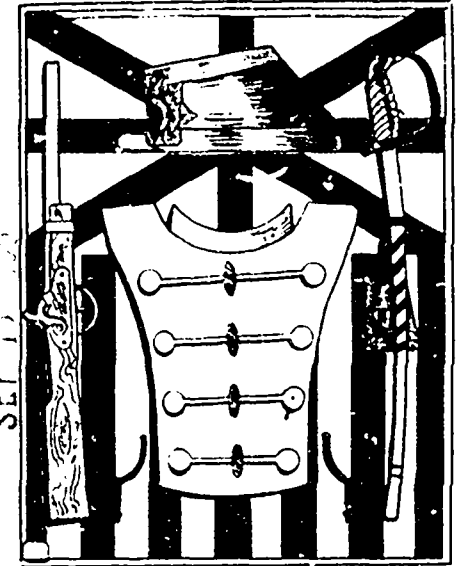
Prettily decorated flower tables, vases, rose bowls, water sets, and liqueur sets are a few items out of the fancy glassware department.

W. J. GAGE CO., LIMITED.

The present briskness of trade is nowhere more manifest than in the extensive establishment of W. J. Gage Co., Limited. The various departments of their business, whether in manufacture of stationery, educational text books, publication of current works, etc., are all extremely busy, and the firm have found it necessary to summon five of their travelers home to do warehouse duty in this time of rush and activity at headquarters. So rapidly has trade expanded with this concern during the past year that it has been decided to enlarge their already immense premises on Front

street west and Piper street, Toronto, and a contract has been let for another building to be added to the space now devoted to their various departments.

A definite idea of the lines manufactured and carried by this firm may be gathered from the elaborately prepared catalogues



Soldier Set Nerlich's No. 11111

issued by them. These are seven in number, and include the following:

1. Illustrated catalogue of manufactured stationery, containing list of blank books, memorandum books, writing tablets, writing papers, envelopes, school blanks, etc.
2. Illustrated catalogue of stationers' sundries of every description.
3. Illustrated catalogue of maps, globes, and school supplies.
4. Catalogue of educational works and school books.
5. Descriptive catalogue of educational works published by W. J. Gage Co., Limited.
6. Catalogue of school blanks, exercise,



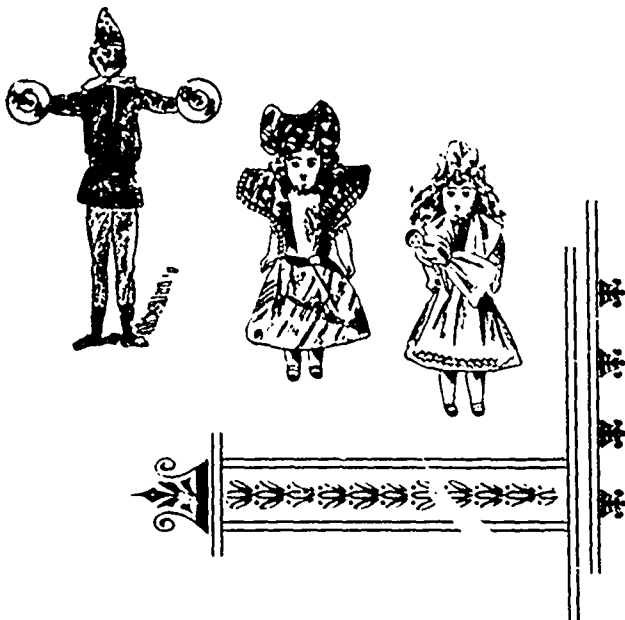
Attachment for Hot-Air Motor Nerlich & Co.

Nerlich & Co.

All on this page returned

To the Front with a Full Line of
CHRISTMAS GOODS.

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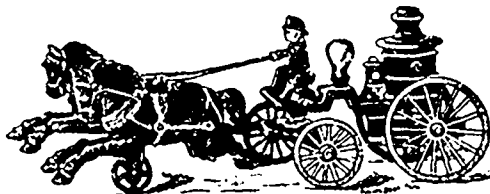
Fancy Goods, Dolls . .

Toys, Games

Xmas Novelties . . .

Fancy China and

Glassware.



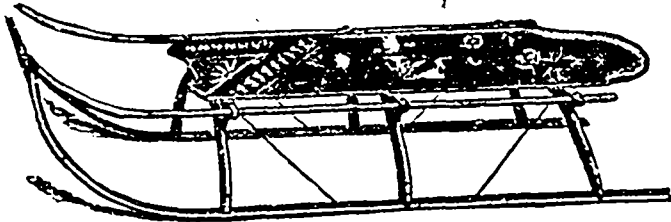
New Catalogue Now Ready

NERLICH & Co., 35 Front Street West, **Toronto.**

FANCY GOODS AND STATIONERY—Continued composition, dictation, note practice, scribbling books, etc.

7 Catalogue of printers' supplies.

These are all valuable catalogues to have, being full of practical information for the trade and prepared in a systematic manner for permanent use and reference. No. 1, for instance, is an actual book of 100 pages in



Universal Desk Suspended Inkwell

stiff covers, indexed, with descriptive list and prices of all the lines of blank books, memorandum books, writing tablets, writing papers, papeteries, envelopes, school blanks, etc., manufactured in the firm's factories. In connection with the big business done in school exercises, scribblers, and blanks, it is interesting to note that 12 carloads of paper, 150 tons in weight, were required to fill orders for these goods.

Catalogue No. 2 deals with stationers' sundries, school supplies, etc., and is especially useful at this season of the year. No. 4 is a special list of educational works, and is almost a necessity to any dealer catering to school trade. In this catalogue and also in No. 6, which deals with school blanks, etc., a code is given so that dealers who order by wire, desiring quick delivery may send a long message in a few words.

Any, or all, of these catalogues will be mailed free to any reader of **BOOKSELLER AND STATIONER** who has not yet received copies and who writes a post card to the firm.

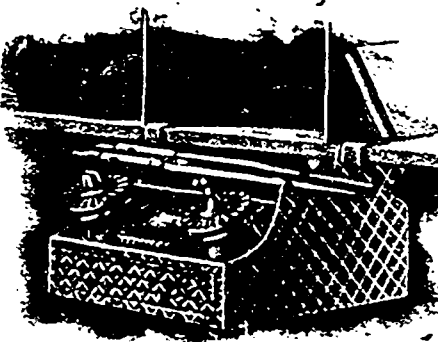
THE HAYNE SUSPENDED INK WELL.

The advantages derived by suspending an inkstand above the table surface of roll top desk are so obvious that it is a wonder the idea had not been thought of before the "Hayne Suspended" inkwell, which is being put up the market by The Universal Specialty Co., 151 Chambers street, New York, was invented. The saving secured in space alone would be sufficient to recommend it, even if there were no other points in its favor. Economy in expenditure as well as in space, is one of the watchwords of the hour, and certainly more room is obtained upon a roll top desk, and the idea of economy in space subserved by suspending an inkstand above the desk surface rather than having it, even though it be comparatively small in size, in

place where the usual inkstand is to be found. The illustration of the "Hayne" inkwell given herewith, shows the device attached to the desk shelving, from which a good idea can be obtained of how it is done and also what the inkwell looks like.

A few of the advantages of the "Hayne" inkwell, as pointed out by the manufacturer, may be added. One is that its suspended position prevents spattering or spilling of ink. Another is that the pen will be thoroughly inked every time it is dipped. A third is that it is impossible to submerge the penholder. The two last named are most desirable points, and are not due to any patented or automatic device, but merely to the shape of the bottles and the inkwell tube. The last-named point means that the penholder is not stained, and, consequently, that the fingers are kept free from ink.

These and other advantages possessed by the "Hayne" inkwell are summarized as follows: 1, it leaves the entire table surface



Hayne suspended Inkwell

of the desk free and clear; 2, it holds two kinds of ink and three times the quantity that an ordinary inkwell does, and also a neat sponge cup; 3, it is the easiest, most natural position for use, no reaching, spattering nor spilling; 4, it occupies entirely unused space and is always in the same spot; 5, it can be put on or taken off the desk in a moment, no screws or nails, only a pair of small spring clips being used; 6, the ink does not evaporate nor become thick; 7, it cannot fail to ink your pen thoroughly; 8, nothing about it to get out of order; 9, it has a most convenient penrack; 10, it is a very handsome ornament, and 11, it costs less than the poorer kinds.

The inkwell is made of heavy stamped brass, and is manufactured in three styles of finish as follows: Plain nickel-plated, electro lacquered, polished brass, and embossed brass. The fittings are made of flint

glass, and each inkwell is packed in a neat wooden box, which is fitted with a slide cover and in which the article may be safely shipped by mail.

FINE STATIONERY.

In the finer class of notepapers now coming into favor and doing a good trade, a notable line is being issued by Hart & Riddell, Toronto. This old firm have a reputation for fine stationery.

This season they have added to their laurels in this respect, by presenting a handsome and distinctive line of stationery, and one that will compare favorably with European and American makes.

Their line of blue, pink, and white loss is an ideal notepaper for private correspondence among those who want the correct thing in stationery. The sizes, *regina*, *duchess*, and *princess*, fulfil the purposes of gentlemen's and ladies' note and invitation correspondence. The envelopes to match are, like the papers, done in the new fashionable shape.

Not only is this notepaper in quality and in appearance equal to the very best, but it has the additional merit for trade purposes of being sold for less than the imported goods of similar grade. The stationer who does a superior trade will want to handle this line, and any inquiry sent to Hart & Riddell, Toronto, will secure the required information as to price, samples, etc.

HOLIDAY PAPETERIES

The sample room of Warwick Bros. & Rutter is now largely utilized in displaying an immense variety of Fall papeteries.

Their line this season is of greater variety and even more attractive than that of last year.

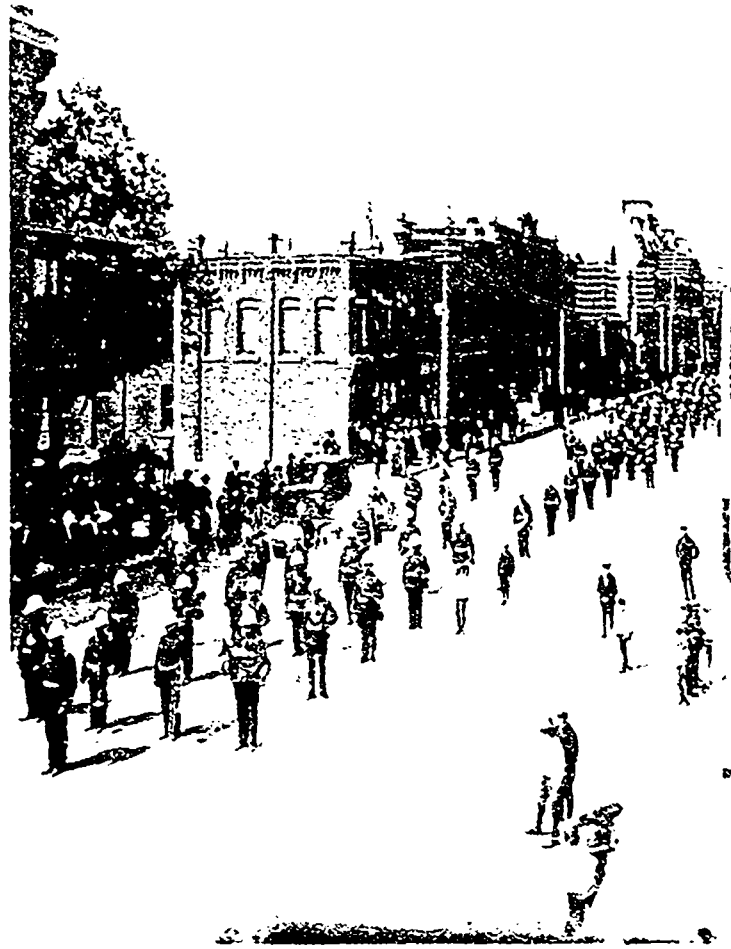
The most noticeable series is the "Flaxman," the stock of which is made in the blue tint now so popular for social correspondence.

This series is shown in four sizes—Albert, small boudoir, large boudoir and octavo. The boxes are the exact shade of the paper and handsomely embossed in white, as shown in the cut. The paper and envelopes have the kid finish, and are tied with white satin ribbon.

The "Flaxman" is also shown in four



Five O'clock Tea Set—Nerlich's \$1.00 Line.



25th Battalion.

Specimen illustration from St. Thomas - just issued

Town Souvenirs

Would a good book of attractive views of your town sell? If you think it would, we are prepared to publish a booklet containing first-class illustrations of the principal buildings and points of interest (no advertisements), using the best of paper and plates. It would be a credit to the town, to the seller, and to the publishers, and should be a money-maker for all concerned. Write us; we are open for business.

THE GRIP PRINTING & PUBLISHING CO.
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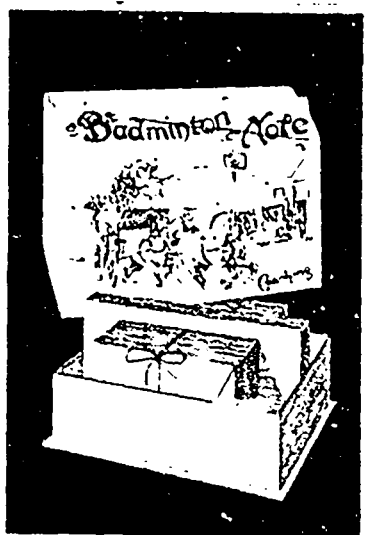
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WE WANT YOUR BUSINESS
AND WILL GLADLY SEND SPECIMENS AND QUOTATIONS

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THE GRIP PRINTING & PUBLISHING CO
OF TORONTO LIMITED.
DESIGNERS & ENGRAVERS.

SATURDAY NIGHT BUILDING **TORONTO**
ADELAIDE ST W



Warwick Bros. & Butler

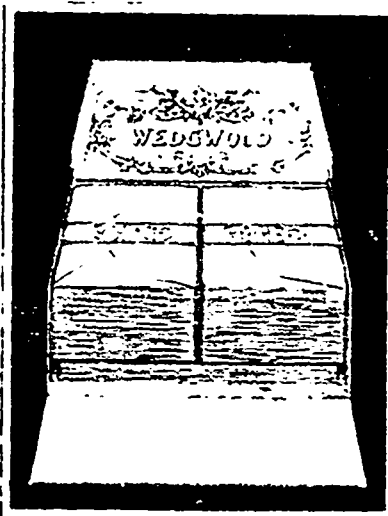
sizes with the paper and envelopes having a narrow white border.

