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VOL. III. JUNE, 1887. No. 11.

RATES OF ADVERTISING:—

	1 month	12 months
1 page.....	\$10 00.....	\$100
1 column.....	10 00.....	100
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All Communications intended for publication must be sent in not later than the 22nd of the preceding month.

J. J. DYAS, Publisher.

FIFTY years of a noble woman's reign! Was ever land so blessed as ours?—yes, ours in all that makes of one the farthest ends of the earth where Britain's flag waves, and ours may it be while the sun shines in refulgent brightness.

How the millions gladly rejoice to-day as they sing with heart and voice:

“GOD SAVE THE QUEEN.”

OWING to the illness of the Minister of Education and consequent absence from duty we are unable to give list of newly authorized books in this issue. Ample notice will be given in this journal to guide dealers in buying for the Fall opening of the schools.

VERY strong objection has been taken to the expression in last number, “They (the Canadian publishers) now publish United States books with impunity.” We admit that this statement should have been made with a qualification. Until comparatively lately they did print such books “with impunity,” but the authors, desiring to get some pay for the Canadian market, had their books first issued in England, thus securing their rights in this country. They are still publishing some books for which they do not say, “Thank you.” It is this latter-day phase that has caused such a ferment, and that has incited the publishers to demand large duty.

Lately at least two publishers have paid liberally for the right to publish United States and English books. Although they have been in a measure forced to do so, it is certainly a more honourable proceeding than filching the productions of authors of other countries. Canadian authors are more likely to get well paid for labour when only a limited supply of books can be got for nothing.

A RIGHT CAUSE ABLY ADVOCATED.

FROM the time the first agitation for alteration in the tariff commenced, our trade has been in a state of unsettled ferment regarding some of the sweeping changes proposed.

Previous to 1885 the trade was in such a chaotic state that united action would not have been thought of; but that year marked the formation of the Booksellers' and Stationers' Association of Ontario. Since then this body has been carefully watching over the various matters relating to the welfare of the trade, and at no time has its usefulness been more marked than at the crisis just passed.

We need not give the history of the meetings in Toronto and Montreal; they are too fresh in the memory of our readers to need repetition.

The members of the deputation that waited on the Minister of Finance were hopeful that at least in some respects their views would be favourably entertained. The result has been that the Minister has granted the request fully relating to duties on paper-covered books, not giving the publishers any protection other than what they have had, and this in the face of powerful influence brought to bear by paper makers and others.

On paper and its products the resolution of both the Toronto and Montreal meetings, and more particularly the arguments of the deputation, were against any change, but if any change was made it would be but justice that blank books and envelopes should receive more protection. The Minister, considering it to be wise to advance the duties on paper, acquiesced in their views, and added extra duty. The point on which great stress was laid by the deputation was that the proposal of five cents a pound on envelopes would be wrong in principle, met with a favourable response, and the increase is an *ad valorem* duty.

On all points, therefore, where business principles are concerned, we have triumphed. It is a great triumph when we consider the array of vested interests and the influence against us, and we are not going too far to say that to organized opposition, and to that only, is due the victory.

A STEP FORWARD.

THE resolution of the Clerical Association of Toronto, adopted unanimously and published in last number, regarding bazaars, with the now famous mandate of the Bishop of Huron on the same matter, is an important step by one Church, that of the Church of England, in discountenancing these interferences with trade, and unjust competitors with the sewing girl.

Of course, they look at the matter from a different standpoint than what we do. They object to the mode of obtaining money for the support of the church; we object to the competition with regular traders, and the deprivation of work for the needy. There is no real argument in favour of their continuance.

Those who moved and seconded the resolution referred to, are particularly deserving of warm commendation in having the courage of their convictions in placing on record their views. For it is a well-known fact that a large proportion of their congregations are enthusiastic in their devotion to raising money in what is now happily considered an objectionable way.

In a letter from a clergyman, whose church is not a fancy fair church, and who does not like that way of giving, he says that the woman who has no money but will give work, gives with a true spirit; and we agree with him, but the question comes in,—How about the deserving poor who is, by this very act of giving, partially deprived of a livelihood? The church that accepts the gift is responsible for the loss of work to the patient plodder with the needle.

