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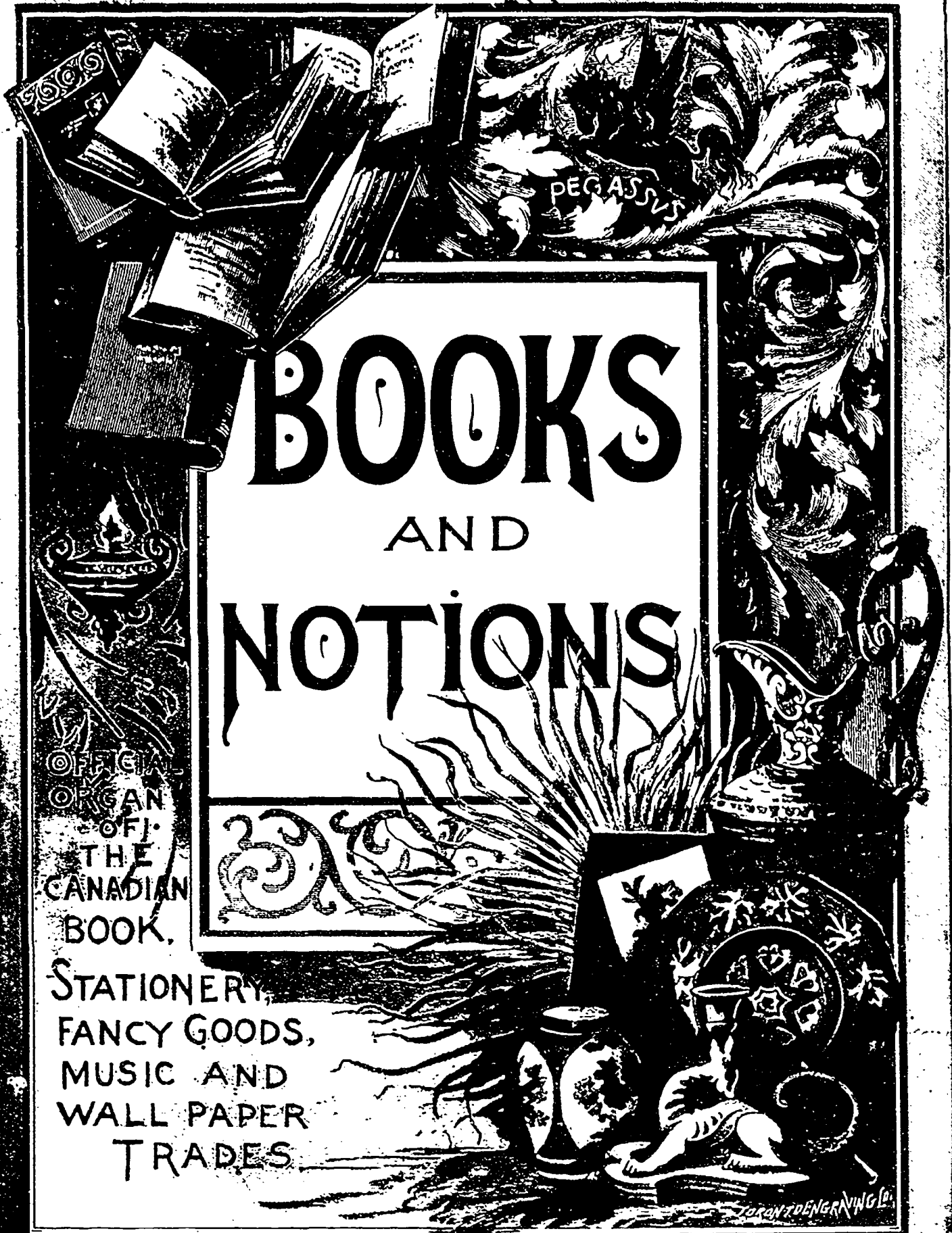
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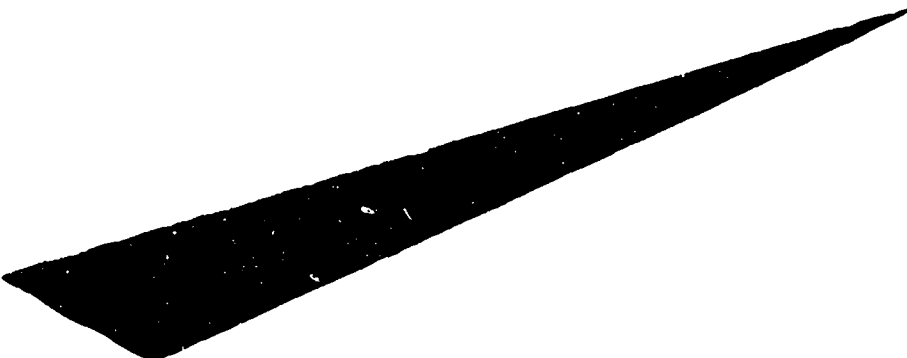
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BOOKS AND NOTIONS.

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**School Book Publishers
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Telephone No. 66

TORONTO



Competition in business is now so keen that the only man who can successfully hold his own is the one who keeps abreast of the times and buys **everything at first hands**, where he is certain of getting the best value for his money.



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For School Books, School Supplies, and Manufactured Stationery of every description, and are doing an ever increasing business, because we look closely after the interests of our customers and make a point of studying and meeting the wants of the Trade by *constantly producing new, attractive, and fast selling lines of goods.*

Orders sent to us by Mail Telegraph or Telephone receive special attention. They are attended to by experienced salesmen, and closely looked after in every detail. Goods are carefully selected and lowest market prices charged.

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BOOKS AND NOVELTIES

ORGAN
of the
Book, Stationery,
Fancy Goods,
Music,
Wall Paper
and
Printing Trades.

Vol. IX

TORONTO, FEBRUARY, 1893.

No. 2

SPRING TRADE, 1893.

HEADQUARTERS FOR

LaCrosse, Baseball, Cricket, Tennis, Croquet, Express Wagons,
Tricycles, Velocipedes, Wheelbarrows, Marbles, Allies, &c, &c

**"PHOENIX" BRAND
HOLLOW GREY, AND COLORED RUBBER BALLS.**

Special Spring Catalogue will be out shortly.

H. A. NELSON & SONS,
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The Importer's Guide, 75c. and \$1.00.
Matte's Interest Tables, at 3 per cent.
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Oates' Exchange Tables, \$2.00 per
copy.

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MORTON, PHILLIPS & CO., Stationers, Blank Book Mak-
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1755 AND 1757 NOTRE DAME ST., MONTREAL.

W. H. Bleasdel & Co.,

DIRECT IMPORTERS.

SPRING
1893



W. H. BLEASDELL & CO.,
74 York Street, Toronto.

ALL Departments
replete with Season-
able Goods and Novel-
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and superior range of
Fishing Tackle. Await
our Travellers calling
and oblige

BUY YOUR

WALL PAPER

FROM HEADQUARTERS.

We Manufacture all Grades.

Travellers now on the road.
Samples sent on application.

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Call attention to their
Large and Varied - -
Assortment of - - - -



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EASTER CARDS
EASTER BOOKLETS AND NOVELTIES

—ALSO NEW SPRING DESIGNS IN—

AMERICAN WALLPAPERS
BORDERS and DECORATIONS

THE
BARBER & ELLIS CO.

Nos. 43, 45, 47 and 49 Bay St., Toronto.

AND

823 Craig St., Montreal.

THIS is the time of the year that is chosen by the great majority of business houses to carefully review the transactions of the past year, and to prepare for the year now upon us. One of the secrets of success is, doing a large business on a small stock, in this way saving interest and always having a clean and fresh stock. As we manufacture the greatest variety of staple goods of any house in the trade, it follows, that goods purchased from us are always new. We also aim at continually sorting up our stock, and in this way avoid shop-worn goods. Our stock for the Spring trade will be unusually attractive, as our sales for the past three months have exceeded our expectations. Our stock is lower now than it has been for years, and the new goods on the way are largely in excess of previous years importations.

Our travellers are now preparing to call on the trade from Halifax to Victoria, B. C. Mr. Easton is now in Manitoba; Mr. Davison is on his way to the Maritime Provinces; Mr. Willson, one of our oldest employees, takes the Western Peninsula; Mr. Kerr takes the East, and last but not least, Mr. Clark, the North.

Our staff in the warehouse thoroughly understand the wants of the trade and are anxious to please, so that all orders by letter will be most particularly attended to.

Mr. W. T. Clark, our city representative, finds the demands on him too great to enable him to give proper attention to all, and we have decided to employ another to divide the work with him. Our city friends will find in Mr. Logie, a gentleman well worthy of their confidence.

Thanking all for their generous support of the past year, and wishing all a Prosperous New Year, we enter upon its duties with confidence as to the result.

BOOKS AND NOTIONS,

ORGAN OF THE

**BOOK, NEWS AND STATIONERY
ASSOCIATIONS OF CANADA.**

Subscription, \$1.00 a Year in Advance.
OFFICE,

No. 10 FRONT ST. EAST, TORONTO.

Montreal Office: — 146 St. James St.
E. Desbarats, Manager.

New York Office: Room 41 Times Building
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European Branch:
Canadian Government Offices,
17 Victoria St., London, S. W.
R. Hargreaves, Manager.

RATES OF ADVERTISING:

One Page	1 Month	\$25 00
One Half Page	"	15 00
One Fourth Page	"	8 00
One Column	"	10 00
Half Column	"	6 00
Quarter Column	"	3 50
Eighth Column	"	2 00
One Page	12 Months	\$250 00
One Fourth Page	"	85 00
Half Page	"	150 00
One Column	"	100 00
Half Column	"	60 00
Quarter Column	"	35 00
Eighth Column	"	18 00

Copy for advertisements must reach this office not later than the 25th of the month for the succeeding month's issue.

BOOKS AND NOTIONS, TORONTO.

Vol. IX. Toronto, Feb'y, 1893. No 2

A PLAIN CHAT.

YOU are a bookseller or a fancy goods dealer; now listen while the chat goes on. It will be rather one-sided, but perhaps all the better on that account, because you cannot contradict, nor eject words which would throw doubt on the veracity of the chatter. You have started out on a new year, and the only resolution you have made is that you are going to make more money than you did last year. All right. Now you are going to advertise. You will make contracts with the papers in your town for so many columns a year; if you don't, but let the amount of the space used be totalled up at the end of the year and charged to you at regular rates, it will cost you much more than by the former plan. Tally one.

Again, you are going to advertise in all the mediums which reach the people you wish to sell to. You will advertise most in the best papers; but still you will not refuse to advertise in a Conservative paper because you are a Reformer. That would be foolish. Because the editor of a paper or his advertising man buys five dollars' worth of goods a month from your store and charges them, you are not going to give him all your advertising. No, not even if he has a fruit pew in the church you attend—sometimes. You will spread your advertising through all the mediums at hand according to their merit. Tally another.

Again, you are going to write advertisements this year; you are going to write striking advertisements; they will embody features never seen before in your town. They will be fresh, witty, pointed and impressive. You will invent one or two of these ideas; and where will you get the rest? You will steal them. But of course if you read this page in this journal once a month your conscience

will be easier—because then you will only be the receiver of stolen goods. Nevertheless, if you expect to write advertisements all out of your own head, and do it successfully, then you are a talented individual, and you are foolish to waste your time selling books or fancy goods. There are higher spheres for you. But if you are an ordinary individual you will see that you take in once in a while, and not be giving out all the time. You must continue putting coal in the stove to continue getting out heat. Tally another.

Advice is cheap, but the chatter's advice is to go slow—if you are swift; to go fast—if you are slow. That is, try to strike a medium. Don't waste all your money—or your credit—in advertising; but do all you can consistent with a good return. Make advertising pay; just as you would any other line of goods you sell. It must, can and should be done. Create a little hum of your own; and don't be always travelling with somebody else's brass band. Be a somebody—an individual. Be swift to become energetic. This is a swift continent we are living on, and the best advertiser is—in mercantile business—the man who has the largest rating with the Commercial Agencies. Good-day.

CHAT ON THE BOOK MARKET.

Undoubtedly fewer cheap paper editions of English authors' works from the presses of the United States are flooding their way into Canada. This is due to the International Copyright Law, which is the causa causans of the beneficent change. The American publisher is now restricted in the sphere of his piracies, and new British novels are now published in the United States under a different system. The old system worked hard for the Canadian jobber with certain classes of books. Supposing a new novel was issued in Great Britain in a good edition selling here at one dollar or upwards, and a Canadian jobber laid in a good stock of this edition, he was very liable to have it left on his hands by the flooding of the market by a pirated United States edition at a very much cheaper price. Thanks to the International Copyright Law, this danger has been removed to a great extent; in fact, almost entirely.

But while the International Copyright Law has done this for the Canadian jobbers, it has made the United States editions still the most useful for the Canadian trade. The British edition is generally an expensive one, new novels being nearly always published there in the three volume, 3s. 6d. edition. The same novel will be published in the United States in a single volume, cloth bound, which will retail at \$1, \$1.50 or \$2. The difference resulting in the difference in the customers of each country. In Great Britain the books go mostly to such libraries as Mudie's, with its numerous branches in every town and city in the United Kingdom. The managers of these libraries will take thousands of copies of every meritorious novel published. But on this continent, every man buys his own volume, and the consequence is that, as a reader cannot afford to pay a large price for every book he buys, books are published at much cheaper prices. It is said that the libraries such as we have mentioned are losing their trade to some extent, but the conservative people of Great Britain will no doubt retain them for many years yet. The Canadian book-

buyer is much the same in character as the United States buyer, and the consequence is that our jobbers take the American edition in preference to the British.

• • •

We have pointed out that real cheap paper cover editions are becoming fewer on account of less piracy by United States publishers. But paper editions will still be found in Canada. The United States publishers are still issuing paper editions, but at a higher price, on account of the payment of a royalty. Few of such editions are sold at less than 50 cents retail, and some of the leading American houses are trying to do away with even these, and attempting to supply the whole demand with a dollar or a dollar and a half cloth edition. It is to be hoped that they will succeed, both for the sake of the booksellers and for the sake of the buying public, who will thus receive good books in respectable bindings. Some of the Canadian jobbers also arrange with the British publishers for paper bound editions from the plates which have been used for better novels. These editions are sold at retail from 15 to 50 cents. Thus it can be clearly seen, as we have had occasion to mention before, that paper bound books are going to be restricted to a narrower sphere.