This paper is the latest and most fashionable stationery on the London and New York markets, and we predict for it a large share of the Fall trade in Canada.

Another series which attracted attention was the "Floral" series, composed of the Azalia, Viola and Marguerite.

These boxes are the large size, known as the two quire box, but this firm are now showing them containing 24 sheets and 24 envelopes of 60 lb. stock, to retail at the popular price of 25c. The boxes are of beautiful floral designs, handsomely embossed in colors.

Perhaps the most dainty series of the line is called the "Wedgwood," the boxes of which are made in the delicate colors of the famous Wedgwood china, light blue and sage artistically printed in white. The stock is of 60 lb. cream vellum wove, the box



Warwick Bros. & Butler

being similar in size to the "Floral" series.

Novelties in boxes are also a feature of this year's line, a number of new and novel designs being shown. A cut of one of these, called the "Badminton," is shown herewith. This box contains 24 sheets and 24 envelopes of tinted stock, the paper standing on the side with a half package of envelopes, tied with gilt cord, on either side.

Other designs among the fancy lines are the "Tornado," "Ye Ballade" and "Little Bo-Peep." These may be had with either cream wove or tinted stock.

Fancy boxes containing embossed paper for invitations, etc., are also shown in a variety of styles, the "Floreated" series being especially noticeable.

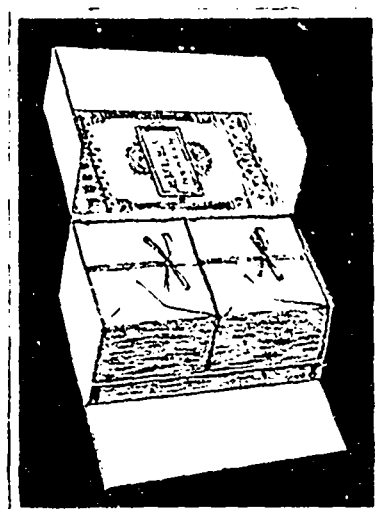
In juvenile goods, the "Marine," "Bric-a-Brac" and "Young England" are new and artistic and will find a ready sale.

Another range of fine stationery just opened up by this firm is the "Duchess" line. This stock is of fine antique parchment, and is shown in four sizes: Albert, octavo, large boudoir and regent, the last two being the popular square sizes. The paper is handsomely packed in five-quire boxes, and the envelopes 100 in a box. Included in this series are the "Duchess" invitation cards. These come in two sizes, and are packed in dainty boxes of 25 cards, with envelopes to match.

THE COPP, CLARK CO., LIMITED.

The stationery department of this firm is showing for Autumn trade a line of papeteries which have the two fold value of being good values, attractively boxed, while they retail at popular prices. English Antique is a parchment note, octavo size, and octavo envelopes, retailing at 25c. The same paper is also shown in the Gladstone or Salisbury new square shape, envelopes to match. This is the only 25c. papeterie put up in this fashionable size. Another papeterie (also 25c.), called the Patriotic, is shown in heavy cream; also in assorted colors. The Robin is another similar line. All are prettily boxed and will look well.

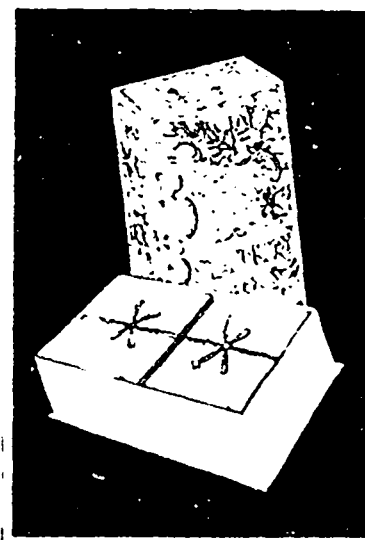
The gold and silver goods which the firm are showing this season far surpass in artistic merit and intrinsic value what have hitherto been shown in this market for the stationery trade. The improved business conditions warrant the dealer in appealing for superior trade, and these valuable lines provide him with the means. There is a great array of these sterling goods at reasonable prices, including penholders, automatic pencils, slide knives, nail cleaners, screw pencils, silver tipped and ebony holders, etc. Some of these are patent articles, which are only



Warwick Bros. & Butler

put up for the line handled by this firm. The designs are numerous and new, both in the gold and silver goods. There are cased sets which will prove attractive. For instance, in gold we find a handsome pearl-and-gold holder, in a beautiful velvet case, retailing from \$1.50 up. Another line is a mother of pearl fountain pen, with filler, etc., complete in nice leather case. A handsome and unique line of sterling silver pencils with birth stone ends. There is a birth stone for each month in the year, and the chased silver work is handsome. These may also be had with adjustable rubbers at the ends instead of the birth stones.

In connection with these may be mentioned a line of cheap sterling silver pencils with pretty designs, to retail at 50c. There is quite a range of these goods as well as some more expensive lines, to retail at 75c. to \$1. They may be had in assorted half-dozen on cards. The designs are varied

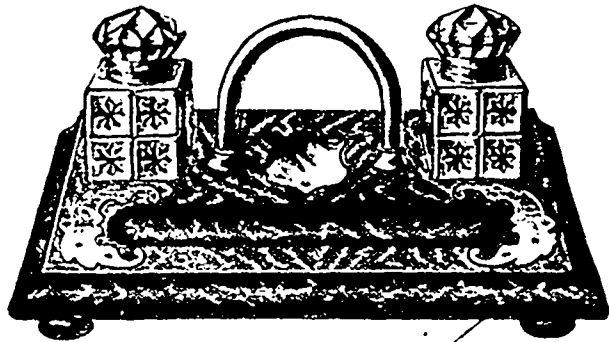


Warwick Bros. & Butler

FANCY GOODS AND STATIONERY (continued). and the ornamentation embodies many new ideas. The stop-gauge "Eagle" pen may be had in sterling material from \$2 upwards. A full range of 10k and 14k gold pens, cheaper than other makes, are shown. The oak and velvet trays in which various lines are put up are a feature worthy of note.

An odd little novelty in stationery supplies this month is a line of rubber erasers for 5c. retailing. They are in various animal shapes: Mice, fish, puppies, etc., and will take well with children.

Turning to games, fancy goods, etc., The Copp, Clark Co., Limited, always noted for the manufacture and handling of games, etc., are not behind their record this season. The new game of "Rainbow Billiards" is



The Brown Bros., Limited

a fine production. It is a popular adaptation for parlor use of a game of skill and interesting to all players. There is a substantial and nicely finished board, the playing table being covered with green cloth. The pockets at the four corners are rows of holes, through which the balls have to be driven. The balls are colored. The game is to drive the balls into the holes according to their color. The play demands skilled execution on the part of the player and is sure to arouse the interest of a party of people.

In new toys, there are some funny cheap novelties. They can be retailed for 5c., but 5c. can easily be got for them. There is the whistling serpent, a paper toy for the mouth. The higger is another amusing toy worked in the same way. The flying eel, when inflated by wind, darts into the air in a curious way. A similar device, called the electric eel, when rubbed by the hand, adheres to the wall. These should be good sellers. The button lantern of red glass (5c.) can be sold to bicyclists or for Christmas trees. It may also be used by amateur photographers in the dark-room. The light is supplied by methylated spirits and a wick. A football shaped traveling inkbottle, with penholder, nib, etc., will take.

There is an extensive range of photo albums at \$1 and \$1.25, and lines of auto-

graph books at 25 and 50c. retail. A line of framed medallion portraits of well-known poets, novelists, etc., will sell for 10, 15 and 25c., as well as fancy pictures for 15c. retailing.

For window-pieces, there are two capital attractions—the tight-rope girl, who throws colored spheres into the air, and the figure of a clown similarly shown. These are valuable pieces, worth \$10, and one is given free to dealers who send in a \$50 order for games. The season for such figures is at hand.

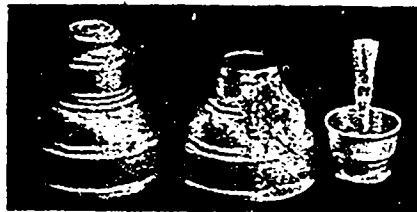
The game of Bobolinks is played with a board by balancing it in the hand after the fashion of nerve croquet. It retails at 25c. The Rex checkers have the king's head on the reverse side, and the players are saved the trouble of crowning with a double piece.

It retails for 15c.

New things in pencil boxes are numerous this season. One (15c.) is fastened by a sliding side, well concealed. Another has a thermometer and three slides, one underneath and two on top. Another (8c.) has a blackboard on the inside cover. A line of hardwood boxes is extra value for 5c. A 25c. box has a drawer and slide nicely decorated and varnished. On another, colored designs are burned in. Another 25c. line is furnished with inkbottle, knife, pencil, and penholder. There are some excellent 10c. lines.

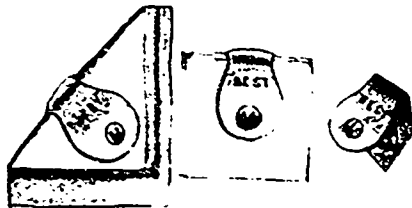
THE BROWN BROS., LIMITED.

The warerooms of The Brown Bros., Limited, are now well stocked with every kind of office supplies, such as inkstands in endless variety, pen racks, water-wells, sponge cups, etc. Lead pencils—all the



The Brown Bros., Limited

best makers' goods can be had, such as A. W. Faber's, Hardmuth's, Johann Faber's, Eagle and Dixon's. Pens—Esterbrook's,

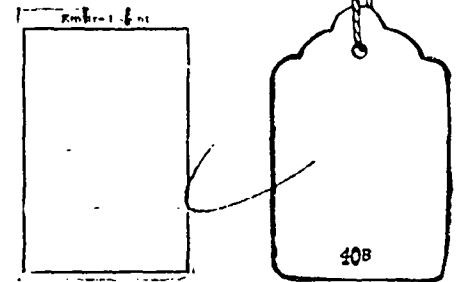


The Brown Bros., Limited

Spencerian, Gillott's, Mitchell's and several other makes. Paper-binders, including Niagara Clip, Clinch, The Best, a cut of which is seen on this page, and also the ordinary brass fasteners.

The Brown Bros., Limited, have a complete stock of pin tickets, gum labels, shipping and spring tags.

The trade are again



The Brown Bros., Limited

reminded that the headquarters for blank books is The Brown Bros., Limited, manufacturers, of Toronto, who carry all lines in stock, from large ledgers to small memorandum books. They also manufacture bankers' wallets, ladies' and gents' wallets, card cases, etc., and their stock of these goods is very fine and complete.

THE H. A. NELSON & SONS CO., LIMITED.

The H. A. Nelson & Sons Co., Limited, are showing a large line of toy books, of McLoughlin's, Dean's, Warne's and Tuck's, comprising in all over one hundred lines, in booklets, colored paper cases, half bound, and shaped books, etc. The patterns are exceptionally handsome this year, and will well repay a long inspection. Their line of blocks is large and well assorted, in picture cubes, pyramids and building. Probably the most noteworthy is an interesting flat block, in several colors and shapes, made to produce chromatic designs. With this block, called the "Kalido," many peculiar optical illusions can be made

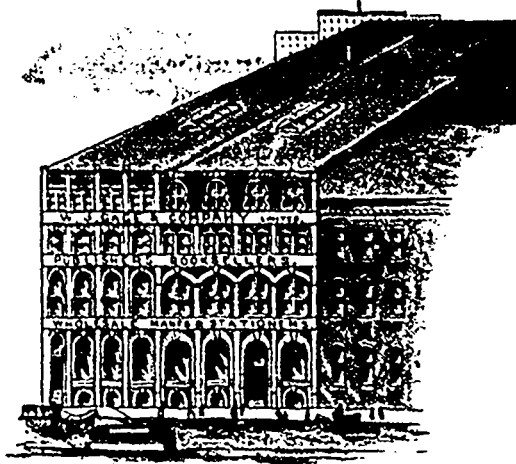


an inverted cube suddenly asserts its dignity, and, to the eye of the observer, seems to change its position, presenting a sharp corner, instead of what, a second before, seemed to be a bold front. Hundreds of pleasing and instructive designs and illustrations can be made with these blocks, and, as the novelty is great, a large sale is predicted for them. The H. A. Nelson & Sons Co. Limited's line of dolls has but one exception to their usual high standard and reputation for assortment and taste, and

The Largest Publishing, Wholesale and Manufacturing Book and Stationery Establishment in the Dominion.

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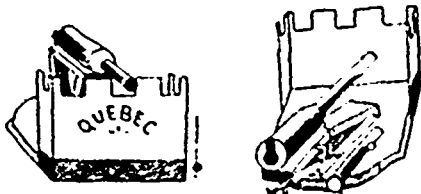
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TORONTO, ONT.

Selling Agents for the

Royal Paper Mills Co., East Angus, Que.

FANCY GOODS AND STATIONERY—Continued. that is that the assortment is greater and the taste displayed better than ever. We show a little cut of a doll, 129-128, at \$2.10 per doz. This doll is 10 in. long, has a dress of muslin and cotton, bonnet, and real shoes and stockings. "Keep your orders," they say, "until you see these dolls, as our prices will bear favorable comparison with any house in Canada. In sleighs for 1899-1900, The H. A. Nelson & Sons Co., Limited, lead all, with an assortment of some 35 lines of sleighs and attachments. Their "Ball Bearing Bobsleighs" are the feature of the year in runner goods, and all interested dealers, whether they have handled sleighs before, or whether they have not, are invited to send for The H. A. Nelson & Sons Co. Limited's catalogue of Fall and Winter goods, in which they will find all these lines described and priced. The line of leather goods carried by this house is the finest that can be procured, and embraces a large variety of writing desks, portfolios; jewel, traveling, odor, collar and cuff, glove and handkerchief, and photo cases. Shell boxes seem to have taken another lease of life this year, and are selling in larger quantities than ever. The line carried by this house is large and of good designs, ranging from a box at 40c. doz. to glove and handkerchief sets at \$4.00 doz. sets. They are showing a new line of graphaphones, or talking machines, which they are selling at \$12 each. Each outfit consists of a spring motor, on a highly-finished wood base, complete in a highly-polished carrying case cover, containing a reproducer, a recorder (with which one can make their own records), and a fine nickel-plated horn. A new line in toys is their disappearing cannon in fort. This is a 25c. toy, and, for a mechanical toy, it is a wonder at the price. We show the gun in two positions, ready to fire.



