

Technical and Bibliographic Notes / Notes techniques et bibliographiques

The Institute has attempted to obtain the best original copy available for filming. Features of this copy which may be bibliographically unique, which may alter any of the images in the reproduction, or which may significantly change the usual method of filming, are checked below.

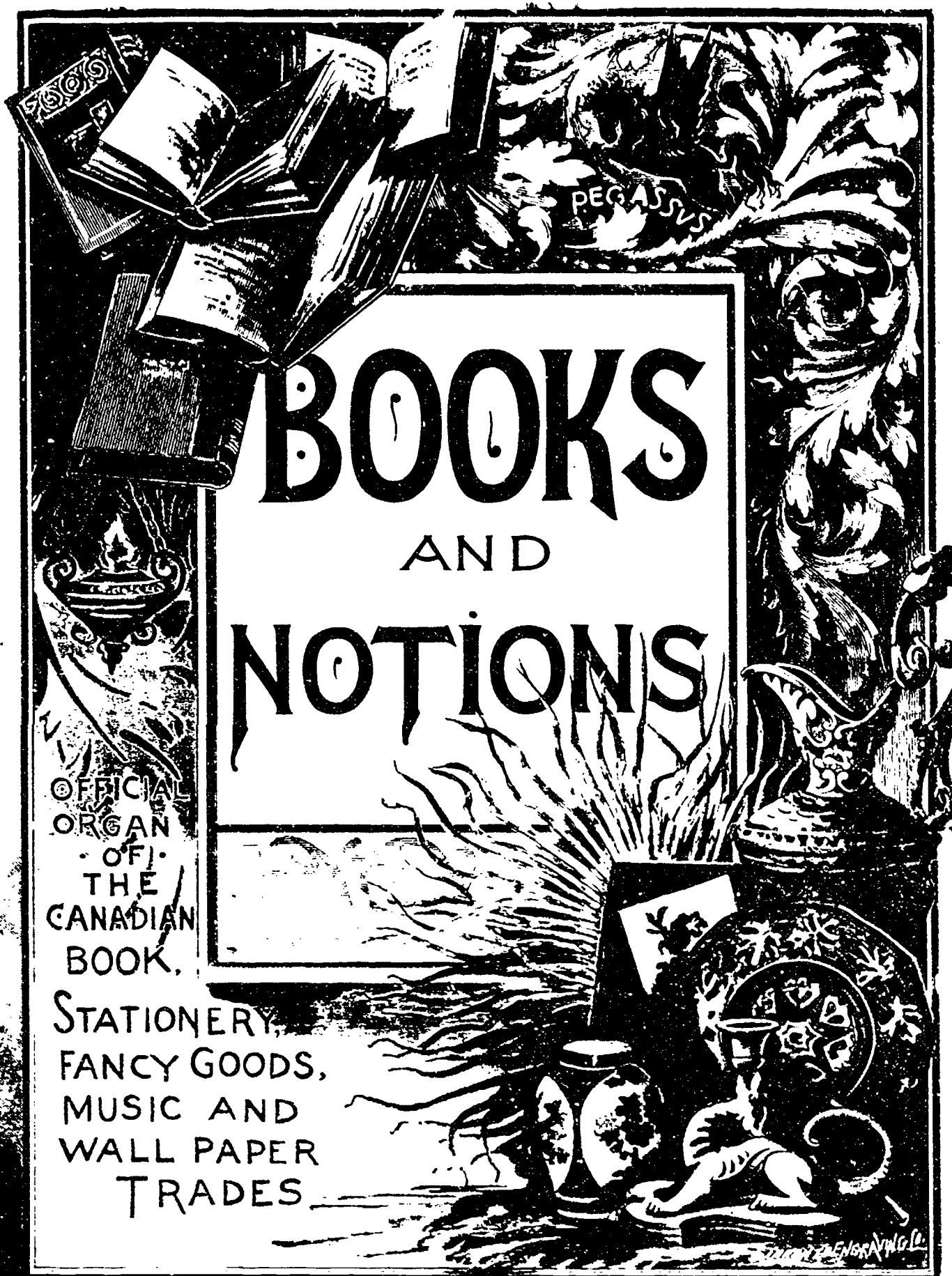
- Coloured covers/  
Couverture de couleur
- Covers damaged/  
Couverture endommagée
- Covers restored and/or laminated/  
Couverture restaurée et/ou pelliculée
- Cover title missing/  
Le titre de couverture manque
- Coloured maps/  
Cartes géographiques en couleur
- Coloured ink (i.e. other than blue or black)/  
Encre de couleur (i.e. autre que bleue ou noire)
- Coloured plates and/or illustrations/  
Planches et/ou illustrations en couleur
- Bound with other material/  
Relié avec d'autres documents
- Tight binding may cause shadows or distortion  
along interior margin/  
La reliure serrée peut causer de l'ombre ou de la  
distorsion le long de la marge intérieure
- Blank leaves added during restoration may appear  
within the text. Whenever possible, these have  
been omitted from filming/  
Il se peut que certaines pages blanches ajoutées  
lors d'une restauration apparaissent dans le texte,  
mais, lorsque cela était possible, ces pages n'ont  
pas été filmées.
- Additional comments: /  
Commentaires supplémentaires:

L'Institut a microfilmé le meilleur exemplaire qu'il lui a été possible de se procurer. Les détails de cet exemplaire qui sont peut-être uniques du point de vue bibliographique, qui peuvent modifier une image reproduite, ou qui peuvent exiger une modification dans la méthode normale de filmage sont indiqués ci-dessous.

- Coloured pages/  
Pages de couleur
- Pages damaged/  
Pages endommagées
- Pages restored and/or laminated/  
Pages restaurées et/ou pelliculées
- Pages discoloured, stained or foxed/  
Pages décolorées, tachetées ou piquées
- Pages detached/  
Pages détachées
- Showthrough/  
Transparence
- Quality of print varies/  
Qualité inégale de l'impression
- Continuous pagination/  
Pagination continue
- Includes index(es)/  
Comprend un (des) index
- Title on header taken from: /  
Le titre de l'en-tête provient:
  - Title page of issue/  
Page de titre de la livraison
  - Caption of issue/  
Titre de départ de la livraison
  - Masthead/  
Générique (périodiques) de la livraison

This item is filmed at the reduction ratio checked below/  
Ce document est filmé au taux de réduction indiqué ci-dessous.

10X	14X	18X	22X	26X	30X
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
12X	16X	20X	24X	28X	32X



**BOOKS**  
AND  
**NOTIONS**

OFFICIAL  
ORGAN  
OF  
THE  
CANADIAN  
BOOK.

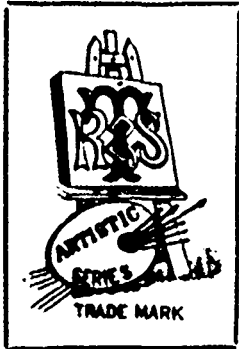
STATIONERY,  
FANCY GOODS,  
MUSIC AND  
WALL PAPER  
TRADES

W. H. B. G. L.

# HOLIDAY SEASON

1894-5.

1894-5.



## Art Publications



RAPHAEL TUCK & SONS COMPANY'S  
WONDERFUL VARIETY OF

Gift Books, Colored Juveniles, Booklets, Calendars,  
Toy Books, Art Prints, etc.

A STUPENDOUS LINE OF THE HIGHEST POSSIBLE ARTISTIC ORDER.

Last year's sales exceeded our most sanguine expectation, and, from the nature of the line submitted to us for the coming season, we anticipate still larger results.

The superiority of Raphael Tuck & Sons' goods is evidenced by increased appreciation.

We need not describe the goods; samples will be ready for inspection, through our travellers, early next month.

Please reserve orders till you see them.

Look out for the latest thing  
gotten up by . . . .

**Raphael Tuck & Sons Co.**

A GREAT SUCCESS.

**The Paper Dressing Dolls**

# Warwick Bros. & Rutter

SOLE CANADIAN AGENTS FOR  
**RAPHAEL TUCK & SONS CO.**  
London, Paris, New York.

**Toronto, Ont.**

# BOOKS and NOTIONS

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

Vol. X

TORONTO, APRIL, 1894.

No. 4

## GOODS YOU REQUIRE

Slazenger's Tennis, Spalding's Tennis and Baseballs,  
Ayer's Cricketing Goods, Lally's Lacrosses, Palmer's  
Arrowwanna Hammocks

### Special 24th May Goods.

Flags, Lanterns, Fireworks, Firecrackers. Our large and  
varied stock will fill the bill.  
Send for Catalogue.

H. A. NELSON & SONS - Toronto and Montreal

## W. H. Bleasdel & Co.

W. H. BLEASDELL, H. J. HOLLINRAKE.

DIRECT IMPORTERS.

### Fire Crackers

40-64 Long Stem, Full Weight and Count.

### Cannon Crackers

Full Lines of Seasonable Sporting Goods.  
DRIVES in all departments.

74 York Street, 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.

## BECHER'S STERLING ADVANCE TABLES

Showing the Cost of an Article Purchased in Sterling from  
1/4d. to 100 Shillings

With the advance added in Dominion Currency at every 25 up to 100 (including  
1/4 and 1/2) - Vanced with a separate table for each rate per cent, and calcu-  
lated upon the legal standard par of exchange, viz., 25 s. 6d. to the £ sterling, together  
with EXCHANGE TABLES, WEIGHTS AND MEASURES, etc., by William S. Becher,  
Accountant, Hudson's Bay Company. Retail price - cloth, \$1.25, leather \$1.75.

Discounts to the trade. Send for specimen sheet  
and discount sheet.

### MORTON, PHILLIPS & CO.

Stationers, Blank Book Makers and Printers  
1755 & 1757 Notre Dame Street, MONTREAL.

## Maps and Globes

**Liberal Trade Discount.** Latest Goods  
All School Supplies

Largest Stock in Canada.

### Map and School Supply Co.

31 King Street East, TORONTO.

WONDERFULLY FOR 1894. IMPROVED

## THE LITERARY DIGEST

A WEEKLY REVIEW OF THE THOUGHT AND LIFE  
OF THE ENTIRE WORLD.

- The Religious World, The Scientific World,
- The Literary World, The Industrial World,
- The Political World, The Commercial World,
- Art, Music, The Drama, etc., etc.

It Selects, Condenses, Translates the Best Articles, each week, from the leading  
Periodicals of the world. Subscription, one year, \$3.00, per copy 10 cents

### FUNK & WAGNALLS CO.

PUBLISHERS  
TORONTO, 11 Richmond Street West.

# ENVELOPES !

# ENVELOPES !

**T**HIS Department of our business is growing month by month as buyers learn to appreciate the superiority in **finish, cut and gumming** of our STAPLE LINES coupled with the

## CLOSE PRICES

We are able to offer as a result of buying our paper for cash in the best markets. . . .

THOSE WHO

## Look for Cut Lines



As leaders will do well to write us, as we are always prepared for such demands . . . .

Do not forget that no matter how close the quotation, **the high standard of our staple lines is maintained**, and such goods may be repeated at any time. . . .

Samples and Prices sent on application.

The **W. J. GAGE CO.** Ltd.

ENVELOPE MANUFACTURERS  
AND PAPER DEALERS

54 Front St. W.

**TORONTO**

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, Agent.

New York Office : Room 91 Times Building  
ROY V. SOMERVILLE, Agent.

European Branch.  
Canadian Government Offices,  
17 Victoria St., London, S.W.  
R. HARGREAVES, Agent.

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-Half Page	"	150 00
One-Fourth Page	"	85 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. X. Toronto, April, 1894. No 4

THE BOOK DUTIES.



O peaceful and harmless were retail booksellers—to all intents—that no one would have suspected that they

would turn even if a monster placed its foot on their necks. But when the duty on books was changed from 15 per cent. to six cents per pound, the retail bookseller found he was trampled on.

From the retailer's point of view, we denounce the tariff as unnecessarily hurtful to a legitimate business. We do so for the following reasons :

1. The wholesaler can advance his prices quite easily from 15 to 17 cents on a 25 cent book, and from 35 to 38 cents on a 50 cent book—and these are two popular prices ; but the retailer must still sell the books at 25 and 50 cents, with the result that his profit is reduced, and business not increased.

2. Subscription books are cheaper than before, and hence the business will drift from the hands of men who pay taxes into that of wanderers who pay no taxes—men like the Chicago alderman.

3. The allowing of the following books to come in free—viz., books for use of mechan-

ics' institutes, public free libraries, and university and college libraries, and books on the curriculum of university and incorporated colleges—has cut off a large volume of the retailers' trade, and turned it into the hands of New York and other collectors of books for libraries.

4 The cheap books are the books most sold by the bookseller, but now the cheaper the book the higher the tax.

These reasons should show the difficulties under which the retailers will now wriggle. He had them all before in 1879, but in four months the 15 per cent. was introduced. It was a failure then and — but we are no prophet.

Now for facts. A wholesaler in Toronto, on March 29, passed a shipment of cheap books, value \$17, duty \$7.20, rate 42.3 per cent. On the same day another dealer passed a bill of books—costly books—on which the duty was 66 cents, while under the old tariff the duty would have been \$2.10, the value being \$14. Thus on the cheap books the duty is about 42.3 per cent. and on the luxuries of the rich the duty is 16.5 per cent; These instances can be proven.

The duties on English books are as follows : On four-penny books, 20 per cent.; on six-penny books, 25 per cent.; on nine-penny books, 25 per cent.; on shilling books, 33 1/3 per cent.; on one and six-penny books, 25 per cent.; on two shilling books, 25 per cent.; on two and six books, 20 per cent.; on three and six books, 17 per cent., and so on decreasing as the price advances. The highest duty is on shilling books, and this is just the class of books on which the duty has been increased over 100 pe. cent In a recent shipment to a Toronto house comprising 7,226 books, 6,830 books ranged in price below two and six-pence (60 cents) and only 396 from \$1 to \$1 75. That is, the bulk of the shipment was the cheap books on which the duty has been materially increased; and to make matters worse, the shilling books were almost double in number those at any other price.

This refers to the medium weight cloth books. There are extreme cases where the duty amounts to much more than the amounts named here, but we have contented ourselves with placing the rates as low as possible. For instance, on Scott's novels issued in England in paper covers, in six-penny edition, the duty runs over 40 per cent.

The result of these changed circumstances is that the bookseller is ignored and so is the consumer. Public libraries and mechanics' institutes in large and wealthy towns get their books free, while the Sunday School library of the scattered settlers in the mining and lumbering regions of Nova Scotia, New Brunswick, British Columbia and the Northwest—where it and it alone is the source of refining literature—must be heavily taxed The civilizing influence of

the Sunday School library follows in the wake of the civilizing missionary; so to complete the plan, tax the missionary's salary of \$500, received mainly in dried meat and old clothes. To give an idea of the Sunday Schools of Canada let it be known that they are 576,000 in number, scattered in every portion of the country

But to turn from such sentimental arguments to those most practical, even if less important, it may be pointed out that a specific duty of this kind is hard to manage. The importer gets in a case of books which may contain 50 different titles, and each book of different weight. He turns them all out on the custom house floor and the custom house scales, and spoils \$2 or \$3 worth in the process. He packs them in again and sends them up to his warehouse—a no small job. He takes them out and weighs each title separately and marks the price accordingly, all the time wondering if it is wicked to damn the man who invented specific duties.

By putting bookplates on the free list and putting a duty of 6 cents per pound on sheets the Government probably intended to encourage the making of books in this country. But they have reckoned without the English author and publisher. When the latter sells to a United States publisher, he sells North America, the Canadian market being a mere bagatelle. How is the Canadian to get his plates or his copyright. Under existing circumstances he cannot get it. He must simply be glad he has been given the privilege by his generous government—given it with one hand, while the other hand prevents him realizing the benefit. By this we mean that free plates are of little use until we get our Copyright Act enforced, and stand on our dignity as men, instead of being thrown as a bait to enable the English publisher to get another "five pound" out of the United States publisher.

It is only fair to state that where a bookseller handles only cloth books from \$1 to \$5 per copy, the duty is a benefit rather than a hindrance. But such booksellers form but 5 per cent of the whole profession.

OTHER PHASES OF THE TARIFF.

OTHER phases of the tariff besides the book duties must be discussed. The fancy goods trade complain that the new tariff is hard to understand, and that the schedules are not sufficiently comprehensive.

One dealer ventured the idea that sporting goods should all come in under one heading For instance, rubber balls might be classed as toys and be dutiable at 35 per cent; if classed as rubber goods they would be 25 per cent, while if put under goods not mentioned they would pay 20 per cent. Different appraisers might make different rulings, and some dealers be put at disad-

vantage for a time at least. He would have all baseball, tennis, cricket and other sporting goods put in one class.

Another example is in the case of fancy toilet and other cases. The duty on the case is 35 per cent., on the comb in it 35 per cent., on the mirror 30 per cent., and on the brush 25 per cent. The importer thus has his goods shipped and invoiced separately, so as to save the duty, but this necessitates a deal of extra work on the importer and on the customs clerks. The writer saw a small invoice of fancy goods amounting to \$280 on which there was six different rates of duty to be charged, and the different items were all mixed up in a way that made a great deal of work.

Celluloid under the new rate pays 20 per cent., while the old was 35 per cent; hammocks pay 5 per cent. less; tennis racquets still pay 25 per cent as manufactures of wood, gut being free; mouth organs, after vigorous kicking by the importers, were classed under musical instruments instead of toys this ruling remains; lead pencils and slate pencils are down five per cent.; musical instruments remain the same; clocks are down from 35 to 25; fancy cases are now classed under "gold, silver and jewellery," at the same rate, 35 per cent.; dolls and wigs remain the same; picture and photo frames of any material are now in a special class and pay 30 per cent., while formerly they paid 35 per cent. as other fancy goods; house-furnishing hardware is advanced 2½ per cent.; combs and brushes remain the same.