• • •

There has been considerable talk on the Toronto book market lately about the British shilling edition of such works as those by Pansy. A certain dry goods store in this city is selling this edition of Pansy's works at 19 cents, postpaid to any address in Canada. Now, these books cannot possibly be bought in Great Britain less than 7d. per copy, nor laid down in Toronto for much less than 18 cents. When, therefore, they are sold for 19 cents, and the postage is three cents, the seller is seen to lose nearly two cents a copy. This shows at once that the regular bookseller cannot expect to compete with such sellers. No dealer outside the city can lay these books down at his store at less than 20 cents in small lots, or perhaps a cent less if he purchase a large quantity; and a living profit will make the retail price 25 cents. This is the price which must be demanded if the bookseller is to make a profit out of these books. If he wish to compete with the dry goods vendors of books, he must do as they do, use such lines as these as leaders, sell at cost price, and make up his living profit on other lines of books. As long as the dry goods houses can obtain these books, the regular bookseller can expect to meet their competition in no other way. It is a lamentable state of affairs for a bookseller to witness, but it must be faced with a stern unbending courage.

BUSINESS IS GOOD.

"Business is in a good state," said a traveller last Friday. "I have just been down east, and sold more goods than ever I did on the same ground and at the same season. Their holiday trade was excellent; in fact, it was good all over the country, and everything is satisfactory." This is but a sample of the gleeful speeches of incoming travellers, especially stationery men. There is no doubt that debts do not hang heavily, and February 4th is not being very seriously dreaded by the body of booksellers and stationers.

WALL PAPER.

FEW people seem to understand the position of the wall paper trade in its relation to the existing tariff charges on importations. Some articles and letters have appeared in some of our leading dailies, which show that the public are laboring under some strange delusion; or, at least, are being misled by persons who are extremely ignorant of the true position or unjust in their methods of presenting arguments.

The duties are specific, and for that reason, by taking extreme instances, they can be made to appear trivial or oppressive. When it is known that some glits cost 4 1-2 cents in the American market, and that our duty on these is six cents, there would seem to be an instance of a 132 per cent. tariff. But when it is considered that a glit at 50 cents may be imported, with the same duty imposed, we would seem to have an instance of a 12 per cent. tariff. Now, to explain this thoroughly it must needs be pointed out that glits at 4 1-2 cents are cheap trash used as ladders to catch a certain trade, and that this is a cut price on the part of the United States manufacturers. There is a distinct loss to the manufacturer on all goods sold at this price; but still certain reasons have caused this low price in a particular line. This method of procedure on the part of foreign wall paper manufacturers led to the changing of our duties from ad valorem to specific. Surplus stocks from both the United States and England were being dumped into Canada at the end of each season at a great reduction, much to the detriment of a steady stable trade, and the prosperity of domestic manufacturers. Such a method of getting our papers was not going to be always beneficial, and hence the change. It was thought that by making the duties specific, the making of the Canadian market into a garbage pit would be impeded; and the result has proved the wisdom of the advisers of the government. With three factories in the country producing goods from the lowest to the highest grades, there is no necessity for importing such cheap rubbish as gold papers at 4 1-2 cents per roll. It may prevent the consumer getting cheap papers of some classes, but it does not prevent him getting the worth of his money in every case.

Such is the basis of our present system of tariff duties on wall paper. The result is a healthy state in domestic manufactures. Domestic papers are equal in certain grades to imported papers. As good paper is used for painting upon; even in some cases better grades are found. Patterns are improving each year, and colorings can now compare very favorably with that found on imported papers. True, the consumer pays a small share in the attainment of this degree of proficiency, but the share is small, as the duties if justly averaged will be found to be less than 30 per cent., and not over 100 per cent., as some unfair persons have tried to argue.

The Toronto jobbers are busy receiving and reshipping American papers sold for the spring trade. The domestic mills are working hard to get out sufficient goods to fill all orders in time. The retail trade is picking up a little, but it will be some time before it becomes real brisk.

M. Stannton & Co. report having had a strong demand for their papers for

spring delivery, and that the whole output of the mill will be disposed of to good advantage. Their energetic efforts to place the best goods on the market has met with deserved success.

It is rumored that T. Eaton & Co. have secured their stock of wall paper direct from the Trust by placing an order for \$50,000 worth. If this be true, it is a large amount of wall paper to sell at retail from one store and that a dry goods store.

STYLES IN STATIONERY.

Styles in stationery have not materially changed from last season, though some of the distinctions are a little more marked. New varieties of note paper with floral decorations, eccentric dimensions and conspicuous findings are produced, but fail to become standard. The most elegant as well as genteel paper sold is a heavy cream-white sheet, folding once in a square envelope. This sheet may have a rough finish, and the coarse mottled appearance of coarse wrapping paper, by the irregular arrangement of water lines, when it is known as "Greenland Antique." It may be smoothly finished, with no gloss, and very heavy and silky in texture, when it is called "Kid Finish." It may have a rough cloth finish or peculiar rough effect known as "Parchment Vellum." Quite the latest paper used is a so-called etching paper, which has a rough surface, with various irregular depressions, and rougher still, almost like Bristol board, is the so-called hand-made parchment. A new variety of paper has broad water lines stamped across the paper horizontally and diagonally applied to the envelope. The same styles too, are carried out in the thin lined papers for those who like a thin paper for the purpose of letter writing. In all notes of invitation or regret and formal correspondence the heavier varieties are employed. The only new tint produced this year is a very delicate violet shade, which is sometimes used by aesthetic people. Another shade known as azure, which is in reality a dull, soft blue, is also somewhat popular. Dull stone color and chocolate are also sometimes seen, but the conservative woman of good taste selects always a plain cream-tinted paper. At the top of the page and in the centre, instead of the corner, is her address stamped in colored letters, surmounted by her monogram of coat of arms, if she has one. The monograms are much more used this season than they have been previously, and the fancy is to stamp them in embossed letters, colored with metallic colors. The three initials in script are sometimes used instead of the monogram. For ordinary use the letters and accompanying monograms are of a clear scarlet or blue, printed smoothly upon the paper.

Gentlemen's visiting cards are a trifle longer and quite as narrow as those of last year, and have the address in the lower left-hand corner. The lady's visiting card is large, square and imposing, and engraved in large script, especially if the name is a short one.

Wedding invitations are in every respect the same, engraved on a sheet, note size, which folds once to be enclosed in a square envelope. This envelope contains sometimes three cards besides the invitation proper—the card to be presented at the church door, another for the reception at the house, and the third which may give the future at-home day

of the bride. A card is sometimes used for church weddings, indicating the hour and place at which the bridal party takes the train, and which is practically an invitation to see them off on their wedding journey.—Fabrics, Fancy Goods and Notions.

HOLIDAY BOOKS.

The varying tastes of the public are well criticized by Edward W. Bok, in *The Journalist*, as follows: With the book counters full of holiday volumes, it is a noticeable fact how completely the most prevailing styles of the holiday book has changed. It is not more than four years since that the large illustrated book for the centre table was the vogue; the present sees its day entirely gone by. They were unwieldy to handle, they were easily liable to damage, and, after all, their interest was but for a day, for a single examination. Three years ago saw the first decline of the unwieldy volume, last year only a few were seen on the counters, this year there are none.

The style in holiday books has completely changed, and where the demand was once for the large, cumbersome book, it is now exclusively for the daintiest volumes procurable. The smaller the book the greater seems the demand, and from the huge octavo we have accepted the 16mo, and even the 32mo. Popular authors are put up into the smallest forms. Howells, Curtis, Holland, like Marvel, Page, Longfellow, Holmes, Cable, Whittier—all of these are in small editions, and "infinite riches in a little room" is the order of the day. Standard authors have, too, been transformed and brought within the tendencies of the times. And as glits, the "glove" editions of Hawthorne, Dickens, Scott, Lamb, Irving and Thackeray are, indeed, "cameo" volumes and "nuggets" of daintiest make.

Collections from the poets are, too, in greater vogue than ever, and such recent little literary gems as "Tales from Ten Poets," are not only model gifts but pleasures for hand and eye. The change in style is a wise one, for it not only means for us the standard authors, but brings them into forms which will throw them into thousands of hands for whom the larger sized books had no attractions. The moment you get a thing dainty you strike a new chord in thousands of people, and this is particularly true of books. Every element in human life is made easier for us, and the easier the book is made for us to hold, the prettier its illustrations, the daintier the binding, the more it will be sought after. Of course, some big gift books are still to be seen, but at their best their number is but few, and they are interesting only as they are reminders of a style of by-gone days and a fashion we can well dispense with.

Discussing the proposal to pass a Dominion insolvency law, the *St. John Telegraph* remarks that by it Toronto and Montreal wholesalers and manufacturers hope to be placed in a more favorable position with respect to maritime debtors than they now are. This, says the *Montreal Gazette*, about describes the situation. The western wholesalers hope, by an insolvency law, to secure the same share of a maritime insolvent's assets when he owes them money, as his local creditors obtain. They do not ask any more, and they ask this because as the law now is they rarely can obtain it.

LITERARY AND BOOK NOTES.

JOHN A. Taylor & Co. have over forty new novels. There is no limit to the Taylor publications. If only there are enough pencils employed in etching tales of woe and seraphic endurance the John A. Taylor Company is on a feathering wave of profligate success. The Mayflower library boasts a saponaceous eight new books. New in every licensed application of the term. But when the serrated molars of critics grind in irritation, then most frolicsome does the mill of Taylor & Co. become. The firm prints harmless books for the people, and its presses are like machines for issuing greenbacks, so sure is the sale of every novel, in fact every dozen novels. In the Broadway series, David Christie Murray's story, "Bob Martin's Little Girl," is a stirring, melodramatic affair, strong, exciting and ably written. "A Modern Dick Whittington," by James Payn, is rather more commonplace than Payn's earlier books and the modern Richard much less engaging than he of the extraordinary feline. "The Last Signal" is one of the palest of pale yellow novels ever attempted by Doris Russell. It is reigned up to an assumption of hauteur in language which might fit a poet's epitaph, and is full of dark deeds, scares, hospitals and passions. Rita is represented in the Broadway series by her beautiful romance of red-earth country, "Aenath of the Ford," one of the most interesting of stories. It is an autobiography, full of strange, impulsive simplicity, pathos and fire. The romance is a shade uncanny at times but never unreal, and is told in a truthful way that carries conviction.—Chicago News, November 28, 1892.

The latest of the Albatross novels is "The Neighbor's Wife," by Albert Ross.

Tollette's, is a fashion magazine published in New York. It is well illustrated and its articles are fresh and well written. Dealers would do well to test this magazine with their customers. The address is 126 West 23rd street, New York.

The National Publishing Company have secured W. Clark Russell's new book, "The Convict Ship," now running as a serial in some of the leading papers in England and America. It is spoken of as his best work. It will appear in real form in about two months.

Robert Louis Stevenson, the novelist, will probably never leave his island home in Samoa, as he is dying of consumption. Stevenson is not writing a new novel, as has been stated, although he works for a few hours every morning on literary matter, presumably for magazines.

The memorial volume of sermons of the late Dr. Stafford, entitled "The Need of Minstrelsy," (William Briggs, \$1), is reported as having a very rapid sale. The first edition is already more than half exhausted. The originality, brightness, and vigor of the preacher which gave him popularity in the pulpit, have not lost their power in the printed page.

Hurst & Co., New York, announce the following in their Universal Library: "Sweet is True Love," by The Duchess; "Christmas Stories, and a Tale of Two Cities," by Charles Dickens; "On Her Wedding Morn," by Bertha M. Clay; "The Fatal Marriage," by M. E. Braddon; "Lays, Lord Berresford," by The chess; "The Coming race," by Bulwer Lytton; "Romeo and Juliet, a Tale of two Young Fools," by William Black;

"Clouds and Sunshine," by Charles Reade; "Stabbed in the Dark," by Mrs. E. Lynn Linton; "Misadventures of John Nicholson," by R. L. Stevenson; "Twenty Thousand Leagues Under the Sea," by Jules Verne; "Widow Bedott Papers," Francis M. Whitaker; "The Helf of Linne," by Buchanan; "Sweet Lavender," by A. W. Pinero; "The Lady of Lyons," by Bulwer Lytton; "Russelas," by Samuel Johnson; "A Troublesome Girl," by The Duchess; "Scheherazade or, a London Night's Entertainment," by F. Warden; "Twice Told Tales," by Nathaniel Hawthorne; "Beyond Compare," by Charles Gibbon; "Mr. and Mrs. Spoonedyke," by Stanley Huntley; "Grandfather's Chair," by Nathaniel Hawthorne; "An Ocean Tragedy," by W. Clark Russell; "When a Man's Single," by J. M. Barrie.

"Chris. Willoughby, or Against the Current," by Florence E. Burch; "In the Days of Chivalry," a tale of the Black Prince, by Evelyn Everett-Green; "Monk and Knight," by Frank W. Gunsaulus; "Irving's Life and Voyages of Columbus"—new edition; and the titles of the new books received by the Copp, Clark, Co. from Thomas Nelson & Sons, Edinburgh. From Putnam, they have received "John Wycliff," by Lewis Sergeant, in the "Heroes of the Nations" series.

The copyright edition of "The Ivory gate," by Walter Besant, and "Blood Royal," by Grant Allen, are having a large sale. Miss Croker, the popular author of "Pretty Miss Neville," has made a hit with her new novel, "A Family Likeness." It is having a great run, and is published in both cloth and paper by The National Publishing Company. The Toronto News Company, and the Montreal News Company are agents for all the above books, and supply same to the trade at a liberal discount.

A BIG WHOLESALE HOUSE.