F. A. M. W. KRIK.

This firm, although only four years in existence, has gone rapidly to the front, and is now well abreast with its competitors. Purchasing all their goods for spot cash and saving all discounts, enables them to sell cheap.

The head of the firm, being well posted in all the different branches, is the secret of their success. They carry no old goods.

Each season all purchases are cleared out at the proper time regardless of price, leaving the space for new importations.

Their mode of doing business by mail and personal visits could not possibly be carried on unless some special offerings were made. Close buyers have found this out.

They will be glad to show you through, even if you do not care to buy. Then, perhaps, you will do as others have done, buy later.

ACADIAN RECORDS.

Parliament has voted \$1,400 "for compiling historical data in regard to the Acadian families in Canada." This is the first vote of a much larger sum which will be required to complete a record somewhat similar to that which Abbe Tanguay has made of French-Canadian genealogies. The Acadian genealogies are to be compiled by Placide Gaudet, of Weymouth, who has contributed many historical papers to the French and English press of Canada. He was formerly a teacher at St. Joseph's College, Memramcook, and is now one of the professors at the college of St. Ann's, at Church Point. Mr. Gaudet was induced by Mr. Richard, the historian of the Acadian expulsion, to present his project to the Government. The work will comprise four volumes. The first will include the genealogy of all the families in the whole colony from 1632 to the date of the expulsion. The second and third will contain the record of the families of the three Provinces from 1755 to the present time. The fourth is to be devoted to the families which have emigrated to Quebec, the Magdalen Islands and other places.

A revised edition of "Murray's Interest Tables" has been issued. The book is a standard one, and is used by all banks, insurance companies and every business office where rapid calculation of interest rates is required. Copies of the new edition may be ordered of B. W. Murray, Osgoode Hall, Toronto.

"I want a copy of Victor Hugo's masterpiece," said the lady who had entered the bookseller's shop. She expressed herself thus vaguely because she is nervous about her French. "I don't think we have any book of that name," responded the youth behind the counter. "That is not the name of the work. It merely describes it," rejoined the customer. "Published lately, ma'am?" "It was published many years ago. Surely you have Victor Hugo's greatest work?" "I don't know whether we have or not. What's the name of it?" "Lay Mee Say Rabble," replied the lady desperately. "Oh, you mean 'Less Mizzerbles!' Yes'm we've got it."

DECORATING THE WINDOW.

It is neither necessary nor desirable to put anything and everything into the shop window at once, writes F. W. Sears, but without doing this it is quite possible to convey the idea of a magnificent and complete stock. For instance, a stationer may well confine his display to nothing else but notepaper, we will say, but he may make this so comprehensive that the inference will inevitably be drawn that the stock of every other article is equally complete. As I have said repeatedly, it is very easy to console yourself with the idea that everyone must know that you keep this, that and the other, but you still need to impress this fact indelibly on the public mind. Nearly every stationer offers to bind books, but how many of them put sample volumes in their window that they have bound, with the price clearly placed upon them? I would undertake to say that any stationer, in a small town more particularly, who goes in for bookbinding, who made a good show in his window of nothing else but bound books for one week, would go on reaping the benefits of this not only for 12 months, but for years afterward. He would have made that sort of impression once for all that would not easily be eradicated. It is, I believe, in many instances, the very wisest form of window-dressing to devote the whole window to one article or set of articles at a time.

To take another illustration on the same point. Supposing a whole window were devoted for a week to ink, pens, pencils, and fountain pens. What would be the effect of this on the minds of those who had seen it once or twice? The effect would be that Mr. Brown who saw it, when he was wanting pens or something of that kind within the next few weeks, would at once think of the fact that he had seen the most extraordinary array of articles of this kind at the particular shop. Possibly he would remember that the last time he had bought pens he had failed to get what he wanted, and he could hardly fail to go to the man who seemed to have everything he could possibly want.

The sale of a box of pen-nibs is not by itself a very profitable transaction, but there are few things that people who write at all are so touchy about as about the nib that they use. If facilities were offered for trying nibs in the shop, a feeling of satisfaction would naturally follow.

Besides, one satisfactory sale of one article means a possibility of others at the same time and of many more in the future. The wise retailer does not look at one sale amounting to sixpence, but at the fact of the future advantages and the future sales he will make to a satisfied customer.

"The best Books to Stock are those having a steady sale."

HERE ARE A FEW,

CONSULT OUR NEW CATALOGUE FOR OTHERS.

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Wood Chairs,
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We invite inspection whether you purchase now or later. Once you call you will soon become a regular customer.

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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.

FAR ABOVE RUBIES.—By George Macdonald. Cloth, 50c.; 183 pp. Musson Book Co., Toronto. This is a pretty tale by a popular writer. It relates how Annie Melville, the daughter of a poor Scotch widow, is driven to support herself and her mother by becoming a domestic servant. The son of the house, Hector Macintosh, falls in love with her. Against the wishes of his mother, Hector marries Annie and takes her to London, where he essays a career as a writer. Failure to succeed, brings the pair to direst poverty. Here the character of Annie shines. She is a true helpmeet, and is about to go out as a charwoman, when an unexpected legacy relieves Hector from starvation, and encourages him to persevere. The tale is a healthy, religious and readable one.

FRENCH AND ENGLISH DICTIONARY.—Cloth, 25c., leather, full gilt, 50c. Laird & Lee, Chicago. A vest-pocket French-English and English-French dictionary is a great boon. The author, Prof. Max Maury, of the University of Paris, has gathered in this little volume over 60,000 words and meanings and a very large number of idiomatic expressions of the greatest use to travelers and students. The lesson on pronunciation is clear and to the point, while the grammar part is simple and thorough. Vocabularies of Geographical and proper names, tables of weights, measures and moneys and comparative scales of thermometers are among the other attractions of this little volume, which contains two indexes, and, in general make up, is far ahead of anything ever attempted in that line.

THE MEASURE OF A MAN.—By E. Livingston Prescott. Cloth, \$1.25. paper, 75c.; 302 pp. Musson Book Co., Toronto. The author is already noted for "The Rip's Redemption," a vivid picture of the barrack life of the average British soldier. The present tale also introduces us to a soldier, Sadoc Monck, an uncultured but manly fellow, who forms an attachment to a girl whose worldly position and education raise her above him. By perseverance he becomes an officer, and the difficulties of a "ranker" turned gentleman are well depicted. The friends of his lady love endeavor to part the pair, but Monck, with patient stubbornness, tries to win his position in society. The regiment is ordered abroad, and a private marriage is arranged, but Monck,

in order to release the girl from a companionship that appears irksome to her, shoots himself by the seashore. He is rescued by a boat's crew and is carried abroad, and is afterwards convinced of his wife's devotion.

THE VOYAGE OF THE PULO WAY.—By Carlton Dawe. Cloth, \$1.25; paper, 75c., 312 pp. Musson Book Co., Toronto. The sub-title of the story is "a record of some strange doings at sea," and they are certainly strange and exciting occurrences. A tramp ship in the Eastern seas is turned by the captain, chief mate, and a crew of equally abandoned ruffians into a pirate ship. After sinking a mail steamer and capturing her treasure, the pirate crew turn their attentions to the second mate, the only passenger (who tells the story) and a girl who is rescued at sea. The three take refuge in the wheelhouse, where, for several days, they stand a siege, having ammunition and food enough to last. The attacking ruffians quarrel among themselves and the ship goes ashore on an island where cannibals devour the pirates. The three besieged persons would have also fallen victims in the same way, but are rescued in time. The tale is of absorbing interest and well told.

THE CARPETBAGGER.—By Opie Read and Frank Pixley; 12mo. art cloth, gilt top, uncut edges, illustrated from life, \$1. Laird & Lee, Chicago. A story constructed from a play, rather than vice versa, is rather an unusual achievement. But the "Carpetbagger" was a successful play, and a novel founded upon the same lines is equally taking. The stage effects and striking situations are observable throughout. The Carpetbagger—Crance, Governor of Mississippi—is not a bad fellow. He is mixed up with a bad lot, but by a woman's help he does the right thing, is defeated for the Governorship, but wins the woman he wants. There is enough of Opie Read's clever literary style about the work to insure its success.

THE CANADIAN LAWYER—Compiled by a Barrister-at-Law. Cloth, 348 pp. The Carswell Co., Limited, Toronto. Needless to say, this is an extremely useful book. It is an enlarged and revised edition of a work for which there is ample room in a country where laws are so numerous and law so expensive. The author of the book has compiled "plain and simple instructions to all

classes for transacting business according to law, with legal forms for drawing necessary papers." The book embodies in its scope the civil laws of all the Provinces, and by its use the ordinary business man, farmer or mechanic may save many a solicitor's fee. There are a dozen subjects accurate knowledge of which will keep a man out of litigation, but, as the statutes are seldom accessible to the average person, and not expressed in language which can be readily understood by the lay mind, a book of this sort is often indispensable, especially for people who cannot afford the luxury of a solicitor. The bookseller who advertises this book or leaves a copy out on his counter will be pretty sure to find that a good many of his customers will appreciate it.

THE ROAD TO PARIS.—By Robert Neilson Stephens. Cloth, \$1.25; paper, 75c.; illus., 552 pp. Musson Book Co., Toronto. As an historical romance it would be hard to select a more remarkable book than this for variety of incident, continuity of interest, and the choice of historical groundwork. The hero, Dick Wetherell, is one of the American revolutionists, is captured during the invasion of Canada, meets Sir Guy Carleton and Ethan Allen, and is carried a prisoner to England. Escaping from captivity, he meets with all sorts of surprising adventures in London and elsewhere. He gets over to the continent, has more adventures, mixes in high company, and, finally, rescuing a distressed damsel, marries her, and leaves for America. The author has studied the manner, as well as the events, of the period, and has written a story of unusual power and vivacity.

THE BOOK OF DESTINY.—By Cagliostro, the fortune teller. Cloth, 75c.; 170 pp.; illus. Laird & Lee, Chicago. The publishers have done well to issue this rather curious book, whose authorship is ascribed to the famous Joseph Balsamo, Count of Cagliostro, the great fortune teller of the eighteenth century. It is called the "Book of Destiny," and is certainly most ingenious in the answers it gives to almost any question relating to the present and future. Of course, the majority of the people are not supposed to believe in the occult virtue of the 20 magic circles, and yet many a skeptic will feel surprised and even startled when told by the oracle of things he knows to be true. As a pastime, during the long Winter evenings, this "Book of Destiny" is sure to be welcome and fruitful in innocent recreation and amusement. The adapter has scrupulously avoided all questions and answers of undesirable character, so that no lady will have cause to regret consulting

NEW BOOKS REVIEWED—Continued.

this modernized edition of Cagliostro's great work.

THE HEART OF A BOY.—By Edmond De Amicis. Art cloth illustrated, 290 pp. Laird & Lee, Chicago. Owing to the popularity of this well known Italian work, which deals so well with the modern Italian life and character, the publishers have produced a really fine edition for purposes of holiday gifts, school prizes, etc. The translation has been carefully done and a large number of illustrations, some of them full-page half-tones by the more noted of Italian artists, have been added to the book. The work has achieved distinction, and should find a place on the bookshelves of young people as well as the libraries of older persons.

ALFRED THE GREAT.—Edited by Alfred Bowker, Mayor of Winchester. Cloth, map. The Copp, Clark Co., Limited, Toronto. A movement is on foot in England to hold a commemoration celebration of King Alfred, who died in October, 901, and the 1,000th anniversary of whose reign may now be fittingly celebrated. This volume is the literary expression of the movement now going on, and, as interest in the historical and political celebration about to take place will certainly extend to Canada, we imagine a good sale for this really beautiful little book will be found here. The chapters in it are by different writers of the very highest qualifications. Frederic Harrison, Prof. Earle, Prof. Oman, Sir W. Besant, Sir Clement Markham, etc., who have made a study of early English history and who examine King Alfred's claims upon the respect of posterity as king, warrior, geographer, lawmaker, etc. Each writer treats his subject in a most delightful manner, so that we have a small volume embodying the results of much scholarship, and providing an authoritative compendium of the exact relation between the time of Alfred and our own day. The present sovereign is the lineal descendant of the old Saxon House of Alfred, and the antiquity of the British monarchy is brought into bold relief by the proposed King Alfred celebration. The poet laureate, Mr. Austin, prefixes a poem entitled "The Spotless King" to the volume.

ANGLO-SAXON SUPERIORITY.—By Edmond Demolins. Cloth, \$1.25, paper, 75c.; 343 pp. Musson Book Co., Toronto. No recent work of a philosophical kind has created so much discussion as this book. The present translation is from the tenth French edition, showing that it has been widely read by Frenchmen, and, as we know, has been thoroughly discussed in

England. The writer, in the very title of the book, conveys the idea that the qualities of the Anglo-Saxon races are superior to those of Celtic or other peoples. How far his theory is correct is another matter. But it is deeply interesting to know how this philosopher and economist examines the two peoples and compares their habits, histories and general results of the two forms of government. It is a very readable book, and parts of it are as interesting as a novel, because it gives you an insight into the domestic life of the French as no other book would be apt to do. You learn a number of details about French customs which even the ordinary visitor in France would never discover for himself. The author is perfectly frank in his statements, and is by no means inclined to praise the British at the expense of the French. His candor is remarkable, but it is apparently the result of careful study, and by no means mere flattery to the British people. For this reason, we get an exact view of "ourselves as others see us." In Canada especially, where descendants of the two races live together in peace side by side, the work should be widely read. We have seen the English edition of the book, and much prefer the present volume, which is handier, and on the whole, more tastefully turned out. The Musson Book Co. have done well in producing an edition for Canadian circulation.