An example of the beauty of specific duties can be seen in the case of strawboard. This has a specific duty of \$8 a ton. Some years ago it cost \$40, thus making a duty of 20 per cent; now it costs but \$25, and the duty is thus 32 per cent.

Marble paper still pays 35 per cent., although it cannot be made on this continent. It isn't made to any extent even in England, most of it being made in Belgium and Australia.

#### STAND SALES IN PHILADELPHIA.

THE Philadelphia correspondent of the Book and News Dealers gives the relative standing as to sales in that city of the various magazines as follows, with the *Cosmopolitan* as "par," or 100 per cent

<i>Cosmopolitan</i> .....	100
<i>Murray's</i> .....	75
<i>McClure's</i> .....	70
<i>Scribner's</i> .....	65
<i>Leisure</i> .....	60
<i>Review of Reviews</i> .....	55
<i>Century</i> .....	50
<i>Harper's</i> .....	45
<i>Pall Mall</i> .....	40
<i>Idler</i> .....	35
<i>North American Review</i> .....	30
<i>Atlanta</i> .....	25
<i>California</i> .....	20

The order of sales on the illustrated weeklies is quoted as follows. Harper's, Frank Leslie's, Illustrated American, Puck, Truth, Life, Judge, Vogue, Town Topics.

#### OPINIONS ON BOOK TARIFF.

WE have collected a number of opinions on the book tariff which will be found interesting and instructive reading.

The *Toronto Daily Mail* says: "The new book duty provides that literature, like pork, shall be taxed at so much a pound. The specific rate is six cents. This touch of originality cannot be said to have ornamented the tariff. It jars with generally accepted ideas of the fitness of things. An enlightened Lobengula might choose this way of taxing his people's reading matter, but a less primitive mode would suit us better. And the duty is as unfair as it is uncouth. In the first place, it is on the aggregate a very great advance on the former duty. But the burden of this advance falls altogether on the poorer class. Upon the books bought by people who collect libraries the duty will average just about what it was before, as among those costlier books some will be very light, some middle-weight, some heavy, and the total duty will be found to approximate closely to that formerly collected on the ad valorem basis. The increase, therefore, falls on the people who buy cheap books. The tonnage of such books brought into the country is many times that of the imported dear books. The duty on the cheap books will, therefore, be many times the duty on the dear books. Hence, the burden of the book tax will have to be borne by the people who can afford only cheap books, that is, by the poorer classes. This, it may be said, is not an unmixed evil, as it will tend to exclude a portion of that deluge of pernicious literature that is flooded into the country from the United States. But it will have the same tendency against the purest and most elevating literature that now finds its way into the family and the Sunday School in cheap editions from the British and American press. The cheapness of this class of books is an influence for the diffusion of culture, and it should not be meddled with."

W. J. Gage, in answer to inquiries, said: "The change of all classes of books to specific duty is the great cause of the trouble. We are prepared to approve of the specific duty on all cheap reprints of British authors. They may be doubled without injuring the trade if the idea is to force the printing of these reprints in Canada. But, when we come to consider the application of specific duties to the sale of all popular literature outside of the reprints referred to, it means an advance of about 100 per cent. on the old tariff. A 15 per cent. ad valorem duty will be found when applied to the sale of popular literature in cloth to be only half that now proposed. When I say popular literature I refer to books sold over the counter to the great mass of the people. For example, take the enormous quantity sold in the form of Sunday School library literature. Under the new specific duty this will pay at

least 30 to 33 per cent. duty, instead of 15. It is quite a common thing for a bookseller to give an order for 10,000 copies of such a book as the popular Pansy series. Six cents a pound on these books means an increase of fully 20 per cent. on the cost to the consumer.

"Take cheap novels. The reading public use largely the novels of Sir Walter Scott, Lytton and other authors published in London in cheap paper covers at 6d. The new tariff puts a duty on these of 46 per cent., or fully threetimes the old duty, certainly an enormous increase.

"Another serious increase is in holiday books. For the holiday trade the books of largest sale are the cheap picture books for children, costing from 10 to 25 cents each. The duty on these is 70 per cent. now, instead of 15, or nearly five fold of an increase. Of course there will be a corresponding advance to the public. With almost all the books I have spoken of the impost serves no protective purpose. The Canadian market is too limited to warrant the production here, say of holiday books, and they must still be imported.

"If you turn now to the class of expensive, copyrighted and finely-bound books you will find that the duty is vastly less than before. Take as an example a recent book by Goldwin Smith, published at a price that puts it beyond the reach of others than the rich. 'Essays on Questions of the Day,' just issued, paid a duty under the old tariff of 22 cents per copy, while now, admitted by weight, it would pay only 10½ cents, or less than one-half the old duty."

The *Toronto Empire* says: "An outcry is raised that this will increase the price of the cheaper class of books purchased by the poor, and it may at once be freely conceded that the effect will be an increase of duty on the cheap and trashy publications which are brought in in such quantities, though on each volume (and these books are purchased by the single volume) the increase will be so little that it will not materially affect the sale. But to offset this the cause of education is helped by bringing in free all books for university and college curriculums, and for mechanics' institutes, and by the great reduction there will be in the duty on the better class of books. The poor will be much more helped by letting the struggling student, or the poor man who has a taste for scientific knowledge (and the poor have that taste as well as the rich), get his or her books at the lowest possible price, than by encouraging the sale of books of a trashy character. Almost the only class of books on which an argument can be raised is those for Sunday school libraries, the duty on which will be increased, though not greatly. But on the other hand, Bibles, prayer books and hymn books are made free of duty, and most people will prefer to have these books cheap-

er, even if they have to pay a few cents more to read about those abnormal prodigies who, fortunately, generally die young."

A. S. Irving, President of the Toronto News Company, was asked the following question: Under the present arrangements will you abandon the bringing in of books in sheets and commence the bringing in of plates, and thus continue to issue your series of 50 cent. novels? He replied as follows: "We will continue to import the sheets so long as we can do so without loss. We prefer to print the books here from plates, but the market is so limited that it is practically out of the question with 90 per cent. of the books that we issue. Even with free plates we cannot afford to bring them in. This is based on our experience of 25 years. We have purchased more English copyrights of works of fiction than any other firm in Canada, and know exactly what can be done with them. If the new copyright act was enforced we have protection and could increase the number of books printed and published in Canada. But even free plates will be of no benefit to publishers unless they can afford to pay the royalty required by the publisher or author of the book. This royalty increases very materially the cost of the book, and is an element which people who do not thoroughly understand the situation too frequently overlook. The Canadian publisher of any book, Canadian or foreign, must pay a royalty on the books printed, even when plates only are imported. Books brought in in sheets do not have this increased tax, for obvious reasons."

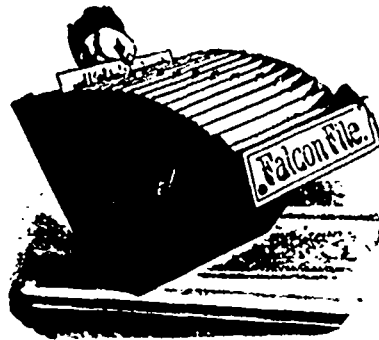
H. L. Thompson, Manager of the Copp, Clark Co., Ltd., spoke as follows: "I am convinced that the change in the tariff on books will be detrimental to retailers. The wholesale man finds little difficulty in adapting himself to changed conditions, and advancing his prices. With the retailer it is different. He sells his books at certain popular prices which customers know and expect; hence to advance on these is almost impossible. Moreover I can see that subscription books, now being admitted cheaper than before, will still further injure the retailer's trade. For myself I would be glad to see the duty of 15 per cent. retained on cloth books, and the six cents per pound placed on paper-bound books. This would help the publishers of cheap books, the printer, paper maker and bookbinder. But cloth books cannot possibly be made here, in the majority of cases, as only a few of a title can be sold. Yet even in the cases where books are published in Canada in cloth binding, free plates and 15 per cent. duty should be sufficient protection."

Mr. Rutter, of Warwick Bros. & Rutter, said: "From a manufacturer's stand point I am satisfied with the tariff with one exception, and that is subscription books. These can now be brought in bound and ready for sale at a lower rate than before, and this will tend to stop the growing prac-

tice of bringing in the plates and printing and binding these books in Canada. This must be remedied. There are about 25 outside firms selling subscription books in Canada, and the only benefit the country receives is from the board of the men who sell them while they are in the country. On the other hand there are several firms here who are trying to do business by having the books printed and bound in this country, and the change militates against them. But aside from this, it seems to me that the Government is changing the duties so as to make the enforcement of the Copyright Act a keystone to an arch that they have builded. This is the elevation of Canadian publishing to its proper status among Canadian industries. It seems to me that the announcement that the 12½ per cent. levied on English copyrights imported from any other country will not be collected after March, 1895, points strongly in the direction of the enforcement of the Canadian Copyright Act of 1890. You might also say that the duty on Tuck's goods, for which we are Canadian agents, has been slightly reduced, and that we intend to give our customers the full benefit."

THE "FALCON" FILE.

WARWICK Bros. & Rutter are selling a new file, which to all appearance has decided advantages over those hitherto in use, as it is more convenient and will stand considerable hardship. It is named the "Falcon" File, and its superiority consists of strong, gusseted



pockets in a solid wooden box, which opens automatically by releasing the lock, and rests on the back, enabling a person to use both hands when filing papers. The letter size, 10x12 inches, is large enough to hold 1,000 letters. This file will be found a very useful and desirable article.

MRS. WARD'S MARCELLA.

SOME one has spread a false report among the trade about this book coming out in a colonial edition for Longmans. Mr. Irving, of the Toronto News Co., informs us that it will be many months before this will occur, and hence dealers are quite safe in ordering the edition they are now selling at \$2. The first Canadian edition was exhausted within 48 hours, and a second supply has been arranged for.

LETTERS AND TELEGRAMS.

THE Minister of Finance is being deluged these days with telegrams and letters from booksellers, urging upon his attention the fact that a specific duty on books is objectionable.

On April 2nd a circular was issued to the trade signed by W. J. Gage, pointing out that a deputation would wait on the Minister of Finance on the 5th, and that every person interested should telegraph on Wednesday evening urging the repeal of the specific duty. The scheme was excellent. The deputation was to have consisted of W. J. Gage, Dr. Briggs and H. L. Thompson.

But, unfortunately, keen business rivalry leads men to alter their minds, and the deputation did not go to Ottawa. Mr. Thompson went there on general business, and perhaps took an opportunity to make his presence felt. But as for personal intercessions there have been none.

It is exceedingly lamentable that the trade is not able to shed its narrow-mindedness and unite for the general good.

A NEW PAPER COMPANY.

THE Napanee Paper Company failed, and the mills and other assets were offered for sale. As is usual with a big plant of this kind, the company changed complexion, took a new name and the old business. The Napanee Paper and Pulp Co. is now running the old mills at Napanee and Newburgh, and the Chemical Pulp Mills at Fenelon Falls. John R. Scott, the late manager of the old company, is manager of the new.

This new company will be a success if it will rehabilitate its mills, add new machinery, sell the old for old iron, and get a general hustling gait for its managers and directors. It only requires snap and push to make this business a success. Everything will be in running order about May first.

STANLEY J. WEYMAN.

THE Gentleman of France, the best historical novel written since the time of Sir Walter Scott, has for its author, Stanley J. Weyman. This writer has made a profound sensation and surpasses in power his "House of The Wolf." Mr. Weyman was born in Shropshire, England, passed through Oxford and was called to the bar in 1881. He is a wanderer and delights in travel and hunting. His stories have appeared in the Cornhill, the English Illustrated and the Leisure Hour, and two new ones are now running as serials in the Illustrated London News and the New York Sun. The first is "Under the Red Robe," the second "My Lady Rotha." Booksellers will learn more of them when they get into book form.

Mr. Weyman is a writer of wonderful descriptive and entertaining powers, and none of his works need be feared by Canadian booksellers.



## NEW INSOLVENCY ACT.

THERE has been introduced into the Canadian Senate a National Insolvency Bill, and as it is introduced by a cabinet minister and announced as a Government measure, its passage is an assured event. When this bill becomes law—and it will in about a month—the Thompson Government will have passed one of the greatest acts for the mercantile community which has been placed on the statute books for ten years. It will give an impetus to trade which can only be detrimental by being of too great a degree. Undue expansion of credit is the only thing to be feared.

Under the proposed Bill the trader can be forced to assign by any debtor with claim of \$250 or more, while any other class may assign voluntarily, but cannot be compelled.

A trader can be forced to assign if unable to pay his debts in full. If he makes any general conveyance or assignment of his property for the benefit of his creditors, or if being unable to meet his liabilities in full he makes any sale or conveyance of the whole of the main part of his stock in trade or assets, without the consent of the creditors or without satisfying their claims. Or if he permits any execution issued against him to remain unsatisfied till within four days of the time fixed by the sheriff or seizing officer for the sale thereof, or to remain unsatisfied for 15 days after such seizure. Or, if with intent to defeat, defraud or delay his creditors he allows his chattels, stock in trade, assets, land or property, or any portion thereof to be seized, levied on or taken under any process of execution.

The next clause of importance is 16, which reads: On the making of a receiving order no creditor shall hereafter have any remedy against the estate of the insolvent in respect of any debt, and no action shall be begun or instituted, nor shall any actions then pending against the insolvent be continued except with the leave of the court in which the same are instituted or pending. But except in this act otherwise provided nothing herein shall be construed to prevent a creditor having security for his debt or any part thereof from realizing on or otherwise dealing with such security or any part thereof in the same manner and to the same extent as if the receiving order had not been made.

Clause 17 provides that the Governor-in-council may appoint such persons as he thinks fit to be official receivers under this act for several districts, and may remove any person so appointed.

Clause 19 provides that the receiving order shall vest in the official receiver all the estate of the insolvent to be held by him until the liquidators are appointed, after which the liquidators hold the estate in trust for the benefit of the insolvent and his

creditors. (This prevents an assignee from gaining and keeping control of the estate to the detriment of other creditors.)

The official receiver must call a meeting of the creditors within 20 days from the date of insolvency. Creditors may appoint from one to five inspectors to superintend the work of the liquidator.

Compromises can be made, but a section provides that the deed of composition and discharge must be confirmed by the court before going into effect. It also provides for the hearing of objections thereto on the part of creditors.

At the expiration of a year from the date of insolvency the insolvent may give notice of his intention to apply to the court for a discharge without consent of his creditors, and the court may, in case the discharge is not opposed, on proof being made to its satisfaction that all the notices and formalities required by the act have been complied with, make an order for the discharge of the insolvent. Creditors can oppose this, and discharges obtained by fraud are void.

Present insolvents—since repeal of Insolvent Act of 1875—can obtain discharge, and many a man trading under his wife's name will gain his freedom.

## THE J. E. BRYANT CO.

IN the early part of 1889 with a nominal capital of \$50,000 and a paid up capital of \$17,000, the J. E. Bryant Co. was formed. In Sept. 1893, it bought Brough & Caswell's job printing plant for \$22,000. Buntin, Reid & Co. soon afterwards took two chattel mortgages for \$8,000 each, and afterwards received some more of the company's paper by Brough & Caswell's failure. Other claims were pressing, and the company assigned or went into liquidation. The assets were offered for sale but no bids were received. A second sale was made, and tenders were to have been received up to Tuesday, March 27th. The assets offered were:

No. 1 Printing department, machinery, plant and stock	\$24,039 52
No. 2 Binding department, machinery, plant and stock	4,922 03
No. 3 Book department, "stock"	1,550 72
Publishing department, cost of publications, advertising accounts, subscriptions, etc., connected with	
No. 4 The Live Stock Journal	14,827 76
No. 5 Canadian Practitioner	3,921 00
No. 6 Public School Agriculture	2,204 30
No. 7 Canada Law Journal	641 43
No. 8 Evangelical Churchman	2,411 13
No. 9 Interest in Goodwin Publishing Co. stock \$2,500, 15 per cent. paid	1,050 00
No. 10 Office Furniture and Fittings	731 00
	\$56,467 79

Mr. Clarkson, the assignee, informs us that the printing plant and the publications, as above, have been sold to A. H. Campbell, president British and Canadian Loan and Investment Co., who is supposed to be acting in the interests of the Evangelical Churchman. The price paid is \$8,138, and Mr. Campbell assumes the liens and chattel

mortgages, as follows: Van Allens & Boughton, \$2,875; W. J. Gage & Co., \$4,000; Campbell Printing Press Co., \$788.04; Miller & Richard, \$964.05; Buntin, Reid & Co., \$14,250.

The contributories are still liable for \$8,000, which, with the \$8,138 realized from the sale, will pay the general creditors some forty odd cents on the dollar. The Bank of Hamilton holds a claim for \$7,075, well secured, and the preferred claims amount to \$2,637.18. The W. J. Gage Co. holds \$3,632.34 in notes received from Brough & Caswell, and Buntin, Reid & Co. have a running account for \$3,128.01; both of these will receive about 40 per cent. on their claims. The other claims aggregate some \$6,000.

## INDIA RUBBER BALLS.

LAST December a rise in the price of india rubber balls caught the jobbers of these goods in Toronto, but, fortunately, not so very badly, as each one had orders placed to be shipped in November—with, perhaps, one exception. But even this exceptional firm got a shipment at the old price, and were saved.

Then these jobbers went to work and formed a combine to control the Canadian trade and sell the goods purchased at old prices at the new and advanced prices. This would net them double profit if it were successfully carried out.

But the retailer is a patient man. He scented the danger, and, as a rule, he held his order and watched. Careful watching developed some vulnerable points, and some dealers managed to get balls at old prices, much to the chagrin of the jobbers who stuck to the combination price. There is a leak somewhere, but nobody is, seemingly, able to locate it. The leak may possibly be more general than is supposed.