Last week, while in Hamilton, I dropped into the wholesale stationery and printers' supplies house of Buntin, Gillies & Co., 62 King street east, and took a look through their large establishment. C. W. Graham, who has been manager for the past five years of a business that was established 47 years ago, was good enough to go through with me. His private office and sample room are to the left as one enters the building, and the general office to the right. In the rear, on the ground floor is kept a large stock of news, book, and manilla wrapping papers; paper bags, and twine. The building is five stories in height, each flat being 30x160 feet. In the cellar are stacks of straw board, wood board and mill board; cases of slates and slate pencils; inks of such celebrated manufacturers as Stephens, Stafford and Underwood; heavy wrapping papers, brown, rag and straw. On the second floor orders are filled from the shipping room, and here the invoice clerks have their desks. All goods going out are re-checked twice to avoid mistakes. There is also on this floor no end of lines carried by the trade, such as blank books, memorandum books, pencils, penholders, fountain pens, tablets, sealing wax, playing cards, ruled printers' stock and flat and linen papers, (British and American). Their "Japan Linen Brand" of flat paper for correspondence and blank book manufacturing is worthy of special mention. There are also

rubber bands, erasers, school books and supplies, note papers, printers' inks, tags, scribbling and exercise books. The stationery department has a worthy manager in J. B. Gilles. On the next floor is a stock of envelopes, blotting papers, tissue papers, copying papers, cardboard and cover papers, roll window blind, blinders' leathers and stock. The bindery is also on this flat, and is equipped with ruling and cutting machines and presses that enable them to turn out first-class work on short notice. On the floor above is stored blinders' cloth, toilet papers, and surplus stock.

Some 25 hands are kept employed in and around the establishment, attending to the wants of a trade which extends from the Atlantic to the Pacific. The firm's travellers are the following well-known gentlemen: W. C. Cunningham covers the lower provinces, Central Ontario and all around west of Port Arthur to the coast. C. P. Ranson takes the Niagara peninsula, towns on the Michigan Central and Northern Ontario, while W. R. Turnbull is a favorite on his ground, Hamilton and vicinity. The building is heated by hot air and lighted by gas, while the elevators are run by electricity. Mr. Graham is to be congratulated on being at the head of such an establishment, which has in him an efficient manager. This house was one of our first advertisers, and their well-written advertisements have secured for them handsome returns. H.C.K.

BEATS THE RECORD.

The "Genius" at Warwick & Sons' stationery establishment has again made himself conspicuous. Having passed through the trying ordeal of Christmas and New Year's festivities, he has now settled down to his regular avocation, which is catering to the public in the writing tablet business. The wild frenzy that seizes him whenever his fertile resources have developed a brilliant idea was terribly manifest the other day. He capered round like a Cherokee Indian brandishing aloft, not a deadly tomahawk, but a new writing pad, called "Our City Tablet." Our representative, who was present, ventured to ask, "What's in a name? A rose by any other"—"Stop!" yelled he, "There's everything in a name, so long as that name is right; see here!"—and he turned over sheet after sheet, at the head of every one of which was the word "Hamilton" printed in engraved colored letters. "That is very complimentary to the 'Ambitious City,'" remarked our scribe. The "Genius" glared at him. "Young man," said he, in a solemn tone, "I am a cosmopolitan. Hamilton is no more to me than any other place. Look, here is a tablet for Ottawa, there is another for London, and I have some for Kingston, Guelph, Peterboro', Galt, Hog's Hollow, or any place you want. Examine the paper; you see it is of the best quality and suitable for all requirements; and the cover is a neat design, thoroughly Canadian, with the name of the enterprising local dealer printed on it. It was evident that the "Genius" had beaten his record and scored a great success. The padding being done by the "Johnston process," the only kind that has been patented in Canada, Great Britain, or the United States, renders "Our City Tablet" the most perfect that has yet been placed on the market.

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BICYCLE, 2nds,	1.75 " "
TEXAN,	2.00 " "
LINEN-FACED ARMY AND NAVY,	3.50 " "
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ARMY AND NAVY, 2nds,	3.00 " "

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PLAYING CARDS

HORACE GREELEY.

Greely inherited from his Scotch-Irish ancestors plainness of speech. "I can," he used to say, "write better slang than any editor in America." He knew the value of words. The traditions called him profane, and nowadays one rarely hears a story of Greely which does not turn upon some quaint archaic use of a profane phrase. Yet he was far from being profane—was pure minded, and of proper speech, as a daily intercourse of years enables me to testify. He was impatient of ignorance or frivolity. He had a complaining way, generally amusing from its quaintness, apt to become petulant if anything teased. He had the capacity of spontaneous aversion—formed opinions of people by a kind of second-sight. I knew one noted man whom he disliked, as well as I could make out, for no other reason than the color of his hair. He never forgave another for being a college graduate. Life and its employments were in earnest purpose, there should be no trifling by the wayside; no lolling over vanities; no giving way to meretricious appetites; and therefore the greatest of crimes was drink. A man's truth was sacred; it was the human expression of a divine attribute; and, therefore, next to drink, there was no crime so great as marriage infidelity. His dislike to tobacco, as to wine, was an indication of personal discomfort. There was no virtue quite as desirable as thrift, and thrift was best served by small salaries. The material happiness of mankind was a constant care. The Jersey marshes that stretch from Hoboken to Newark distressed him. "Is there no way—are there no lessons in the economic conditions of Holland to teach us how to reclaim these wasted square miles of marsh and overflow and make them into wholesome, enduring homes?" This was a frequent enquiry. His dislike of slavery when you sifted it down, was rather an earnest of sympathy with the white man who was undersold in his labor than sentiment for the negro.

The anti-slavery atmosphere surrounding the Tribune was not inspired by Greely. It really came from the gifted young men who were attracted to the Tribune because of its independence and high literary standard. Greely was generous to honest, well-meaning thought, whether he accepted it or not, and he was a purist as to form. So in time, beginning with the advent of Ripley escaped from the ruins of his Brook Farm—or, as Carlyle, if I remember, called it, Potato Gospel—experiment, until the coming of Sydney Howard Gay, who had

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been Garrison's collaborator in anti-slavery, the Tribune, in spite of Greely, rather by reluctant grumbling acquiescence than his judgment—was governed by men who had a fanatical aversion to slavery. They were resolute, brilliant, capable, irresponsible, intollerant—not above setting things on fire for the sake of seeing them burn. They attracted Greely by their sincerity, and charmed his keen literary sense with their gifts. They won the Tribune, and carried its editor with them. I fancy the attitude of Greely towards the Tribune in its early days was a blending of wondering admiration and despair—something of the feeling with which, as we read in children's story-books, the affectionate mother hen sees that her chickens are, after all her brooding cares, ducks, and will go quacking into the streams. I can conceive no wider divergence in intellectual opinion as to the means of attaining moral and political results than between Mr. Greely as a leader and thinker, and the wayward forces which surrounded him in the making of the Tribune. "I never," he once said to the writer, "opened the Tribune in those days without terror as to what they might make me say after 11 o'clock at night."—John Russell Young, in February Lippincott's.

The statement made in the January issue of BOOKS AND NOTIONS that H. H. Fudger, wholesale fancy goods dealer of this city, had leased a department in a Toronto store and was selling his goods there at wholesale prices is not correct. As the trade generally know, there are two departments in the store now being occupied by wholesale dealers or members of wholesale firms, and as it was known that the proprietors of the store in question purchased goods of Mr. Fudger for the fancy goods department, the trade generally supposed that this department was run on the same principle as the others. This, we find upon enquiry, is not correct. BOOKS AND NOTIONS is glad to make this correction, because Mr. Fudger has always protected his retail customers, and the ability to handle so important an account indicates that he must have the very best buying facilities.

OUR MONTREAL LETTER.

In stationery and fancy goods trade has commenced to open out a little more, especially in the former. Travellers for the various houses who are down in the Maritime Provinces report a very good business in that section. They have not commenced to work up Quebec province yet, so that nothing can be said of it in a general way, but some fair letter orders of the sorting up kind have been received during the month, and this is taken as an indication that when the business really does open out it will be satisfactory. In fancy goods manufacturers of lines of plush goods and novelties report a fair trade, but the book business has been very quiet, both in lines of fiction and others. In sporting goods, etc., the small ware houses are getting in their spring lines, but the travellers have not been long enough out for the prospects to be approximated with any certainty. The general expectation however is for a fair spring business.

NOTES

H. A. Nelson & Sons will soon have on hand a full line of sporting goods, fishing rods, tackle etc., which will take the place vacated on the shelves by the clearance of toys and holiday notions.

The Canada Paper Co. have their travellers down in the Maritime Provinces now, and expect to finish their term by the end of the month.

Mr. Davidson, of Barber, Ellis & Co.'s eastern branch, is down by the sea at present. His letters report a satisfactory business for the season.

John Lovell & Co. are too busy with their regular printing to devote any attention to book work, and consequently have nothing new to report in this connection.

Mr. Brophy, of the Montreal News Co., reports business quiet yet in his line, but expects to see it pick up shortly.

Messrs. Collin McArthur have nothing particular to report in wall paper. They are living in the anticipation, however, that the wall paper combine on the other side will enable them to make a little wider margin this year than last.

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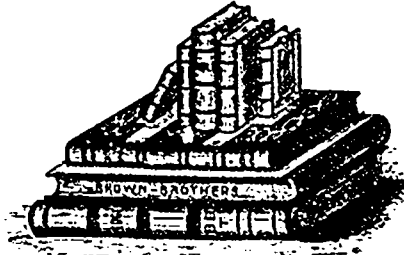
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tograph Cases, &c.

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Every requisite of the trade. Mercantile,
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plies and Sundries.

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This department is unusually well stocked.
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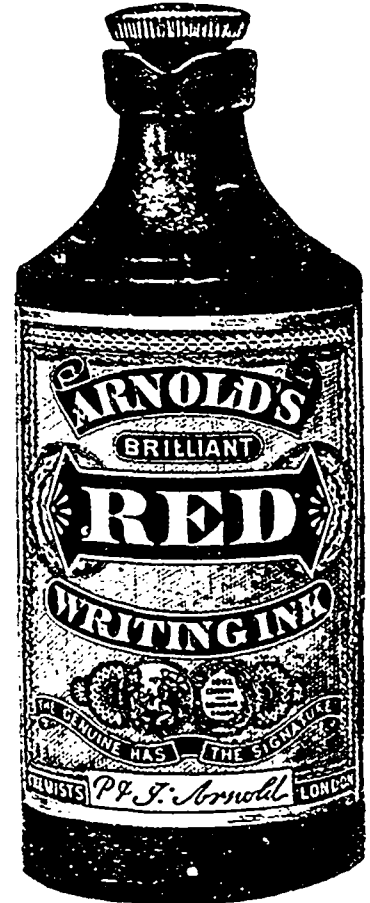
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NEW PUBLICATIONS.

ILLUSTRATED SKETCHES OF DEATH VALLEY, and other Borax deserts of the Pacific coast, is the title of a well written book by John R. Spears. This wild western region, whence comes the borax of America, and where is found the American Arab, the desert tramp, the chahwalla, and the desert mule, is well described in this little volume, with its ample and well-executed illustrations. The descriptions are written in a racy newspaper style, which suits the subject and the region. Globe Library, No. 176; Rand, McNally & Co., publishers, Chicago and New York.

THE HAUNTED HUSBAND, by Mrs. Harriet Lewis, is an addition to the long list of that lady's works which have been brought before the reading public. A young lord finds a beggar bride in the Hebrides, returns to England to become the victim of a villainous friend's plots. The scenes and situations are admirably drawn, and the characters are strongly delineated. The book is illustrated by Victor Perard, and published by Robert Bonner's Sons, New York Paper, 50 cents.

JOHN GENTLEMAN, TRAMP, by J. A. Norquay Forbes (Hermione), is issued as No. 4 of Oliphant, Anderson & Ferrier's series of shilling pocket novels. The story is full of pure tender pathos, such as delights the quiet reader, and harmonizes well with the calm quiet spirit of a library on a winter evening. The book is exceedingly well written, with a graceful descriptive style, for which the author is well known.

FLORABEL'S LOVER, by Laura Jean Libbey, is one of those modern novels, full of heart-breaking and love-killing scenes which delight the girl of nineteen. True, it is not without literary merit, yet it cannot be said to be instructive, though it is amusing. Robert Bonner's Sons, New York. Paper, 25 cents.

THE CIPHER DESPATCH is a new novel by Robert Byr, translated by Lisle L. Lathrop, with photogravure illustrations. Miss Lathrop knows well how to preserve the proper spirit of the novel and prevent the rigidity of expression which is usually found in a translation. This is a continental novel, showing a spirited author, and is possessed of a well laid plot, which entails a great deal of action and many characters, but nevertheless keeps the reader's interest well sustained. Worthington's International Library, No. 32; Paper, 75 cents.

RUBIES FROM RUTHERFORD and **MARY CROSS'S POEMS** fill, respectively, two booklets from the press of Oliphant, Anderson & Ferrier, Edinburgh. These little books are bound in a pretty sky blue cover with a gold embossed title, and contain very readable contents. The first contains some of Samuel Rutherford's best and quaintest thoughts, spoken over two hundred years ago in the hour of Scotland's trouble. The second contains a number of beautiful little poems by this gifted lady. Price 6d.

ADVICE TO WOMEN on the care of health before, during, and after confinement, by Florence Stacpoole, a prominent writer on health topics, is published by J. S. Ogilvie, New York. Paper, 50 cents.

A NEW POCKET ATLAS has just been published by Rand, McNally & Co., containing colored county maps of all states and territories in the United States, and the provinces of the Dominion of Canada, together with descriptions, statistical and historical matter pertaining to each.

It also contains colored skeleton maps of the continents, showing all the countries of the world.

THE GUINEA STAMP, by Annie S. Swan, is published by Oliphant, Alexander & Ferrier, and a review of it will be found in the December, 1892, issue of this journal.

MODEST LITTLE SARA is a simple little tale of goodness and badness, much like the paper on which it is printed. Rand, McNally & Co., Chicago and New York.