U. S. NEWSDEALERS IN SESSION.

At the convention of the United States Association of Newsdealers, Booksellers and Stationers, in Buffalo last week, resolutions were adopted providing for the licensing of newsboys; protesting against the failure of the publishers of certain periodicals to publish the retail price of their respective journals on their title page; sanctioning the tearing from periodicals by the newsdealers of advertisements that are regarded as detrimental to their interests; authorizing the appointment of a committee to wait on The American News Company and other news companies and ask that they cease to receive individual subscriptions direct, thereby depriving dealers of commissions, such committee to inform the news companies that the dealers will start a news company of their own if the practice is not stopped.

The Toronto News Co.'s latest 50c. novel is "The Strange Story of Hester Wynne," a highly entertaining story of a young heiress who is persecuted by her guardian's son, a worthless wretch. His malignant purpose is to frighten the girl into marrying him by means of mysterious visitations which, to a sensitive mind appear supernatural. It is a thrilling tale, and ends in the due discomfiture of the villain.

THE BRITISH COPYRIGHT BILL.

The British Copyright Bill, as amended by the select committee of the House of Lords, has been published as a parliamentary paper. Accompanying it is a memorandum, written by Lord Thring, at the request of the committee, but not submitted to the committee for approval because of the lateness of the session. It is explained that the bill relates only to literary copyright, leaving artistic copyright to be dealt with in a separate bill.

Literary copyright is divided into three parts—(1) copyright, properly so called, or the right of multiplying copies of books; (2) performing right, or the right of publicly performing dramatic or musical works, and (3) lecturing right, or the right of orally delivering lectures. The bill adopts the recommendation of the Copyright Commission, and makes the term of copyright in a book to last during the author's life, and 30 years after the end of the year in which the author dies, and no longer. The term of copyright in dramatic and musical works is assimilated to that of books, and also is the term during which a lecture is proposed to be protected.

Clauses 7 to 12 of the bill contain special provisions as to anonymous and posthumous works, joint authorship, plurality of authors, copyright in encyclopedias, reviews, and magazines, new editions, and newspapers. The noticeable proposed changes in the law are that, according to the recommendation of the Copyright Commission, a term of 30 years from the date of publication is, in the case of posthumous works, substituted for the term of 42 years under the existing law, and, in the case of contributors of articles to periodical works, their right to republish them in a separate form is much accelerated by providing that they may issue them in a separate form after two years from the time of their publication in the periodical work, instead of after the lapse of 28 years, as is the case under the existing law.

A SHAKESPEAREAN RELIC.

At the annual meeting of the trustees and guardians of Shakespeare's birthplace and relics at Stratford-on-Avon, England, a remarkable incident was the presentation of an autograph signature of Shakespeare's son-in-law, John Hall, which had been surreptitiously cut from a Stratford corporation document in 1793 by Malone, who was a famous Shakespearean commentator. He had received permission to examine the corporation records.

The donor, named Baker, of Weston-Super-Mare, found the autograph in an old book which had belonged to Malone, and which was bought at a second-hand bookstore in London. This autograph has been missing for more than 100 years.

THE TORONTO STATIONERY TRADE.

THE changes that have taken place in the Toronto stationery trade during the past 25 years are well set forth in an article by John A. Cooper, in *The New York Stationer*. Turning up an old city directory for 1874, he found the following names of firms.

Wholesale—A. C. Brayley & Co., 45 Yonge street; Brown Bros., 66 King street east; Buntin Bros. & Co., 61 Yonge street; A. Dredge & Co., 53 Yonge street; McPhail & Davison, 11 Wellington street west; Adam Miller, 11 Wellington street west; Wm. Warwick, 36 Wellington street east.

Retail—P. C. Allan, 35 King street west; Francis Bailey, 42 Queen street west; Blish Bros., 219 King street east; John Edwards, 136 Yonge street; A. S. Irving, 35 King street west; Macgillivray, Molle & Co., 72 Yonge street; McCrae & Douglas, 6 Toronto street; Robert Marshall, 47 King street west; C. P. Parkinson, 259 Yonge street; Willing & Williamson, 12 King street east.

In the city directory of to-day, there are recorded 20 wholesale firms and 94 retailers. Of the firms mentioned in the 1874 directory, continues Mr. Cooper, only four names remain in the trade—Brown, Buntin, Warwick and Irving. Among the firms not mentioned, but who were doing business then, were Copp, Clark & Co., Hart & Rawlinson and James Bain. With the exception of Rawlinson, these names are still on signboards and letterheads.

From 1850 to 1874 one of the leading firms of stationers and binders in the city was Brown Bros. There were three of them—Thomas, Richard and John. Their father had been admitted to the Stationers' Guild in Newcastle-on Tyne in 1813, and had come to Canada and started business in Toronto about 1846. It was to this trade that the three sons succeeded in 1850. In 1874 the business was much larger than it had ever been, and a splendid trade was being done. Thomas had died in 1867, the year of the Canadian Confederation, and the management of the business was in the hands of Richard, and in his hands it still remains, for, though 65 years of age, he is still active and earnest, and manages to-day what is perhaps the largest general stationery business in Canada. In 1874 John Brown was also a well-known figure about town, but he died about eight years later. He was an enthusiastic militiaman, and held a commis-

sion in the Queen's Own Rifles. In March, 1893, the business was turned into a joint stock company, of which every officer, with the exception of John T. Hornibrook, the secretary-treasurer, is a Brown. Mr. Richard Brown is president. The firm is now about to move from the premises occupied by them for over 40 years to a new and larger warehouse on Wellington street west, which has been specially erected for their purpose.

Wm. Warwick was one of the leading wholesale stationers in Toronto in 1874, having moved here from Woodstock, Ont., some five years previous. His business was growing rapidly, and soon after this we find him in larger premises on the same street—Wellington east. Here he began the making of blank books in a first class bindery. In 1879 he secured the Ontario Government printing and binding contract. In 1880 he was suddenly killed by his horse running away, and the business was continued by his sons as William Warwick & Son. In 1886 the firm secured the whole of the Ontario Government printing and binding work, and this led to the building of the present premises at 68 and 70 Front street west, where the Government printing is still done. In 1885 the firm name was changed to Warwick & Sons, and in 1893 to Warwick Bros. & Rutter. The new member of the firm, Mr. A. F. Rutter, entered Mr. Warwick's employ in 1873, and is an expert manager of the bindery and printing department. Messrs. George and Charles Warwick look after the wholesale department, in which is carried a large stock of all kinds of staple and fancy supplies.

No mention is made in the 1874 directory of Copp, Clark & Co. as stationers. A year before they had sold out their retail business on King street, and had decided to confine themselves to the wholesale trade. Mr. Chewett, the founder of the firm, had retired in 1865, and in 1875 the three partners were W. Copp, H. J. Clark, and Mr. Fuller. The days when Toronto had only one ruling machine (Mr. Brewer's) and only one book-binder (Mr. Cuthbert) were passing away, and Copp, Clark & Co. was one of the firms which was installing a number of printing presses and ruling machines, as well as a bindery. Ultimately a lithographing plant was added, but that was later. Now they handle a full line of stationery, fancy goods, and books, and do a tremendous trade. Everyone of the old members has passed

away. Mr. Clark, who was the general manager of the business, died in 1892; Mr. Fuller, the superintendent of the mechanical department, and Mr. Copp, the financier of the firm, died in 1894, within a few months of each other. H. L. Thompson, A. W. Thomas, and W. Copp are now the chief officers of the company.

Another of the leading wholesale firms of 1875 was Buntin Bros. & Co. James Buntin had died in 1861, leaving Alexander Buntin, John Y. Reid, and George Boyd in control. These were the three men of the firm in '74. Mr. Buntin was the head of the firm, and had a strong assistant in Mr. Reid. Both men were well known all over the country, and much respected, while both were patient and persevering, and rapidly accumulating wealth. At this time Mr. Buntin lived in Montreal and looked after the Valleyfield mills and the Eastern branch of the business, while Mr. Reid managed the Toronto house. Mr. Buntin was an expert papermaker, and Mr. Reid had learned the stationery business in England. The former died in 1893, the latter in 1899. The business is now managed by Alexander Buntin, a son of the former head of the firm. In the old days the firm did a general stationery business, now they confine themselves to the heavy side of the paper business, although still selling pencils, pens, papeteries, and such staple sundries. They have three travelers on the road all the time.

A familiar figure in Toronto for many years was John Hunter, American agent for Alex. Pirie & Sons.

Another gentleman well-known to the trade here in 1875 was James Macdonald, who traveled for John Walker & Co., of London, England. He was very popular, and his death in August, 1891, as the result of a railway accident, was much regretted. Personally he was a great friend of S. R. Hart, of Toronto, and of Mr. Glen, of Marcus, Ward & Co., New York.

The store of James Bain, sr., was a well-known establishment on King street. Mr. Bain founded it about 1850, and always did a fairly successful trade in both books and stationery. He retired from its control about seven years ago, but is still living. One of his sons is in the stationery business here yet, the firm being Donald Bain & Co., and another is at the head of our public library.

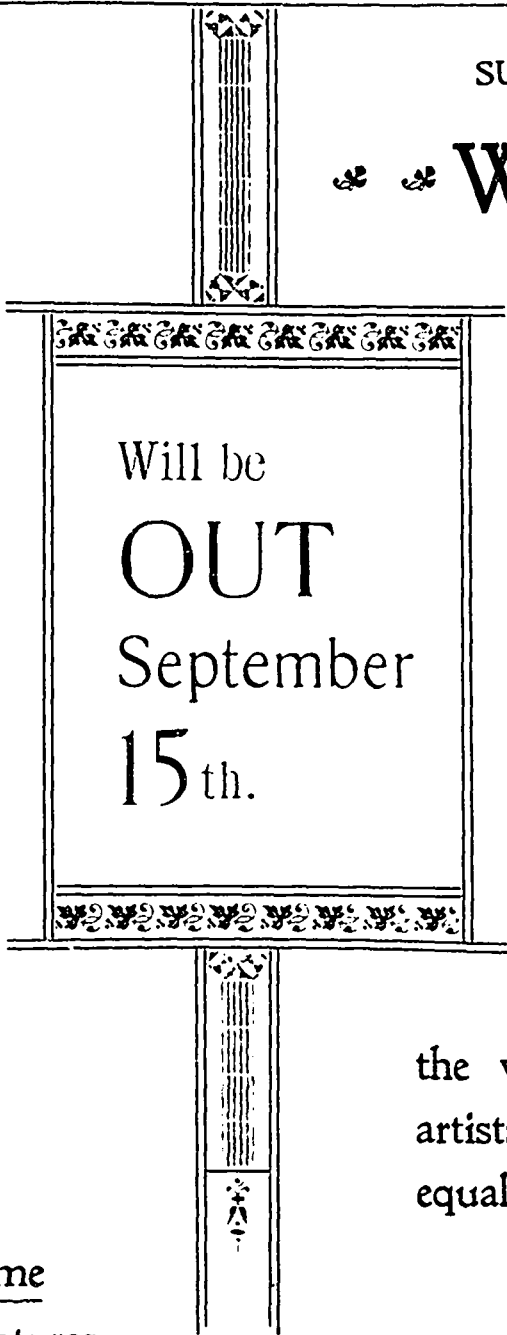
The oldest and largest law stationery firm in the city is Newsome & Co., of Adelaide street. The firms of R. J. Lovell & Co., O. B. Stanton, and Grand & Toy, do both a wholesale and retail trade. The two former do considerable manufacturing, and both have been very successful.

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of Montreal, have had an office in Toronto. Mr. McFarlane, now president of the company, was the first manager. Two years later a bright young lad commenced his duties in the office. That was Fred J. Campbell, who has been manager for the past eight years. At first their stock included all sorts of stationery supplies: now it is confined to paper goods only. The present large warehouse at 15 Front street west, was built by the company in 1886.

Hart & Riddell, who do an extensive bookbinding, blank book and manufacturing stationery business in a large warehouse on Wellington street, date back to 1892. Before that, Mr. Riddell was in business in Great Britain, and Mr. Hart had a general book and stationery business on King street. The retail business has been run since 1892 by Wm. Tyrell & Co.

The Toronto News Company at one time dealt largely in stationery, but now carry only a few lines, dealing principally in books, periodicals, etc. while Mr. Irving now publishes many Canadian editions of new novels. This company was formed by A. S. Irving in 1876. Before that, he was running two stores on King street. His son, Andrew M. Irving, was associated with him for many years as secretary of the company, but his death in 1896 removed an efficient young business man and a popular militia officer.

Davis & Henderson, of Bay street, have been 22 years in business as manufacturing stationers. In 1877, Mr. Dredge, who is mentioned as having been in the trade in 1874, started a new business. About two months later Mr. Davis joined, and two months later again Davis and Henderson controlled the business. Mr. Dredge going to New York, where he now lives. This firm has done well. They sell to banks, large commercial houses, and to the trade throughout the Dominion.

The W. J. Gage Company succeeded to the business which was run by Adam Miller in 1874. W. J. Gage has accumulated a great deal of money from the book and stationery trade in the past 25 years. He is a shrewd buyer, an excellent organizer, and a persistent worker. At present, the general manager under Mr. Gage is W. P. Gundy, a man of almost equal ability. The firm became a joint stock company about six years ago. Their envelope factory is one of the largest in Canada.

The firm of Rolph, Smith & Co. is more noted for engraving, but still they have always handled stationery, and been classed among the stationers. Their large factory on Wellington street employs several hundred people. The business was founded in 1842. Twenty-five years ago the partners

were J. T. Rolph, David Smith and Frank Rolph. To-day they are the same, with the addition of Frank A. Rolph. There has been practically no change in the firm for twenty-seven years.

A LONDON OPINION OF CHEAP BOOKS.

Some of the American publishers who have been in London for the recent Congress, says Morriss' English Trade Journal, have given their English comrades comfort on the subject of the effect of the sale of cheap publications on the output of more expensive books. They declare that America has passed through the same experience that England is now having, and that, though cheap editions monopolized the market for a time, the public has gone back to its taste for well-got-up books. They say also that English publishers have reason to be thankful at the failure of the attempt to extend the Sunday newspaper. It is the huge Sunday newspapers in America which are the great enemies of the publishers, because they so largely occupy the attention of the public on the one day free for reading. The penny dreadful exists, and will always find its readers, but that does not affect in the smallest degree the book publishing trade.