An English paper, speaking of the matter in that country, says: "The course of 'corners' nowadays, like that of true love, does not always run as smoothly as might be wished by the interested ones. It will be remembered that last year the ball manufacturers met in solemn conclave, and decided that the price of india rubber balls should be advanced about 50 per cent.; which resolution came into force last December. But, as usual, there was a leak in this ship, for the said conclave did not number all ball manufacturers in its ranks. So it came to pass that while this arbitrary proceeding in regard to children's playthings was being formulated, Mr. Gottschalk—who does not believe in corners—had made arrangements on a large scale for this season's balls at the old figures; and while resolutions were being formed not to sell below so-and-so, he 'came up with his little lot,' and planted them all over the country. The 'corner' is now waiting for orders at the advanced price."

## RESPONSE

Editor BOOKS AND NOTIONS:

SIR,—The article in the February number of BOOKS AND NOTIONS headed "A Lifeless Crew," should not be allowed to pass by the trade without a vigorous kick. BOOKS AND NOTIONS ought to have it impressed upon its mind that booksellers in Ontario are being dealt with in a very unfair way by both newspaper publishers and wholesale book, stationery and fancy goods houses in Toronto. Also that they are very much in need of a journal whose editor has enough interest in their success to induce him to expose the meanness of those people. There is no scarcity of instances which he could find out and expose through its columns, and keep the retailers posted, and induce them to work together against such unfair jobbers. I could give him a dozen reasons why retailers in Toronto are a "lifeless crew," but a recent occurrence will suffice to illustrate scores of similar instances being carried on all the time.

A Sunday school library committee called upon me a few days ago with a list of books they wished to procure, and on which they had already got prices from a well-known book concern in Toronto. I glanced at it and soon found out that I could not touch it, as they had given the committee the trade prices or lower, as Pansy books were quoted at 19c., terms, "pay when you get ready."

I received a postal card a few days previous to this visit of the committee from the traveler representing this book concern, saying he would call upon me in a few days with samples of miscellaneous books, bibles, prayer books, etc., urging me to reserve my orders for him.

Now Mr. BOOKS AND NOTIONS, why don't you take up this sort of thing and publish the names of such unprincipled concerns, and advise the trade to shun them. In this way you could do more to put some life into the lifeless crew than any man I know of.

FAIR PLAY.

Editor BOOKS AND NOTIONS:

SIR,—Your editorial in February BOOKS AND NOTIONS "A Lifeless Crew," seems to have been received by the trade with silence, but I would not like to say contempt. I was in hopes that some of the trade would have made some reply, but as none have done so I would like to say something for the defence. As long as the Toronto daily papers continue to charge the dealer \$6.26 per year (2c. per copy) they cannot expect that the newsdealer will take up any of their schemes very enthusiastically. No reasonable publisher would expect a newsdealer to order a lot of extra copies of a special (experimental edi-

tion) and help to boom it unless unsold copies are returnable. Let the publishers act fairly with the dealers and see if they do not get more replies to their postals. You refer to the Detroit Free Press as one of the progressive papers handled exclusively by "smart youths," but the reason of that was that the rates were made similar to those of the Toronto dailies, and no newsdealer could handle them at a profit. They cost the dealer 52c. per month and price to customers 60c. per month. No dealer cared to handle at that rate, and consequently they had to look to "smart youths" for their sales.

A DEALER.

### BOOK NOTES.

SOME remarkable books have appeared this month, and jobbers and publishers have been busier than for several months. The change in duties slackened business a little for about a week, but the market gradually recovered.

Rescued in Time is the title of a temperance story by A. C. Wilson, of Galt, now going through the press of the Methodist Book and Publishing House.

It is said that the W. J. Gage Co. took a large number of orders for cheap libraries, such as Hurst's and Lupton's, which they will be unable to fill at a profit under the new duty.

Stead's new book has had a wonderful sale, nearly 1,500 being sold in the first few days. Cooper & Co., 11 Front street west, have done the jobbing in this connection. The demand promises to keep up for another month at least. It is reported that some libel suits have been entered against author and publisher.

The books published by the Toronto News Co. during the month were: Katharine Lauderdale, by F. Marion Crawford; A Costly Freak, by Maxwell Grey; Countess Radna, by W. E. Norris; and 'Lisbeth, by Leslie Keith. The first and third were the best sellers.

The Dream of Columbus, a poem by Rev. R. Walter Wright, B.D., and issued in attractive paper covers by the Methodist Book and Publishing House, is the latest contribution—and an exceedingly clever one—to the poetic literature of Canada.

The Methodist Book and Publishing House have in press a volume of discourses and addresses of the late Rev. George Douglas, L.L.D., principal of the Wesleyan Theological College, Montreal. Dr. Douglas was the foremost pulpit orator of Canada—indeed it may be said, of the continent—and the Canadian public may expect much in the forthcoming memorial volume and not be disappointed.

Cooper & Co. report a good sale for The Anarchist, the new book by Col. Richard Henry Savage, and A Yellow Aster, by Iota,

a new English author. Both books have had a remarkable sale. Other new books will be found mentioned in their advertisement elsewhere in this issue.

The Methodist Book Room is doing some important publishing these days. Crockett's two books, The Stickit Minister and The Raiders will be issued on the 10th and 19th respectively, while on the 14th will be issued Pansy's new book, Wanted. These three books should have a wonderful sale. They have also issued a Canadian edition of that book that delighted our youthful days, The Hoosier Schoolmaster, by Edward Eggleston. It is in cloth at 90c. and paper at 50c. No live bookseller can keep up with his competitors and neglect to keep himself well informed concerning the books issued by this firm.

The Toronto News Co. have an immense list on for April. It will include: The King's Stockbroker, the sequel to Gunter's Princess of Paris; Outlaw and Lawmaker, by Mrs. Campbell-Praed; Trail of the Sword, by Gilbert Parker; Red Diamonds, by Justin McCarthy; A Beginner, by Rhoda Broughton; The Rubicon, by E. F. Benson, author of Dodo; Mr. Wayt's Wife's Sister, by Marion Harland; and Lottie's Wooing, by Darley Dale. This is perhaps the most magnificent April offering ever given the Canadian trade.

The Methodist Book Room have in course of preparation a volume by a Toronto author entitled A Veteran of '812. The veteran is Colonel Fitzgibbon, who led the famous Canadian band to victory at Beaver Dams, and who was one of the most brilliant officers of that famous three-years' struggle which made the names of Brock and Tecumseh among the most revered in Canadian annals. The writer is a female relation of his, and is a granddaughter of the famous Stricklands. The book contains a full account of Col. Fitzgibbon's life and gives a great deal of interesting Canadian history.

### TRADE PAPERS AS AN ADVERTISING MEDIUM.

SCORES of business men, when told that the circulation of a trade paper is 3,000 to 4,000, are inclined to ridicule its claim as an advertising medium, not knowing that a single edition of a trade paper, having a circulation of 1,000 copies, reaches more persons whom they wish to reach than the issue of a daily paper of 100,000 copies. Those who may be surprised at this statement, and imagine that the figures are incorrect, may easily convince themselves of their error by referring to the commercial agency reports. To reach the consumer of general merchandise the daily papers are a valuable medium; to reach those particularly interested in trade, the trade papers alone cover the field.—Journal of Building.

**ALEXANDER BUNTIN, ESQ.**

**A** CHANGE in the firm of Buntin, Reid & Co has resulted in Alexander Buntin acquiring the business, of which he is now sole proprietor and manager. Although not yet thirty years of age Mr. Buntin has control of one of the largest printers' and stationers' supply establishments in Canada, and has a quarter interest in the Valleyfield Paper Mills, which, with his mother's half interest, gives him virtual control. Both of these came to him through his father, who passed away last year after having been owner of the Valleyfield Paper Mills for about forty years and partner in the paper and stationery business of Buntin, Reid & Co., Toronto, for a long period. But while this property came mostly thus, Mr. Buntin is a young man whose business methods and aptitudes are such that it will multiply quickly in his hands. Like his father, he was trained on board ship, and like every sailor he knows the value and benefit of system. His ideas are clear cut, and, having ample courage to trust to his ideas, he is rapidly using them to make the business under his control feel all the benefits to be derived from the exact workings of a well-devised system.

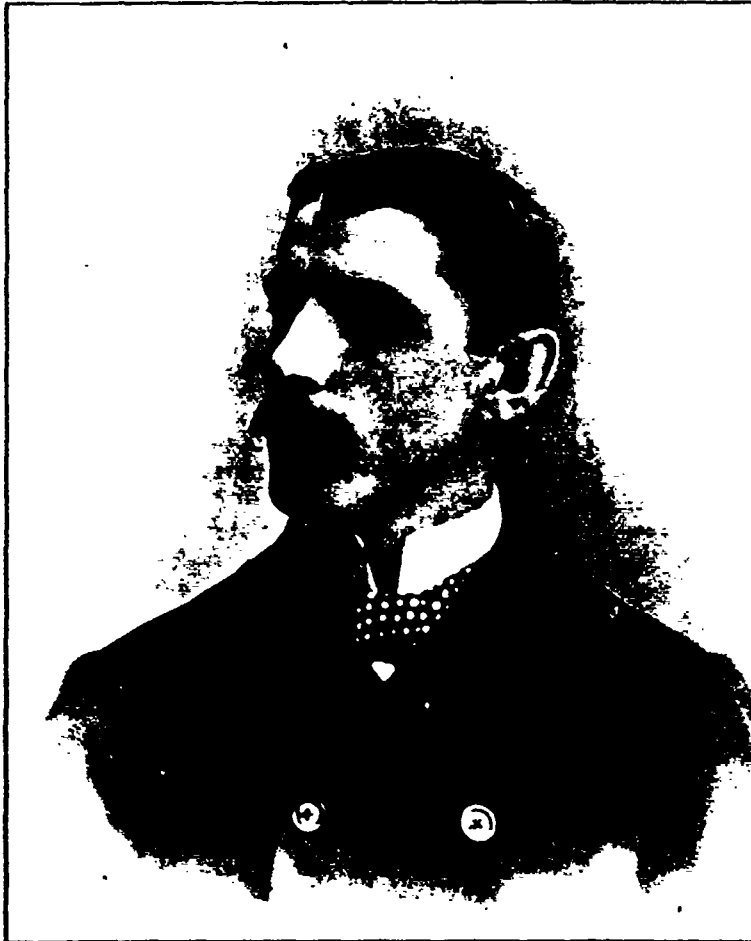
Mr. Buntin's varied career is somewhat out of the ordinary. Born in 1865 in Montreal, he went to Craigmount College in Edinburgh at eight years of age. In 1878 he returned to Canada and spent a year at Bishop's College, Lennoxville, and some time at Kingston Collegiate Institute. Then the sailor blood of his forefathers took him to Edinburgh in 1881, and into the naval classes. Soon afterwards he served two years as a midshipman, but left the theoretical business and went as a sailor before the mast on a vessel trading between Great Britain and Australia. In 1889 he retired with his second officer's certificate and a stern training which will stand him in good stead in the extensive business under his control. After spending a short time on a cattle ranch in the West to restore his health, he went to Valleyfield and commenced to learn paper making under George Lay.

Mr. Buntin succeeded to his father's share in the Buntin-Reid business in July, 1893, and on the first of March of the present year he bought out Mr. Reid's interest in the

business and has all now entirely under his own control.

Mr. Buntin has no brothers, but four sisters, all married. Personally he is a pleasant gentleman to meet, but his remarkable training has left its impressions upon him in such a way that to meet him is to have the feeling that one has met a man as strong and unflinching as the oaken decks on which he spent the early days of his manhood.

Since Mr. Buntin's advent in Toronto this unflinching adherence to what he believes to be just and proper has made him well known and much talked of. The restricting of cred-



Alexander Buntin, Esq.

its which has taken place in the printing and stationery trades has been due in considerable measure to him. His policy is to reduce his business to a thirty-day basis, and to have one price and one set of terms for all customers. He desires that all shall have equal and just treatment. Knowing that quick payments mean a more rapid turnover of capital, he sees in this method a means to enable him to sell on closer margins, and he is determined that such advantages shall be his and also the trade's to which he caters. With closer margins and shorter terms, the printing and stationery trades would be brought into an improved condition and one which would be less conducive to failures. Reckless giving of credit

creates a recklessness on the part of those to whom credit is given, and prices are slashed in every manner and direction, entailing great loss on both the honest and the dishonest dealer. This is not theory, but these statements are founded on the experiences of the past. The printing trade especially has already been much benefited by Mr. Buntin's strict enforcement of shorter credits.

**ONTARIO'S ASSIGNMENT ACT.**

**F**ROM time to time we have shown the various decisions on this act. It was passed to prevent unsatisfied judgments being satisfied after assignment, as the common law allowed. But the judges thought it ultra vires of the Ontario Legislature, because "bankruptcy and insolvency" were reserved to the Dominion. But the British Privy Council is supposed to know more about the Canadian constitution than Canadian judges, and they have recently decided that the act is intra vires.

The Toronto News puts it nicely when it says: "In every case of recent assignment where the estates had not been distributed the execution creditors have been knocked out. There is no more rushing to Osgoode Hall to get judgment against a business man when he shows signs of weakening, as was the custom formerly. The law as now established gives no preference to those who get judgment immediately before a man assigns.

"The custom that prevailed during the past year was one of inequality towards creditors. Those who happened to learn

first of the probable assignment got the legal machine in operation, and in a few hours had judgment at Osgoode Hall. If obtained before the assignment was made, the holder of the judgment would gobble all the estate and leave little or nothing for other creditors.

"A case in point is that of Thomas Robertson, brickmaker, of Carlton West, who assigned last December to G. M. Gardner. The Bank of Toronto got judgment just before for \$1,400, which covered the assets, and nothing could be done for the other creditors. Now the bank is knocked out, and will rank as an ordinary creditor."

## TRADE NOTICES.

**M**R. HUNTER, American representative for Alex. Pirie & Sons, Aberdeen, Scotland, was in Toronto recently, and called on BOOKS AND NOTIONS. He was pleased with the way the firm's papers were taking in Canada, and spoke of some new things now being introduced. A papetrie of high grade paper, containing 60 sheets of note paper and 50 envelopes is now offered for ladies' use. It may be had with Pond Alabaster, Claudian, Augustan or Livania note. Another specialty they are offering is a very high-grade, strong paper for bankers' and lawyers' correspondence. It is water marked "official 100 A1," and is in large post, in cream, and azure laid wove. It has the strength and feel of a hand made paper at a smaller cost. They are also pushing several other leading lines which have already found great acceptance with the Canadian trade. Pirie's papers are known by every user of the best that the market affords.

The Toronto News Co. are pushing baseballs at present. A metal novelty is "The Derby" hat rack, which is sold to retail for about 35 cents.

The Toronto Globe allows booksellers 2½c. commission on its Picturesque Canada series. The Empire 10 per cent. on its Art Series, and the Mail allows the trade nothing.

The travelers of the Methodist Book and Publishing House report business good, particularly in bibles (the International meeting with great favor among the trade), calendars, booklets, and Christmas cards.

The W. J. Gage Co., Ltd., report a steadily increasing demand for their envelopes, so that notwithstanding the prevailing cry of quiet business their envelope factory is pushed to its utmost capacity.

The line of jewelled cards shown by the Methodist Book Room, although a little high in price, are being eagerly taken up by the trade. They are a comparatively new departure in folding cards, and are likely to prove very popular at Christmas.

Warwick Bros. & Rutter received a carload of papers last week. A new line of blank books in Russia and canvas is now being prepared, and it is claimed surpass all competing lines. Printers' papers have been restocked during the month.

Buntin, Reid & Co's advertisement in this issue are worthy of notice. This firm is showing some new and striking novelties in papers and stationery. New lines are being continually added. The envelope factory has been reorganized and a new price list issued.

In the face of the reports of "hard times" from the Northwest, Mr. Allen, who has been through to the Coast representing the Methodist Book Room, is having a most satisfactory trade, especially in bibles. The shrewd Westerners find the new International

quite irresistible. Either times are not so bad as reported, or the book trade, judging by the orders placed, anticipate the approach of a change for the better.

The new designs in Marcus Ward's and Hawkins' calendars are finding ready sale. All the Year, Motto, Onward Way, and Faithful Promises, in greatly improved styles, are in greater demand than ever before. Calendars have evidently come to stay.

Buntin, Reid & Co., have a special advertisement in this issue explaining their new lines of patent blackboards, corduroy erasers, rubber-tipped pointers, etc. They are going into stationers' supplies more thoroughly and dealers would do well to make a mental note of the fact.

H. A. Nelson & Sons report trade to be picking up in sporting goods. The tennis, cricket, baseball, and croquet trade is particularly good. Genuine Arrowwanna hammocks, also cotton hammocks, are in big demand this season. Iron wheel wagons, chiefly the low grade lines, are having a large sale.

Books and Authors is the title of a literary monthly published in an octavo form of sixteen pages by the Fleming H. Revell Co., at New York, Chicago and Toronto. It is a very neatly printed serial devoted to condensed notices of the prominent works of today. The front page of each issue will contain a portrait and biography of some well-known writer.

H. A. Nelson & Sons are making a big drive in decoration goods, particularly suitable for the 24th May. They anticipate a good trade in these lines, and have accordingly laid in a good stock. Novelties in paper lanterns are very good; they show them in moths, vases, jugs, pagodas, and several other varieties.

The trade generally are finding an increased demand for writing tablets, indeed they seem to be largely taking the place of note paper. To meet this growing demand the W. J. Gage Co., Ltd., have largely added to their already strong line of these goods, and are showing some very choice cover designs. This coupled with the fact that they use in their better goods standard lines of paper should make the line exceedingly popular.