TLE DOCTOR'S DOZEN, by Evelyn Everett-Green, is a pretty little tale of domestic life, showing very much the effect of sickness on a patient and the possibility of arousing the slumbering sympathies of a family. The book has a number of well-placed illustrations, and is well bound in cloth with gilt ornamentations. Oliphant, Anderson & Ferrier, Edinburgh.

CARRAGEEN, and other legends, by K. M. Loudon, is an interesting book for young readers. Scotland, with its historic wars and settlements, gives ample room for the exercise of his powers by either the historian or the novelist. Carraeen is the tale of a Norse settler on one of the islands on the borders of Scotland. While somewhat fairy in its tendency, it must, nevertheless, be acknowledged taking. Cloth, 1s. 6d.; Oliphant, Anderson & Ferrier, Edinburgh.

IN HER OWN RIGHT, by Elizabeth Neal, is the latest edition to Oliphant, Anderson & Ferrier's Pansy Series. Occasionally a scion of a noble English family will take it into his head that he should get head and ears in debt and then run away to America or Australia. Then when his father dies, and he happens to be the eldest son and heir, complications arise, which are indeed troublesome, yet interesting to the reader of such tales. The author has elaborated one of these complications into a well written and energetic novel. There is an absence of overworked dramatic display which is common in the novels of this continent, and which occasionally finds its way into the novels of the writers across the ocean. Cloth, illustrated, 2 shillings.

A WOMAN'S WORD, by Dora M. Jones, is the title of a well-bound cloth novel, published at 3s. 6d., by Oliphant, Anderson & Ferrier, Edinburgh. Regarded from the printer and bookbinder's point of view, the book is a handsome work at a medium price; the gold stamped cover being exceedingly artistic, while the letter press is much superior to that of the ordinary Canadian or American publication. Booksellers should patronize the houses who take a laudable pride in turning out works which will help to educate the artistic tastes of the people. The novel itself is well worth reading.

BLOOD ROYAL, by Grant Allen, is a book which will be welcome to Canadian readers. A Canadian by birth, and an Englishman by adoption is an anomaly; but one which in this case does not repel the affections of the people among whom Grant Allen was born. He has written a nice novel telling of the pride of English persons in their blue blood, by describing some persons who imagined themselves of royal blood. The difference between the "royal blood" of kings and the "royal blood" of true manhood and womanhood is brought out distinctly, yet it may be missed by a careless reader. The quiet scenes of an English village, with its sharply drawn lines of society; the struggling of a noble youth to rise from the lower plane of society by means

of an Oxford education; the uplifting influence of his supposed royal ancestry; his finding a fortune instead of the heritage of a royal name; these are some of the leading features of the book. In places the author becomes critical and playful; yet he never loses his dignity, and in many places rises to a high plane of rhetoric. Canadian copyright edition, cloth and paper: the National Publishing Co., Toronto.

THIS CANADA OF OURS, AND OTHER POEMS, is the title of a neat little volume from the press of the Methodist Book and Publishing House. The author is J. D. Edgar, M.P., who, though better known in the arena of politics, is not without distinction in the less stormy real of poetry. We have not had time to scan the verse, but if it is in keeping with the very elegant binding and print in which the publisher has set it, the book should find a ready sale. We may in a future issue have something to say regarding the literary merits of this latest contribution to Canadian literature.

CHRISTIANITY IN BUSINESS.

We often hear it affirmed that in these days successful business cannot be operated on Christian principles. If this is untrue anywhere it is in the retail dry goods store, where the aim is to win a customer's constant trade by establishing yourself in his confidence for honesty and straightforwardness. And the application of the golden rule, as all life teaches, is the surest, quickest and safest way to accomplish that end. You may lose a dollar on a sale by giving a customer an inside fact concerning a certain article he is about to buy, but you have won that man's confidence and respect a hundred dollars' worth. The way to win a man's confidence and respect and good will is through kind accommodations, good cheer, soft answers, pleasant words, sincere appreciation, sacrifice of time and effort and other Christian means, and the way to win a customer is no different. The most accomplished buyers are more than buyers. They are men and women. Human nature is strong over all training and acquisition, and that which influences and touches a man or a woman will influence and touch a buyer, a customer.—Exchange.

RETURNS! RETURNS!

The amount of books, periodicals and newspapers returned to the publishers after being sold, read and thrown aside, is simply enormous. The elevated car guards watch for daily papers like the hawk for a young morsel when hungry. The papers picked up this way are sold to a newsdealer of course. The boys in railroad trains and the conductors on surface cars show the same eagerness to grapple a newspaper the moment it is laid aside. It has been the custom in less populated communities to lead out periodicals and books, and often passing through the roll of customers, to be sent back to the news company, finally reaching the publisher. Considerable loss attaches to all this. The entire waste of stock, shipping and freight bills. Something should be done, and so many clever ideas have been tested, it would be well to take action and systematize the matter. It is a small, mean individual who will return such goods and demand payment, but as this class are with us and numerous, the pressing question before the publishers is the wiping out of the evil.—The Newswoman.

THE CANADIAN BOOKS OF 1892.

THE following list contains all the books of any importance published in Canada during the 12 months ending December 31, 1892.

BY THE NATIONAL PUBLISHING CO., TORONTO, ONT.

RED LETTER SERIES.

- Vanity's Daughter, by Hawley Smart.
 A Modern Bridegroom, by Mrs. Alexander Fraser.
 Mr. and Mrs. Herrles, by May Crommelin.
 The Old Mill Mystery, by Marchmont.
 Constance, by F. C. Phillips.
 A Modern Ulysses, by Joseph Hatton.
 A Modern Dick Whittington, by James Pryn.
 The New Duchess, by Mrs. Alexander Fraser.
 Proved Unworthy, by Mrs. F. Lovett Cameron.
 The Other Bond, by Dora Russell.
 The Catherwood Mystery, by Albert P. Southwick.
 Well Out Of It, by John Hubbardton.
 A Study in Scarlet, by A. Conan Doyle.
 Out at Twinnett's, by John Hubbardton.
 One Touch of Nature, by Margaret Lee.
 Dollarocracy, by Anon.
 A Loyal Lover, by Mrs. E. L. Cameron.
 Alone on a Wide, Wide Sea, by W. Clark Russell.
 Sir Anthony's Secret, by Adeline Sergeant.
 My Guardian, by Ada Cambridge.
 Our Bessie, by Rosa N. Carey.
 Averill, by Rosa N. Carey.
 The Peer of the Woman, by E. P. Oppenheim.

MISCELLANEOUS WORKS :

- Miss Dividends, by A. C. Gunther.
 Captain Davy's Honeymoon, by Hall Calne.
 Through Pain to Peace, by Sarah Doudney.
 Nada the Lily, by H. Rider Haggard.
 The Wrecker, by Robert Louis Stevenson.
 The One Good Guest, by Mrs. L. B. Walford.
 Azenath of the Ford, by Rita.
 The Last Signal, by Dora Russell.
 Bob Martin's Little Girl, by David Christie Murray.
 The Ivory Gate, by Walter Besant.
 A Family Likeness, by B. M. Croker.
 Blood Royal, by Grant Allen.
 Inscrutable, by Esme Stuart.

NEW EDITIONS :

- Lady Isabel's Atonement, a Sequel to East Lynne.
 The Hidden Hand, by Mrs. E. D. E. N. Southworth.
 Notes on Ingersoll, by Rev. L. A. Lambert.
 Martine's Complete Letter Writer.
 The Egyptian Dream Book and Fortune Teller.
 Aristotle's Dream Book, or Book of Fate.
 A Florida Enchantment, by A. C. Gunter.
 Miss Nobody of Nowhere, by A. C. Gunter.
 That Frenchman, by A. C. Gunter.
 The Favorite Song Folio No. 1.
 The Favorite Song Folio No. 2.
 The Favorite Song Folio No. 3.
 The Favorite Song Folio No. 4.
 The Imperial.
 The Coronet.
 Sunbeams.
 Richardson's New Method for Piano.
 Getze's School for the Parlor Organ.

BY W. J. GAGE & CO., TORONTO, ONT.
 The Prologue to the Canterbury Tales of Geoffrey Chaucer, by E. F. Whiloughby.

BY J. LOVELL & SON, MONTREAL
 The Heart of a Maid, by Beatrice Kipling.

For the Defence, by B. L. Farjeon.
 There is No Death, by Florence Marryatt.
 Sea Mew Abbey, by Florence Warden.
 Maisie Derrick, by Katharine S. Macquoid.
 The Countess Pharamond, by Rita.
 The Tower of Thaddeo, by Oulja.

BY JOHN McCONNIFF, MONTREAL.
 Illustrated Halifax, Its Civil, Military, and Naval History, by Norbert Metzler.

BY THE COPP, CLARK CO., TORONTO.
 First Latin Book, for the use of High Schools, by J. Henderson, M.A., and J. Fletcher, M.A.

Caesar's Bellum Gallicum, Books 3 and 4, edited by J. Henderson, M.A.
 Les Freres Colombe and La Fee, edited by E. J. McIntyre, B.A., and F. H. Sykes, M.A.

Select Poems of William Wordsworth, edited by M. F. Libby, B.A.

Practical Language Training, by R. K. Row.

Public School History of England and Canada, by W. J. Robertson, B.A., LL.B.

Washington Irving's Sketch Book, edited by F. H. Sykes, B.A.

History of England and Canada, by Arabella B. Buckley and W. J. Robertson, B.A., LL.B.

Leading Facts of Canadian History, by W. J. Robertson, B.A., LL.B.

Editions controlled in Canada by this firm :

The History of David Greive, by Mrs. Humphrey Ward.

The Nualahka : a story of west and east, by Rudyard Kipling and Wolcott Balestier.

Don Orsino, by F. Marion Crawford.

BY McMULLEN & Co., BROCKVILLE.
 History of Canada, from its first discovery to the present time. Third edition; revised and greatly enlarged. 2 vol., 8mo., price \$5.

BY FUNK & WAGNALLS (CANADIAN BRANCH) TORONTO, ONT.

Criminology, by Macdonald.

Resultant Greek Testament, by Weymouth.

English Compound Words and Phrases, by Teall.

Selected Sermons, Vol. II., by Schleiermacher.

Wm. Lloyd Garrison, the Abolitionist, by A. H. Grinke.

Chas. Sumner, The Scholar in Politics, by A. H. Grinke.

Ethical Teachings in Old English Literature, by Prof. Theo. W. Hunt.

Jesus in the Vedas, by a Native Indian Missionary.

John G. Whittier, by William Sloane Kennedy.

The Miracles of Our Lord, by John Laddlaw, D.D.

The Columbian Historical Novels. Vol. I., Columbia : A Story of the Discovery of America, Vol. II., Estevan : A Story of the Spanish Conquests; Vol. III., St. Augustine : A Story of the Hugonots; Vol. IV., Pocahontas : A Story of Virginia.

The People's Bible; three volumes, by Joseph Parker, D.D.

The Life of C. H. Spurgeon, by G. Holden Pike.

The Preacher's Complete Homiletic Commentary on the Old Testament, cloth, 20 volumes, and index volume, complete, \$60.

William Lloyd Garrison : The Moral Crusader, by Goldwin Smith.

Lady of Carnapore, by Frank Vincent and A. E. Lancaster.

Handbook of Prohibition Facts, by W. F. Copeland.

McCree : A Musical Story, by Mabel Wagnalls.

BY THE METHODIST BOOK ROOM, TORONTO, ONT.

Triumphant Songs, No. 3, by E. O. Excell.

Lectures on Orangism and Other Subjects, by Rev. C. E. Perry.

Footholds for Faith's Feet, by Rev. W. H. W. Boyle.

Psychology, by J. N. E. Brown.

Canada the Greater Britain, by Rev. C. E. Perry.

Discipline of the British Methodist Episcopal Church.

Bible Assurance, by Rev. R. C. Homer.

The Atonement and Modern Liberalism, by Rev. S. Card.

Methodist Manual, by Rev. W. Galbraith, D.D.

John Remington, Martyr, by "Pansy" and Mrs. Livingston.

Methodist Record and Ritual.

Soldiers of Liberty, by Miss Emily Weaver.

Psychology, by J. B. Hall, Ph. D.

A Bachelor in Search of a Wife, and Roger Marcham's Ward, by Annie S. Swan.

The Primary Latin Book, by J. C. Robertson and Adam Carruthers.

Toronto Called Back, Revised and Enlarged.

Safe Business Methods, by J. L. Nichols.

The Guinea Stamp, by Annie S. Swan.

Baptism, by Rev. W. A. McKay.

The Need of Minstrelsy and Other Sermons, Rev. E. A. Stafford, D.D., LL.D.

The Canadian Hymnal, Revised and Enlarged.

BY W. DRYSDALE & CO. MONTREAL.

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Drysdale's Royal Canadian World Atlas, 40 maps.

Modern Science in Bible Lands, by Sir J. W. M. Dawson.

BY HART & RIDDELL, TORONTO, ONT.

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An Island Paradise, by H. Spencer Howells.

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A Daughter's Sacrifice, by Lieut. Murray.

The Three-Cornered Hat, by Pedro Antonio de Alarcón.

Twixt Love and Hate, by Bertha M. Clay.

Three Wedding Rings, by Mrs. Annie G. Savigny.

Among the Heather, by A. C. Merriford.

The Sandcliffe Mystery, by Scott Graham.

The Doctor's Dozen, by Evelyn Everett-Green.

A Woman's Word, by Dora M. Jones.

BY THE WILLIAMSON BOOK CO., TORONTO, ONT.

Akbar, and Other Poems, by Lord Tennyson.

The Two Knapsacks, by Cawdor Bell.

Translations from the Latin Poets, by Goldwin Smith.

A Quartette of Lovers, by J. Allister Currie.

JEALOUSY IN BUSINESS.

COMPETITION with all its advantages develops one quality in human nature that is brought out by few other conditions under which business men labor, and one that is seldom acknowledged. It is an apprehension of the superiority of a rival in business, or to be plain, jealousy. There are few merchants who have not experienced it at one time or another during their business career and suffered from the follies which attended it. Jealousy in business, however, is more peculiar to young men, whose confidence in their own abilities blinds their discretion. They are apt to find, after a short experience in business, that competition stands more in the way of their success than anything else, and that is a little more than they had calculated upon. The location may be admirable, and the profits fair, but a dealer in the same neighborhood is found to be very popular with the public, and it is difficult for his rival to attract the same attention. The new dealer soon finds that his shrewd rival is the only man in the neighborhood for whom he does not have a kindly feeling, and under the sting of disappointment he sometimes finds that he is giving expression to his feelings in the presence of customers, or endeavoring to depreciate his rival's success by criticizing his methods and in other ways running him down.