We know that the attempt to induce people to refrain from this, which many consider a pleasant duty, is a herculean one. But Rome was not built in a day, nor has any reform been effected in a moment; patient plodding generally wins

—oo—

WEAK-KNEED GRUMBLERS.

THE propensity to cut prices is inherent in some men, so that when a concession is made by publishers these people want to give away the profit, and without any good reason. This has been well illustrated in the case of the better terms given by *The Mail* to the trade. We have seen a letter from a man who has in no way identified himself with the Association in endeavouring to get concessions, complaining that more discount is not given. He modestly refrains from asking a present for his regular supply; he only insists on bigger reductions. And, behold you! what would he do? Not pocket the difference, but reduce the price per week to ten cents? And he thinks, too, that there should be no graded price for the shorter term of subscription. A short letter elsewhere from a man who has been very active in the matter, expressing satisfaction with the new arrangement, as well as the letter from London in last issue, conveys the opinion of the trade generally as to the equity of the present terms. In the first letter referred to, the writer thinks that the customers will change to the ten-cent-a-week paper. Well, it is not the dealer's loss; it is only the loss of a subscriber to the dearer paper. We would urge strongly in this matter, a

small matter, but small matters added together make large ones, that they hold firmly to the prices as laid down. Where there is any disposition to cavil a little firmness for a few weeks and—the fight is won.

—oo—

THE MUSIC TRADE.

OTHER topics of interest have prevented us referring to the late correspondence regarding music publishers and dealers. On the whole, the subject has been fairly put, and the charges against the trade have been well met, except that in the last letter published, the writer might have gone farther in speaking on the question of honesty. Like all other businesses, some dishonourable men will creep into the book trade, and possibly into that of music publishing also. But to charge the whole body of men and women who sell music with dishonesty, for that practically was the statement, is just a little too much to be borne with patience.

Accustomed as those dealers had been to selling music at moderate prices, they naturally expected to sell the same pieces at about the same rate, and it interfered considerably with their trade, people objecting to pay double or treble the former price. This is, we believe, where the main difficulty came in. We pointed out what we considered the mistake of the new music company at the time of its commencing business, and we are satisfied that the experience gained justifies our prediction.

Dealers accustomed to buy cheap editions still bought them, and carelessly or otherwise bought some that were copyrighted, and having bought them, sold them. Some instances of very harsh dealing with those who we are satisfied were innocent of any attempt to do wrong, have been brought under our notice. One instance where a publisher—not the Anglo-Canadian—endeavoured to entrap a dealer into breaking the law, shows to what length some people will go and how very mean a man can be. That and the temptation to and encouragement of one dealer to spy on another are instances of cases to which heretofore the book trade has been a stranger.

—oo—

TRAVELLERS coming in from their sorting-up trips report few sales—not sufficient to make it at all satisfactory—but orders for fall goods large. Particularly is this the case in books. Some houses are doing much better than in former years. In this city complaints are made of poor trade, though here and there is a man who, with a cheerful face, speaks of good business. Outside of Toronto in Ontario business is as a rule very dull. East and west of this province dealers don't think their localities worth mentioning.

IN writing of the terms of the daily papers in dealing with the trade we omitted to note, or rather we had no communication to the effect, that the rate charged by the *Globe* to news-dealers, is, under the circumstances, a fair one, and such as was named by a member of the Executive Committee of the Association as a proper price.

—o—

INTERVIEWS WITH SOME OF THE TRADE REGARDING NEW TARIFF.

J. F. ELLIS, *Managing Director of the Barber & Ellis Co.*—I took an active part in endeavouring to have higher duties placed on envelopes and other articles of which paper is the raw material. Being a large manufacturer of envelopes, I can say that notwithstanding the 2½ per cent. advance on paper there will be no advance in price of envelopes except perhaps on some of the finer grades.

Blank books will probably be slightly increased in price. The increased duty will keep out a large portion of this class of goods now imported.

Regarding papeteries and boxed stationery the effect of the increase in tariff will be to cause them to be put up here. There will not perhaps be the same variety, but there will be no increase of price. Note paper in packages will not be affected in price.