J. J. Wilson, of Fort Erie, writes: It is evident that harmony does not exist between the business office and the editorial sanctum of the Buffalo Express. The business manager is endeavoring to cultivate friendly relations with and build up a constituency for his paper among the people of Ontario. This laudable undertaking is being frustrated by the unknown quantity in the editorial chair by nasty slurs, mean insinuations and barefaced lies about Canadians. Barring this feature in its editorial columns, the Express is a good newspaper, and otherwise worthy

of the support of such of our people as may desire to take an American paper, but, unless the sanctum can be brought into line with the manager's office in this regard, Canadians would do well to transfer their patronage to a sheet which accords them decent treatment.

The Canada Paper Co. have a large shipment of memorial cards of superb patterns and exquisite finish. In wedding stationery they have some specially fine notepaper in chamois and kid finish. It is put up in cabinets of fifties with inside and outside envelopes. A new line now being manufactured by them is a chromo-lithograph paper, which they confidently expect will displace imported papers of this class. It has the special features of building up thick for its weight and being a superior ink-absorber. Like this company's other papers, its working qualities are unexcelled by any other make in the market.

The Brown Bros. closed their business year on March 1st and report results to be better than expectations. A trying year was safely passed. Since that date they have been receiving some heavy importations of paper and stationers' supplies. They are now making the Alpha file—one of the best box files on the market—in superior style and finish at a slightly reduced price. They are jobbing the Falcon file, a similar file with some new features. The Acme wire letter tray of two or four stories is a new idea in office conveniences. The Spencerian cork penholder, an anti-cramp style, has found popular favor. Chase's mucilage holder is also shown. It is a patent arrangement with a rubber bulb.

The leading spring novelty in the line of fancy glassware is a fancy flower holder. Whether the dealer wants high or low priced goods, he can procure them among the range shown by Nerlich & Co. In a cheap grade they have some astonishingly taking lines with raised flowers, delicate colorings, blended shades and delicate shapes. Every spring the lady of the household wants something new in which to place the bouquets which she delights to gather and place on her table or dresser. Nerlich & Co. have some seventy-five different shapes in glass holders. They are showing a range of dolls for import at close prices. Some beautiful patterns in cups, saucers and plates are shown, and the delicate colorings give a rich appearance to the really low priced goods. Bread and butter plates, fruit plates, dessert plates, berry sets, etc., are all displayed. Fancy teapots are a taking line at present. A new line of case pipes are to hand and are selling well, as are their lines of walking sticks.

Cooper & Co., 11 Front west, report an active trade in Middleton Paper Fasteners. Nearly all the wholesale houses handle these goods, and they have now become a staple article. Their superiority over fasteners which perforate the paper is apparent.

## BOOK REVIEWS.

**TWO BITES AT A CHERRY**, with other tales, by Thomas Bailey Aldrich. Shilling Series of American Authors. David Douglas, Edinburgh. Copp, Clark Co., Ltd., Toronto.

This is a splendid volume of short stories in an exceedingly taking series, including volumes by W. D. Howells, O. W. Holmes, John Burroughs, G. W. Cable, Frank R. Stockton, William Winter, George Parsons Lathrop, and several others. The books are very small, with a neatly designed cover, readable letterpress, and printed on excellent paper. "Two Bites at a Cherry" is a dainty tale of two Americans in Naples. Old lovers, of whom one had married, meet by accident, and the second proposal is made, only to meet with a second but more startling refusal. Its daintiness is more in its language and thought than in the conception of the plot.

**IF CHRIST CAME TO CHICAGO**, by William T. Stead. Paper, 50c.; cloth, \$1.00. Chicago: Laird & Lee; Toronto: Cooper & Co.

This book will sell for the simple reason that the author is an English eccentricity. This paragraph from an American paper expresses "ours, too":

An impartial review of Mr. Stead's book on Chicago leads to the conclusion that he has writ himself down an *ave. Boston Herald*. Which, interpreted, means that the good public will pay him much tribute. English clowns, both on and off the stage, draw immense revenue from this country. While a man's emotions can be played upon, his pocket can be emptied.

This man Stead went to Chicago, picked up E. S. Brown, the "King of Bums," and under the latter's leadership visited the slums of Chicago. The guide is now in the Bridewell, and has been suffering from delirium tremens. But Mr. Stead did the city in true reportorial style, and has written a most spicy book. Its only excuse must be that people in Chicago ought to be informed of the wickedness of that city. But this was not Mr. Stead's excuse, nor is it a justification of his book. The Chicago people know their own wickedness, and Mr. Stead's revelations will not reform the city. Nor did he expect they would. He wrote the book to make money, not to do good. His indifference to any person's good except his own is quite evident; in fact, was well-known before this book appeared. He is a crank, a brainy crank, who is making money, a name and a reputation. But he is becoming notorious rather than famous.

**RATIONAL MEMORY TRAINING**, by B. F. Austin, A.M., P.D., Principal of Alma Ladies' College, St Thomas. Published by the Journal, St Thomas, Ont.

This is a neat little book of 124 pages on memory, its practical value, its phenomenal powers, its physiological basis, the laws which govern it, the nature of attention, association and arrangement of ideas, the

causes of defective memory, etc. This book in its popular form should be found useful to the general public, and its style is such that everybody and anybody can understand and appreciate it. Mr. Austin also shows himself a thorough master of his subject.

**A PRINCESS OF THE STAGE**, from the German of Nataly Von Eschstruth. Author of "A Priestess of Comedy" and "Countess Dynar"; illustrated by James Fagan. Price, \$1.25; paper, 50 cents. Robert Bonner's Sons.

In this story the author gives us both tragedy and comedy. The romantic love affair of the Chamberlain of the Czar excites the most thrilling interest, involving as it does such tragic consequences. There is a delightfully amusing side to the story in the love affair of Lena's sister, and that of her hoydenish, noisy little country cousin and a young dandy. The character of the prince is exceedingly well drawn, and the transformation of the hoyden into a refined and elegant young lady is most charming. Nothing that has been published from the pen of the Baroness Von Eschstruth is better than this story.

**A LOVER FROM ACROSS THE SEA**, from the German of E. Werner. Cloth, \$1; paper, 50 cents. Robert Bonner's Sons.

E. Werner is the author of more popular novels than any other German writer. She has set the key for a good many of her sisters, who have made the German domestic love story one of the most agreeable and familiar to American readers. "A Lover from Across the Sea" is a fresh story, never before translated; it is one of the author's shorter novels, and the volume is enlarged by the addition of another new story by E. Werner, entitled "In the Hands of the Enemy," of the same general character and equally interesting.

**THE BIRDS OF ONTARIO**, with a description of their nests and eggs and instructions for collecting, by Thomas McIlwraith. Second edition, enlarged and revised to date. Illustrated; cloth, \$2. Wm. Briggs, Toronto.

Some years ago there was published, under the auspices of the Hamilton Literary and Scientific Association, a book on the "Birds of Ontario," by Mr. McIlwraith, of that city. The book was very unpretentiously gotten up, and we believe there was no attempt made to push its sale. But it was soon recognised as the work of a master, and became at once an accepted authority. Moreover, besides its interest to those who might have an inborn desire to know as much as they could of the ornithology of their native country, it possessed a fascination for the ordinary reader, inspired by its author's ingenuous love of nature, which was manifest on every page. The book has

been for some years out of print, and copies could be found only in the libraries of those whose tastes were similar to those of Mr. McIlwraith himself. Now, encouraged by the reception accorded to the first edition, the Methodist Book and Publishing House, of Toronto, have brought out a second. This new edition has been carefully revised and enlarged, and presents a concise account of every species of bird known to have been found in Ontario (316 in all), with a description of their nests and eggs. Mr. McIlwraith has added to the new book "instructions for collecting birds and preparing and preserving skins," also "directions how to form a collection of eggs." The publishers embellished the volume with numerous illustrations, distributed over some 420 pages of letterpress. This is a book not only for the shelf of the Public Library and for the student in this particular branch of science, but the attractive way in which the author presents the habits and peculiarities of his feathered friends makes it a book that will be enjoyed by every reader.

Mr. McIlwraith deserves the gratitude of the public for presenting in so attractive style the mass of information gathered in the course of many years' study of the bird-life of this province.

This book will be of the greatest value to the farmer by reason of the care the author has exercised in pointing out which of the birds may be regarded as friends and which as enemies. Many of the birds of prey which have been ruthlessly killed off have been found to be really doing a vast amount of good in the destruction of the innumerable field mice and other small mammals, which form the principal part of their food, for these are the greatest pests with which the farmer has to contend. Others, it is found, have been making themselves useful by devouring the locusts and grasshoppers, which are often a serious scourge in some parts of the country. Of twenty-eight different species of hawks and owls found in Ontario, considered in their relation to agriculture, eighteen have been found to be either wholly or chiefly beneficial, four with good and bad qualities about balanced, and only six positively harmful. A careful reading of this book will well repay those devoted to agricultural pursuits. It should be in the library of every intelligent farmer.

**A YELLOW ASTER**, by Iota. Serge's Railway Library. Paper, 25 cents. Cooper & Co., 11 Front West, Toronto.

A yellow aster and a blue chrysanthemum may be produced by science, but nature has not created them. Gwen Waring was as much of an oddity as a yellow aster. The daughter of parents who devoted themselves wholly to science and allowed their children to grow up without a parent's love, she comes to womanhood with a heart of steel and a nature without faith in mankind or God. She is in the world, but is without compan-

ions. She marries as an experiment—it is a failure, but at last motherhood works a change. This leading character is strikingly original, and the author has treated her in a unique and refreshing manner. The book is bold and daring, alike in conception and treatment.

**THE BEST PLAYS OF PHILIP MASSINGER.** (Two volumes.) The Mermaid Series, Nos. 4 and 5, with etched frontispieces; decorated cloth, 90c. per volume. London: T. Fisher Unwin; Toronto: The Copp, Clark Co., Ltd.

Philip Massinger, contemporary of Shakespeare, was one of the great dramatists of that day. He wrote eighteen plays, ten of which are contained in this collection. One of his plays, "A New Way to Pay Old Debts," is even now brought upon the stage. A calm and dignified style, with little passionate fire, characterizes the pen of Massinger.

**THE KING OF SCHNORRERS: Grotesques and Fantasies.** By I. Zangwill. Cloth, \$1.50. New York: MacMillan & Co.; Toronto: The Copp, Clark Co., Ltd.

A Schnorrer is a Jewish beggar, who is as unique among beggars as Israel among nations. The scene is laid at the close of the eighteenth century, the most picturesque period of Anglo-Jewish history. Of the shorter stories that make up the volume some are pathetic, such as "Flutter-Duck," and some comic, such as "Mated by a Waiter"—taken as a whole Mr. Zangwill has produced a unique volume of stories, though they vary greatly in merit.

**THIERS, by Paul De Remusat.** The Great French Writers' Series. Cloth, \$1.25. London: T. Fisher Unwin; Toronto: The Copp, Clark Co., Ltd.

Louis Adolphe Thiers was the historian of the Revolution and of the Empire. He was also a great orator—his speeches have been published in 15 volumes. Born at Marseilles in 1797, the history of his life is the history of France for more than 60 years. Thiers not only wrote the history of France; he also made it. Mons. de Remusat has given us a very interesting and readable life of this great statesman and man of letters. The translator is Melville B. Anderson.

**MORE ABOUT WILD NATURE, by Eliza Brightwin.** Cloth, \$1.25. London: T. Fisher Unwin; Toronto: The Copp, Clark Co., Ltd.

Like its predecessor, "Wild Nature Won by Kindness," this book of Mrs. Brightwin's has met with a kind reception. It tells of her indoor pets—birds, foxes, squirrels. It also tells how to record impressions of what one sees in nature, and treats of home recreations in natural history, such as home museums, studying insects, etc. No better

books could be placed in the hands of young people to teach them a love of "animated nature."

**A GENTLEMAN OF FRANCE; being the memoirs of Gaston de Bonne, Sieur de Marsac, by Stanley J. Weyman.** Paper, 75c.; cloth, \$1.25. Toronto: The Copp, Clark Co., Ltd.

The hero of this historical romance is no conventional stripling, but a knight of forty, grizzled and cautious, ready and skilful with the sword, with wits but ordinary, and ever honorably preferring discretion as the better part of valor. The book is full of sensation, and is a vivid picture of the time. Assassinations in the dark places of Blois, glimpses of Popish plots, gallant combats with the sword, momentous incidents in the siege of Paris, keep up a continual interest. Henry of Navarre, the Vicomte de Turenne, and Louis of France again become living men by means of the pen of Mr. Weyman. The love interest of the story centres around the beautiful and sprightly Mademoiselle de la Vire, whom Gaston de Bonne finally marries after having overcome what appeared to be insurmountable difficulties.

**THE WORLD'S PARLIAMENT OF RELIGIONS, by Dr. John Henry Barrows.** Two volumes, 812 pages each. English silk cloth, stamped in gold, plain edges, \$5; American morocco, stamped in gold, marbled edges, \$7.50; full genuine Turkey morocco, gold border, gilt edges, \$10. Hunter, Rose & Co., Toronto.

This is a wonderfully interesting story of the inception, progress and ultimate success of the work, including extracts from personal letters to Dr. Barrows, with views of prominent men. The chapters are filled with the interesting incidents which occurred from day to day, sketches of prominent actors, dramatic scenes, etc., etc. They give in full the notable utterances of welcome, fellowship and response of the great day of opening and those of congratulation and parting on the ever memorable evening of the final day, the purpose being, by this descriptive work, to place the reader as far as possible in the position of an attendant on the daily sessions. All the more important addresses presented in the Parliament—Catholic, Protestant, Denominational, Hindu, Buddhist, Chinese, Parsee, Japanese, Mohammedan, are given verbatim exactly as they were presented, without any touch, by introduction, annotation, or otherwise, of interference with the full and absolute freedom which was the basis of the Parliament. Men of unique interests and masters of many faiths, from the ends of the earth, poured into the Parliament a wealth of aspiration argument, experience, learning, thought and worship wholly unexampled in the previous history of our race; and to give this unin-

terrupted and uncolored, with truthful exactness, to readers wherever books are known, and as long as books shall last, is a duty too obvious to question.

**MILESTONE MOODS AND MEMORIES, being poems and songs by Donald McCaig, author of Reply to John Stuart Mill on the Subjection of Women.** Toronto: Hunter, Rose & Co.

This little volume of verse shows the various degrees of power at the different stages in the life of this Canadian poet. Some of them are weak, yet such weakness as we can bear with, knowing that they were the author's stepping stones—or milestones, he calls them—to something higher. "The Old Sugar-Camp" and "Another Old Apple Tree" are particularly Canadian. "My Island Home" and "Moods of Burns" (a prize poem) are distinctly the creations of a man who has felt strong leanings towards Great Britain, the land of his forefathers. But after all it is the pines and maples of Canada which have the most of his affection. It is apparent in his introduction where he says: "All I have ever hoped for in my most sanguine moments has been that when Canada has outgrown her novitiate, when she has a literature of her own, and a standing among the nations of the earth, I might be recognised as one who had, long ago, seen some beauty in nature, some grandeur in country and home, some greatness in God, and something of heaven in the face of woman, and had, in some sort worth remembering, recorded his convictions." His opening poem, "In Memoriam," is the most powerful in passion and most finished in style. Listen to a verso of it:

Ah me! we cannot stem the tide of age,  
That silent steals in darkness of the night,  
Nor pluck one vain regret from memory's page,  
Nor change life's written record, dark or bright,  
The hills may melt, the mountains may not be,  
The world of waters over empires roll,  
And hamlets deck the valleys of the sea;  
But what shall change the deeply written scroll  
Of three score years' imprinted on the soul?

#### BUSINESS CHANGES.

The trustees of the estate of J. & A. McMillan, booksellers, St. John, N.B., have an advertisement in this issue worthy of notice.

S. T. Tilley & Sons, stationery and books, Vancouver, B.C., have sold out to Clark & Stewart.

Robt McKay, wall paper, Vancouver, B.C., has sold out to McKay Bros.

M. L. Harrison, books and stationery, St. John, N.B., has assigned.

L. A. Choquette & Co., books and stationery, St. Hyacinthe, Que., have been asked to assign.

A. T. Crook, stationer, Kalso, B.C., has been burnt out.

John Reid, son of J. Y. Reid and late of the firm of Buntin, Reid & Co., has been appointed teller of the Toronto General Trust Co.



**WALL PAPER DUTIES.**

**S**PECIFIC duties on wall paper have been removed, and although we are, on principle, opposed to specific duties, we doubt the wisdom in this case. No doubt it was proper and inevitable that duties should be reduced, but to reduce them to a strictly ad valorem basis was hardly expected.

The New York combine has been cutting prices below production cost for the purpose of killing off the jobbers and manufacturers who would not enter the trust. They have a surplus of three million dollars, and from that will pay profits for this year. With such disheartening circumstances to contend with, it was small wonder that the Canadian manufacturers expected more liberal treatment than they received.

For example Canadian brown blanks sell for 5 cents per roll at the factory of which the paper cost say 3 cents, leaving 2 cents for printing, coloring, selling, investments, etc. Now take the American price. One hundred rolls of brown blanks are sold there this season, and freight paid to Buffalo at \$3 per hundred rolls, less 20 and 10 per cent. discount, or \$2.16 net. Now the paper costs them at least \$2, taking off cash discounts, etc., per 100 lbs., and as 100 rolls weigh 75 lbs., the cost of the raw paper in 100 rolls is \$1.50. This leaves them 66 cents per hundred rolls for printing, rolling, packing, shipping, selling, investment and also the freight from say New York to Buffalo. That is they print and handle 100 rolls for about one-fourth what the Canadian manufacturer receives.

This shows that either the Canadian manufacturer is getting rich or the American manufacturer is losing money. We are convinced that it is the latter and for the reasons stated at the opening of this article. The combine is bound to crush out all opposition and is selling below cost to do so. Hence the tariff might reasonably have been expected to prevent this slaughtering business in Canada. Moreover Canadian manufacturers have never got very rich even under high protection.