DEATH OF MRS. TRAILL.

THE celebrated Canadian authoress, Mrs. Catherine Parr Traill, died at Lakefield, Ont., August 29, at the advanced age of 97 years and 8 months. The deceased lady retained her physical vigor and intellectual activity very slightly impaired until within a few hours of her death, which followed an illness of a few hours. She was taken ill at her Summer cottage, "Minnewawa," Stoney Lake, where she had spent the heated term with as much zest as those 50 years her junior. It was at this cottage that Mrs. Traill wrote her last story two years ago, a story for children.

Mrs. Traill was the daughter of the late Thomas Strickland, of Reydon Hall, Suffolk, England, and was the last of the five Strickland sisters, all of whom attained distinction in literary work. She was born in London, England, on June 9, 1802. She was the first of the sisters to engage in literature, and it was the favorable reception that greeted her youthful stories that led her elder sisters to enter the same field of work. In 1832 she married Lieut. Thomas Traill, who emigrated with his bride to Canada. They were soon followed by her sister, Susanna, who had married Major Moodie, a brother officer of Lieut. Traill, in the 21st Fusiliers. The Traills took up lands near Rice Lake, Ontario, and the family has continued to reside there ever since, and it was there that Mrs. Traill continued her

writings, which included correspondence with English magazines, as well as other work. "Backwoods of Canada" was published in 1835, and "The Canadian Crusoes, a Tale of the Rice Lake Plains," "The Female Emigrant's Guide," "Lady Mary and Her Nurse," and "Rambles in the Canadian Forest" appeared in subsequent years. Among the most notable of the works of the authoress' later days are "Pearls and Pebbles, or the Notes of an Old Naturalist," "Cot and Cradle Stories" and "Studies of Plant Life in Canada, or Gleanings from Forest, Lake and Plain." Her latest work was illustrated by drawings made by her niece, Mrs. B. Chamberlain. During Lord Palmerston's administration a grant of £100 was made to Mrs. Traill in recognition of her work as a naturalist, and more recently the Dominion Government acknowledged her services by presenting her with a little island in the Otonabee river.

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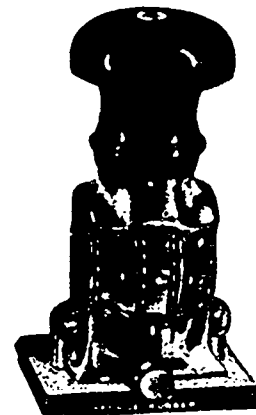
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THE ENGLISH BOOK TRADE.

The Autumn Outlook for New Publications.

LONDON, Aug. 26, 1899.

THE Summer has been quiet as usual, but publishers and dealers are now getting ready for an Autumn revival. There has been a large sale, especially at railway bookstalls, of the 6d. editions of certain popular and standard novels. This has not interfered with the demand for the 2s. and 6s. novels. Both of Miss Fowler's novels have sold well. So have others.

FORTHCOMING FICTION.

The crop of Autumn fiction promises to be as large as ever. Frank Stockton has written a novel—probably the result of his visit to England—which Messrs. Chatto are to publish under the title "The Young Master of Hyson Hall."

The same firm promise a story by Manville Fenn. It has the title "A Crimson Crime."

On September 4, there will appear Mr. Crockett's novel, "Kit Kennedy," with the joint names of Fisher Unwin and James Clarke & Co. for imprint.

"A Gentleman Player" is a story by R. N. Stephens, which Messrs. Methuen are about to publish. The hero is a young actor of Shakespeare's time.

During the Autumn Messrs. Harper will publish a volume of stories by H. G. Wells.

Messrs. Chatto have arranged to publish Sir Walter Besant's story, "The Orange Girl," on September 7. It is a story of the eighteenth century, introducing a study of phases of London from sources not hitherto accessible.

Mr. Dent has in preparation a fresh edition of "Anderson's Fairy Tales." Most of the tales have been newly translated by Mrs. Edgar Lucas. There will be 100 illustrations by the Messrs. Robinson, with a frontispiece and title page in five colors.

Mr. Arrowsmith will publish "Caramella," a humorous story by George P. Hawtrej, also a historical romance by S. Walkey. One of the characters in this story is the notorious and fascinating Duchess de Bern.

J. A. Steuart, whose novel, "The Minister of State" took well, has written a new book, called "Wine on the Lees," and Messrs. Hutchinson will publish it next month. It deals with the drink traffic, but is not a partisan tract, the subject being used solely for the dramatic material it affords and its deep and wide influence on

the national life. Mr. Steuart's previous books have been distinguished by their fine pictures of Scottish life and character. Here he makes a change, for there is nothing Scotch in the story save a Scots distiller and his whiskey. The scene is laid almost wholly in London, largely in the East End, and, while the leading note is tragedy, there is abundance of humor. "Wine on the Lees" has a strong financial interest, and life in the fashionable West End is contrasted with life in the slums.

Creswick J. Thompson, the author of "Poison Romance and Poison Mysteries," and other volumes of a similar character, has written a historical romance, entitled "Zorastro," which Messrs. Greening will publish early in September.

Moran & Co. are issuing 6d. editions of two popular Irish novels, "Irish Stew," by J. J. Moran, and "Ballygowna," by Rev. R. Grierson. Both books have had a rapid sale in the dearer editions. The London publishers are The Mitre Press, 44 Fleet street, E. C.

A. T. Quiller-Couch's story, "The Ship of Stars," now appearing as a serial, will be published in book form in October by Cassell & Co.

A novel dealing with life among the Boers of the Transvaal is pretty certain to attract attention just now. That is not the only point about a story which Mr. Murray announces with the title "Under the Sjambok." The author, George Hansby Russell, was unfortunate enough to lose his sight. He learned typewriting by touch, and in that way has been able to compose the volume. It is based on long personal experience of the Transvaal and its people. The word "sjambok," it may be explained, stands for a whip of twisted thongs familiar in South Africa.

Gordon Stables, the author of the popular books for boys, has written a new novel entitled "Annie o' the Banks o' Dee," and four books for boys: A story of Alfred the Great, a tale about Drake called "Old England on the Sea," a South Sea story with the inviting title "Captured by Cannibals," and a narrative of the Spanish-American war with the suggestive name "Remember the Maine." He has also on hand a new serial entitled "Snips of Steel."

GENERAL LITERATURE.

Another volume is about to appear in Fisher Unwin's Overseas Library. It is

entitled "The Well-Sinkers," and pictures the horrors of drought in an Australian farming district. The writer is Miss Ethel Quin.

Hew Morrison, who has long been on terms of intimate friendship with Andrew Carnegie, is writing a life of him for publication by Messrs. Nelson. Mr. Morrison is librarian of the Edinburgh Public Library, which was presented to that city by Mr. Carnegie.

Miller Christy is at work upon a full history of the Hudson's Bay Company. For more than ten years he has been collecting materials in England, France and Canada, and he has been granted access to the records of the company.

Andrew Cowan Reid is publishing with Mr. Unwin a volume entitled "The History of a Kiss." It is described as the narrative of an interesting case that came within the experience of a solicitor.

The monograph on Admiral Philip, the founder of New South Wales, by Louis Becke and Walter Jeffery, will appear forthwith in the Makers of the Empire Series.

Messrs. Chatto are bringing out a 6s. edition of Harry de Windt's book "Through the Goldfields of Alaska to Behring Sea." It will have a map and illustrations.

"Real Pictures of Clerical Life in Ireland" is a volume of sketches by Dr. Duncan Craig, which Elliot Stock is to publish.

Mr. Dent is bringing out an illustrated edition of Lamb's "Essays of Elia." There is an introduction by Augustine Birrell. The drawings are by C. E. Brock.

There is no definite information yet as to Herbert Spencer's new work, but the expectation is that it will be ready in the late Autumn.

Mr. Swinburne's well-known poetic drama "Rosamund," will be published by Messrs. Chatto in September.

An important work about Dante Gabriel Rossetti is promised by Messrs. Bell. It is an illustrated memorial of his art and life, and is by Mr. H. C. Marillier.

Fisher Unwin is projecting a series of volumes, popular in style and price, to be called the Sports Library. The writers are sportsmen of the younger generation, as, for instance, T. F. Dale, who will deal with riding, driving, and kindred sports. Then football, hockey, and lacrosse are to be described by Bertie Fegan, Tindsley Lindley, J. C. Izard, and F. Sachs. The expense connected with each sport will be indicated, also the medical attitude towards it.

Lady Dilke's book on French painters of the eighteenth century is being printed, and will be ready in October.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa between August 2 and August 10, 1901.

10711. Canadian Catholic Readers Second Book. Copp, Clark Co., Toronto.

10712. Lovell's Order Form. Robert James Lovell, Toronto.

10713. Best Methods of Securing Business. (Temp. Copy.) Bulletin Publishing Company, Toronto.

10714. School Day Melodies. By Ada F. Ryan, G.T.S.C. Part I. T. C. Allen & Company, Halifax.

10715. School-Day Melodies. By Ada F. Ryan, G.T.S.C. Part II. T. C. Allen & Company, Halifax.

10716. Elementary Text Book of Cookery. By Helen N. Bell. T. C. Allen & Company, Halifax.

10717. Laurier. Scene de Mœurs Canadiennes. (Tableau.) Charles Huot, Quebec.

10718. Methods in Teaching. Edited by J. J. Tilley. Morang, Toronto.

10719. Scottish Folk Lore. By Rev. Duncan Anderson, M.A. Morang, Toronto.

10721. Q. B. S. Handy Guide to Halifax and Environs, with map. By E. M. Frye. George S. Frye, Halifax.

10722. Beacon Lights of the Reformation. By W. H. Withrow. Briggs, Toronto.

10724. The Canadian Lawyer. Carswell Co., Limited, Toronto.

10725. Richardson's Mercantile Trial Balance Book. R. D. Richardson & Co., Winnipeg.

10726. The B. C. Totem Book. Province Publishing Co., Vancouver.

10727. The Phantom Future. By H. S. Merriman. Copp, Clark Co., Toronto.

10728. Young Mistley. By Merriman. Copp, Clark Co., Toronto.

10729. Ivanhoe: Schottische characteristic. By Thomas Peters. Amey & Hodgins, Toronto.

10733. Ashburnham: A Story of Pioneer Life in Upper Canada. Temporary copy. R. W. Sawtell, Woodstock, Ont.

10734. Through the Turf Smoke. By Mac. George N. Morang & Co., Limited, Toronto.

10736. Compilation on the Registration Laws of Quebec. By Cyrille Anger, Montreal.

10737. The Mandarin. By Carlton Dawe. The W. J. Gage Co., Limited, Toronto.

10738. A Pauper Millionaire. By Austen Fryers. The W. J. Gage Co., Limited, Toronto.

10739. The Lunatic at Large. By J. S. Clouston. The W. J. Gage Co., Limited, Toronto.

10740. Postle Farm. By George Forl. The W. J. Gage Co., Limited, Toronto.

10741. Samuel Boyd of Catchpole Square. By B. L. Farjeon. The W. J. Gage Co., Limited, Toronto.

10742. Toronto Historical, Descriptive and Pictorial. By Alexander Fraser, Toronto.

10743. Canadian Catholic Readers. 1st Book, Part 1. The Copp, Clark Co., Limited, Toronto.

10744. Prisoners and Captives. By H. S. Merriman. The Copp, Clark Co., Limited, Toronto.

10745. Select Poems: Junior Matriculation and Junior Leaving Examinations, 1900. Edited by J. Marshall and O. J. Stevenson. The Copp, Clark Co., Limited, Toronto.

10746. Interest Tables on Stocks and Market Prices. By H. F. Wyatt. Hart & Riddell, Toronto.

10747. John King's Question Class. By Chas. M. Sheldon. The W. J. Gage Co., Limited, Toronto.

10749. Tables of Horizontal and Stretcher Brick Courses. D. A. Hewitt, Toronto.

10750. Introductory Geometry. By H. S. MacLean. The Copp, Clark Co., Limited, Toronto.

10751. Christianity Without the Conscience. By Rev. James Tait, Montreal.

10752. Hints on Banking. By R. Stephen Davidson, Toronto.

10753. Canadian Battlefields and other Poems. By Col. J. R. Wilkinson, Leamington, Ont.

10754. Femmes Revees. By Albert Ferland, Montreal.

10755. Society Types. By Ko-Ko. Morang, Toronto.

10756. Suspense. By H. S. Merriman. Copp, Clark Co., Toronto.

10758. The New Brunswick Reader. First Primer. Gage, Toronto.

10759. The New Brunswick Reader. Second Primer. Gage, Toronto.

10760. An Introduction to English Grammar. By A. S. Rose and S. E. Lang. Copp, Clark Co., Toronto.

10761. Reminiscences Among the Rocks. In connection with the Geological Survey of Canada. By Thomas Chesmer Weston, F.G.S.A., Ottawa.

10762. Toronto Exposition March. By Louis Sekinger. Whaley, Royce & Co., Toronto.

10764. The Sexual Organs, their use and abuse, Guide to Man. J. E. H. Hett, M.B., Berlin, Ont.

10765. Dr. Nikola's Experiment. By Guy Boothby. Copp, Clark Co., Toronto.

10766. Miraculous Statue of Good Ste. Anne de Beaupre. Photograph. J. L. Belanger, Eganville, Ont.

10767. Church of Ste. Anne de Beaupre. Photograph. I. L. Belanger, Eganville, Ont.

10768. Brock's Book on Birds. By James Nicholson. Nicholson & Brock, Toronto.

10769. The Great Company. Being a history of the honorable company of merchants-adventurers trading into Hudson Bay. By Beckles Willson. Copp, Clark Co., Toronto.

10770. A Treatise on the Normal Loss on Credit Sales, with Appending Tables. Mutual Mercantile Agency, New York.

INTERIM COPYRIGHTS.