The increase on gold leaf for binders' use will tend to encourage the home production. I took a sample of Canadian gold leaf to Germany. Was promised as good for less money but the result was disappointing.

The whole tendency of the changes in the tariff will be to give more employment to Canadians; consequently wages and profits spent at home.

S. R. HART (*Hart & Co.*)—The firm deals largely in fine stationery. Have for some time entered into the manufacture of boxed stationery to some extent, and under the new tariff will probably enlarge this department of their business. Do not however think the increase altogether satisfactory; would have preferred no change.

Will still have to import to some extent novelties in paper as made up abroad, as the changes are so frequent and variable that it would not always pay to buy quantities in the flat. The style might not take, and possibly would soon be out of vogue.

It is absolutely necessary to have new styles as they come out to do a certain class of trade.

Concerning bookbinders' articles, they needed more protection. The smaller size of blank books, however, will always be imported to a certain extent.

The increased duty on envelopes will, with the other changes, tend to give employment to many new workmen, and, it is hoped, with the increased output, tend to improve the style and quality of boxes, etc., for goods.

DONALD BAIN (*James Bain & Son*)—It will still be necessary to import fine stationery in boxes, even if such goods are put up here. The variety and style of box is such that could not be produced here at prices and style. They are put up in such quantities in England and Scotland that the boxes cost very little.

Sorry that the extra duty has been placed on en-

velopes. Believe the tendency will be for the public to buy a cheaper line. They have been educated up to purchasing a finer quality than formerly.

With the addition of duty on blank books can find no fault.

RICHARD BROWN, of *Brown Bros., Manufacturing Stationers*—Would have been as well satisfied that there would be no change in the tariff, but as it has taken place do not think it will interfere much to disturb trade.

Think a uniform rate of duty on paper was desirable, though there are some anomalies in the duties as now fixed.

There is keen competition from English manufacturers in the sale of letter copy books. The duty on the paper for those books is put at 25 per cent., an advance of 5 per cent., although no paper of the kind is made in Canada, nor is there likely to be.

The class of papers used by binders and for making boxes, such as marbled, enameled and fancy papers, is put at the highest rate, 35 per cent. These are almost all manufactured in Germany. The market here is so limited as to practically prohibit their manufacture.

So although the duty on blank books is advanced 5 per cent., papers and other material that are used in their manufacture take away a good deal of the advantage.

The same remark applies to fine stationery done as papeteries and ordinary boxed envelopes and note paper. The market is so limited and duration of style so doubtful that a large proportion will be necessarily imported.

The extra duty on envelopes will not probably increase prices to any appreciable extent. Promised competition will regulate that.

When the changes were being made it would have been well to have advanced the duty on leather goods, as the greater part of the articles of which they are made pay heavy duties.

MOSES STAUNTON, of *M. Staunton & Co., Wall Paper Manufacturers*, says that he was unable to take any part in endeavouring to obtain changes in tariff owing to ill health. The Montreal manufacturers looked after the matter.

Consider the change from *ad valorem* duty to specific an improvement. Except on cheap English papers the duty will be about the same.

The change will have the effect of keeping out job lots sold here at any price they can get by United States manufacturers. This will be a help to manufacturers as well as better for the dealer who is not in danger of having the value of his stock reduced by goods coming in at probably less than cost.

A. MULLIN (*Mullin & Muir, Wall Paper Dealers*).—The change in the duties levied on wall paper is practically the same as it was except that the change from *ad valorem* to specific duty will be a hindrance to the selling of job lots of foreign make.

This is I consider a benefit to the dealer, and the public as a rule will not suffer.

It will prevent in a great measure the importation of cheap English goods which are of a very inferior quality. The public will be supplied with Canadian paper of better quality and as cheap as the poor English.

It should be understood that envelopes and blank books, though nominally having a protection of 35 per cent., have actually much less owing to the duty on the materials of which they are made.

Envelopes have actually about 10 per cent. net and blank books about the same.

PERSONAL.

G. W. Berry has bought out the business of James Imaie, Goderich. The latter is now on the road for Warwick & Son, having been with the same firm before starting business in the lake town.