The matter which follows was supplied to our Montreal correspondent by a well-known wall paper maker there, and represents the stand the deputation which went to Ottawa took with the Government.

It is the copy of a letter sent to a member of Parliament, and is as follows:

"You will recollect that in 1890 when Sir Charles Tupper was Minister of Finance and Hon. Mackenzie Bowell was Minister of Customs, the Government was good enough to change the wall paper duty from ad valorem to specific in order to protect us from the extreme competition in the United States.

"That competition has been so great that about one-fourth of the factories have been

closed up. Last year 26 of the manufacturers formed a 'trust' with thirty millions capital, and the expectation was that they would be able to bring the prices up to their normal value, but as three large houses remained out of the trust they are selling at much lower prices than ever before with the view of squeezing the outsiders into the trust.

"Unfortunately for us a good deal of opposition has been expressed in the papers against specific duties, and the Government, to please the clamor, propose to reduce our duties to 30 per cent. ad valorem.

"No doubt if the Americans were selling their goods at the proper price 35 per cent. would be ample, but in the present state of extreme competition in New York, even our specific duties have been found insufficient to protect us as we have lost money for three successive years, which I proposed to prove to the ministers by our books.

"Thirty-five per cent. duty on wall paper does not give 35 per cent. protection on wall paper manufactures, as the paper maker and color maker take 25 per cent. of that protection before the paper and color reach us, and we have 30 per cent. duty to pay on our rollers which we have to import.

"We have also got the difficulty to contend with of having only a market of five million people to cater for, whereas the American manufacturer has sixty-five million people and no duty to pay on his rollers nor his raw material in the shape of paper, color, etc.

"In conversation with Hon. Clarke Wallace, he mentioned that he had seen an invoice where the duty came to more than the paper itself, but that to our mind only proves that the paper is sold very much under its value. We showed the Minister a variety of English goods on which the late duties were less than 30 per cent.

"The specific duties were formed to meet the crisis in the United States, which at the present moment is more intense than it ever was before, the trust offering the trade 20 per cent. discount, provided the customers will not buy from houses outside the trust.

"Under these circumstances, and the fact of our having lost money even with the specific duties, we think they should not be altered until the crisis they were formed to meet has passed over.

"All the manufacturers think they might possibly keep running with a specific duty of 1 1/2 c. per roll and 25 per cent. ad valorem.

"We hope you will be kind enough to use your influence in having the duty arranged for our protection as high as possible, so that we may not be compelled to close down, as that will throw 65 employees and 7 commercial travelers in each of the three factories out of work, besides reducing the manufacture of paper in the paper mills about 1,600 tons a year."

**SPECIAL MONTREAL NEWS.**

**T**HE present month has been a fairly satisfactory one in the book trade. Wholesalers in fancy goods also have wound up their trips for the spring season and state that the aggregate volume of trade was fairly satisfactory. They have not commenced to consider new goods yet, but some of the manufacturers have got their new season's samples ready and show some really handsome designs.

Fishing tackle has been going very well, but the really new lines will not be offering until the month of June.

R. Hy. Holland have been showing an extensive assortment of toilet requisites. A line of solid-back hair brushes at moderate cost has been one of their features.

The Sabiston Lithographic Company have been doing a big business in canned goods labels. They have also gone into the business of supplying canners with the oiled paper for lining their cans, and report a satisfactory trade in it.

P. Kelly, the newsdealer on St. Antoine street, is in constant communication with Jim Thornton, the song writer. That gentleman has gone into business for himself as a publisher of the songs he writes. The latest that they are offering the trade is "For the Sake of Old Times."

Some houses note a big demand for hammocks this spring. The Palmer hammock with the cushion attachment is, as usual, having a big run. One house is also getting in this month one of the largest lines of baskets ever received, comprising all varieties of shopping, sewing, market baskets, etc., etc.

F. Lally, the well-known employer and manufacturer of lacrosse sticks, was in town last week. He has given the handling of the well-known sticks that he manufactures into the hands solely of H. A. Nelson & Sons and Porter, Tesky & Co. These two firms will deal with the retailers throughout the country.

J. C. Wilson state that their spring orders from Newfoundland, etc., in anticipation of the opening of navigation, are fully up to those of last year. The new alterations to their mills at Lachute are now completed, and they are working on full time, turning out 15 tons of paper daily in manilla, brown wrapping, red express and hardware papers.

The Reinhart Mfg. Co. are going extensively into celluloid goods this season and will show to the trade a line of over 100 different designs in this connection. Among their new samples notable goods in celluloid are those with classical designs brought out on the top, also an extensive list of goods adorned with transparent pictures. This latter is a decided novelty and entirely new to the trade in Canada in lines of celluloid. They offer in these toilet boxes, papeteries, collar boxes, etc., a very full list indeed. An

We have  
handsome specialties  
in—

# Cover Papers

## Stationers' Supplies

A full line of Stationers' Novelties always  
in stock, School Supplies in Blackboards,  
Pointers, Erasers, Crayons, Slaters . . . . .  
Scribbling Books and all requisites of the  
School Room . . . . .

This is a sample of our  
Pigskin Cover

New and attractive

Send for samples and prices



## Printers' Supplies

Printers can get everything in their lines  
from us. We have a considerable stock of  
Printers' plant on hand, for sale at auction  
prices, correspond with us before buying  
plant elsewhere . . . . .

# Paper and Envelope Manufacturers

Mills: . . .

Valleyfield, P.Q.

Office and Envelope Factory:

29 Wellington Street West, Toronto



# Wall Paper

We have at present a very large stock of

**Brown Blanks**      **Plain Gilts**  
**White Blanks**      **Embossed Gilts**  
**Silks**                      **Figured Ingrains**

All with Borders or Friezes to match.

Also **Plain Ingrains with Flitter Friezes**

If you think that you are likely to be short in any of the above grades do not delay in writing for samples, as the best sellers invariably run out before spring trade has well commenced.

## John C. Watson & Co.

Awarded a Medal at the Chicago Exhibition  
in open competition with the world.

— MONTREAL.

# NERLICH & CO.

... Toronto

Just received for the **SPRING TRADE**

**Glass**                      75 DIFFERENT  
SHAPES and STYLES

**Flower**

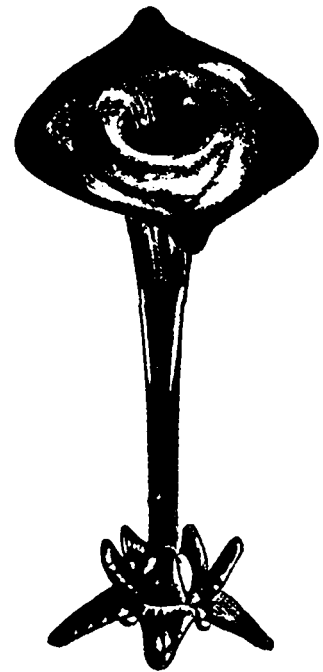
**HOLDERS**

TO RETAIL  
AT 25 and 50c.

New Combinations of Colors.

Latest Novelties

Quick Sellers



Do not delay writing for samples as the season for these goods is just opening.

advantage with these goods is that they can be washed off and then are as good as new. This fact alone should make them good sellers.

The matter of the estate of Robert Miller & Co., wholesale stationers, is still in abeyance. The firm have made four offers 32½c. cash, 35½c. cash and half time, 37½c. in 8 and 12 months, and 40c. in 6, 9, 12 and 15 months. It is understood that 90 per cent. of the Montreal creditors have accepted the offer of 32½c. cash, and that a representative of the firm has gone to England to interview the English creditors. The general belief is that the offer will be accepted.

The Reinhart Manufacturing Co. are moving on the 1st of May to new premises at 767 Craig street. It has been a complaint with the jewelry trade that celluloid cases could not be turned out solid, that is without a metal covering to the joints. This company have solved the problem, and are offering the trade a line of goods in silverware cases, etc., in which not a joint is visible. They and another firm in the United States are the only people who have got this secret.

The change in the tariff on books to a specific duty of 6c. per lb. from 15 per cent. ad valorem is naturally causing more or less talk in the trade here. The only ones who oppose the change here are a few traders who deal in low priced goods. These contend that the tariff is going to interfere with the poor man's reading. It is pointed out in opposition to this that plates can be brought in free and the Canadian publisher will supply the trade with all the cheap books they want. That is, he will buy his set of duplicate plates in New York, bring them in duty free, and be able to regulate his edition to suit himself. For this reason alone the majority of the trade are in favor of it. Under the old tariff the Canadian publisher had to pay a duty on his plates. Besides, booksellers like W. Foster Brown and others of that class contend that the difference on the paper-backed novel involved under the duty, say the book which now retails between 40 and 50c., will only be one cent. All in all, outside of a few disgruntled ones, every person in the trade here have nothing but praise for the new tariff in respect to books.

#### ENTERPRISE REWARDED.

COMMENCING at once, the Fleming H. Revell Co. will entirely remodel their premises at the corner of Yonge and Temperance streets, making perhaps the handsomest bookstore in Canada. It will have a frontage of 27 feet as at present, but will extend back a further distance of 20 feet, making the store room 27 x 106 feet. All that is latest and best in store fittings will be used, and occupying as it does one of Toronto's most convenient and prominent business corners, should be deserving of a largely in-

creased patronage. The jobbing trade will receive every attention; commodious and convenient sample rooms will display the lines offered by this house.

Mr. Revell is now in Europe making further desirable arrangements and connections for his Canadian business, and dealers will have every reason for congratulation if they will make some provision in their estimates of requirements for a fair proportion of goods offered exclusively by this enterprising house.

Travelers will shortly be en route throughout Canada with a full line of samples, and those already on view indicate a line of great strength and rarity.

George H. Doran, of this company, has returned to Toronto after his usual spring trip in the Western States. While trade there is confining itself to staples and actual necessities, the prospects are very good for a revival in all lines as soon as definite tariff legislation be enacted. Mr. Doran will remain in Canada for some time, and take a few trips out to important centres and call on the leading retailers. Booklets, calendars, bibles, and miscellaneous books will be shown in great variety.

#### A BRIGHT LITTLE GIRL'S INVENTION.

WHEREVER little girls are found, there also is the doll, constructed out of various materials, and shaped as fantastically or as gracefully as local circumstances permit.



Dressing and undressing these dolls becomes an absorbing employment, and helps to develop habits and tastes which become useful in after life. This fact seems to have presented itself to the Raphael Tuck & Sons Co., Ltd., as they have this season gotten out a new and pleasing thing called "Our Pet's Dressing Series," which bids fair to be the best line of goods ever produced by this enterprising and eminently successful house.

It consists of a series of six boxes, each containing a cardboard doll with easel back and three hats and three gowns, piquant in style and charming in color. The paper garments may be put on the dolls in a few moments and changes of dress effected in

such a ready way as to greatly interest the young misses who possess them. The idea

is certainly very clever and is said to have been the invention of a bright little girl.

The series consists of "My Lady Betty and Her Gown," No. 1 A and No. 1 B; "Winsome Winnie and Her Wardrobe," Nos. 1 A and 1 B; and "Dolly De-



light and Her Dresses," Nos. 1 A and 1 B, so that in the line there are six dolls with eighteen styles of dress, which are so elegant that they will suggest garments for the happy owners of the dolls.

The boxes have hinged covers on which are pictures of the little ladies represented and the goods are priced to bring them within the reach of every little girl in the land.

Warwick Bros. & Rutter, who are Canadian agents for Raphael Tuck & Sons Co., will show these goods through their travelers, with their usual line of art publications, and we have no hesitation in predicting for them a very large advance sale.

## Window Blind Paper

Dealers will find us headquarters for Window Blind Paper. Our paper will be kept up in quality as heretofore and buyers will find it the strongest and best put up in the market.

Our Satin Finish Duplex Blind met with great favor last season and will be found, if anything, improved this year.

Send for samples of Duplex and of our new solid color.

•••

## CANADA PAPER CO.

15 Front Street West, TORONTO.  
578 Craig Street, MONTREAL.

# COOPER & CO'S BOOKS FOR APRIL

**IF CHRIST CAME TO CHICAGO.** by W. T. Stead. Paper, 40c. Cloth, 80c.

**THE ANARCHIST.** by Col. Savage. Paper, 50 cts. Trade price, 32 cts. Ready.

**A YELLOW ASTER,** by Iota A book which has taken England by storm, and passed through six editions in as many weeks. Ready now. 17 cents.

**AT LOVE'S EXTREME,** by Maurice Thompson. 15 cents.

**BY RIGHT, NOT LAW,** by R. H. Sherard. 15 cents.

**HAWAIIAN LIFE.** 32 cents. Ready.

**LOVE AFFAIRS OF A WORLDLY MAN,** by Maibulle Justice. Ready about April 5th. 32 cents.

**LOVE LETTERS.** Ready. 32 cents.

**MAIM'ZELLE BEAUTY,** by Marian Crawford, a new writer of the Bertha M. Clay class. This is a clean, bright and entertaining love story. A handsome cover. 17 cents.

**ON A MARGIN,** Julius Chambers. 32 cents.

**DAVID OF JUNIPER GULCH.** A Captivating California story. 32 cents.

**A TENNESSEE JUDGE,** by Opie Ried. 32 cents.

**SHIPS THAT PASS IN THE NIGHT.** 15 cents.

**A HOLIDAY IN BED,** by Barrie. 15 cts.

**MAUD PERCY'S SECRET,** by May Agnes Fleming. 17 cents.

**THE CHANGED BRIDES,** by Mrs. E. D. E. N. Southworth. 17 cents.

**UNDERCURRENTS,** by Richard B. Kimball. 17 cents.

**COURTSHIP AND MARRIAGE,** by Mrs. Caroline Lee Hentz. 17 cents.

**KISS AND BE FRIENDS,** by Julie P. Smith. 17 cents.

**THE BRIDE'S FATE,** Mrs. E. D. E. N. Southworth. 17 cents.

**A YOUNG LADY TO MARRY,** by Jules Claretie. 30 cents.

**HELL UP TO DATE.** Cloth, \$1. Illustrated.

**DODO; A DETAIL OF THE DAY,** by Benson. 15 cents.

**MEN, WOMEN, AND EMOTIONS,** by Ella Wheeler Wilcox. 32 cents.

**THE BELLE OF AUSTRALIA,** by W. H. Thomes. Reduced to 17 cents.

**THE BUSHRANGERS,** by W. H. Thomes. Reduced to 17 cents.

**SELL NOT THYSELF,** by Winnifred Kent. 17 cents.

**THE EGYPTIAN HARP GIRL,** by "Quondam," author of "The Adventures of Uncle Jeremiah," etc. 17 cents.

**COOPER & CO.**

11 FRONT STREET WEST, TORONTO

THE . . .

# Wide-Awake Bookseller

Eager always to have the **Newest and the Best**, will assuredly, before making his import purchase of Bibles, wish to look through the samples of the

## NEW INTERNATIONAL BIBLES

Teachers' Reference and Text

The smallest large type Bibles published.

Our travelers carry a full line of samples. They are shown by no other house. The extra large and clear type, convenient size, and the popular character of the Teachers' Helps, give the International Bibles an advantage over all others that no bookseller can fail to appreciate.

Our catalogue is now ready and is being placed in the hands of the trade. If not received, write for one.

## OUR APRIL ISSUES

NOW READY. Cheap Canadian edition of

### The Hoosier Schoolmaster

By Edward Eggleston. Cloth, illustrated, 90 cents; paper, 50 cents.

### The Stickit Minister

And Some Common Men. By S. R. Crockett. Canadian copyright. Cloth, \$1.25.

READY APRIL 19th.

### The Raiders . . .

Being some passages in the Life of John Faa, Lord and Earl of Little Egypt. By S. R. Crockett. Canadian copyright. Cloth, \$1.25.

Crockett's books are immensely popular. "The Stickit Minister" is already in its fifth English edition. An edition de luxe will appear in the fall. Of "The Raiders" 3,000 copies were ordered before the day of publication. It is a new "Lorna Doone," but with more life and stir.

## WANTED

A new "PANSY" book. We shall have this new volume in our Canadian Copyright Edition ready in a week or two.

Orders received now.

# WILLIAM BRIGGS

Publisher. . . .

29-33 Richmond St. West, TORONTO

## MARCELLA.

MRS. Humphry Ward's new book leads one back to think of the days when the bookseller looked at his stock of "Robert Elsmere," and wondered how much he would lose on it. Then Gladstone's denunciation came, and all the world made a mad, headlong rush to read that which Mr. Gladstone went out of his way to condemn. How edition after edition poured over booksellers' counters, and they laughed in glee, while the preachers denounced and the people bought.

Then came "The History of David Grieve," but there was no Gladstone to denounce it. Yet it sold well, considering the price. It increased the number of Mrs. Ward's admirers, and heightened the quality of admiration in those who knew her before.

Now comes "Marcella," a book treating of a great woman, just as her two former books treated of great men. The leading personages of her novels, her leading studies, are persons whom she brings through the "storm and stress" period of their lives into the clearer atmosphere of maturer years. They start out on the road of life full of fears, doubts and wrong ambitions.

Marcella is a young lady brought up in boarding schools with no mother's kindly influence to quell her turbulent passions. She drifts into art and unwatched by an older female's careful eye she forms friends among a society of socialists called the "Venturists." Suddenly she is called to a large country estate, to which her father has just fallen heir. Here her socialist opinions, her budding womanhood, her bright ambitions, her youthful desires, lead her to consider that she had found a sphere in life in which which she would be called upon to do great things, and to preach new doctrines. She comes to hate the game laws, to denounce wealth because found in large parcels, and to look upon the masses of agricultural laborers as persons who have been robbed by the landholders on the wayside of life. She wants to revolutionize England at once.

Ardous Raeburn, the student, heir to a large estate meets this wilful yet regal creature and falls in love with her. Writing to a special friend he thus describes her beauty.