The exhibition of such a disposition not only falls short of accomplishing its object, but it is exceedingly bad taste and is a cowardly measure besides. No one is so quick to recognize a weak point as a prospective customer, and nothing causes him to lose confidence so quickly as to hear one dealer decried by another, or indulge in personalities.

The most successful men of all times have been those who stood by principle and allowed their actions to be governed by honest and open competition. In doing this it is by no means necessary to allow competitive dealers to take advantage by unscrupulous methods. We do not agree with that merchant who used to say: "If a man slips you on one cheek, don't turn the other for him to slap, but knock him down immediately." Men who indulge in abusing their competitors do not need any knocking down. They knock themselves down in the eyes of fair-minded people.

Those dealers succeed best who take advantage of the better influences of competition and strive to increase their trade by maintaining business principles and liberal ideas. These in time will so penetrate every department of their establishment that the customers cannot fail to become interested with them. —Publishers' Weekly.

THE NEWSMAN'S LIBRARY.

The News-dealer stands with a downcast eye.

By a heavily laden case
On his brow a frown, in his heart a sigh;
And a doleful look on his face.

'Tis a brain least fit for kings and queens,

But it only gives him pain.
For it is filled with the unsold magazines
That he cannot return again.

Walter Graham in The Newsdealer's,
Publisher's and Stationer's Bulletin

THE DRUMMER'S PETITION.

A hungry drummer out in the wilds of Nebraska, put up the following pathetic petition, to which many of the eastern travellers will respond, "So mote it be!"

"Backward, turn backward, oh time in thy flight!
Feed me on mush again just for to-night;
I have grown weary of restaurant lukes,
Pettrified sandwiches, vulcanized steaks,
Oysters that sleep in a watery bath.
Butter as strong as Goliath of Gath;
Weary of paying for what I can't eat,
Chewing trunk hinges, and calling it ment.

Backward, turn backward, for weary I am!

Give me a whuck at my grandmother's jam;

Let me drink of the milk that has never been skinned.

Let me eat butter whose hair has been trimmed;

Let me but once have an old-fashioned ple.

Thereafter in peace I might curl up and die.

I have been chewing old scrap iron for years.

Can you then wonder I'm melting in tears?"

POINTS FOR CLERKS.

"It would be well for the young man of to-day to take my recipe for becoming prosperous," said a Boston merchant. "I began life at the very bottom rung of the ladder, but with a determination that I would succeed if such a thing were possible with the talent that I possessed. Early in life I came to the conclusion that economy was the first great essential in establishing a fortune, and that labor was the second. I banished from my mind all other considerations when I began to work upon the road that I felt sure would lead to the goal of which I was in search. I remember very distinctly going down Marshall street one day and having my attention attracted by a most tempting display in a confectioner's window. I had what is known as a very sweet tooth, and I brought up standing before the sweet collection as it suddenly arrested by some irresistible force. My hand immediately found its way to the pocket that carried my meagre boardings, and, before I really knew what I was doing, I had invested two cents in butterscotch. When I got back into the street I began to have a full realization of what I had done, and it is safe to say that no candy ever entered a boy's mouth that was so little relished as was my butterscotch. I regretted that investment for years, and whenever the temptation again came upon me while passing the store I put it away instantly. Keeping on with this line of strict economy, I found myself at last in a position to go into business. Then, however, I commenced to feel that capital alone was powerless in the attainment of success, unless it was seconded by untiring labor. Here, also, I met all the necessary requirements, frequently devoting twenty hours of the twenty-four to my business. Gradually I found that I was amassing a fortune, and finally I established the house which now bears my name. After I had accomplished what I started out to do there came over me an entire change. I had no aspirations to become abnormally wealthy. All that I wanted was a safe guarantee against possible disaster in the future. I devoted a portion of my time to the enjoyment of life, believing that I had earned my right to

do so. No sir; there is no use in filling a boy's head with all the new fangled ideas of getting rich, as they are not practical. Economy and labor are the only elements that enter into the great plan of successful business life."

TRADE RETURNS.

The Trade and Navigation returns of the Dominion for the fiscal year of 1892 give the following information regarding our principal customers and principal buying markets:

By countries the total value of goods exported in 1892 was as follows:

Great Britain	\$ 61,996,000
United States	37,178,000
France	367,000
Germany	942,000
Spain	93,000
Portugal	102,000
Italy	149,000
Holland	567,000
Belgium	56,000
Newfoundland	1,750,000
West Indies	3,546,000
South America	1,027,000
China and Japan	283,000
Australia	436,000

The imports were as follows:

Great Britain	\$ 41,348,000
United States	33,137,000
France	2,402,000
Germany	3,583,000
Spain	398,000
Portugal	53,100
Italy	341,000
Holland	278,000
Belgium	517,000
Newfoundland	753,000
West Indies	4,092,000
South America	877,000
China and Japan	3,010,000
Switzerland	192,000

—Bradstreet's.

Charles Scribner's Sons will publish at once a limited edition of 250 copies of a new book by Eugene Field, entitled "A Second Book of Western Verse," containing about 75 verses of every kind, the whole making, the author thinks, a far better book than the one published two years ago and which has been so successful. This edition will have an etched frontispiece portrait of the poet. After this first edition is exhausted a popular reprint will be made. A second book by Mr. Field, also to be issued by Charles Scribner's Sons will have for its title, "With Trumpet and Sword," and is a collection of his many verses about and for children. This is a happy thought. Since Mr. Field has doubtless written some verses about children which will compare favorably with any work of similar character in the English tongue.

John F. Purdy, at one time a publisher in Chicago, was recently arrested in New York on a charge of obtaining money under false pretenses. Early in September, together with Henry J. Train, Purdy, so it is alleged in the complaint, began to work his game. They had a letter purporting to be signed by R. H. Johnson, general passenger agent of the Chicago and Northwestern Railway Company, and announcing that they were authorized to solicit advertisements and receive money for a publication which the railroad company was getting up for the World's Fair. They charged anywhere from \$10 to \$50 a page for advertisements, and, representing that 200,000 books were to be printed, they secured many customers in Chicago and along the route of the railroad. Purdy had a sample of the book prepared. It is said they made over \$1,500. Train is now in jail in Chicago under indictment.

ABOUT PENS.

Writing in the London Academy about pens, ink and paper, one of its contributors has this to say in a comparatively brief space: "As we learn from recent discoveries, paper was in use among the people of Egypt as far back as 2300 B.C., and not merely, as old Pliny thought, from the time of Alexander the Great. The ancients, it appears, knew more about pens and inks than they usually have credit for. The Greeks made silver and other metallic pens, and Latin manuscripts show a great variety of inks—red, purple, green, blue, silver, and gold. The great Floreffe Bible, in the British Museum, shows the skill of the penman in the twelfth century in the use of this mode of decoration; and in somewhat later times it was no unusual thing for scribes to annotate their texts in colored inks, red, green, violet, blue, using each color for a distinct class of notes, historical, biographical, geographical, etc. Scientific works are often made exceedingly attractive by colored diagrams, chronologies by architectural arcades and ornamental panels."

An unprecedented demand has been made for Mr. Barrie's novel, "The Little Minister," over 50,000 having been sold by the Lovells in the United States. The little Scotch town which Mr. Barrie immortalized is Kirriemuir in Forfarshire. It is about sixty-three miles north of Edinburgh. Mr. Barrie at first thought of using Whins as the name of the town, but afterwards decided to use Thrums. "A Window in Thrums" went through seven editions in three years.

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PUBLISHERS' AGENTS.

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THE McGill fasteners have been on the market for many years, and from time to time new styles have been added, until now, anything wanted in the way of paper fasteners, staple fasteners, wire shank or split-shank fasteners, or anything to fasten

box, and one fastener punch. The list on assortment "C" is \$3.50.

In the bottom of each compartment in each of the assortment boxes is a label giving the style and number of its contents, so that as the supply of each number is exhausted by use, the box may be replenished with the same goods by purchase from the nearest stationer, for

all stationers do or should keep a full line of McGill fasteners in stock.

These assortment boxes are convenient, and are much appreciated where they are in use. Stationers encourage their sale, because from their convenience and accessibility they stimulate the use of McGill fasteners.

Trade is good with the fastener division of H. M. S. Booth & Hayden's large business. The trade has been worked up for twenty years, and the popularity of the goods has become enhanced by the business methods of the house. Everybody gets the same fair treatment from the house, and their fasteners are handled by every jobbing stationery house in the country, and McGill fasteners can be found in the notion stocks of almost every dry goods house.



BOX "A" ASSORTED FASTENERS.

papers or samples of fabrics together, or to attach price-tickets to samples, can be found in the more than one hundred styles of McGill fasteners, made by H. M. S. Booth & Hayden, 25 Park place, New York.

For the convenience of office men, the firm has gotten out three styles of boxes of assorted McGill fasteners, the contents of which will supply about every demand for office use in fastening together papers, letters, invoices, bills of lading, memoranda, etc.

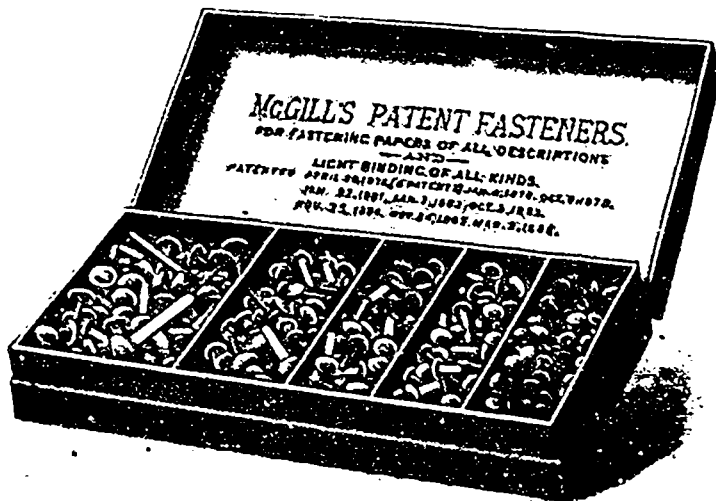
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BOX "C" ASSORTED FASTENERS.



BOX "B" ASSORTED FASTENERS.

Peterboro', Ont., has assigned to George T. Leonard.

I. H. Dobson, Bowmanville, Ont., is advertising his book and stationery business for sale.

J. H. Hugill, stationery and fancy goods, St. Thomas, Ont., is advertising his business for sale.

Phillip Barbeau, fancy goods, St. Cyprien, Que., has assigned to Bilodeau and Renaud, Montreal.

Bertram, Lavallee & Givins, Importers of stationery, have been asked to assign. Their place of business is Montreal.

J. M. Valois, wholesale and retail stationer, Montreal, has suspended, and a meeting of the creditors has been called.

W. H. Bently, the proprietor of the American Fair, Yonge street, Toronto, and who also had a business in Peterboro', failed recently, and the stock will be sold at auction on February 1st.

BUSINESS CHANGES.

E. Harrison, Belleville, Ont., is dead. He was an old-time bookseller.

F. E. Duquet, stationer, Montreal, has sold out to K. Takahashi, Fraserville.

Mr. J. E. Fitch, of the wholesale firm of Fitch, Patillo, & Co., Truro, N.S., is dead.

Miss H. Karch, books and stationery,

TRADE CHAT.

JOHNSTON Bros., booksellers, have moved from their previous stand at 245 Yonge street, Toronto, to 544 Yonge street, Toronto, in the Oddfellows' block. Mr. Musson, who was formerly in the firm is now city traveller for Hunter, Rose & Co.

Mr. Ridge, representing Austin & Robertson, Montreal, is now convalescent.

W. R. Vardon, who was in the news department of the Toronto News Co. for thirteen years, is now manager of the circulation department of the Toronto Times.

A deputation of the Winnipeg Board of Trade waited on Superintendent Whyte the other day and urged that the rule prohibiting commercial travellers from riding on freight trains be rescinded. No answer was given.

Mr. Dickson, who succeeded Mr. Martin in a bookselling business on Yonge st., Toronto, has sold out to his neighbors, Risser & Co., and the latter have reduced the stock by means of auction sales. The other store is now closed, and the remainder of the stock transferred to the premises occupied by Risser & Co.

Nerlich & Co. appreciate their Northwest trade, and, instead of sending a man there once a year, they will now have a permanent traveller for that district. Mr. W. E. Davidson, formerly with H. A. Nelson & Sons, and more recently with A. H. Bleasdel, will take this ground.

Mr. Robert D. Richardson, bookbinder and manufacturing stationer, Winnipeg, Man., has issued a neat twelve leaf calendar which is a credit to him. The printing and lithographing is neatly done, while the size of the calendar and the advertising thereon stamps Mr. Richardson as a business man with all the snap, vigor and push which is usually attributed to Westerners.

At the annual meeting of the Ottawa Board of Trade held recently the president, J. M. Garland, who is wintering in California, sent an able review of the year's work, in which he suggested that the board co-operate with similar bodies in Canada for the reorganization of the Dominion Board of Trade, with headquarters at Ottawa, where it would be in touch with the Government.

The friends of Mr. Chas. Stark, of the Charles Stark Company, Ltd., 60 Church street, Toronto, will be glad to learn that the hitch that recently occurred in the business has been satisfactorily adjusted. Mr. Charles Stark, the founder and builder of the Charles Stark Company, Ltd., is now sole proprietor. The business will in future be conducted on a strictly cash basis, and special attention given to mail orders, as in the early years of its existence. The same lines of general merchandise will be handled as heretofore, and the firm name will be Chas. Stark Co.