The failures of late have been O. C. Watson, Sarnia, and A. G. Blair, Newmarket.

It was Rev. Dr. Ormiston, of New York, who, on the 13th of April, was responsible for tying the wedding knot of John B. Gay, of Hamilton (no pun allowed), and Miss Emily B. Donnolly, of the former City. The bride's sister and A. Passmore assisted in the very pleasant task. Joy be with you.

Millman & Co., W. H. Millman, J. H. Nellis, and R. Revell, bought out the stock of W. G. Boyes, Woodstock, paying the creditors 70 cents on the dollar, cash.

C. W. Small, who, since 1880, has represented the Canadian houses of James Campbell & Son, and William Briggs, has nearly completed his first Canadian trip for George Routledge & Sons, London and New York.

H. M. Caldwell, another old Toronto boy, now with Henry Altermus, Bible publisher, Philadelphia, with W. B. Perkins, representing D. Lothrop & Co., have also been making a Canadian trip.

Other bookmen who have wended their way have been F. T. J. Nunan, representing F. A. Stokes, formerly White, Stokes & Allen, and H. Macourt, with C. T. Dillingham.

C. Blackett Robinson, with Mrs. Robinson, left for a European trip about a month ago. The difference between publishers: he to Europe, we to the Island—not a league from Toronto.

P. C. Allan, the King street newsman, is back again from his winter trip to Bermuda, looking the better of it. A bank in Bermuda and a big business here should enable him to keep the pot boiling.

A. McLachlin, St. Thomas, had a little scorch by fire last month. It is only the insurance company that loses.

E. O. Swayne, of E. P. Dutton & Co., writes that he had the best trade in Canada he ever did since he first opened business for his house, 13 years ago, even if he had to call on the trade in Montreal in a row-boat.

D. & J. Sadlier & Co., New York and Montreal, publishers of Catholic books, have opened a branch at 113 Church street, Toronto, where they also keep a general stock of books and stationery. James A. Sadlier, who manages the business in Montreal, will have oversight of the new branch.

A. R. McKinley, of Macfarlane, McKinley & Co., window shade manufacturers, Toronto, has returned from Jacksonville, Florida, having been there for the

last four months on account of very bad health. He speaks highly of the pleasure of Florida's winter and feels greatly the benefit of the quiet rest.

BOOK NOTES.

THE CANADIAN BIRTHDAY BOOK, with Poetical Selections for Every Day in the Year, from Canadian writers, English and French. Seranus. C. Blackett Robinson, Toronto. Cloth, \$1.50. Plush or morocco, \$2.50.

No such work can be produced without omissions and commissions of mistake in the view of the intelligent reader, and it is to the credit of the authoress that so few can be recorded against her. Still there are some, and those that strike us most forcibly are the omission of some names and poems that we would like to have seen, and the rather scant measure of space given to some notable authors. We find for instance that from Mair, that grand master of noble poetry, whose "Tecumseh" is of itself a famous record to leave to posterity, there are only five selections; from George Martin, whose charming poetry of common things is heart touching, but two short ones, and in those, particularly the last, we think a more fitting choice might have been made for a Birthday Book; while Roberts, the slayer of rhythm, is honoured with no less than nineteen selections, more than any other except Sangster. At least one other name is given prominence that is not deserving of it.

But the unpleasant part of our duty is done, and when we come to see fully into the book, we find much to commend in the inception of the work and the merit of its contents. We have in it a collection of poetry all the offspring of Canadian brains, except in the case of two of the authors. They have been intimately connected with our country, and we would be proud to own them as of us—Earl Dufferin and the Marquis of Lorne. And the poetry is, as a general thing, of no mean order; some of it of great merit. It is always hard, however, to judge of the real merits of a poet by short selections. In this she is not to blame, for it is impossible for the authoress to give other than brief portions. Such as they are, they reflect credit on our poetic writers. This Birthday Book is such an one as should be introduced in every cultured family. A fitting sequel to our notice will be the verse on the title page:—

"No eulogy to-day I bring
Of Canada's fair fate;
Her greatness coming years may sing;
'Tis ours to work and wait."