"Would you call her beautiful? I asked myself again and again, trying to put myself behind your eyes. She has nothing at any rate in common with the beauties we have down here, or with those my aunt bade me admire in London last May. The face has a strong Italian look, but not Italian of today. Do you remember the Ghirlandajo frescoes in Santa Maria Novella, or the side groups in Andrea's frescoes at the Annunziata? Among them, among the beautiful, tall woman of them, there are, I am sure, noble, freely-poised, suggestive heads like hers—hair black, wavy hair, folded like hers, in large, simple lines, and faces with the same long, subtle curves. It is a face of the Re-

nnaissance, extraordinarily beautiful, as it seems to me in color and expression; imperfect in line, as the beauty which marks the meeting point between antique perfection and modern character must always be. It has morbidezza—unquiet, melancholy charm, then passionate gaiety—everything that is most modern grafted on things Greek and old. I am told that Burne Jones drew her several times while she was in London, with delight. It is the most artistic beauty, having both the harmonies and the dissonances that a full-grown art loves."

But we must run. She is engaged to Mr. Raeburn, but the engagement becomes distasteful, their views are so different. She is a Socialist, he a landowner yet aggressive in reform. She breaks with him and goes to a London hospital as a nurse, where for nearly eighteen months she struggles against disease and her own exalted notions of what the world should be. She is put in the crucible of experience and purified. Nursing in the slums of London, she learns that the centuries have made the poor unfit to have art, learning and wealth thrust upon them at a moment's notice. She learns that such changes must be gradual; that it must be evolution not revolution.

Her father's death leaves her the manager of a large estate; her heart, which has played havoc with her before, leads her to a love—from her first lover—which alone can develop her intensely womanly instincts and nature.

It is a strong book by a strong author. Mrs. Ward spent three years of hard work on it, and it will bear reading two or three times. The author's strong point is her passionate, soul-stirring combats between characters. Moreover, her language is always choice and elegant, and her descriptions marvellous in their beauty.

## DECLINE OF THE BAVARIAN LEAD PENCIL TRADE.

IN a report to the Foreign Office, dated the 20th August last, Mr. Victor Drummond, Her Majesty's Minister at Munich, states that the production of lead pencils, which is considerable in Bavaria, is much affected by Austrian competition. The high tariffs in many foreign countries have contracted the export markets, and the consequence is a glut of pencils in Bavaria and Germany generally. It may be of interest to give the substance of a statement by Mr. Johann Faber, the large Nurnberg pencil manufacturer. He states that the price of cheap sorts of lead pencils has so fallen that in many cases work is carried on without profit, and some factories have had to stop work. It is asserted that the Austrian pencils, taking Hardtmuth's as a type, are in no way superior to the Bavarian product, and yet are ousting the latter from Bavarian towns and schools, a fact which leads to many complaints. In almost all directions export is checked abroad, in Spain and Portugal by the fall in exchange, in Russia and the United States by the competition of protected industries. The troubles in South America have also affected the demand for German pencils there. He considers that England is flooded with cheap American pencils to such an extent that the Nurnberg article has no chance of finding a sale. American cedar pencils are sold in England at 1s. 8d. to 1s. 9d. per gross.

Buntin, Gillies & Co. advertise a new filing case, the "Falcon." This file is a great improvement on anything ever before shown. It is so constructed that by releasing the lock the file opens automatically and stands alone, thus allowing the use of both hands; it contains gusseted pockets with alphabetical index, holds 1,000 letters, and, when closed, is a solid wooden box. The "Falcon" retails at 75c., and will no doubt supersede many of the files now in use.

## Best Books.

### A Complete Dictionary of Synonyms and Antonyms



Or, Synonyms and Words of Opposite Meaning. By Samuel Fal-lows. 16mo., cloth, \$1.00. Cloth gilt, bevelled boards, canary edge, \$1.50. Contains also an Appendix embracing a Dictionary of Briticisms, Americanisms, Colloquial Phrases, etc., in current use; the grammatical uses of Prepositions, and Prepositions Discriminated; a list of Homonyms and Homophonous Words; a collection of Foreign Phrases and complete list of Abbreviations and Contractions used in writing and printing. Indispensable to correspondents, clergymen, laymen and professional men.

### By Lyman B. Sperry, M.D.

CONFIDENTIAL TALKS WITH YOUNG MEN.—12mo., cloth, 75c. "A very wise, helpful and courageous book. It can safely be put into the hands of any boy who is reaching the age when he drifts more or less away from the guidance of his parents."—The Young Man's Journal.

CONFIDENTIAL TALKS WITH YOUNG WOMEN—12mo., cloth, 75c.

Send for Catalogue.

## Fleming H. Revell Company

Cor. Yonge and Temperance Sts., TORONTO, CAN.

# Buntin, Reid & Co.

Wholesale Stationers, Paper  
and Envelope Manufacturers

29 Wellington  
Street West, **TORONTO**

## School Supplies

### In Blackboards Single

Sizes in stock, 18 x 24, 24 x 36  
and 36 x 48.

### Blackboards Reversible

Mounted on stands in sizes  
24 x 36 and 36 x 48.

### Cloth Blackboards

36 x 36 and 36 x 48. These  
boards are special value and are  
being now used in all the public  
schools. Write for circulars and  
testimonials. Prices quoted on  
application.

### Rubber Tipped Pointers

The latest novelty in school  
supplies, cheap, durable and do  
not scratch the board.

### Corduroy Erasers

The cleanest and most econom-  
ical eraser on the market.

### Liquid Slating

Enabling everyone to make their  
own blackboards, can be used  
with either chalk or slate pencil.  
Put up in quart cans, easily  
applied and indestructible.

## Serpentine Cover Papers

The neatest and newest thing in  
Cover Papers.

## Lithograph Papers, Coated Papers

And all grades of paper used by the  
printing trade.

## Straw Boards, Mill Boards and Press Boards

In all sizes and weights.

## Our Medway Blank

Is the best and cheapest cardboard  
on the market. Write for samples  
and quotations.

We are also offering to the trade a special  
line in Linen Ledgers at a remark-  
ably low figure. Write for samples.

All correspondence cheerfully answered  
and samples sent when requested.

# Bliss, Sands & Foster.

## A Winter Jaunt to Norway.

A New Book of Travel at the Libraries. With  
Accounts (from personal acquaintance) of Nansen,  
Ibsen, Bjornson, Brandes, Etc. By Mrs. Alice  
Twiford, author of "A Girl's Ride in Iceland,"  
and "The Passion Play at Oberammergau." Fully  
Illustrated. Demy 8vo, 17s. (Just ready.)

## The Story of My Dictatorship.

The Latest Book on the Land Question. Crown  
8vo, 1s. 6d. (Just published.)

## SPIRITUALISM.

THE AUTOBIOGRAPHY OF THE GREATEST LIVING  
MEDIUM.

## The Clairvoyance of Bessie

Williams. (Mrs. Russell Davis).  
With Preface by Florence Mackay, with  
Portrait. Crown 8vo, 6s.

## NEW NOVELS.

### Inscrutable.

By ESTER STUART. 1 vol., crown 8vo, 1s. 6d.  
(Just published.)

### Victims.

By F. W. MAUDE. 1 vol., crown 8vo, 1s. (Just  
published.)

### The Modern Library.

Cloth, gilt top, 2s. "Autumn leaf" tinted hand-  
made paper, 1s. 6d.

1. A LATTER-DAY ROMANCE.  
By Mrs. MURRAY HICKSON.
2. THE WORLD'S PLEASURES.  
By CLARA SAVILE-CLARKE.
3. A NAUGHTY GIRL.  
By J. ASHBY STERRY.
4. "HEAVENS!" By ALOIS VOITSEK SMILOVSKY.  
Translated by Prof. V. E. Mourek, of Prague Uni-  
versity; and Jane Mourek.

## CHILDREN'S BOOKS.

### Nursery Lyrics.

By Mrs. RICHARD STRACHRY. With Illustrations  
by G. S. Jacomb Hood. An alphabet designed by  
the artist is inserted in the volume so that the donor  
may cut out the child's initials and fix them in the  
spaces provided on the cover. Imperial 16mo, 1s. 6d.

### The Queen Who Flew.

By FORD HULLNER. With a Frontispiece by Sir  
E. Burne Jones, Bart. (Ready in March.)

### The Art of Pluck.

By SCRIBERUS REDIVIVUS (EDWARD CASWELL).  
New edition. Royal 16mo. Cloth extra, gilt top,  
price 2s. 6d.

## LONDON:

15 Craven Street, Strand, W. C.

## AN INSTANTANEOUS SUCCESS

# "Marcella"

BY

Mrs. Humphry Ward

First Edition

Exhausted in 48 hours

A second supply just to hand

Price, \$2.00

Trade, \$1.50

THE  
**TORONTO NEWS COMPANY**

42 Yonge Street

**TORONTO.**

Sole Agents for Canada.

N.B.— THIS IS THE  
ONLY EDITION OBTAINABLE  
IN CANADA

## TRADE CHAT.

**N**ORMAN L. MUNRO, the Nova Scotian who acquired a fortune in New York as a publisher, did not forget his Canadian relatives. He left \$10,000 each to his sisters, all of whom live in Picou county, N.S.

The American Lithograph and Asbestos Co will carry on their work at their lithograph mine, near Marmora, very extensively next summer.

Narcisse S. Hardy, bookseller, of Quebec, died last month at the age of 63. He was one of the best known men in the trade in the country.

E. H. Harcourt, buyer of fancy goods and stationery for the Copp, Clark Co., was in New York recently and spent ten days looking up new goods.

Cottonwood, long looked upon as a lumber of little value, is now recognized as of special value for the manufacture of matches and pulp, and a number of large mills are being contemplated in the cottonwood districts.

The latest claim for aluminum is that it will acceptably take the place of stone and steel as a material for engraved plates. It is comparatively cheap, easily worked, durable and flexible, so that it may be molded into forms for use on cylinder presses.

James Bain & Son, stationers, King street, have just issued, for gratuitous distribution, a dainty little booklet on "Card Etiquette" the etiquette of visiting cards. This little guide contains, we believe, the very latest rules of "good form" for polite society. It supplies not only card etiquette for ladies, but bachelors' card etiquette. At the back of the booklet is a plate showing the latest "styles of engraving" for copper plate visiting cards, etc.

As to whether the creditors of W. D. Taylor, the Front street wholesale stationer, should rank ahead of the creditors of Charlotte Taylor, the late wife of W. D. Taylor, and in whose name the business was carried on, the court was recently asked to determine. The former's claims aggregate \$70,000 and the latter's \$5,000, but the assets only amount to \$8,000. Mrs. Massey, of New York, sister of the late Mrs. Taylor, petitioned the court to establish the priority of the claims of \$5,000. Judgment was reserved.

A Providence inventor claims to have invented a method of sulphur bleaching, by which he can whiten the worst kind of paper stock in six hours. To a table is fixed a large copper chamber. A common pump is employed with which to pump the air from the interior of the chamber. The goods to be whitened are put inside, the doors are secured, the pump is started, and as fast as the air is pumped out a jet of bleaching compound is admitted. The removal of the air from the chamber, of course, means its

removal from the fibre of the paper. Hence, when the compound enters there is nothing to hinder the fumes from penetrating the fibre of the paper to its foundation. It is done very quickly, as no hindrances are presented.

James Bain & Son, King's reet east, report a very successful Easter business this season. Their display of Easter goods was very unique and dainty, and attracted a large crowd of customers. Bain & Son believe in sparing no pains in window dressing. Their window is certainly one of the most attractive on King street. Crinkled and crepe tissue papers are having a very large sale, and in the book department they report an increasing demand for good novels at a good price, i. e., 50c., 75c., and \$1.25.

The employes of the Chirside paper mills in Scotland recently received an extra week's pay as a bonus on their work for 1893, but in making the presentation the directors of the mills called the attention of their help to the depressed condition of the trade, and enjoined upon every one the necessity of exercising the greatest care and economy in the performance of their work, so as to enable the directors to carry on the mill successfully, not only for the shareholders, but for the benefit of the working people themselves.

A transatlantic bookseller, says the Publisher's Circular, has devised an ingenious and, as it appears, extremely profitable method of dealing with paper-covered books. He buys a number of half-dollar volumes at 30c., and these he sells for 35c. on the understanding that the purchasers shall return them. When the book comes back the dealer pays 20c. for it, and puts it up for sale again at 30c. The second customer on returning the book receives 15c., and the volume is once more on the dealer's shelves marked 20c. In this manner the novel may change hands some half-a dozen times or more, leaving the adroit bookseller a very handsome profit indeed. He has also another and similar profitable method. He sells two 20c. books for 30c., exchanging one of them later for another 20c. one, and that one again for a 10c. volume, which, in its turn, accompanied by a "nickel" (5c.), can be exchanged for another, and so on indefinitely. Who will say after this that there are no chances of making fortunes in book-selling?

There are two things—and two only—that go to make up a good saleable five-quire packet of paper or a good box of stationery: a good inside and a good outside. Perhaps the last ought to be put first, as the first point with the salesman is to catch and please the eye of his customer. But the contents need to be good if the casual customer is to become a permanent one. Any man of judgment could secure the quality of the interior for himself by selecting his own paper and putting it up in an enamelled cover or decorated box, if it were not for the cost of the

operation. The enamelled paper costs money, and the expense of putting upon it a brilliant lithograph for a small quantity is prohibitive. This is where the wholesale stationer best serves the retailer. But it unfortunately arises that the most brilliant wrapper frequently covers a second-rate interior, and the cumulative advantages of a sale are lost thereby, as the customer fights shy of you when renewal is necessary.

Hon. G. W. Ross some time ago published a volume of patriotic and Arbor Day recitations. Amongst the selections given were three from Tennyson's works. McMillan & Co., the London and New York publishers, own the copyright on most of Lord Tennyson's works, and they communicated with Messrs. Warwick Bros. & Rutter, the publishers of the volume, calling their attention to this fact. The result was that several hundred dollars changed hands, and some pieces will not be published again. "The Charge of the Light Brigade" was the thorn in the flesh.

Much interest was created in business circles, March 1st, by the announcement that John Y. Reid had retired from the firm of Buntin, Reid & Co. after nearly forty years' connection with that well-known stationery house. Mr. Reid, born in Berwickshire, Scotland, in 1823, came out to Canada in 1846, settled first in Hamilton, where he carried on a prosperous grocery business for ten years. In 1856 he removed to Toronto, and at once joined what was then the firm of Buntin Bros. & Co. In the early years of his connection he traveled extensively for the house, establishing and extending its trade and reputation. The firm was reorganized as Buntin, Reid & Co. some twelve years ago, when the late George Boyd retired. Though a very successful business man, Mr. Reid has never taken an active part in public affairs, devoting all his energy to his business, and it is through continued ill-health that he has now decided to seek the rest and leisure which only complete retirement can give. During the many years Mr. Reid has been in active commercial life he has made hosts of business and personal friends in this and many other places, all of whom will unite in the hope that he may be speedily restored to complete health and a full enjoyment of the rest which a long and busy commercial career has earned for him.

Advertising—An extension of your shop front in the newspaper.

**WHY PAY** News Companies' Prices?

**OUR BARGAINS**—In Novels, Libraries, Juveniles, Cloth 12 mos., Song Books, Hand Books, Speakers, Dialogues, and Manuals, are marvelous. New Jobs Constantly Secured.

**SPECIAL OFFER**—FREE DELIVERY when Cash is sent with order.  
 War Library, 200 titles, ..... \$1.00 per 100  
 Gen'l Library, 30 titles, ..... .50 per 100  
 New York Detective Library, 100 titles, ..... 2.00 per 100  
 We furnish all Books and Periodicals.

**DIKE BOOK AND NEWS COMPANY,**  
 48 Rose Street, New York.

# WALL PAPER FOR PAPER Immediate Delivery.

LOOK over your stock and see what lines you are short of, and write us for samples. You will probably find what you need among them to make your assortment complete for spring trade.

Ingrains and Friezes and English Washable Papers Wholesale.

## M. STAUNTON & CO., TORONTO.

SHOW ROOMS, 6 KING W.

:-:

FACTORY, 944 YONGE ST.

# Colin McArthur & Co.

MONTREAL

ARE SHOWING A SPLENDID RANGE OF COLORS AND DESIGNS FOR SPRING SORTING

ORDER NOW so as to get first choice, for these lines are clearing out fast.

WE LEAD in all grades. Ask us to send you samples. They will be forwarded the next day. Trade only.

## MONTREAL WALL PAPER FACTORY

1030 NOTRE DAME STREET.

The Old Molsons College.



LITERARY NOTE.

IN the Literary Digest for week ending April 14 (ready April 12), Topics of the Day will be: The Troubles in South Carolina over the Dispensary Law; the Tariff Debate; the Behring Sea Question; Politics and the Saloon; the Liquor Traffic Without Private Profits; Mr. Gladstone's Retirement; Canadian Politics, etc. Under Science: Submarine Photography; Artificial Sugar; Preservation of Milk, etc. Under From Foreign Lands: Great Britain, a Forecast of the Future—Japan Weekly Mail, Yokohama; Bombay Guardian; The Subodh Patrika, Bombay; The Critic, Halifax; La Verite, Paris. Loraine Under German Rule; Comments on Abbe Jacob's Vingt ans apres, by the Leipziger Tageblatt and the Irish Catholic, Dub in. \$3 per year; 10c. per copy at news stands, or of the publishers, Funk & Wagnalls Company, 18-20 Astor Place, New York.

## FOR SALE THE MONCTON BOOK STORE

Established for many years. First-class customers and remunerative business in the thriving and growing city of Moncton, N.B. Tenders are requested until April 16th.


TERMS—Cash, or approved paper equal to cash.