The Montreal Early Closing Association held a special meeting the other afternoon to put the last touch to the organization of the movement in favor of the bill for the early closing of all stores, presented by Mr. Auge at the last session of the Legislature. Mr. C. Fournier presided. He made a few brief remarks, in which he said that the movement in favor of early closing was opposed on the ground that it was an infringement of personal liberty. The liberty claimed by their opponents, however, was only the liberty to tyrannize over their

employees. L. J. Dzols, A. Roulean and O. Legendre were appointed a delegation to go to Quebec to urge the passage of the bill. Copies of resolutions adopted by several organizations have been printed and will be sent to all the members of the Legislature. The meeting was largely attended. Subscription lists to help the cause will be circulated.

At a meeting of the Patrons of Industry in Forest, Ont., Mr. Mallory, the president of the order, repudiated the notion that there is any antagonism between Patrons and storekeepers. The buying of goods at a reduced price was, he said, no part of the Patron constitution. Any number of neighbors can join and make a bargain with storekeepers for goods at a percentage on invoice prices. It requires no charter to do that. But the P. of I. have become an incorporated body for far higher purposes than buying sugar and tea. If Patrons have been benefited by getting their goods cheaper, that is simply an outcome of the organization.

At a recent meeting of the Victoria B.C. Board of Trade, the question of Dominion legislation regarding insolvency was brought up, and a letter read from the Vancouver Board. J. H. Todd said that the Attorney-General would have a bill brought before the Legislature framed upon the Ontario and Manitoba Acts. Robert Ward wished the matter placed in the hands of the Dominion members. He did not think this would interfere with local legislation. J. H. Todd having moved that the Dominion Parliament members insist upon the passage of a Dominion Act, Colonel Prior, M.P., reminded the board that the matter has often been brought up in the Dominion House, but there was no unanimity about the contents of the bill. There was great need of such an act. He would urge, not *laissez*; the Government could not be driven.

A man who went fishing with President-elect Cleveland and Joe Jefferson tells this story that illustrates a trait in Grover's character that some of us would do well to imitate at times: Joe Jefferson got restless before we had been out half an hour; he kept wanting to move around—was sure that it was "better fishing on the other side of the pond." It worried Cleveland a good deal, and by and by, said he: "Joe, when I was a small boy I went fishing with my Uncle Ellhu, and I remember that he told me that one of the secrets of success in life was to stick to the place where you'd thrown your anchor out. 'Too many folks,' said Uncle Ellhu, 'spend all their time pulling up anchors and rowing around; they don't catch the fish.' As for me," says Cleveland, "when I start in to fish, I sit right there and fish, until either the pond runs dry or the horn blows for supper."

A casual stroller along Broadway, says an exchange, in this city, is likely to bring up before a certain clothing store and marvel at the throng that blocks the sidewalk in front of that establishment. If he will cast his eye windowward, he will see, mounted on a small step-ladder, a spry young man in shirt sleeves, busily engaged painting the firm's name on the plate glass. The truly artistic and off-hand manner in which this script lettering is performed elicits exclamations of admiration, to all of which the knight of the pallet seems utterly oblivious. The whole is an advertising scheme of the first water.

At a meeting of the Toronto Public School Board on January 12th it was

decided to procure fifty frames for product maps, to be used in the senior classed; that the pupils in the fourth and fifth book classes be supplied with copies of an approved atlas at a cost of 15 cents per copy, instead of geographies, that the night school pupils will be supplied with text-books at cost price, plus 1 cent per book to pay clerical expenses. This regulation, however, will not take effect till next autumn. The Printing and Supplies Committee was instructed to purchase from the retail dealers of the city at wholesale prices such free blank books of the kind required as they have now in stock. Mr. J. Currie has withdrawn his offer to supply free scribbling books to the school children, and the board will now have to buy them.

The Commercial Travellers' Mutual Benefit Society held their annual meeting at the rooms of the association on Yonge street, Toronto, on January 14th. The attention of the meeting was directed chiefly to the election of officers and the revision of the by-laws. The officers elected were as follows: President, James Greenfield; vice-president, Thomas Dunnet; treasurer, Warren Kennedy. Trustees, T. M. Bayne, W. B. Duck and Jos. Taylor, for three years; H. Goodman, H. Lamong and John A. Ross for two years; R. L. Patterson, Robert Crean and S. R. Wickett for one year; E. A. Dalley and W. M. Bremner, Hamilton; T. C. Fleming, Brantford; C. Huber, Berlin; N. D. McArthur, Belleville; M. R. O'Laughlin, Winnipeg; J. W. Dillon, London, and M. S. Sutherland, Kingston. The association has paid out \$16,700 in death claims, and the reserve fund now amounts to \$15,573. The membership of the society is 1,954.

W. H. Trebilcock, dry goods merchant, Dundas street, London, was some time ago threatened with a suit for damages for having used a clerk's blank book upon which a Toronto firm held a patent right, but which books, it was alleged, were not manufactured by the Toronto firm. A statement of the case was published in a mercantile paper, whereupon Mr. Trebilcock took action, claiming \$10,000 damages. It appears the books in question were manufactured by the company holding the patent right over them, and who had threatened Trebilcock with a suit for damages, the action being the result of a mistake. Trebilcock's proposed suit was left for settlement with arbitrators, and they have concluded in his favor for a handsome amount.—Empire.

It has been said scores of times that the credit system on which business is generally conducted, is a very undesirable way of trading, and even many of those who benefit by it have freely admitted that it would be much better if all business was conducted on a cash basis. Indeed, the credit system is one of the "abuses" of the time, and should be relegated to oblivion, with all its disadvantages, just as quickly as the change could be made. There is no valid argument in favor of doing business in that way—the arguments are all on the other side. Commencing with the 1st of February next at least two of Clinton's business houses will adopt the cash system. These are the Estate of John Hodgson and W. Taylor & Sons, and the probabilities are that before very long business men generally will fall into the same line. It is the best way of doing business, because it is the safest and cheapest for everybody, and the public can do very much towards making it the only basis on which business shall be done.—Clinton New Era.

SOME FACTS ABOUT THE SECTIONAL LEAD PENCIL.**E**conomical because you use the entire lead.**C**leanly, as you need not soil your fingers in sharpening.**T**ry one and be convinced.**I**n construction simple yet perfect.**O**h for a sharp point, use Sectional Pencils and**N**ever be without them, they are the best.**A**re superior to any Lead Pencil on the market.**L**ife is a dream when you have a sharp-pointed**P**encil, always handy and ready for use.**E**verybody needs one and should have it.**N**ine times out of ten you break your pencil point or**C**ut it off. Sectionals are always sharp,**I**n good shape and ready for use.**L**et this be advice to you, profit by it,**S**ave money and buy Sectional Lead Pencils.

40c. PER DOZ. WRITE FOR SAMPLE DOZEN.

SOLE
AGENTS**THE GOPP, CLARK CO., LTD., Toronto****AMONG THE WHOLESALEERS.**

MR. Richard Brown has gone to New York for a few days. He will investigate the American stationery market.

The Copp, Clark Co. will again handle a full range of Spalding's baseballs. These goods need no recommendation from trade journals, as their merit is well known, and their fame continental.

Hart & Riddell are complaining in a mild way of an over-abundance of orders for their flat-opening blank books. They claim that their patent is the best on the market, and the demand seems to justify the claim.

Messrs. E. and H. Nerlich sailed on January 8th for London. They will visit Paris and Berlin, and then proceed to their paternal abode in Dresden. They will not return until about June 1st. In the meantime the warehouse will be under the very able management of Mr. Doherty.

Cooper & Co., 75 Yonge street, are rushing the sale of a line of novelties from the Plaget Stationery and Novelty Co. and Robert H. Ingersoll & Bro., New York. They are also showing a few advance samples from Manuhelmer & Laferly, the celebrated purse manufacturers of New York. They expect to announce a number of new lines about the first of March.

The Barber & Ellis Co. have removed the remainder of the Burland Lithographing Co.'s stock from Montreal to Toronto, and dealers who can personally inspect this stock may find it financially beneficial. In colored, glazed, and plate-surface papers, cardboards of all kinds, lithographing papers, etc., they are showing some very cheap goods. They are giving their customers the benefit of a cheap purchase.

The latest addition to the range of tablets offered by Buntin, Gillies & Co. is the Headline Series, which come in four sizes—ruled and plain. At the head of each sheet the name of the town in which they are to be sold is printed in colors. As the goods are excellent value and of taking description, we are not surprised that they should have the large sale which the firm report. If you have not seen them send for a sample.

One of the latest ideas for beautifying envelopes is "Fancy Wax," which is being much used by ladies for the purpose of sealing their letters. Brown Brothers have just received a shipment of this from New York, and at the same time they have received a new supply of Ben-ison's gold seals, tags, etc. They have just placed on the market a new line of blotting paper, designated the Spongia, which is said to be extra spongy, in fact,

for absorption powers cannot be beaten. The quality is very fine.

A neat novelty is the Triplicate Pocket Holder. This is a small nickel holder with three spring compartments, the two outer ones being of a size suitable for lead pencils, and the centre one large enough for a fountain pen. Those who are in the habit of losing pencils will appreciate this little article, which is not by any means bulky or likely to get out of order. It can be retailed at 10 cents, and is handled by the Copp, Clark Co.

The Toronto News Co. report a growing demand for periodicals. This, no doubt is a result of the recent cheapening of the postage on paper bound books and magazines, and also to the greater realization by the booksellers that sending subscriptions direct to the publishers means that the latter will make use of it in future years to secure renewals themselves without the intervention of the bookseller and his claims for commission. Smaller profits but continuous ones are the best—in this case—for the newsdealer and bookseller. They are handling McLoughlin's valentines, and the new designs for this season's trade show a great advance in point of design and color combinations. They are receiving numerous orders for both cheaper and dearer lines. They expect soon to have their sample Easter cards ready for inspection; and are promising some exceedingly taking lines.

In looking at the range of hammocks which Messrs. H. A. Nelson & Sons spread before us, one could not help thinking, "Where on earth do they all go?" The samples simply represented a stock of a hundred or more dozens, all of which will be sold before many months have passed. There were cotton, Mexican grass, wooden slats, Indian and Arrowanna. The "Arrowanna," although already known to the trade, are going to be the great sellers, they being without a doubt the best style of hammock going. Mexican, Indian and cotton hammocks are about the same as heretofore. These lines are always considered staple during the summer months, stock being laid in as a matter of course. In special cricketing goods they are showing a combination cane and rubber handled bat, manufactured by L. F. Page & Co., of London, England. Cricket experts pronounce this an A.1 bat, and being at a tolerably low figure will be a big seller. The practice bats are in good demand, and to meet this they are offering an all cane selected at \$3.25 each. This has also been tried and proved to be a good all-round bat. Wickets, balls, batting and wicket gloves, leg guards, boys' sets, are also being shown. Lawn tennis goods were in big demand last season, and from ap-

pearances so far, the demand is going to be greater than ever this year. They are well prepared for this. Such a variety of rackets, all the latest styles and shapes in both English and American (Wright & Ditson's). Tennis sundries, such as poles, balls, pegs, nets, etc., are also well represented. In baseball goods, Spalding's line both in low and high grade goods is being shown. They have been again appointed wholesale selling agents for these celebrated goods, so that dealers know where they can obtain anything and everything that they require in these lines. The old stand by, lawn croquet, is being put on the market this season in first-class style. In the common or low grade lines, there is the "Gem" in 4, 6 and 8 ball sets, mallets in these being five-inch heads. "Daisy," an 8 ball set, with head 6 inches, painted in two bands "Acme," an 8 ball set, with mallet head 7 inches, striped in bright colors. "Victoria," an 8 ball set, with extra large mallets, 8 inches. This makes a very fine set indeed, although not quite as good as the "Queen," which is another 8 ball set, with 8 inch shaped mallet, attractive, and makes a good presentation set. Much more could be said about the different lines opened up by this enterprising and energetic firm but space will not permit, let it suffice to say, however, that the general opinion is that to buy goods right and have a good assortment to choose from, this is the house to go to. A special spring catalogue will be out in a few days.

During these cold spells it is hard to realize that summer is near at hand, at least one would be led to believe it was to see the large shipments of spring and summer toys and sporting goods being passed at the Toronto customs house during the last few weeks; Messrs. H. A. Nelson & Sons being about the heaviest importers. A glance at some of their new lines would not be amiss. In anticipation of good summer weather, they have a line of fans, of Italian, Austrian and French manufacture, that simply surpass anything ever seen. The Italian line are all low grade goods. Did you ever see a folding or closing, full size fan, to retail at five cents? They have a 14" to sell at that figure. Then 10, 20, 30 and 50 cent lines follow in close order, each one being a leader. The Austrian fans are principally gauze, with lace, and hand painted decorations, ranging in prices from 75 cents to \$3 each. For beautiful goods at reasonable prices, these are probably the best in the market. The French fans are principally plain satin, silk, and feather goods, but Oh, what a selection! The most fastidious can surely be pleased from such a varied stock.

B. F. Stevens's American Library and Literary Agency

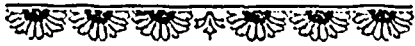
Was established in London in 1834 for the supply of European books, now and old, to Public Libraries and private collectors in the United States and Canada, in large or small quantities. The facilities and economies offered by this agency to book buyers include:—

Prompt execution of orders. All books are despatched by early mail or steamer.

New Books are changed at trade prices, which are usually twenty-five per cent. off the price of publication.

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Commission of ten per cent. on trade or nett prices.



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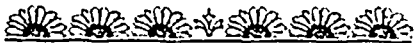


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TORONTO

PRICES RIGHT...
TELEPHONE 1785

...●●●●...

ORDERS BY MAIL RECEIVE PROMPT
ATTENTION



ANNUAL VOLUMES 1892.

JUST RECEIVED:--

Band of Hope Review, 35 cts.
Child's Own Magazine, 35 cts.
Cottage and Artisan, 50 cts.
British Workman, 50 cts.
Children's Friend, 50 cts.
Family Friend, 50 cts.
Friendly Visitor, 50 cts.
Mother's Companion, 50 cts.
The Prize, 50 cts.