That last line is, at the present juncture, one of the best applications of a lay sermon that we have ever read.

CALLING at the Willard Tract Depository, S. E. Briggs, the manager of the publishing department showed us, among the Mildmay books of the season, three handsome booklets to sell at 20 cents each:—"Springs of Comfort," "Living Fountains," and "Heavenly Dew." They are handsomely printed in monotyp and all of the religious characteristics of these productions.

"Glory Gleams," a small shilling book, richly illustrated in colours.

But that which attracts our attention most is a series of three,—the Christian Graces,—“Faith,” “Hope,” “Charity,” booklets of artistic design and handsomely printed in two colours. They each are 32 pages, with cover, the design and workmanship being all done in Toronto. The designs are novel and in no two books are alike. There is a text for each day in the month, and opposite the dates suitable verses. How they can be produced for the money, 10 cents each, in a limited market such as Canada, is a marvel. They are excellent substitutes for Christmas cards to those who are in search of something novel.

THE ROSE PUBLISHING Co. published last month “The Fair God,” by Lew Wallace, author of “Ben Hur;” and another of their 25 cent Pocket Library, “The Prince de Moria,” by Adolphe D’Ennery, and translated from the French by Aristide Filiatreault.

GEO. ROUTLEDGE & SONS, London and New York, are publishing a good edition of the famous Pansy Books. The text is clear and large, paper good, and altogether a handsome edition of these sensible Sunday-school books. “Little Fishers and their Nets” is the title of the last number issued. They expect to have 28 volumes in the market for the Fall trade. 70 cents a volume.

W. BRIGGS is publishing, in connection with the original publishers, a Canadian edition of the same Pansy Books at 50 cents each.

CHATTO & WINDUS have in preparation a choicely printed library edition of the novels of Besant and Rice. The volumes (each one containing a complete novel), will be published at six shillings each. The first volume, now in the press, will be “Ready-Money Mortiboy,” with an etched portrait of James Rice, and a new preface by Walter Besant, telling the story of his literary partnership with James Rice.

WAS MOSES WRONG? Pastor Joshua Denovan. S. R. Briggs, Toronto: \$1.

His first argument is to prove that the first books of the Bible are really the writings of Moses, inspired by God, and in a well reasoned series of articles gives cogent reasons for the belief that Moses was not only right, but was right in every particular.

A “SHORT HISTORY OF THE CANADIAN PEOPLE,” by John Bryce, LL.D., has been published by Samson, Low & Co. in conjunction with W. J. Gage & Co. It is well spoken of by competent judges.

KEGAN, PAUL, TRENCH & Co. published a volume of poems by a Canadian, Phillips Stewart.

THE *American Bookseller* estimates that there have been sold in the United States, so far, about 300,000 copies of “She.”

R. T. WILLIAMS’ new “Directory of British Columbia” will be issued shortly.

Do not our United States exchanges know by this time, that we do not go to the Appletons & Harpers for our school books? Here in Ontario foreign books are being shoved aside, and those of Canadian authors

and publishers have taken their place. In other provinces the same is the result to a great extent.

IN following the sale of the famous Seillière library, the conviction is forced upon one that the price of books, *qua* books, is diminishing. Reprinting in *fac-simile*, the multiplication of handsome editions of works once almost inaccessible, and other similar causes explain this. Taking the average prices realized in the Seillière sale, they were 20 to 30 per cent. lower than those of the great sales of the previous generation. Unique books, which are more interesting as art specimens than as books, Livres d’heures, incunabula of a certain description, the rarest Elzevirs and Aldines, are well in demand. Some books, moreover, in historic bindings are much sought. A fine binding, Grolier or other, recommends a book more than almost anything else.—*Exchange*.

PERIODICALS.

THE *Knox College Monthly and Presbyterian Magazine*, heretofore published only during college term, is now, commencing with the first number of the sixth volume (May), to be issued regularly on the first of each month, at \$1 per annum. It is ably edited. In the May number each article is short, pungent, and replete with good reasoning. James Bain & Son are agents.