The stock can be examined upon the premises, Albion Block, Moncton, or stock list may be seen on application to

C. W. WELDON, Q. C. } Trustees of  
G. A. SCHOFIELD. } J. & A. McMillan.  
Mgr. Bank of New Brunswick }  
t. John, N.B., March 28, 1901.

**WEBSTER'S  
INTERNATIONAL  
DICTIONARY**

*Entirely New.  
Abridged of the Times.  
A Grand Educator.*



Successor of the "Unabridged."

**Everybody** should own this Dictionary. It answers all questions concerning the history, spelling, pronunciation, and meaning of words.

**A Library in Itself.** It also gives the often desired information concerning eminent persons; facts concerning the countries, cities, towns, and natural features of the globe; particulars concerning noted fictitious persons and places; translation of foreign quotations. It is invaluable in the house, office, study, and schoolroom.


**The One Great Standard Authority.** Hon. D. J. Brewer, Justice of U. S. Supreme Court, writes: "The International Dictionary is the perfection of dictionaries. I commend it to all as the one great standard authority."

Sold by all booksellers.

**G. & C. Merriam Co.**  
Publishers,  
Springfield, Mass.

Do not buy cheap photographic reprints of ancient editions.

Send for free prospectus.



**WEBSTER'S  
INTERNATIONAL  
DICTIONARY**

## MAGAZINES.

THE Canadian Magazine has opened an office in Montreal. Every Canadian will be gratified at this evidence of success. Newsdealers should give this magazine every possible chance. It is worthy of attention.

The Arena is high-priced, but worth the charge, and its April issue has some special features which will help maintain its popularity.

The Cosmopolitan is making a big blow about a story by Napoleon Bonaparte which it is to publish. All those who saw Napoleon write will believe it genuine, and some others.

Outing's cover for April would delight the heart of any man who ever chased suckers up a stream in the dim light of a spring morning. The illustrations and stories are magnificent too. At 25 cents live dealers should hustle large numbers of this issue.

The Monist is a high-class magazine published by the Open Court Pub. Co., of Chicago. An article on "The Parliament of Religions," by Gen. M. M. Trumbull, is good reading, as is Lester F. Ward's on "The Exemption of Women from Labor."

The April Century make a new departure in printing a story wholly in pictures. The artist is Andre Castaigne, whose World's Fair pictures and other drawings for the Century are well known. The subject is the course of the emigrant "From the Old World to the New," and the scenes represented are typical experiences. "In the Fields of Old Europe," "Hard Times," "On the Deep," "The Land of Promise," etc.

The type of contemporary painting that Mr. Hamerton submits to the readers of the April Scribner is Frank Bramley's "Old Memories," which forms the frontispiece. It is (as engraved by W. Peckwell) a rural interior, in which two elderly persons, a man and a woman, are talking of old times over the cup that cheers. We leave it to Mr. Hamerton to tell what he knows and thinks about the artist whose prepossessing face we are permitted to see) and his work. "The Farmer in the South," by Octave Thanet, makes us acquainted with other types which A. B. Frost has illustrated with considerable spirit. A touching incident of the close of the civil war—"The Burial of the Guns" is from the southern pen of Thomas Nelson Page.

In recent months Canadians have been stimulated to an unwonted degree of interest in things Australian. Improved ballot laws and proposed reforms in our system of land transfer have come to us from these interesting colonial governments. At present the progress of Australasia federation is a topic about which we all wish to know something. The Review of Reviews announces a series of articles by the leading publicists of Australia and New Zealand, to

appear under the general title of "The Drift in Australasian Politics." The series opens in the April number with a paper on the delays in federation and what they have taught the people, by the distinguished leader in the Union movement, Sir Henry Parkes. The articles that are to follow will cover a very wide range of timely topics.

The Annals of the American Academy for March, contains "The Idea of Justice in Political Economy," by Professor Gustav Schmoller, of Berlin; "The Classification of Law," by Professor Russell H. Curtis, of the Kent Law School at Chicago; "American Life Insurance Methods," by Miles M. Dawson, Esq.; "Relation of Taxation to Monopolies," by Dr. Emory R. Johnson, of the University of Pennsylvania; "The Farmers' Movement," by President C. S. Walker, of the Massachusetts Agricultural College; "The Grange," by Miss F. J. Foster; "The Pennsylvania Tax Conference," by H. R. Seager; a complete report of the recent Conference for Good City Government, held at Philadelphia. Personal Notes, Book Reviews and Notes. A supplement is sent with this number, being a translation into English of Professor Gustav Cohn's "History of Political Economy." [\$1.50, Philadelphia.]

The Canadian Magazine for April, which appears mostly in new type, and with a bright cover and generally improved typographical appearance, well sustains its character as one of the most interesting and substantial magazines published. A remarkable political article is that by Hon. David Mills, on "The Evolution of Self-Government in the Colonies; their Rights and Responsibilities in the Empire." As one of the leaders of the Liberal party in Canada, and as a prominent thinker, the contention which he makes, that there is ample scope for and tendency to the enlargement of colonial power without separation from the British Empire, and without what is generally known as Imperial Federation, will be received with interest both at home and abroad, as will also his declaration in favor of Canada doing its fair share in Imperial defence. The breaking up of the British Empire would, he holds, be a tremendous and permanent financial disaster to the commercial prosperity of Canada and the United States, and a calamity to the world. Wm. Ogilvie, F.R.G.S., begins, with this number, a series of illustrated contributions entitled "In Northwestern Wilds." They detail his explorations in the valleys of the Athabasca, Laard and Peace rivers, and are full of interest, as those who have read his "Down the Yukon," in previous numbers, can well suppose.

James H. Lee, representing Eyre & Spottiswood, the famous London publishers, has been doing British Columbia recently.

## S. R. CROCKETT.

A NAME which will be among the most widely read authors of the next two years is S. R. Crockett, who is writing books which promise to out-rival those of J. M. Barrie. "The Raiders" has taken well in England, and a Canadian edition will shortly be issued from imported plates. The fact that T. Fisher Unwin is his publisher speaks much for his excellence. "The Raiders" is a Scotch story of the last century, being "Some Passages in the Life of John Faa, Lord and Earl of Little Egypt"—a man who though of gypsy blood, and though living among the wild gypsies and cattle raiders and marauders of the seventeenth century Scottish Highlanders, respected the right of his fellow men to their own property, limbs and lives. Those were uncanny days, when the sword was right and when no other British law was enforced among those brave but lawless men. The gypsy is a strange character—a product of the times. The other leading characters are youthful, and in these delineations the author does his work magnificently. As the London Literary World says, "in the delineation of boy character he is facile princeps." The snatches of humor through the book give it a charming naivete which never allows the reader to grow weary of the tale. "The Stickit Minister and Some Common Men" is the title of Crockett's collection of Scotch tales, published at various times in the "Christian Leader." They are mostly about ministers, but for delicate and quiet humor and stirring pathos they are unequalled.

Mr. Crockett is the Free Church minister at Penicull, Midlothian, Scotland, and has a library of 7,000 volumes. He is a tall, broad-shouldered, brown-bearded man, with a general air of health and vigor. Astronomy is one of his chief hobbies, but he indulges in all branches of science. He has been a journalist, and has written for the Pall Mall Gazette, Daily Chronicle and other papers, and has been a systematic collector of information, which he infuses into all his writings. His favorite authors are Robert Louis Stevenson and Sir Walter Scott. He has just finished *The Raiders*, and is now engaged on a book of his travels, which will be published towards the close of the year.

The number of different books published in France during 1893 was much the same as that of the previous year, i.e. about 20,000 volumes as round numbers; 6,200 of these are to be credited to Paris, this being about 100 more than in 1892. The number printed in the departments varies, those having the most books printed within their boundaries are enumerated below: Indre-et-Loire, 850 volumes; Seine-et-Oise, 600; Seine-et-Marne, 550; Eure, 570; Haute-Vienne, 450; Rhone, 580; Gironde, 460; Nord, 650; Meurthe-et-Moselle, 420; Bouches-du-Rhone, 250; Cher, 240; Doubs, 400; Maine-et-Loire, 400; Somme, 210, etc.



IF YOU WANT A FIRST-CLASS PURE LINEN PAPER, USE . . .  
**"SUPERFINE LINEN RECORD"**

(Each sheet contains above water-mark)

THIS paper is made from pure linen stock, is the strongest paper on the market, is tub-sized and left-dried. See that each sheet contains the water-mark, "Superfine Linen Record," otherwise it is not genuine.

SOLD BY THE LEADING WHOLESALE PAPER DEALERS THROUGHOUT THE DOMINION

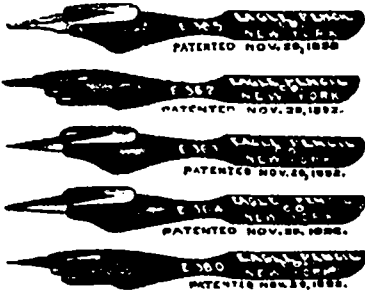
USUAL WEIGHTS IN EACH SIZE

The following are the stock sizes (white or azure)

Cap 14x17	Royal 19x24	Dbl. Demy 21x32
Dbl. Cap 17x28	Super. Royal 20x28	Dbl. Medium 23x36
Demy 16x21	Imperial 23x31	Dbl. Royal 24x38
Large Post 17x22		Dbl. Royal (long) 19x48
Medium 18x23		

**EAGLE PENCIL CO.'S  
RESERVOIR PEN**

Latest Invention in Steel Pens.



These Pens will retain the flow of ink fully four times as long as any other pen, and makes the frequent dipping of the pen into the ink entirely unnecessary. For easy and rapid writing it is the best pen made. Manufactured in Bronze, Blue (B), Grey (G), Nickel Plated, and Gilt Finish. Write for samples.

**THE COPP, CLARK CO., Ltd.,  
TORONTO.**

SELECTION FROM  
**Oliphant, Anderson & Ferrier's  
AUTUMN LIST**

Extra Crown 8vo. cloth extra, with illustrations by Lockhart Dogie.  
 A Romance of Skye. By MAGGIE MACLEAN.

Crown 8vo. Cloth Extra.  
 The Church and Social Problems. By the Rev. A. SCOTT MATHESON, Author of "The Gospel and Modern Substitutes."

Crown 8vo. Cloth Extra, with illustrations.  
 Prince Rupert's Namesake. By EMILY WEAVER.  
 Extra Crown 8vo. Cloth Extra, with illustrations  
 The Willful Willoughbys. By EVELYN EVERETT-GREEN.

Dr. WHYTE'S BUNYAN LECTURES.  
 Fifteenth Thousand. Post 8vo. Antique Laid Paper, Cloth Extra.  
 Bunyan Characters. By the Rev. ALEXANDER WHYTE, D.D., of St. George's Free Church, Edinburgh.

Crown 8vo. Cloth Extra, with illustrations.  
 For the Sake o' the Sillar: A Fifeshire Story of Forty Years Ago. By MAGGIE SWAN.  
 Post 8vo. Antique Laid Paper, Cloth Extra.  
 The Covenanters of the Merse, their History and Sufferings as found in the Records of that Time. By the Rev. J. WOOD BROWN.  
 The Life and Letters of James Renwick, the Last Scottish Martyr. By the Rev. W. H. CAMSLAW. With facsimile of one of his letters.  
 Small Crown 8vo. Antique Laid Paper, Cloth Extra.

The Holy War. By JOHN BRYAN. With Prefatory Note by the Rev. ALEX. WHYTE, D.D.  
 Crown 8vo. Cloth Elegant, with illustrations.  
 The Musgrove Ranch. By T. M. BROWN.  
 Bush and Town, a Homely Story of the Pacific Coast. By CATHERINE KIRBY PEACOCK.  
 Quarto price 1d., or 3s. 1d. per 100 nett.  
 "Paterus and His Son." On the Education of Children. By WILLIAM LAW, with a commendatory note by ALEXANDER WHYTE, D.D.

**OLIPHANT, ANDERSON & FERRIER**  
 Edinburgh and London

**WM. BARBER & BROS.**  
 Paper Makers,  
 GEORGETOWN, - ONTARIO  
 BOOK, NEWS AND COLORED PAPERS.  
 JOHN R. BARBER.

**School Supplies . .**

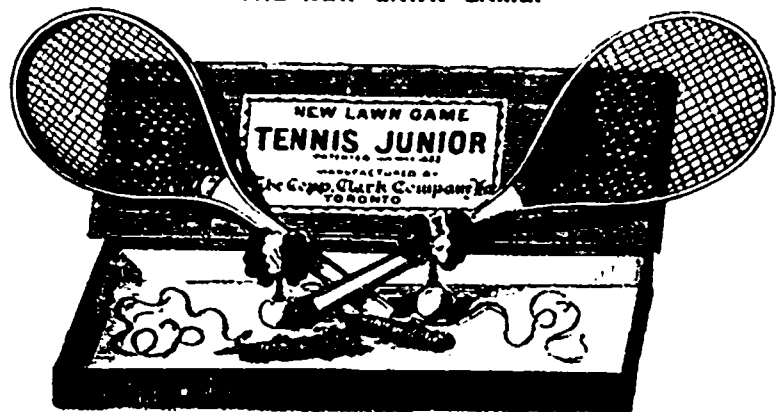
DEALERS will consult their own interests by getting our prices for Maps, Globes, Traverses, Etc. We publish the only Up-To-Date Vest Pocket Map and at prices that are a marvel.

**E. N. MOYER & CO.**  
 School Furnishers. 88 Yonge St., Toronto



**TENNIS JUNIOR.**

THE NEW LAWN GAME.



Less Expensive    Less Space Required    Less Cumbersome than Tennis

All Fancy Goods Dealers Have It.

Price (with two Rackets) \$12 per doz.

Price (with two wooden Rats) \$7.50 per doz.

Manufactured by

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

## COPYRIGHTS.

7268. The Bell Telephone Co of Canada (Ltd.), Western Exchanges.
7269. The Bell Telephone Company of Canada (Ltd.), Hamilton and Dundas Exchanges.
7270. Birdie's Plea. Ballad by James Fax; arranged by Arthur Blakeley. Whaley, Royce & Co.
7271. The Canadian Law List, 1894. Henry Ryerson Hardy, Toronto.
7272. Magna Charta Explained—being a fac-simile of the original Magna Charta, by special permission, together with a translation into English and fac-simile in miniature, with Historical Notes, by Wm. Rear, M.D., Toronto, Ont.
7273. Guard of Honor March. Duet for Banjo or Bandola, by John H. Parker, Montreal, Que.
7274. Selections from Tennyson. MacMillan & Co., London, England.
7275. The Accelerating Calculator. (Freight Table). Edward William Couldridge, Orillia, Ont.
7276. Le Secrétaire Commercial Canadien. Compilé par un Clerc de Saint-Viateur, Anglais et François. Les Clercs de Saint-Viateur, Joliette, Que.
7277. The School Law of Ontario with Notes of Cases bearing thereon, etc., by William Barclay McMurrich, M.A., and Henry Newbolt Roberts.
7278. Notes pour servir a l'Histoire du General Richard Montgomery. Par Narcisse Henri Edouard Faucher de St. Maurice, Quebec, Que.
7279. Marianka. Mazurek Elegante pour Piano, par A. W. Hughes. Whaley, Royce & Co.
7280. The Des Brisay Analytical Latin Method, Lesson XII.
7281. The Mystery of Life and Its Arts. By John Ruskin, M.A., LL.D. W. J. Gage.
7282. C. A. Smith's Catechism of Short Mathematics. Charles Abner Smith, Oakland, Ont.
7283. Chronology of Montreal and of Canada from 1752 to 1893, with Calendars from 1752 to 1925. By Fredk. Wm. Ternill, B.A., Montreal, Que.
7284. Histoire Illustrée des Monnaies et Jetons du Canada. (Illustrated History of the Coins and Tokens relating to Canada.) By P. N. Breton.
7285. The Patron's Milk Pass-Book.
7286. Grasshoppers' Galop or Polka. For Piano or Organ. By Annie Mason, Norwich.
7287. Kyrie and Sanctus, by J. Lewis Browne. The Anglo-Canadian Publishers' Association, Ltd., London, England.
7288. Lord's Prayer, by J. Lewis Browne. The Anglo-Canadian Music Publishers' Association, Ltd., London, England.
7289. Messe Breve. A quatre voix d'hommes. Dediee au Chœur de St. Jacques. Composee par Alexis Contant, Montreal, Que.
7290. The Life Expectancy Fund. Appleton Jones Pattison, Toronto, Ont.
7291. Private Tommy Atkins. Song. Words by Henry Hamilton. Music by S. Potter. The Anglo-Canadian Music Publishers' Association, Ltd., London, England.
7292. Tommy's Own. March founded upon the Song "Private Tommy Atkins." By John Crook. The Anglo-Canadian Music Publishers' Association, Ltd., London, England.
7293. The Des Brisay Analytical Latin Method. Lesson XIII. Charles T. Des Brisay, Toronto, Ont.
7294. Bell Telephone Company of Canada, Limited, London Exchange, Subscribers' Directory, Ontario Department, February, 1894. The Bell Telephone Company of Canada, Ltd., Montreal, Que.
7295. In Various Moods. Poems. By Stuart Livingston. William Briggs (Book-Steward of the Methodist Book and Publishing House) Toronto, Ont.
7296. The Ebb-Tide. (Temporary Copyright.) Story which is now being preliminarily published in separate articles in The Montreal Daily Star. Hugh Graham, Montreal, Que.
7297. Priere Des Pelerins. Par Sydney Smith. The Anglo-Canadian Music Publishers' Association, Ltd., London, England.
7298. Redemption. (A Vision of the Saviour's Wounds.) Sacred Song. Words by E. C. Donnelly. Music by G. L. Vantom. Whaley, Royce & Co., Toronto, Ont.
7299. Circular-Letter re Patterson's Detective Agency.
7300. Circular-Letter re Patterson's Detective Agency.
7301. The New Conveyancer. A compendium of conveyancing precedents adapted to meet the present law, comprising forms in common use with clauses applicable to special cases. By A. H. O'Brien, M.A., of Osgoode Hall, Barrister-at-Law. The Goodwin Law Book and Publishing Co., Ltd., Toronto, Ont.
7302. The Presbyterian Review Annual and Clergy List, 1894. Thomas Robert Clougher, Toronto, Ont.
7303. A System for Teaching Harmonic Progressions. J. Humsfrey Anger, Toronto, Ont.
7304. Dickson's Map of the City of Brandon, Manitoba. Compiled from the latest registered plans and surveys, 1894. Henry Godkin Dickson, Brandon, Man.
7309. Insurance plan of the City of Montreal, Volume IV, December, 1893. Charles Edward Goad, Montreal, Que.
7310. The Salt Sea Foam. Words by Frank M. Field, B. A. (Sidney Sellers). Music by J. D. A. Tripp. The Anglo-Canadian Music Publishers' Association (Ltd.), London, England.
7311. The Canadian Hymnal. (A collection of Hymns and Music.) Revised and Enlarged. With the addition of Topical Index and Index of Hymn Tunes. William Briggs (Book-Steward of the Methodist Book and Publishing House), Toronto, Ont.
7312. The Canadian Hymnal. (Words only.) Revised and enlarged, with the addition of a topical index. William Briggs (Book-Steward of the Methodist Book and Publishing House), Toronto, Ont.
7313. Year Book and Clergy List of the Church of England in the Dominion of Canada, 1894. Joseph Perry Clougher, Toronto, Ont.
7314. The Business and System of the Birbeck Investment, Security and Savings Company. Revised edition (pamphlet.) The Birbeck Investment, Security and Savings Company, Toronto, Ont.
7315. Series of Drawings printed on each card of a pack of playing cards for the purpose of giving the signification of each card in the art of telling fortune, called: Fortune Telling Cards. Joseph Roberge, Sherbrooke, Que.
7316. Deacon's Map of Rat Portage, Keewatin, and part of the Lake of the Woods. Thomas R. Deacon, Rat Portage, Ont.
7317. The Birds of Ontario. Revised and enlarged edition with illustrations, by Thomas McIlwraith. William Briggs (Book-Steward of the Methodist Book and Publishing House, Toronto, Ont.)
7318. Ontario Practice Report, Vol. XV. By T. T. Rolph, Barrister-at-law and Reporter to the Court. J. F. Smith, Q.C., Editor. The Law Society of Upper Canada, Toronto, Ont.
7319. The Des Brisay Analytical Latin Method. Lesson XV. Charles T. Des Brisay, Toronto, Ont.
7320. Manuel de Premiere Communion. Extrait des Meilleurs Auteurs. C. O. Beauchemin et Fils, Montreal, Que.
7321. Guide du Jeune Communiant. C. O. Beauchemin et Fils, Montreal, Que.