Chatterbox, \$1.00. Our Darlings, \$1.00.
Sunday, \$1.00. The Pansy, \$1.00.
Little Folks, \$1.25. Little Wide Awake, \$1.25.
Leisure Hour, \$2.00.
Sunday at Home, \$2.00.
Boys' Own Annual, \$2.00.
Girls' Own Annual, \$2.00.

JOHN YOUNG,

Upper Canada Tract Society,
102 Yonge St., TORONTO.

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With a good connection in the wholesale book stationery and fancy goods trade, who are open to represent another foreign firm send address and references, stating what firms they now represent to Editor—BOOKS AND NOTIONS.

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**Hard Rubber
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PEN HOLDERS, Finely Finished.
RULERS, Flat, Round and Flexible.
INK STANDS, Round and Oval.
VEST POCKET INK STANDS.
MATCH BOXES, in Unique Designs, etc., etc.

Send for Illustrated Catalogue and
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THE B. F. GOODRICH CO.,

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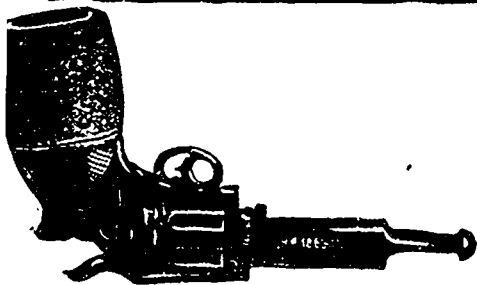
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Soft Rubber Stationers' Sundries.

Sterling Shell Erasers, Fluted Erasive Rubbers,
Crown Erasive Rubbers, Pointed Erasive
Rubbers, Akron Improved Ink Erasers, Type
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Sling Rubbers, Copy Press Sheets, Key Foot
Balls, Bladders for Foot Balls, Lawn Tennis
Racket Handle Covers, Elastic Bands, all
sizes and of Pure Rubber.

Send for Illustrated Catalogue and Discount
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REVOLVER PIPE

FOR SALE BY:—

366 St. Paul St.
MONTREAL **B. MARCUSE**

**J. S. RUSSELL,
IMPORTER OF
FINE FANCY GOODS**

Gold and Silver Lace, Fringe, Stars and Tassels

Pocket Cutlery, Perfumery,
Spectacles, Combs,
Stereoscopes, Whisks,
Briar Pipes, Cigar Tubes and Pipe Mounts
Purses, Banner Rods,
Bill Books, Fancy Brass Goods,
Native Indian Goods, Society Buttons.

WALKING STICKS, in endless variety.
NORTH-WEST INDIAN CURIOS.
Lake Superior Amethysts and Agates.

114 BAY STREET. TORONTO

**MENU AND GUEST CARDS
HIGH CLASS**

Illustrated Goods
Catalogue through
free all
by Shipping
Mail. Houses.



Perfect Models of beautiful Flowers, etc., and
Charming Decorations for the Dinner Table

J. TAYLER FOOT,
18 Poland St, London, England.

Just opened an extensive shipment of **MARBLES** and **GLASS ALLIES**.
Our assortment is larger than ever and contains some very nice novelties.

"25 Brilliant Marbles put up in a little Net-Bag."

To retail at a popular price.

Write for Price List and Samples.

TELEPHONE 2207.

NERLICH & CO.,

35 Front St. West,
TORONTO.

ALEX. PIRIE & SONS, Ltd., 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.

FANCY GOODS.

SAMPLES are being put in shape for the coming trips of the travellers in most of the fancy goods houses. Next year's novelties are being carefully opened up, examined, ticketed and classified, and soon the retailers will have a chance to place their import orders. There are advantages and disadvantages in placing import orders, nearly all of which have been placed before the readers of this journal at previous times. It is too early yet to say what will be the great changes in the fancy goods trade of 1893.

A glance over the albums shown by Nerlich & Co. accentuates the fact that plush albums are still in the market. Natural wood and plush combinations are going to lead strongly; and in wood, oak is predominant. Their line of albums contains many beautiful varieties with aluminum and silver ornaments, on both plush and wood covers. Dark bindings are seemingly in favor again. Without going into detail, it may be said that their leading features are the natural wood covers and the delicate and chaste aluminum ornamentations. Their line of such goods is varied and striking. Plain and fancy glass jewel boxes will again be shown, and no doubt there will surpass that of last season. World's Fair views are a novelty on these boxes in some varieties. The latest thing in celluloid balls is one about four inches in diameter, on which is a map of the world, thus forming a miniature globe. In dolls the variety shown surpasses that of previous seasons. The size and the brightness of the garments are the striking features. Blaque heads predominate. Kid bodies are numerous. One line of dolls with muslin bonnets and bright colored gowns should prove strong sellers. In wicker goods there is a charming display of new goods. Baskets are improved in shape and colorings. Many novelties in dolls' cradles and such like articles are shown, and will no doubt be appreciated.

An elegant range of samples are being shown in import fancy goods by the Copp, Clark Co. They have secured a line of brass inkstands with glass bottles and fancy tops which should prove a taking thing for next winter's holiday trade. They have them to retail as low as 25 cents, and the range is exceedingly well chosen so as to meet the requirements of the trade in this line. In glass and china single inks they have a score of new designs which are quite artistic in point of finish and ornamentation. Their line of photo albums bound like a volume of poetry in morocco, although of much larger size, and fitted with a leather strap and catch instead of a metal fastener, is one which should prove very attractive to dealers who desire always to handle "the latest." Photo boxes are shown in cheaper varieties this year in some very neat designs. Perfume bottles, with a neat single cup-base; single and double brass candelabra; library sets in brass and brass and porcelain; fancy and comely china figures; infants' sets containing small comb, puff box and teething ring; jewel cases in leather coverings and satin linings; leather writing companions these are some of their leading lines for this season. They sell only for import, and claim to do this on close margins.

A NEW AGENCY.

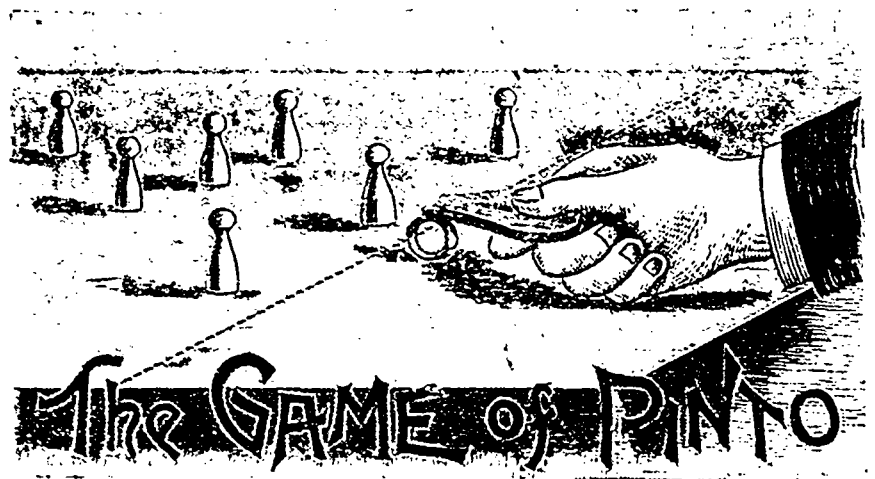
A new agency for old goods, is how a certain matter may be described. Esterbrook's steel pens are known throughout the length and breadth of Canada, among every class of people, except, perhaps, "The Red Men of the Forest." Brown Bros. have now been appointed sole agents for Canada for these celebrated goods. They intend keeping a full stock



of all the popular numbers, which they will sell at the manufacturer's regular trade discount. Brown Bros. is the name of one of the oldest, most substantial and most respected firms in Canada, and no manufacturer could have a better agent.

A STARTLING GAME.

Pigs in Clover, and Flips and Tiddly-winks have had an enormous run; the inventor of each game having made a fortune. Now comes forth a game which is said by experts to surpass all previous ones in its particular class. The game of Pinto was invented in Toronto by Mr. J. F. Deeks, and he has taken pains to guard his discovery by means of copyright and patent. This game arouses a great deal of interest in the parties engaging therein. It is simple and inexpensive. The novelty of the game is the peculiar action of the ring when pressed by a small wooden bat; first the forward motion, jumping over small wooden pins, then the return mo-



tion, fulfilling its object, which is to knock down the seven pins which are set up at intervals in a triangular form on cloth padded surface. Every person has seen a boy take his hoop, throw it away from him into the air in such a way that when it struck the ground it would roll back towards him. This is the principle of the action of the ring. When pressed by the bat it springs up and forward over the pins, and when it strikes the cloth again it rolls back towards the starting point, and thus rolls against the pins. Each pin has a different value, from 1 to 7, as shown by a chart which accompanies the game, and each player has five shots at a time. Fifty-six points

is the maximum in five shots, but a good average is about 15 points. One hundred points score the game. This is, indeed, a very interesting game, and one that will, without doubt, create a great furore among dealers and the people who delight in this class of amusement. The game will be placed on the market in a few days, and due announcement of the places where it may be secured will be given to the readers of this journal.

COMPETITION.

Legitimate competition is the life and soul of business, but when it becomes the direct result of petty jealousies in cutting prices of staple articles, destroying profits, and in no wise bettering trade, it ceases to be legitimate. Of late years many of our leading retail dealers think in order to draw trade to their stores they must offer some well known standard brand of goods away below cost of production, thereby cutting under their competitors.

This bait to catch trade may appear to the one who does it a shrewd and successful move—a good advertisement. His is quick to see the point, and cuts under on another staple, and so it goes on until profits are lost, and the season's trade, while largely increased, has not been a profitable one. The next thing that follows is retrenchment in working expenses. The cause of the loss of profits is too often overlooked; the want of success is due not to expense, but to selling goods without a fair profit. The people have to have goods; they are willing to pay a fair price for what they buy, and

while this cutting and slashing of prices in some instances favors them, as a rule, they fear that it will be made up on goods that they are not familiar with.

There is entirely too much jealousy in the trade. Merchants who attend to their business closely and make the margin of profit as low as possible, invariably succeed. We have some retailers in the city who never cut the price of a standard brand of goods. They frequently put the knife into goods that are likely to be affected by changes of seasons or styles, or are slow sellers. This is all right and strictly business. Slow-selling goods or perishable ones should always be closed out at the proper season.

A NEW PENCIL.

The New York Times says: Inventive genius promises to do away with all of those petty annoyances which are the the most prolific sources of profanity. True, the saint has not yet appeared who is ready to furnish mankind at a small cost with a patent collar-button funder, or with an opera glass warranted to see through a "love of a bonnet" designed on Eiffel Tower lines, but even those blessings may be hoped for. However, you, who in a loud voice or under your breath, make thyself undeserving of the gift of speech over such a trivial matter as the breaking off of the points of thy lead pencils at the most inopportune time, there is no longer any excuse for thee. Genius has wiped out that cause of his undoing. Relief has come in the shape of a pencil which, while not everlastingly pointed, yet gives opportunity to men to break about as many points as any reasonable man would want to break, and still have a point left to keep on writing with. The article consists of a very light metal tube, shaped and pointed like an ordinary lead pencil. In this tube are inserted about a dozen short and nicely sharpened pencil points. If you break off the first you just pull it out and stick it in the top. That forces the second point down into position. So you can keep on getting a new point whenever you break one off by just pulling out the broken point and sticking it in the top of the tube.

"But what do you do when you have broken off all of the dozen pencil points?"
 "Why, just throw the whole business away. The little tube with its load of sharpened pencils cost just about the same as an ordinary pencil, and will do just about the same amount of work. With it, however, you always have command of a sharpened pencil point and you never have to smudge your fingers as you do when sharpening your pencil."

THE IDEAL HUSTLER.

"How do some drummers sell lots of goods and others very little?" repeated George Washington White, one of the brightest lights of the Quiney crowd, in answer to a query from an outsider.
 "Well, I'll tell you a little story. I heard two drummers talking once. One was selling stacks of goods, while the other was being left all round. The unsuccessful man had put your query to the other. 'How do you sell so many goods, while it seems I can't make a sale?' 'Well,' answered the other, 'there is a secret about it. You are just starting out, and, to help you along, I'll give you this pointer, but you must keep it secret.' 'Sure,' replied the younger, beaming with pleasant anticipation, 'how do you manage to be so successful?' 'I always make it a point,' replied the elder, 'to wear out the soles of my shoes instead of the seat of my trousers.'"

"Where are those parodies I handed you the other day?" he enquired of the editor.
 "There," responded the editor, pointing to the waste basket.
 "Ah," he smiled, "I didn't know before that I was the author of 'Parodies Lost,'" and thereupon the editor embraced him to his throbbing bosom with a wild hysteric laugh.— Washington Star.

MUSIC FOR 1893.

On to Victory Triumphal March, Holst, 20c. Chlo Skirt Dance, 10c. Good Bye Honey Schottische, 10c. New Society Jersey, 10c. Golden Rod Ripple, 10c. Olive Varcoe's Barn Dance, 10c. Geraldine Mazurka, Riple, 10c. Capid's Greeting Waltzes, 20c. Northern Star Waltz Lancora, 10c. Partners for Life Waltz Quadrillo, 10c. West Side Lancers, 10c. Quebec Jersey, 20c. Jersey Skirt Dance, Holst, 10c. Dancing on Fior, Schottische, 10c.

WALTER STREET,
 29 Bleury Street, MONTREAL.

WM. BARBER & BROS.

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

KINDERGARTEN AND School Supplies

SELBY & CO., 42 Church St., TORONTO.

B. MARCUSE, MONTREAL

I HAVE much pleasure to inform the trade that I have been appointed sole agent for Canada by the **ART LITHOGRAPHIC CO'Y** of Munich, Germany, for their magnificent line of Christmas Cards, Booklets, Boxed Cards and Calendars for the coming Christmas and New Year trade.

Samples will be shown to the trade in due time, and I hope to be favored with a fair share of the orders, the same as during the last twelve years, in which I have been identified with the Christmas card trade.