WITH the April number *The Westminster Review* became a monthly. In this age of rapid transit and hurried, frequent issues of periodicals, the old-fashioned quarterly seems out of place, and we need not expect the circulation of old-time popularity. The *Westminster* has evidently found this out. In the monthly issue we find the table of contents of this rather radical production not the less varied, and the articles of the same marked ability as of old. Leonard Scott Publishing Co., Philadelphia.

THE *Illustrated Foreign News*, being the American edition of the *Illustrated London News*, at ten cents a copy, is a revolution in illustrated papers. It is published in New York from plates sent out from London. The printing and paper used are good, and the whole presents quite as attractive an appearance as that which was sold at double the money or more.

TO THE TRADE.

GRIP’S OWN LIBRARY.

No. 1.—Good Things from Grip.

Now Ready. Price 10 Cents.

No. 2.—Jubilee Jollities.

Ready early in June. Price 10 Cents.

²³ This Library has been favorably noticed by over 300 newspapers in the Dominion, and being supplied at a liberal discount, the Trade are asked to carry a supply, so as to meet the demand.

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The Grip Printing & Publishing Co.,
TORONTO.

Trade Supplied by TORONTO NEWS CO., TORONTO.

There is a fair margin of profit. It has already gained a strong foothold in this city.

It was fortunate to have in the first number of the new edition a very fine picture of a Jubilee Genealogical Tree of the Queen and her descendants.

It was a happy hit, that of *The Century* in the May number. The article on the Pharoahs sold many a copy. One Bible-class of thirty-five each bought one.

Blackwood, dear old *Maga*, keeps well to the fore in its enlarged form, thicker by many pages this year. Sparkling as usual with good writing.

A new story, "Joyce," that promises well, commences in the May number just out. Leonard Scott Publishing Company.

Good Things from Grip and other Cute Birds, the first (May) number of "Grip's Own Library," is good value both in size and jolly fun, for a ten-cent piece. *Jubilee Jollities* (our pen protests at again writing the first word in this sentence) will be the second, issued at the same price.

WM. BRYCE is sole Canadian agent for *The Little Ones' Own Coloured Picture Paper*, a monthly, at sixpence, that is the perfection of chromo-lithography, and interesting reading matter for the wee ones.

TRADE NOTICES.

AMENDED CUSTOMS TARIFF.—On stationers' and wall paper dealers' goods :

Paper of all kinds calendered or otherwise, 25 per cent.; formerly all not calendered, 20 per cent.; calendered, 22½ per cent.

Paper ruled, bordered, papeteries, paper in boxes, and all manufactures of paper, 35 per cent., formerly 25 per cent.

Envelopes, 35 per cent., formerly 25 per cent.

Blank books, 35 per cent., formerly 30 per cent.

Slates, one cent each, and 20 per cent., formerly 25 per cent.

Twine, one cent per lb., and 25 per cent., formerly 25 per cent.

Mucilage, 30 per cent., formerly 20 per cent.

Glue, three cents per lb., formerly 20 per cent.

Gold and silver leaf, 30 per cent., formerly 25 per cent.

Paper hangings: Brown blanks 2 cents, white grounded and satin paper 3 cents, single joint bronzes 7 cents, coloured bronzes 9 cents, embossed bronzes 11 cents, coloured border, narrow 8 cents, wide 10 cents, bronze borders, narrow 15 cents, wide 18 cents, and embossed border 20 cents per each 8 yards.

The proposed extra duty on purses and pocket books, was happily dropped, the duty remaining the same.

A GOOD EXAMPLE—1887, EARLY CLOSING.—We, the undersigned booksellers and stationers of Toronto, agree to close our respective places of business every Saturday afternoon, at one o'clock, commencing *May 28th*, and continuing during the months of June, July and August :

THE CANADIAN

BIRTHDAY BOOK,

—WITH—

POETICAL SELECTIONS FOR EVERY
DAY IN THE YEAR.

Compiled by "SERANUS."

Cloth extra, \$1.50; Leather, \$2.50;
Plush (boxed), \$2.50.

For sale by all leading Booksellers or sent free per post on receipt of price by

C. BLACKETT ROBINSON,

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MAMMOTH BOOK EMPORIUM.