597. The King's Mirror. By Anthony Hope. George N. Morang & Company, Limited, Toronto.

598. In Her Days; a calendar for 1901. Sara Mickle, Toronto.

599. Lady Barbarity. a romantic comedy. By J. C. Snaith. The Copp, Clark Company, Limited, Toronto.

600. The Path of a Star. By Mrs. Everard Cotes. The W. J. Gage Co., Limited, Toronto.

Nebula Blue and English Wedgewood.

The
Popular
Trade-
Winners.

Are two of the very latest and most attractive creations in Society Stationery. They only need to be shown to sell. If you have not already stocked them you are losing trade. Send for Samples and quotations on these and our other popular lines.

THE
Barber & Ellis Co.
TORONTO. LIMITED.

NEW IDEAS IN EUROPEAN STATIONERY.

From Berlin and Paris Letters.

Berlin Inventions. The latest novelty in writing paper is the sky or azure blue variety. It is a very stylish-looking material with a rather dull surface. The sheets measure 12 by 14 centimetres, and the envelopes 8 by 12 centimetres. The flap of the latter is long and cut with five corners. Besides the plain sheets and envelopes, there are those with embossed white flowers in the left hand bottom corner, and those with a narrow white embossed border. They are packed in boxes covered with glazed paper of the same hue. Another novelty, called "Papier de luxe," is of a delicate lilac tint. It is decorated with fantastic embossed flowers in white, and possesses likewise a white line border. The envelopes are long and narrow, and their corner is formed by the stamped-out outlines of a flower embossed on the flap. "Rokokoko" is called a novelty in notepaper, which, as the name indicates, is richly embellished in that well-known combination of the renaissance and baroque styles. The envelopes are standing on edge in a richly decorated box, while the sheets are contained in a pocket on the inside of the lid.

A new letter card has just been introduced, for which a patent has been granted by the German Patent Office. This institution, as is well known, refuses protection for anything but genuine and striking novelties bearing the character of inventions. The letter card in question, therefore, seems to deserve attention. It is constructed in such a manner that copies of the letter can be taken without the gummed edges sticking to the damp tissue paper. There are, of course, the usual two halves of the letter card, but the one, the back of which is reserved for the address, is on its three free edges a little larger than the other one. When closing such a letter card, those protruding strips of paper are moistened, bent over, and then pressed down on the back, where they meet with a gummed border, to which they, of course, adhere. The usual perforated lines are provided for the opening of the letter card.

A new attempt has been made to provide a non-rigid penholder. For this purpose a wooden holder is supplied with a short piece of strong india rubber pipe. Between this and the wood the nib is inserted and the latter gives to a certain extent during writing. Thus the advantage of the quill is procured without any of its drawbacks. It

is also claimed that such a penholder requires much less exertion of the muscles of the fingers than plain wooden ones, or those with metallic fittings. Another advantage is that the nib will never stick fast. Penholders which will easily release a worn-out nib have lately been introduced in various designs, but, nevertheless, one of our inventors thought it advisable to create quite a new utensil for the writing table, which is well adapted to overcome the resistance of the most obstinate of corroded nibs. It consists of a pair of pincers, the grippers of which are shaped to the form of the ordinary steel nib.

A very useful little article for card-players is a combination of card box, card press, and note block. Being small and compact, it can easily be carried about in the coat pocket. It is made of wood, with a lid overlapping the body of the box by half an inch all around. On the outside of the lid a small note block can be fixed, by the side of which is a resting-place for a pencil in the shape of a groove in the wood, while, on the inside of the lid, a spring is fixed, which presses on the packet of cards and keeps them perfectly flat when the box is closed. The inventor is willing to sell the manufacturing rights of this handy little article.—Correspondence London Stationery Trades Journal.

Paris Novelties. Those who like eccentric notepaper, will find what they want in "More than Smart."

The name may appear curious, but is due to the fact that the word "smart" has been appropriated by the French as the latest addition to society slang. They, of course, use it in the most extraordinary way, though, perhaps, not more than the Americans from whom they borrowed it, for I have heard a pretty American girl say that a picture by Raphael was "real smart." The "More than Smart" notepaper has nearly half the length and breadth taken up by a poppy or daisy plant in that heavy, highly-colored style which is mistakenly called "ornamental."

Paper fans are now on sale at nearly every stationers' or "fancy repository." I do not mean the sham Japanese, in which the occidental designer so carefully catches all the Oriental ugliness and misses the originality; nor do I mean the cheap Spanish fans with huge pictures of bull fights. The new

paper fans are made of a thick, colored paper, which, by a stretch of the imagination is supposed to resemble velvet, and covered with silver spangles. One house make a special line of a peculiarly shaped fan, artistically colored to resemble a butterfly's wing.

This is the time of year when articles de Paris—quaint or dainty little articles, more or less useful, for the study, dressing-table, or smoking-room—make their appearance. They are brought out for the special benefit of tourists who wish to take back to friends or relatives at home some memento of Paris. For this purpose they are eminently suitable, being pretty, cheap, and very portable.

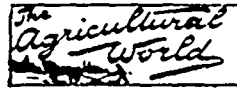
A neat, pretty inkstand is a molosse, or great Danish dog, lying half out of its kennel. The roof of the kennel opens, and the inkwell is inside. Like the elephant, the dog is well modelled, and is by no means dear at a trifle under 2s. Pocket inkstands, made to resemble various sorts of hats, soldiers' caps, etc., are curious, but do not call for any especial remark, nor do I greatly appreciate a Chinaman in china—the material, not his native land—with a yard measure rolled up inside his stomach.

The first of the Victoria University Library series of publications has appeared. It is entitled "A Bibliography of Canadian Poetry (English)." By C. C. James, M.A. The author has compiled a valuable list of English-Canadian verse-writers, gives the names of their works, with a few data concerning the authors. The book is well printed by William Briggs on superior paper, and will be prized by all collectors.

Stationers would largely increase their business if they would put on sale as fast as issued some of the many novelties that are constantly being placed upon the market. Most of the trade are too timid. Novelties not only pay good profits, but the reputation of keeping such articles in stock brings customers who buy other goods. But all fancy goods should be displayed and attention called to them. No goods sell themselves; even the best known staple articles had years of constant pushing before the public would ask for them.—Ex.

A new Walt Whitman book, entitled "Notes and Fragments," has just been prepared by Dr. R. H. Bucke, of London, Ontario. "Notes and Fragments" consists of material made up from manuscript notes in Walt Whitman's hand, written mostly in the fifties, which came to Dr. Bucke under the poet's will. They throw a flood of light upon Walt Whitman's aims, studies, ambitions and intentions during the important preparatory years of his life. Moreover, these notes present a valuable narrative to the critic who would fully comprehend the poet's mental evolution.—Publishers' Weekly.

Some Special Features



Edited toward the advancement of Canada's interests. No theories, facts.



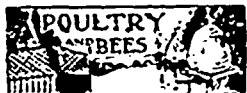
Thoughtful articles on the care and feeding of live stock—Association reports.



A department for new developments, new varieties and new modes of cultivation



New implements, new demands and new markets for Canada's butter and cheese interests.



This column by those who have made a success of poultry-raising and beekeeping.

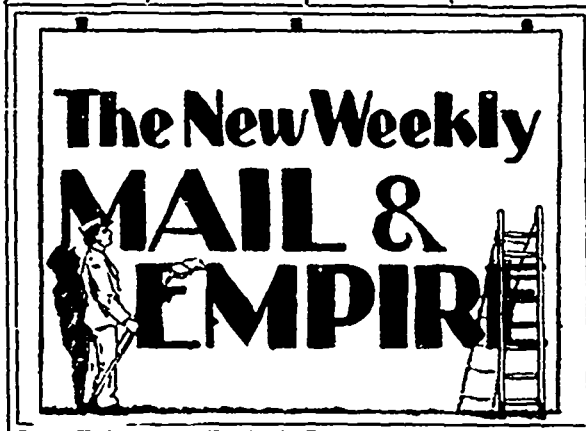


Plain statements of new successes of chemists, geologists, botanists, explorers and inventors.

\$1.00
a Year

It
Fills the
Bill

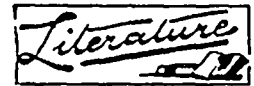
\$1.00
a Year



The old Weekly Mail and Empire has been combined with the Farm and Fireside. New departments have been added until the new weekly stands forth bigger, better, brighter than both, and the best family paper in Canada.



Other Special Features



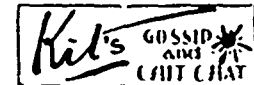
Prompt, unprejudiced reviews, and a weekly contribution by Mr. Bernard McEvoy.



Accurate replies to my legal query, by Barrister Edward Meek.



Vanguard, a military man of wide experience, writes of the army of England and of Canada.



Bright news of fashion, and lots of interesting gossip. A host of friends has "Kid"



Keen criticisms, without prejudice, of public men and public affairs.



With its stories, pictures, and puzzles, young folks find a good friend in their Mail corner

\$1.00
a Year

The three eight-page sections comprise the three departments—the News, the Farm and the Fireside—current topics, agricultural articles, market manoeuvres, trade conditions, live-stock items, dairy methods, poultry points, good stories, military news, literary reviews, legal opinions, interesting departments for women—full of fashions, chat and gossip, and a page the children like to read.

\$1.00
a Year

Newsdealers—All of them—who haven't seen a copy, write for one.

WALL PAPER AND DECORATIONS.

LETTER NO. 2.

BUSINESS HINTS FOR WIDE-AWAKE WALL PAPER DEALERS.

WHAT are you going to do about wall paper this season? If you have not already made your selection you should do so at the earliest opportunity, now that the factories have travelers on the road with samples of all the patterns issued. You can always obtain considerable help from them in making your choice, for they can tell what are going to be the fashionable patterns of the season, the salesmen naturally know what patterns are sure to be great sellers, they can put you on the best footing to butt up against competition

You also want to consider the advisability of your carrying a liberal, well-assorted stock of papers if you want to be in readiness for all comers from the country as well as local. For instance, the farmer who drives into town with his wife to buy paper for the best parlor wants to make his selection then and there, and carry the paper home with him. He has not time to wait till you get your Spring stock in—therefore, always carry a good stock.

Another very important point is one which should be seriously considered; the advantage of a stock selected from an artistic point of view. When you throw papers over the display rack for people to select from, there should be a harmonious relation between all of them, and then the eye is not offended by any discordant note. If you have not that carefully trained taste which makes it possible for you to pick out the best and most refined designs and colorings, then you should endeavor to acquire it by careful study and close observation of high-class decoration. This is where the salesman will come in handy to you; for, as a rule, he is a man of good taste, and when he finds the plan you are pursuing in the selection of your stock, he will be able to give you a great deal of assistance in the choice of patterns and colorings, because he is more familiar with his line of samples than you may be.

By selecting your wall papers according to the principle we have just outlined, you will gain a reputation for good taste and exclusiveness in the character of your goods that will never be acquired otherwise.

You should also keep in mind that now is the most propitious season of the year for dealers to equip themselves in such a

manner as to be in readiness to give a satisfactory service to their patrons as soon as the dull months are over and trade resumes its accustomed activity. Little matters of details should not be lost sight of in attending to the greater. When ordering new stock, it is not practical to overlook the necessity of preparing suitable and convenient receptacles for its occupation before its arrival; nor is it profitable to leave the windows fly-specked when new displays are arranged in them. Looking at the matter from whatever point of view one may choose, no excuse is discernable for untidy and neglected stores. More and better work can be accomplished in the clean, orderly-arranged store than in one of the reverse sort. Moreover, the clean, well-arranged store, equipped with a good array of labor-saving devices, having a look of thrift and prosperity about it, offers to the prospective customer a token of security for the confidence which he is expected to repose in its proprietor.

And now a few words as to your space for wall papers. Unless you carry a large stock, a small room, perhaps 9 x 12 feet, may be ample. Polish the floor and throw an ingrain rug on it—one of the kind that comes in oriental colorings and will harmonize with any wall papers. At one end of the room you need a display rack, preferably covered with natural colored denim. Sample books of papers are convenient to hand, and a few rolls of choice or popular patterns may be kept close at hand in the racks. A few lengths of fabrics may be draped gracefully over rods projecting from the wall or from curtain rods. The walls of the room might be advantageously covered with ingrain paper of dull red, blue, or green. All such things enhance the effect of the wall papers as you show them. Have two or three comfortable chairs for your visitors, and let the whole space smack as little of the shop as possible. All this adds to any claims you may make towards being a high-class dealer or decorator.

But, no matter what you do, you must advertise if you expect to conduct a prosperous wall paper business. You cannot expect people to hunt you up unless they know you are prepared to supply their demands. Space does not permit us to offer sample advertisements at this writing, but we will do so in the next.

Yours, faithfully,

THE WATSON, FOSTER CO., LIMITED.

NEW PATTERNS FOR 1900.

It affords us much satisfaction to be able to give our readers this month, through the courtesy of The Watson, Foster Co., Limited, illustrations of some of their best patterns for the season 1899-1900.

This company's past productions are too well and favorably known to the trade to require much comment on our part and it is hardly necessary to intimate that they have again issued a leading line of wall papers in Canada, and from reliable information received we are sure that it is now one of the best aggregations in this class of decorations on the markets of the continent. This is a somewhat sweeping assertion, but is nevertheless true, and it is with much gratification that we are able to make it. This is another instance of Canadian enterprise crowned with success, and THE BOOKSELLER AND STATIONER would be failing in its mission if this success in well-directed efforts to bring Canadian industry to the fore were passed without notice.

The cuts referred to above represent the following patterns of this company, and dealers would do well to remember their respective name and number:

No. 844. Carnations—One of the many dainty, clever and charming florals of this line, 21 inches wide in "flats" and "plain varnish golds," rich natural flower colors on white, grass green, water blue and hazel grounds.

No. 786. Puritan Montfaucon—This style of pattern is well represented in very rich tones on grounds of oriental red, dark green, fawn, terra cotta and fond-tableau in "plain gilts" and "embossed gilts." This is a remarkably rich paper, suitable for almost any large room. For a comparatively inexpensive combination it is one of the most effective that can be found in this season's productions.

COLIN M'ARTHUR & CO.

Owing to their enormous increase of business, Messrs. Colin McArthur & Co. have found it necessary to enlarge their present wall paper factory, and have now under construction a large brick building facing on Voltiguers street, which will be 40 x 90 ft. and four storeys high.