B. MARCUSE, 366 ST. PAUL ST., MONTREAL

ANNIE S. SWAN

POPULAR . . . PAPER . . . EDITION

The great and growing demand for Miss Swan's books has induced the issue of a cheap paper edition at the popular price of 25 Cents per Volume. Of convenient size and bound in attractive covers, these books are selling like the proverbial "hot cakes." Here are the numbers

- Across Her Path
- A Divided House
- Sundered Hearts
- Robert Martin's Lesson
- Mistaken and Marlon Forsyth
- Twice Tried
- Shadowed Lives
- Ursula Vivian
- Dorothea Kirke
- Wrongs Righted
- The Secret Panel
- Hazel and Sons
- A Vexed Inheritance
- Thomas Dryburgh's Dream, and Miss Baxter's Request
- A Bachelor in Search of a Wife, and Roger Marcham's Ward

THE GUINEA STAMP

A Tale of Modern Glasgow

PRICE \$1.00

This new story of Miss Swan's has met with unprecedented popularity. It is a strong story.

Miss Swan's books are having a remarkable sale. No wide-awake bookseller can afford to be without them.

..William Briggs..

... PUBLISHER ...

TORONTO

RESPONSIBILITY OF COMMON CARRIERS.

At the annual meeting of the Montreal Board of Trade, the question of railway and steamship companies' responsibility after a bill of lading had been signed by an authorized official, was discussed. It was held that the names of the parties authorized to sign the bills of lading should be posted on changes. A member said that the question of signing way bills from Manitoba and other western points was of still greater importance. He maintained that they were very often signed in pencil, and, although Montreal merchants honored them, and accepted drafts on the strength of their supposed validity, yet these bills of lading were not worth the paper they were written on. He said that this was a most serious matter, and instanced a case where a party had lost 500 barrels of flour, owing to a railway agent, who had also been connected with a milling establishment that had failed, having signed a bill of lading, and upon the strength of which the Montrealer had accepted the draft. The merchant appealed to the railway company, and was told that they could not be held responsible for illegal acts committed by their agents, and the courts of Ontario had decided that such was the law of the land. The matter had been brought before the railway representatives of the Board of Trade Council, but they had refused to come forward and volunteer responsibility on the part of their agents. The president announced that the matter would be taken into consideration at an early date.—Bradstreet.

The business men of Sarnia are trying to organize a Board of Trade.

George M. Wilkinson, one of the oldest merchants in Kingston, died last week.

W. W. Ogilvie has been unanimously elected president of the Montreal Board of Trade.

A gang of counterfeit coin-makers are at work in the neighborhood of Lancaster, near Kingston, and have succeeded in floating a good deal of "stuff" around. They are making quarters and half dollar pieces, and it is said they have a dollar piece out.

In the Quebec Legislature last week Mr. Auge moved a second reading of his bill respecting the early closing of shops, but just as the Speaker was putting the motion to the vote, Mr. Martineau rose and moved the six months' hoist, seconded by Mr. Kennedy. Mr. Martineau was about to speak to his motion, when Mr. Auge raised the objection already made that his bill was not printed in both languages. He therefore asked permission to withdraw it. Leave was granted and the bill was withdrawn.

There was a large meeting of the creditors of the Bently estate held in the office of Assignee Dickson on a recent afternoon. A few of the creditors desired the estate to be handed over to another assignee, but by a vote of 32 to four it was decided to leave it in the hands of Mr. Dickson. Mr. Bently made no offer, and Messrs. A. E. Kemp, D. A. Rose, C. C. Woods and James Dickson were appointed to wind up the estate. The liabilities amount to \$32,726.28, and the assets \$16,530.81, leaving a discrepancy of \$16,195.47.



CAUSE FOR CONGRATULATION.

SPIEBERGER (who has slipped off his awning).—Py grascious, mine frent, you vas porn lucky! Subbosin' I mineselluf het gom' down mit der baint!

BARNES' NATIONAL INKS FOR ALL USES! - - -
- - - IN ALL COLORS!

NO ADVANCE IN PRICES! QUALITY BETTER THAN EVER! THESE INKS HAVE COME TO STAY
AND NEW FRIENDS ARE BEING MADE DAILY!

P. D & S. PEN "NO. 117." BARNES' STEEL PENS.

WRITE FOR TERMS.

BARBER & ELLIS CO., Sole Agents for the Dominion of Canada.

TURKISH STEEL PEN CO.,



DAMASCUS,
SYRIA

IN SIX NUMBERS.

Graded for all kinds of Writing.

SOLE AGENTS:

WARWICK & SONS, Toronto.

THE FLYING DUTCHMAN PEN



WRITES OVER 200 WORDS WITH ONE
DIP OF INK.

THE WAVERLEY PEN



They are a treasure.—"STANDARD."

MACNIVEN & CAMERON,

Waverley Works, Edinburgh.



Trade supplied by Davis Lawrence Co.
Canadian Agents, Montreal.



Factories and Salesrooms, Toronto, Canada.
E. G. GOODERHAM, JNO. C. COPP,
Manager. Sec.-Treas.

**The "Lion" Brand
Sealing Wax**

Has secured the FIRST HONORS
Wherever Exhibited.
Sealing Wax, Parcel Wax, Express Wax,
and Bottle Wax for all purposes.

Free Lists and Samples from all wholesale
houses or from the Manufacturers.

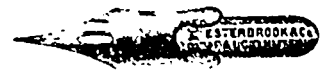
GEO. STEWART & CO.,
57 Farringdon Street, London, England
Works—Edinburgh.

**SPENCERIAN
STEEL PENS
Are the Best,**

IN THE ESSENTIAL QUALITIES OF
Durability, Evenness of
Point, and Workmanship.

WORKS: Birmingham, England.
ESTABLISHED 1860.
Over 33,000,000 of these pens sold in United States
in 1889.
CANADA AGENTS
BROWN BROS., Toronto.
BOYD, RYRIE & CAMPBELL, Montreal.

ESTERBROOK'S



Steel Pens

Fine Points, 333, 128, and 444.
Business Pens, 048, 14, 130.
Blunt Points, 122, 280, 1743.
Broad Points, 239, 313, 284.

FOR SALE BY ALL STATIONERS.
ROBT. MILLER, SON & CO., AGENTS,
MONTREAL.

**ARTISTS'
MATERIALS**

Oil Colors, Water Colors, and all article
used by Artists, Students, Engineers,
Architects, etc.

It will pay dealers in these lines to get
quotations direct from the manufacturers.

Reeves & Sons, Ltd.,
(London, Eng.)

Branch House for supplying the Canadian Trade
24 Front St. W., Toronto.
W. H. JAGGER, Agent

Gold Medals, Paris, 1878:1889.

**JOSEPH GILLOTT'S
PENS**

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



Do the leads in your pencils
break?

If so you do not use the right
kind!

The best are made by the
AMERICAN LEAD PENCIL CO.,
New York, 50 Howard St.

Ask for "Velvet Lead" Glass Finish
Pencils.

Correspondence solicited. Sample free to trade

BOOK BORROWERS.

AN old Harlequin Ms. contains a warning which in those days would not be disregarded, and of which the following is a translation: "The booke of St. Mary and St. Nicholas o Arransteln, the which if anyone shall purloin it may he die the death, may he be cooked upon a gridiron, may falling sickness and fevers attack him, and may he be broken upon a wheel and hung." Books were valuable and possessed by few save the priests and very wealthy, hence the dread anathema.

The following lines are commonly in one form and another:

Steal not this book, my worthy friend,
For fear the gallows may be your end;
Up the ladder and down the rope,
There you'll hang until you choke;
Then I'll come along and say—
'Where is that book you stole away?'

In a volume of sermons from the pen of a divine who has long since gone to rest, some irreverent reader had written the following, which, if not quite apropos, may be here quoted:

If there should be another flood,
For refuge hither fly,
Though all the world should be submerged,
This book would still be dry.

In one or two cases scripture texts have supplied the recited warning against the crime of peculation, or the less heinous sin of omitting to return a borrowed volume.

The author of the following evidently had no very high opinion of book borrowers generally:

My master never lends me,
So if I'm found elsewhere,
A thief is my possessor;
Therefore, ye knives, beware!

! About the middle of last century an eccentric physician who possessed a good library had on the inside cover of all his books a label bearing the words, "Stolen from the library of Dr. —, —." These notices are on all fours with a practice observed in certain hospitals where the medicine bottles for indoor patients have the words, "Stolen from — Hospital" engraved on them in large letters.

Sometimes verses very much to the point are found, as for example:

Small is the wren, black is the rook,
Great is the sinner who steals this book.

Book lovers who have evidently suffered from lending their precious volumes, often burst into verse, of which the following example is one of the many that might be quoted:

If you borrow me, I pray,
Treat me as a friend;
Keep me by your own fireside,
And to no others lend.
Guard my leaves and keep them clean,
Do not turn them down;
With no pencil marks deface,
Nor with thumb marks brown

Probably the verse following derived its inspiration from the well known motto, "Anyone may borrow a book, a gentleman returns."

Kind friends to whom my master lends
His choicest books,
When they are read, return at once
And save black looks.
Fools may borrow them, but 'tis
The gentleman returns.

One motto which might with advantage be used in public library books, and may be commended to all borrowers,

both from public and private collections, is:

Whenever you borrow me,
I hope you'll keep me clean;
For I am not a linen rag
That can be washed again.
—Bookworm.

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6747. Gretchen Schottische. By W. H. Hargratt, Whaley, Royce & Co., Toronto, Ont.

6748. Recipe for Growing Good Potatoes. Circular. Elias Meek, Freeport, Ont.

6749. Connecting Links. Book. By David Lionel Palmer, Montreal, Que.

6750. Insurance Eye Openers No. 1. How to get at a Man. By Charles St. Morris, Vancouver, B.C.

6751. Home Health Hints. Book. Scott & Bowne, New York, N.Y., U.S.A.

6752. Happy Hearts Lancers. By Nellie S. Smith. Whaley, Royce & Co., Toronto, Ont.

6753. The Flight of Ages. Song Words by Frederik E. Weatherly, music by Frederik Bevan. The Anglo-Canadian Music Publishers' Association, Ltd., London, England.

6754. Lettres de P. F. X. Duplessis, de la Compagnie de Jesus. Accompanees d'une Notice Biographique et d'Annotations. Par J. Edmond Roy Lewis, Que.

6755. The Silent Reminder, 1893. Chart Miss Jessie Gourlay, London, Ont.

6756. Inspiration Waltz. By John A. Sims, Toronto, Ont.

6757. Banks and Banking. By J. J. Gormully, Q.C., and R. V. Sinclair, barrister-at-law. Second edition. Joseph James Gormully and Robert Victor Sinclair, Ottawa, Ont.

6758. Rules for Ardri, or The Parlor Game of Football. Frederick Thomas Butler, Toronto, Ont.

6759. The Shekinah in the Soul. By Rev. John D. Dinick, Toronto, Ont.

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6761. Current Salt Chart. Wm. B. Bentley, Toronto, Ont.

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393. The Housekeeper's Note Book and Discount Voucher. Frank W. H. Pointer, Toronto, Ont.

A TYPEWRITER TRUST.

Rumors are flying thick and fast as to the formation or attempted formation of a typewriter trust. That such a combination is in process of formation there can be no doubt, although the alleged promoters of the scheme are evidently withholding the facts until they are assured of success. The name of E. N. Fowler, of the Equitable Mortgage Company, 40 Wall street, is most prominently connected with the matter. The scheme, so far as facts can be arrived at with the meager information granted, seems to be the formation of a single company which shall be composed of all or as many as possible of the firms engaged in this line of business.

Each company will be represented in the combination to the extent of the value of its business. This company will issue \$20,000,000 of stock, of which each company in the trust will hold shares equal to the value of its plant, the value of which in each of the companies concerned is now said to be in process of adjustment. The sum mentioned is undoubtedly far too large, as good authority says that it is more than double enough to buy up all the typewriter

companies in the country. Under such a combination it is alleged that the price of machines will not be advanced, and that the only object is to do away with the severe competition which enters into the transaction of business as now conducted, and thus reduce the expenses, and, incidentally, of course, increase profits.—American Stationer.

HOME-SUPPLY ASSOCIATION.

This is an association formed and managed by Mr. Edgar S. Reade, with headquarters at Halifax. He proposes to supply dry goods, boots and shoes, books, etc., at 20 to 50 per cent. less than retailers who dealt in the respective class of goods. The life membership fee was \$10; but people have ferreted out the scheme. A recent trial was held as to the validity of notes given to him, and now held by innocent parties. The judge gave judgment in favor of the holders, viz., the Bank of Montreal. The following from the statement in defence is interesting:

That the said Edgar S. Reade representing himself as the agent and manager of the Home Supply Association, falsely and fraudulently represented to the defendant that any goods of any kind description or quality that defendant desired to purchase that the Home Supply Association would supply him, the said defendant, at from 20 to 50 per cent. discount on the prices the said goods could be sold in Halifax, and if said defendant would subscribe and pay said association the sum of \$10 the said association would issue to him, the said defendant, a life member certificate of said association, which would give the privilege of obtaining any goods that he required at the place aforesaid, and upon such representation so made the defendant signed the said note. And upon the faith and representation aforesaid: Whereas, in truth and in fact there is no such association, and such association (if any) cannot and has refused to furnish such goods to the defendant at the discount aforesaid, and has never given the certificate, all of which said plaintiffs had knowledge, and that said note was endorsed to the plaintiffs for the express purpose of avoiding this defence, and after said note became due, and that there was no consideration for the making of said note."

The plaintiffs replied at length, contesting all the allegations of defendant.

Stipendiary Motion reviewed the evidence and said he could not see anything in the case that would justify him in saying anything favorable to the transactions with the association. Mr. Reade had floated the association, representing himself as its solicitor. The first impression had been that he was a legal solicitor, but it had turned out that it meant he solicited members. The certificate of the association was not signed by anybody. Reade's name was printed as manager and then his initials were written as solicitor. His honor thought the certificate worthless, and that those who had subscribed would have to suffer. But in giving his decision he had to be governed by law. The notes were held by the bank as collateral, and it was not shown that there was any collusion between the bank and association, or that the former was aware of the circumstances leading up to the notes. But he had to take the law as he found it.

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