R. W. DOULGAS & CO.,

(Successors to A. Piddington),

DEALER IN

Ancient and Modern Books,
STATIONERY, &c.

The most extensive and valuable Retail Stock in Canada.

250 YONGE ST., TORONTO.

WM. BARBER & BROS.

PAPER MAKERS,

Georgetown, Ontario.

BOOK, NEWS, AND COLORED PAPERS.

JOHN R. BARBER.

A GOOD BUSINESS CHANCE.

For sale in the rising town of Vancouver, B.C., the terminus of the Canadian Pacific Railway, a thriving Book and Stationery business. The stock is all new and purchased on very favorable terms. The lease returns the holder a nice profit and the connection is the best in Vancouver. Terms very liberal. Apply to the editor of this paper.

FOR SALE.—45 copies Rordan's Conveyancer, latest edition, full sheep. \$2, 5 per cent. off. Apply BOOKS AND NOTIONS office.

CAUTION.

CANADIAN COPYRIGHT.

ALLAN QUATERMAIN:

BEING

An Account of his Further Adventures and Discoveries in company with Sir Henry Curtis, Bart., Commander John Good, R.N., and one Umslopogaas.

By *H. RIDER HAGGARD,*

Author of "SHE," "KING SOLOMON'S MINES," Etc., Etc.

Canadian Copyright has been secured by us for "ALLAN QUATERMAIN," and none but our edition can be sold in Canada. We would respectfully caution the Trade against importing or offering for sale any other than our Edition.

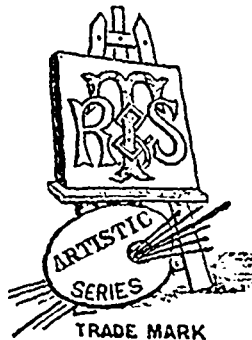
The book will be published on **JULY 1st**, in England and Canada.

CLOTH EXTRA, 60c. PAPER COVER, 30c.

ROSE PUBLISHING CO., TORONTO.

RAPHAEL TUCK & SONS

'Tis not in mortals to command success;
But we'll do more, Sempronius, we'll deserve it.
ADDISON—"Cato," Act I., Scene 2.



PORCELAIN STUDIES.

Seventy-five Original Subjects from the easels of famous Artists. Reproduced on Porcelain in effective monotone or artistically painted in oil.

RARE GEMS OF DECORATIVE ART,

And the most suitable Souvenir for the Holiday Season.

A Very Desirable, Quick Selling Line.

Each in Patent Safety Box (Wood), insuring safe transmission through mails.



FOR SALE IN CANADA BY

S. R. BRIGGS,

Toronto Willard Tract Depository, Toronto, Canada.

Williams Briggs, Methodist Book and Publishing House,

George Richardson, Standard Publishing Company,
S. R. Briggs, Toronto Willard Tract Depository,
John Young, Upper Canada Bible and Tract Societies,

Rowell and Hutchison,

Williamson & Co.,

Vannevar & Co.,

Hart & Co.,

James Bain & Son,

J. B. Clougher.

The obstinacy of one man a little way up Yonge street, prevented others signing the agreement. Wonder if he would like another day added to the week, so as to stretch out the time of toil.

A FINE BUILDING.—In need of increased facilities for carrying on the various branches of their business, The Barber & Ellis Co. are now erecting on Bay St., north of Front, Toronto, a very fine brick building 100 feet frontage by 80 feet in depth. It is fast approaching completion, and will, when finished, be one of the handsomest buildings in the neighbourhood. It will be five stories high, with basement, the two lower stories being used for offices and warerooms. Those above, third, fourth, and fifth, will be utilized for manufacturing purposes. The basement will be used for storing staple articles. The firm intends to largely develop their manufactures of envelopes and paper boxes. Their facilities for binding will also be much enlarged. Necessary machinery for the fullest development of their various branches of manufacture have been purchased, and will be made use of as the building is ready for use.

There will be room in the workshops of the new building for at least 250 hands. It is likely that in a short time that number will be steadily employed.