## INTERIM COPYRIGHTS.

434. The Raiders. (Being some passages in the life of John Faa, Lord and Earl of Little Egypt. By S. R. Crockett. William Briggs (Book-Steward of the Methodist Book and Publishing House), Toronto, Ont.
435. Beautiful Joe. An Autobiography by Marshall Saunders, with an Introduction by Hezekiah Butterworth. George R. Roberts, Manager of the Baptist Publication Society, Toronto, Ont.
436. Exports and Imports. A Monthly Journal devoted to the Extension of Foreign Trade of Canada. Charles Herbert Mortimer, Toronto, Ont.

Mortimer & Co., blank-book manufacturers, at Ottawa, Ont., are asking for an extension. They have been hard pressed for ready money for several months past. The business was established thirty years ago, and they heretofore valued their stock and plant at \$50,000.

# Arnold's Inks.



## Chemical Blue-Black WRITING FLUID

Noted for its Fluidity and Permanency.

### Blue-Black Copying Fluid

Will take 6 Good Copies.

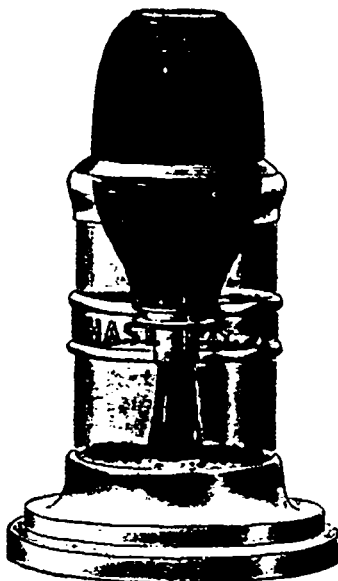
### Brilliant RED INK.

For samples and prices, apply to the  
Wholesale Agents,

THE  
**BROWN BROS.**  
Limited,  
64-68 King St. East,  
TORONTO.

#### THE CHASE MUCILAGE HOLDER.

FOR neatness, cleanliness, practical utility, and common sense principles, we have as yet seen nothing in the line of mucilage bottles that equals the Chase Mucilage Holder. It seems to be a new departure from all previous efforts, and is an article that shows its superiority at first glance. It is composed of a rubber bulb which holds the mucilage, and is provided with a central flexible flange which rests upon and hermetically seals the mouth of the glass cup, and also serves to centrally register the brush in the cup and stop the evaporation of a few drops of water placed therein to create a damp atmosphere and keep the brush pliable. By this means the



mucilage retains its normal consistency, and is under perfect control, as its flow is wholly due to the pressure given to the bulb, and every drop may be utilized.

The brush, which is rigidly cemented into its tapered socket, is provided with a central outlet tube, the inner end being covered with a porous disc, or pad, to prevent drip. The fittings are of white metal, the cup is white flint glass, and the bulb is strong and flexible.

The device is neat, durable and efficient, and entirely obviates all the objections consequent on the use of a bottle with cork, plug, sponge, felt, spreader, or other arrangements, which become annoying through encrustation and evaporation.

The holder is put up in a box, with full directions for use, and is sold by Warwick Bros. & Rutter, wholesale stationers, Toronto.

John Dawson, a late member of the time-honored firm of Messrs. Dawson Bros., Montreal, who since his retirement from business has resided abroad, has been on a brief visit to his friends and relatives in Montreal. He has gone to Savannah, Georgia.

THE....

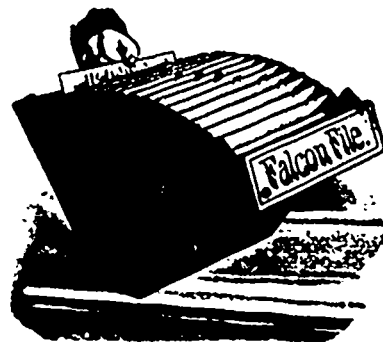
# Brown Bros.

LTD....

**STATIONERY and  
PAPER** Warehouse

64 68 King Street East, Toronto.

Have during the past month received very large additions to their already complete stock - including many Novelties and Specialties in the Stationery line



Alpha File—A complete letter file.

Falcon File—Quite new, "stands alone."

Chase Mucilage Holder.

Spencerian Cork Penholder.

Acme Letter Tray.

Wire Waste Baskets.

Pin Tickets—Notarial Seals.

Blotting Paper—Best English and Amer.

Art Cover Papers.

Crinkled and Crepe Tissue.

Colored and White Tissue.

## Binders' Material

Mill and Straw Boards.

Marble Paper—large stock, quite new.

Leather, Cloth, Thread, etc.

## Printers' Supplies

Cardboards, Cards.

Statement and Letter Headings.

Stock of Binders' and Printers' Supplies very complete—the right goods at right prices.

Flat Writing Papers—everything.

Printing Papers—all sizes and weights.

## Account Books

Full Lines as usual.

Agents Caligraph Type Writer, Edison Mimeograph, Arnold's Ink.

Esterbrook Steel Pens, Spencerian Pens, Wirt Fountain Pens.

THE **BROWN BROS.** LTD.  
TORONTO.

**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.**

**TO SAVE TIME**

- IS TO -

**LENGTHEN LIFE**

Then do so by answering your correspondence by using

One of the Best Fountain Pens in the World,

"THE RAPID WRITER."

For a present our No. 6 can not be beaten.

Circulars free.

**FOUNTAIN PEN CO.**

MANUFACTURERS,

Newton, Ont., Canada



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

Show Cases, Amberg Letter Files, Cashier Cash Registers, Mantels, Pulpits, Church Chairs, Lodge Furniture and Library Furniture.

Large stock must be closed out at Manufacturers Cost covering up Manufacturers' losses.

**GEO. F. BOSTWICK**

24 West Front St., TORONTO, ONT.

**THE FLYING DUTCHMAN PEN**



WRITES OVER 200 WORDS WITH ONE DIP OF INK.

**THE WAVERLEY PEN**



They are a treasure.—"STANDARD."

**MAGNIVEN & CAMERON,**

Waverley Works, Edinburgh.

EVERY STATIONER SHOULD KEEP

**Esterbrook's Pens**

POPULAR NUMBERS:

Fine Points, 128, 333, 444, 232.

Business Pens, 048, 14, 130, 135.

Broad Points, 239, 284, 313, 314

A variety of other styles. All of superior and standard quality.

AGENTS FOR CANADA:

**THE BROWN BROS., Ltd.,** 64 King St. E., Toronto.



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

**KINDERGARTEN AND School Supplies**

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

**THOUSANDS OF DOLLARS ARE LOST**

Yearly by advertisers who are bamboozled by canvassers and agents and induced to place their announcements in shady trade mediums

**OURS IS KNOWN ALL OVER THE GLOBE.**

We have been thirty-four years in existence, and are the oldest English trade paper in this line. We have a large advertising connection and those who once try our columns stick to us fast.

If you want to cultivate a sound British and Colonial trade don't hesitate to give us your advertisement. We are the right sort! The "Stationer, Printer and Fancy Trades' Register" is read by everyone who is anybody in the English kindred trades. It has the largest circulation and is the finest medium for effective and judicious advertising for Stationers, Printers, Bookbinders, Publishers and Manufacturers of Fancy Goods. The terms of subscription, two dollars per annum, postpaid. Specimen copy cheerfully sent free, on application to THE EDITOR.

"Stationer, Printer and Fancy Trades' Register"

160 Fleet St., London, Eng.

**B. F. STEVENS,**

American Library and Literary Agent . . .

4 TRAFALGAR SQUARE, LONDON, ENGLAND  
CHARING CROSS.

Supplies English and Continental Books and Periodicals at lowest rates, direct by post, or in shipment.

Priced list of European Newspapers and Magazines posted direct on day of issue, 1894, sent free on application.

A  
**NEW DEAL**

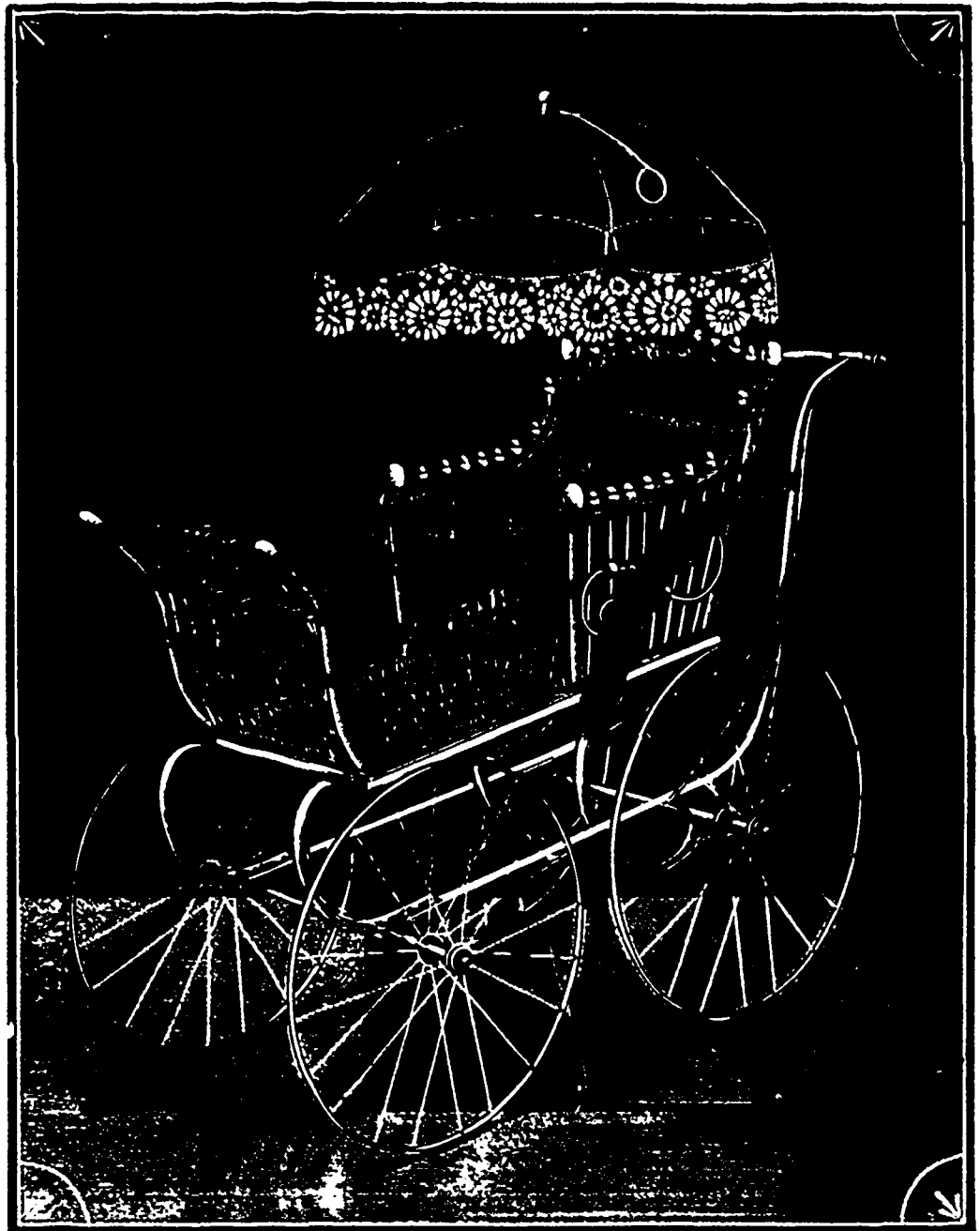
IN

**Baby  
Carriages**

PLEASE  
COMPARE

Factory Long Prices  
with our  
Special Figures  
**\$45.00**

THE MANUFACTURERS'  
NECESSITY IS  
OUR OPPORTUNITY



THIS IS NO. 116

Following the success of our former special purchase of Carriages, described in last catalogue, we are glad to be able to announce even a greater drive for this season. All are elegantly upholstered in Satin Russe, with Silk Plush Rolls, and have lined Satin Parasols with lace edge. If you want to make them a leader you can sell these TWENTY DOLLAR CARRIAGES to your customers for TEN DOLLARS and make a fair profit. The above cut is an exact representation of No. 116, and all the others are equally well trimmed, upholstered and furnished. Will ship six styles, all different bodies, \$45.00 for the six, or any one of the six as sample for \$3.50. No extra charge for packing. The crate of six contains the following full size carriages:—

No. 116. New style, varnished body, high back and dash-board, turned knobs, plush roll, satin parasol, lined, lace edge, double-spoke bicycle wheels, and patent safety brake.

No. 115. Varnished body, upholstering, parasol, gear, wheels and brake like No. 116.

No. 114. Extra deep varnished reed body, ball trimmings—plush arm rests—a gem of a carriage—upholstering, parasol, wheels and gear like above cut.

No. 113. Body combination of wood frame with reed—the latest style—tasteful, strong and light, finished with turned knobs or posts, upholstering, parasol, wheels and gear like No. 115.

No. 112. Deep Surrey-style body, a great favorite—high back and sides—plenty of room for pillows. Furnished in every respect like No. 115.

No. 111. Natural reed body—square shape, closely woven, with turned corner posts, the strongest carriage made—upholstered in satin russe with plush rolls, parasol, wheels and gear like No. 115.

These six elegant carriages, with choice assortment of colors in each crate, 20 and 22 inch bicycle wheels, full sized roomy bodies for \$45.00.

N. B.—Canopy Tops same price.

NET 60 DAYS

**HARRIS H. FUDGER**

50 Yonge Street - TORONTO

Wholesale Fancy Goods,  
Musical Goods,  
Table and Pocket Cutlery,  
Pipes, Druggists' and  
Stationers' Sundries,  
Toys, Dolls, Woodenware,  
Baby Carriages, etc.

# BUNTIN, GILLIES & CO.

Hamilton, Ont.

## ..Spring Goods..

Writing Inks . . .

Stephens', Stafford's, Underwood's.

Window Blind Paper

Green, Drab, and Buff. . .

### SLATES

PRICES REDUCED 12 cents per Dozen all around.

A NEW BOX FILE **THE FALCON** NOW IN STOCK

Largest

# PAPER

MANUFACTURERS  
IN CANADA!!

180 Tons . .

Made weekly and  
our stock does not  
increase!!!

. . . WRITE TO . . .

**Mammoth Mills - - Hull, Canada**

FOR SAMPLES AND QUOTATIONS OF

Linen Ledger  
Linen and Fine Writings  
Envelope Papers  
Book, Print, and News  
White and Blue Drug and Tea Papers  
Tinted Cover Papers  
Colored Poster Papers

Manilla and Brown Wrapping  
Waterproofing Paper  
Tissue Manilla and Toilet Papers  
White and Colored Tissue  
White and Colored Cardboard  
Colored Bristol and Ticket Board  
Millinery Bags, printed or unprinted

TORONTO BRANCH:  
29 Front St. West  
MONTREAL BRANCH:  
318 St. James St.

## THE E. B. EDDY CO. LIMITED