This building will be used for general offices and stock-rooms, and was primarily undertaken to avoid, if possible, night work, which the increase of their business during the past year necessitated. But, as Mr. McArthur said to your correspondent, whilst their enlarged premises would add greatly to their facilities, he was afraid from the way orders were piling in on them they would still be compelled to work overtime.

The offices will occupy one-half the first floor, and will be fitted up in the most

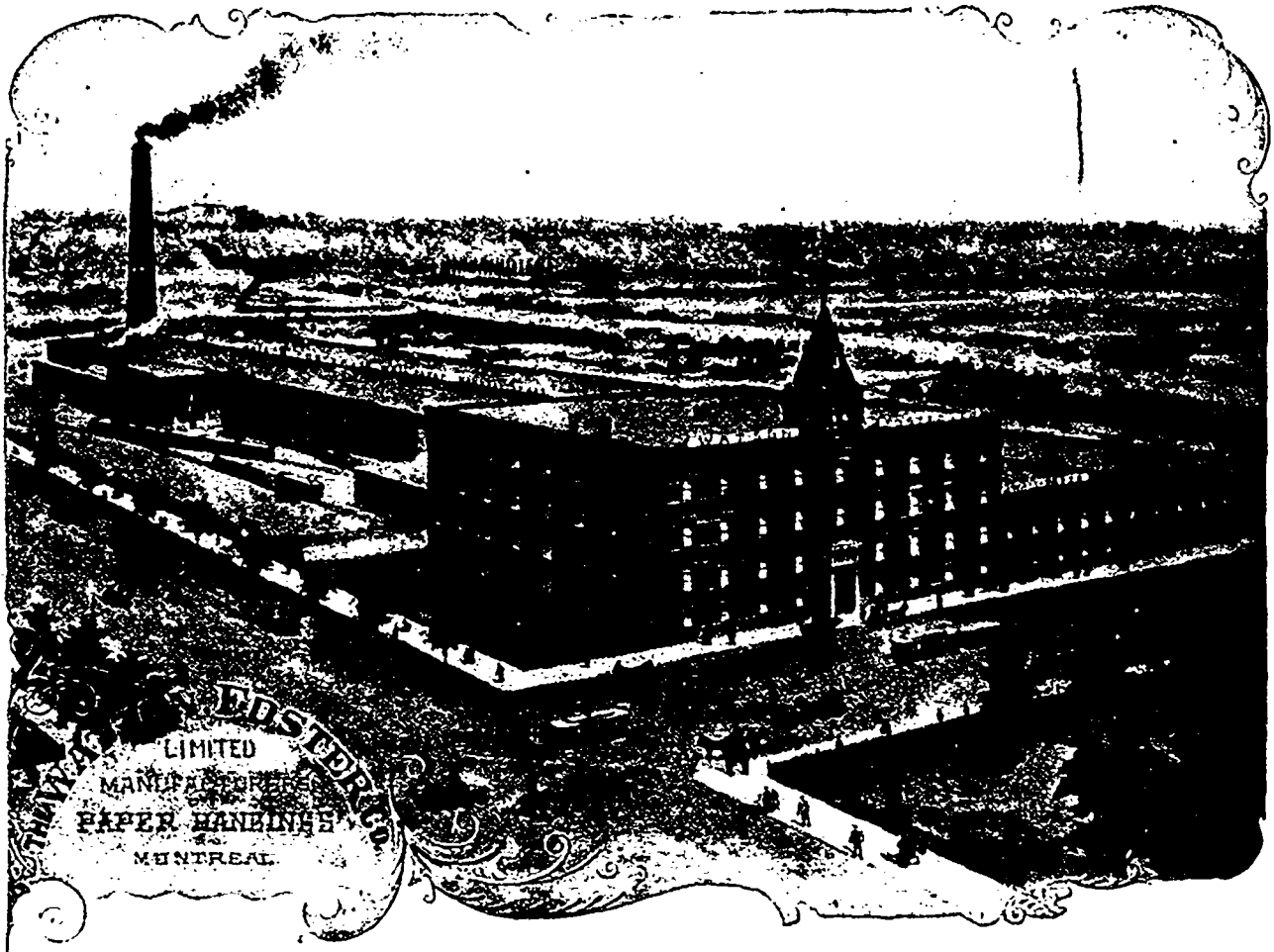
THE . . .

Watson, Foster Company

Limited

Manufacturers of
all grades of
WALL PAPERS

Montreal, Canada.



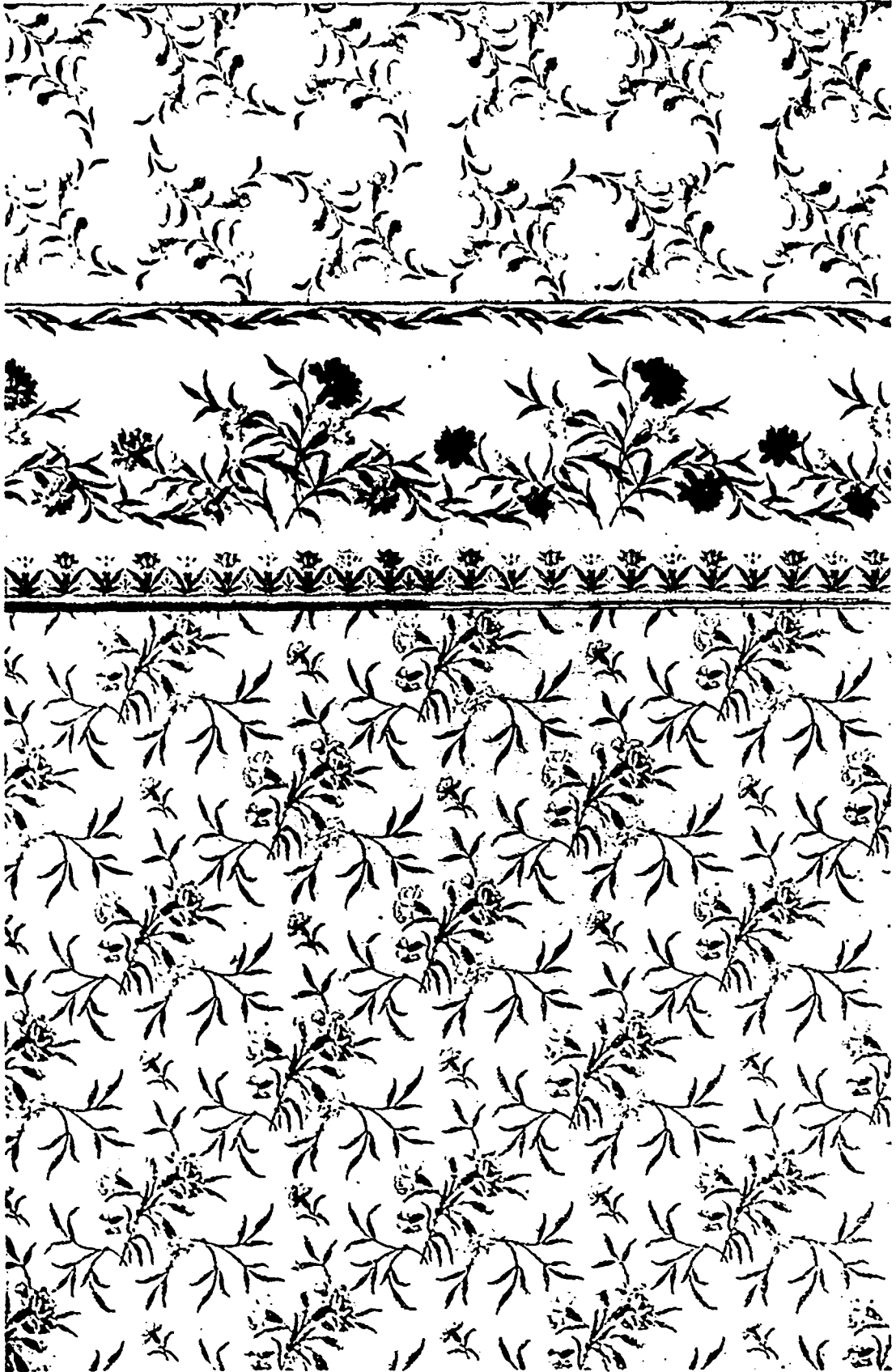
**The Factory Producing the Most Modern and Artistic
Paper Hangings on the Continent.**

Have you made your selection of Wall Papers for season 1899-1900? If not, now is the time to inspect our more-than-ever popular line. Our representatives are now on the road, and will have much pleasure in calling on you and showing you our new samples. The frequent introduction of up-to-date novelties, nobby styles, artistic gems, and popular sellers all through the extensive collection will render the ordeal a pleasing one to you. It will require very little or no argument to convince you that our assortment embraces the kind of papers you should have to hold your best trade and increase the volume of your business.

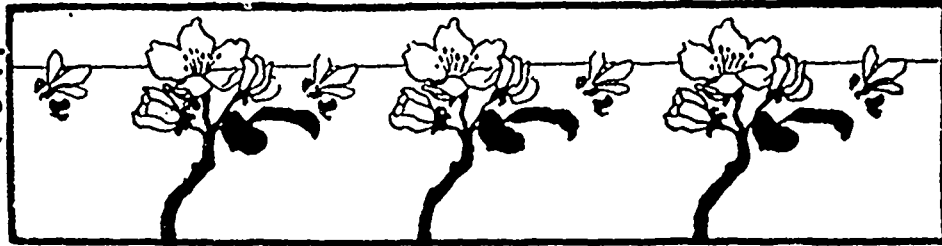
OUR { HEAVY 21-INCH PAPERS in Flats, Plain Varnish Golds, and Embossed Varnish Golds
INGRAINS—Most Fashionable Shades, with twelve handsome, remarkably rich matched Friezes
EMBOSSD PULP EFFECTS—the newest specialty out

Will accomplish the above results for you.

Note.---Freight equalized with Toronto for towns West of Belleville and West and North of Toronto.



CARNATIONS.



Wall Papers

The Staunton Line—For Spring trade of 1900.

“They Sell at Sight”—Our men have been out with the Samples just long enough to get a fair expression of the popularity of the line, and that’s what they say of it.

Wide-awake dealers who want the widest assortment in designs and colors—every pattern a practicable one, but away out of the rut of the ordinary stocky patterns—to a man, will select the Staunton line.

Why?—because—they’re bound to be popular—quick sellers—and at a good profit.

If you have not already made your selection wait for our traveller—or write us and we will send him to you—or send you the Samples direct.

Staunton

M. STAUNTON & Co.—MANUFACTURERS—TORONTO

WALL PAPER AND DECORATIONS—Cont'd. approved style, with the sole object of business and comfort. The other half of the first floor will be used for the shipping-room.

The two upper floors will be used as stock-rooms, and be connected with the main building by bridges, whilst an electric elevator will be used for carrying goods from the stock-room to the shipping-room.

Their old offices have been torn down, and the whole of the ground floor is now used as a grounding-room. This increases their manufacturing facilities fully 50 per cent. They have also increased their manufacturing plant by adding several new and up-to-date machines.

Colin McArthur & Co. are introducing several new designs for the Fall trade, one of which is shown on another page. This is a colonial pattern, and is intended for parlors. They have several other new designs for halls and parlors.

They lately issued an illustrated catalogue giving a history of the industry in general and their own in particular, and at the same time giving some very valuable information upon choosing papers for different rooms in the house. These have been sent to the trade generally, and they have received some very flattering letters from their customers thanking them for the information contained.

Colin McArthur & Co. say this is the busiest season they have ever had.

STAUNTON'S AT THE FAIR.

One of the most interesting exhibits at Toronto's big fair, and one which would practically interest readers of **BOOKSELLER AND STATIONER**, was the splendid show of wall papers from the factory of M. Staunton & Co., Toronto. In it were a most complete line of the firm's popular papers for 1900 Spring trade.

Our representative came on the display on the second floor unexpectedly, but determined it was well worthy of mention in these columns, not only as a reminder to the trade of this pioneer wall paper house, but as showing the enterprise and almost phenomenal advancement in designing and coloring in this particular trade in Canada.

The spirit of criticism has heretofore been all too prone in making comparisons "to throw down the domestic in favor of the imported article" — but this Staunton line will, we think, put an effectual quietus on this notion, for there can only be one opinion after viewing the display, and that is that such taste in coloring and designs can successfully go into competition with the world.

Staunton's "man in charge" of the exhibit is authority for the statement that

this is the best line the house has ever had to offer, and that the large orders being placed are undeniable proof of their popularity with the trade.

MONTREAL LIFE--AN ILLUSTRATED WEEKLY.

WE direct attention to the announcement in our advertising columns of Montreal Life, which is to make its appearance about September 15. This paper will replace The Metropolitan, which is now in its eighth year, and which has met with such success that the proprietors feel justified in remodeling and developing their publication. Their intention is to make Montreal Life a much superior paper to its predecessor, both editorially and typographically. In neither department has the work done met with their approval, and important changes in the staff, in the business arrangements, etc., have, therefore, been decided upon.

The mechanical work has hitherto been done by contract, but new type and presses are now being ordered, and the paper will be printed in the same excellent style in which The MacLean Publishing Co.'s other newspapers are.

The form of the paper will also undergo a change. It will present a much more artistic appearance, and will have a number of departments lacking in The Metropolitan. A high order of illustrations will be amongst the new features.

We have no doubt that the public and the trade throughout Canada will watch with much interest for the first number of Montreal Life, and will accord a very hearty support to what bids fair to be a credit to Canadian journalism and typography. The new editor, Mr. James Tucker, is a distinguished university man and writer, with a knowledge of artistic work which well qualifies him for the post of editor of a high-class literary and illustrated periodical. Montreal Life promises to be the best production of its class ever attempted in Canada.

The Carter-Crume Co. has been reorganized with a capital stock of \$2,000,000. The new directors are W. Caryl Fly, of Buffalo, J. L. Morrison, S. J. Moore, W. E. H. Massey, J. W. Flavelle and Robert Kilgour, of Toronto. S. J. Moore will be general manager.

The original drawings by Mr. Heming, of Hamilton, made to illustrate Mr. Willson's new book on the Hudson's Bay Company, are being shown in the art room of the Bain Book and Stationery Co., on Yonge street, Toronto. Mr. Huestis, the manager, reports that they have been much admired by many visitors, and that several of them have been sold.

A FLOURISHING NEW YORK HOUSE.

THE growth of the subscription business and the addition of a trade department to the publishing house of J. F. Taylor & Co., New York, have decided the firm to move their plant to larger quarters. The firm intend to leave their present place of business, 66 Fifth avenue, and move up town to 5 and 7 East 16th street, where they will be after September 1.

Among the new books issued by the firm may be mentioned "A Hand-Book of Wrestling," by Hugh F. Leonard, instructor of wrestling at the New York Athletic Club. The contents of the volume are divided into four chapters, viz.: I. Historical Review. II. Fundamental Principles. III. Catch-as-catch-can Wrestling. IV. Other Styles of Wrestling. There is also a complete index and a bibliography. The photographs which illustrate the book are perfect reproductions of the various positions in wrestling. The book, which retails for \$2, should sell well for public libraries, among all sporting organizations, and in communities where this sport, so thoroughly British in character, is neglected for lack of scientific instruction.

Another work which will attract readers and is timely in point of interest is "The Log of the Gloucester," which records the thrilling adventures of the vessel off Santiago harbor during the Spanish American War. The book is finely illustrated, and sells for \$1.50.

Chas. Nelles, of Guelph, has purchased the book, stationery, and newspaper business from C. Law & Co., and removed the stock to his big Upper Wyndham street store.

The success of "When Knighthood was in Flower" continues unabated, and it now ranks as one of the best-selling books in every important book centre of the country. An English edition is being issued by Sands & Co., of London. The success of the Canadian edition, recently published by Geo. J. McLeod, 5 King street west, Toronto, has been such as to demand three editions in as many weeks.

Marcus Ward & Co., Limited, manufacturing stationers, Belfast and London, have gone into voluntary liquidation. This action was decided on some time ago by the shareholders, because for some years the firm have been losing money. Last year's losses reached £10,000. A meeting of the creditors was held on Friday, August 11, when the liquidator, Edward Buckley, Belfast, reported that the balance sheets of the company showed its assets to be about £122,000, and its liabilities £73,000. It is possible that the company may be reconstructed.

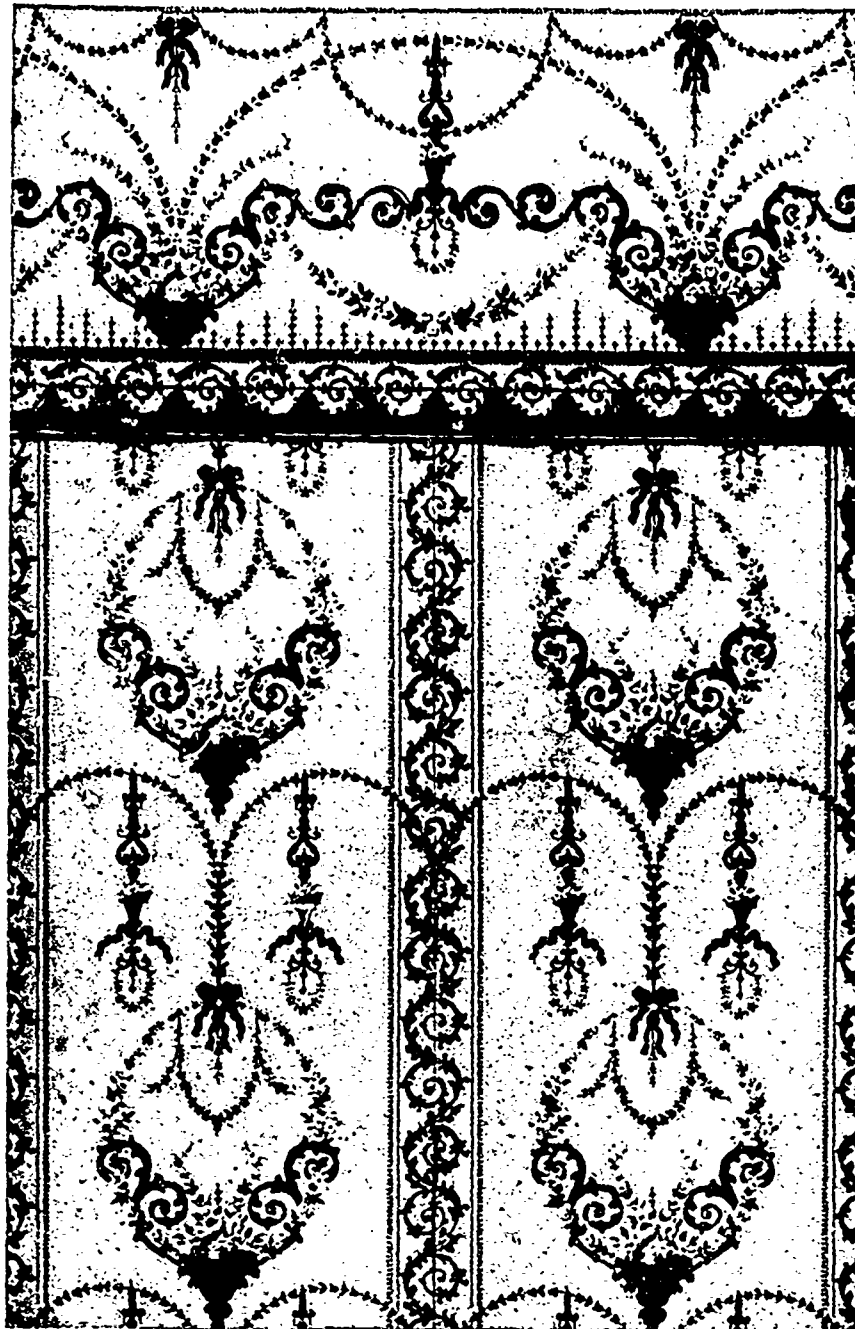
Colin McArthur & Co.

1030 Notre Dame St. - Montreal.

NOV 7 1899



If you wish stock for the Fall Trade, write for samples of goods now made.



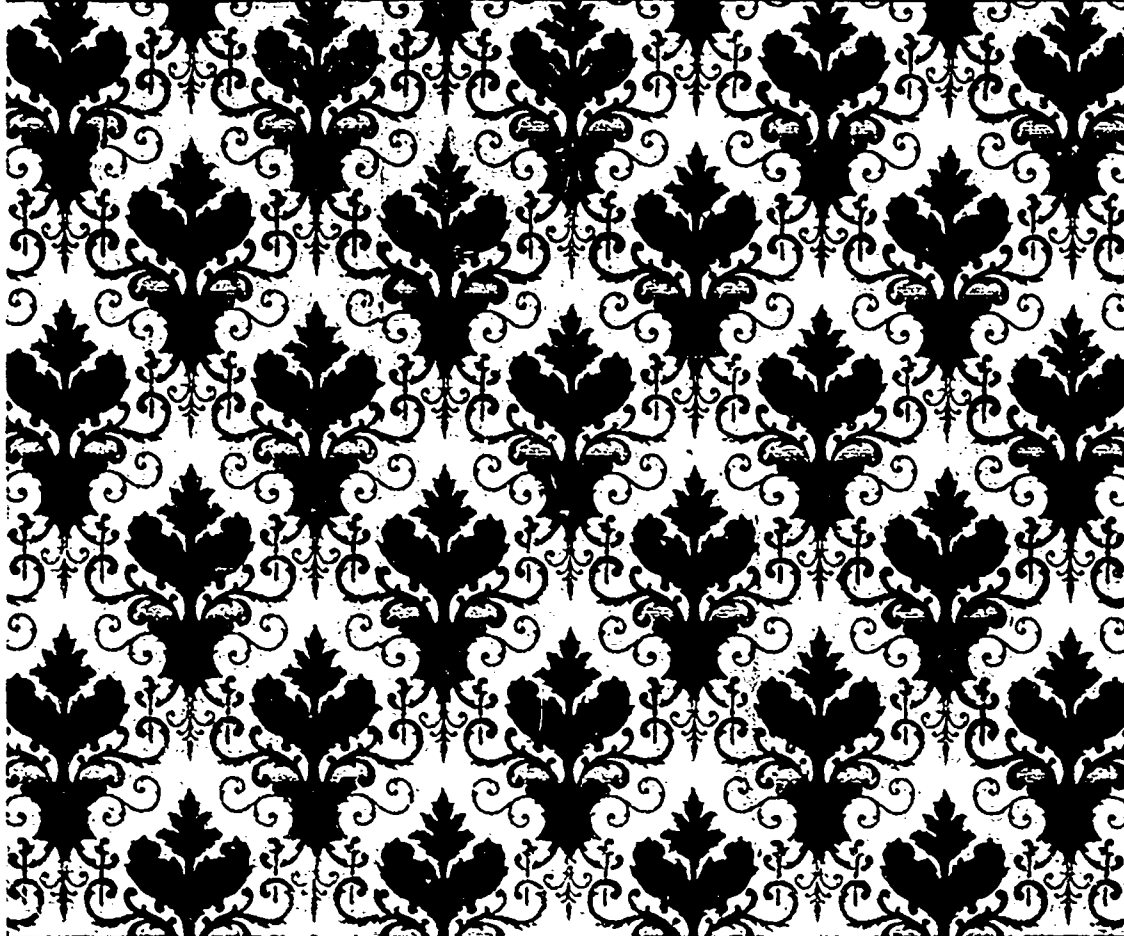
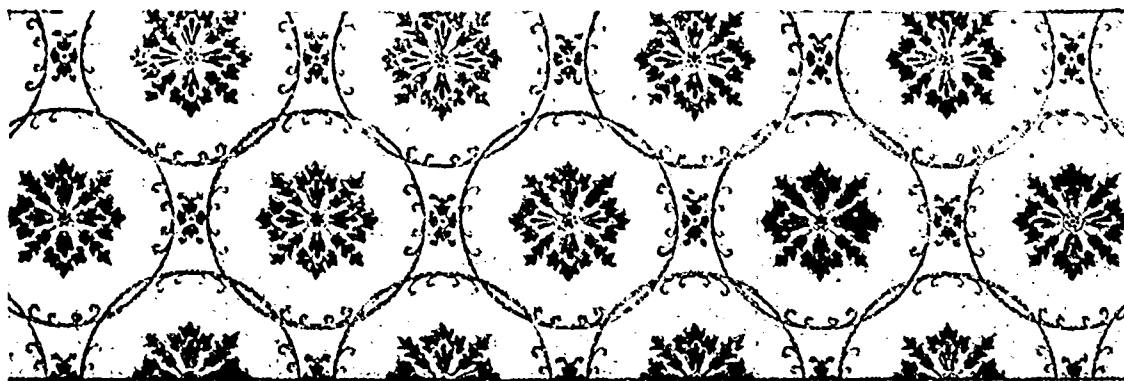
This is an illustration of one of our many fine Designs for next Spring.



DESIGN 795.

Our representatives are now on the road. See our line before placing your order—it is the best.

Montreal Wall Paper Factory.



PURITAN MONTEAUCON.

Combination No. 786

Manufactured by
THE WATSON, FOSTER CO., Limited.

BOOKSELLER AND STATIONER

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R. BARBER.

Alex. Pirie & Sons

Limited
ABERDEEN, SCOTLAND.

MANUFACTURERS OF

PAPERS

Envelopes, Cards,
Gummed and
Enamel Box Papers.

FINE PAPERS A SPECIALTY

To be had of all Wholesale Stationers.
Ask for these goods.

WESTERN

Incorporated
1881.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J.J. Kenny, Vice-President.
C. C. Foster, Secretary.

TURKISH STEEL PEN CO.,
DAMASCUS,
SYRIA.



IN SIX NUMBERS.

Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses
in the Dominion.
Received Highest Award Medal and Diploma at Cen-
tennial, Philadelphia, 1876; World's Fair, Chicago, 1893,
and Province of Quebec Exposition, Montreal, 1897.

KINDERGARTEN AND School Supplies

SELBY & CO., 23 Richmond St. W., TORONTO.

A GOOD BOOK

should be well bound. Why spend money
in having first-class paper and printing and
then kill the effect by inferior binding?

You know first impressions, if good, mean success. Have your Books or
Catalogues well bound.

Our Facilities enable us to do the finest work at moderate prices. Try us.

Wilson, Munroe & Cassidy,

28 Front St. West

... TORONTO.

Gold Medals, Paris, 1878:1889.

JOSEPH GILLOTT'S

Of Highest Quality, and Having
Greatest Durability are Therefore
CHEAPEST.

PENS

WE ARE ...

HEADQUARTERS

for all kinds of

**News, Print, Book,
Cover, Poster,
Envelope,
and
Manila**

PAPERS

And

Woodboard

The ...

**E. B. Eddy
Co., Limited**

HULL, MONTREAL,
TORONTO

Quebec, Hamilton, London,
Kingston, St. John, N.B., Halifax,
Winnipeg, Victoria, Vancouver,
St. John's, Nfld.

Wise Dealers
Buy



ENVELOPES



FROM

Buntin, Gillies & Co., Hamilton, Ont.

OUR 7-91 (note extra size), at 90c. per thousand and
OUR 4 XXX WINDSOR (cream and white), at \$1.20 per thousand are
 the best values in their respective classes on the Canadian market.

*miscellaneous
Sept 25/1914*

The Anglo-Canadian Music Publishers Ass'n, Limited.

ASHDOWN'S MUSIC STORE,
88 Yonge St., TORONTO.

... WE beg to inform the Trade that our facilities for filling **Miscellaneous Music Orders** are very superior, and dealers will therefore find it to their advantage, generally, to entrust their orders to us.

Your special attention is directed to the following new publications which will be much in demand during the coming season:

THE SILENCE OF THE DEEP, . . . W. H. Jude, 60c.
A splendid song for low bass or baritone.

INDIENNE, E. St. Quentin, 60c.
A very melodious song for medium voices.

COULDN'T DO WITHOUT YOU LOO, Lindsay Stewart, 50c.
A brilliant, catchy song with a very pleasing melody.

SANTIAGO MARCH or Two-Step, . . Walter Von Joel, 50c.
Great success played by leading bands and on brasses.

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