We have pleasure in congratulating this firm on their great progress. While, no doubt, the success is largely owing to the push and business energy of the managing director, J. F. Ellis, a large portion of it is justly attributed to the fact that for years some of those who were the most trusted employees have had a share in the business.

HOLLAND'S PALATIAL WAREHOUSE.—If Toronto can boast of a fine new building, what must we say of Montreal's glory. When we were last in that city, R. Henry Holland & Co., wholesale importers of small wares and fancy goods, informed us that they were going to move to a new building to be erected for them by G. B. Burland at Nos. 340 and 342 St. Paul St. As we looked at the old building, its width and depth, we thought that its great capacity must be sufficient for all their wants, but the description we now give will show that these new premises are about double the capacity of the former. From what we hear we are convinced that it is the finest store in Canada.

It was built expressly for them by J. J. Brown, architect; heated by two of Gurney's hot water furnaces, Hales (Chicago) elevators, rough stone front interspersed with Aberdeen granite with polished column of same in the centre. The ceilings throughout are of British Columbia cedar highly polished, and the floor of fir grown in the same province, windows plate glass throughout. Store has a front-

FALL SAMPLES.

Complete and now ready for inspection.

The Trade visiting Toronto in **June** will spend a profitable day in seeing the New Lines for **Fall and Xmas Trade.**

The larger portion of Samples are entirely new lines selected during my late trip to the **European markets.**

Full assortment will be shown you soon of all the leading lines by my Travellers' but, if possible, see the complete display in Toronto Show Room during this month.

SPECIALTIES:

New fine Photograph Albums, China Ware Figures, &c., Presentation Tea-Cups and Tea Sets, Musical Goods, Mechanical Toys, Dolls, Magic Lanterns, Plush Goods, Bronze Goods, Cabinet Ware in Work Boxes, Desks, in Wood and Leather, Dressing Cases, Toys and Novelties in large variety, and all the Staple Lines generally shown.

Call and see the finest display ever shown in Toronto. Make the engagement in **advance.** See the Samples when Travellers reach your place of business.

WILLIAM BRYCE,

31 Front Street West,

TORONTO, CANADA.

age of 35 feet, and runs through to Commissioners street, a depth of 165 feet, with two wells affording ample light.

Basement, with an excellent entrance on Commissioners street, is used for receiving and shipping goods and the packing department, with stock of cups and saucers, vases, glass ware, china, and majolica goods.

First or main floor, with entrance from St. Paul street, has offices at the back overlooking the river and shipping, and is fitted in the most improved method; here the more staple goods are exhibited, cutlery, pipes, purses, combs, druggist's and tobacconist's sundries, stationer's supplies, jewellery, &c.

Second flat, albums, accordeons, violins, harmonicas, bronze and plush goods, fans, fancy boxes, frames, &c.

Third flat, toys, games, dolls, wood carts, waggons, and numberless other goods.

Fourth flat is used for reserve stock and full cases, there is also a good sub-basement for empty cases.

The fancy goods dealer who cannot be supplied fully from such a stock as this mammoth warehouse contains must be very hard to please. The necessity for the enlargement proves a state of prosperity of the firm that is truly gratifying.

We learn from the United States exchanges, that the Wall Paper Manufacturers' Association will probably not renew its pooling arrangement after July 1st, when the time expires for the agreement as to prices. It is said, "The pool was formed mainly as a protection for the jobbers. There was a standard schedule of prices, and goods were sold on their merits as to quality alone. Skilful manufacturers were able to sell their goods at the association rates, but those outside had to take a percentage less in order to dispose of their wares."

Belford, Clarke & Co., Chicago, whose business has been done largely through the States in dry goods stores, have sold out their counters in these stores in the Eastern States, and will do that portion of their business through a New York jobber.

We are in receipt of George Waterston & Sons' trade list, of The Bee brand of sealing wax—famous for its good qualities—mucilage and quill pens. Also a card showing the size, colour and weight of The Bee in its various forms. The latter is very useful for a stationer's use. It seems to us here like going back an age to read of quill pens. They must be still much in vogue somewhere, for the list comprises some sixty different kinds.

GOOD TASTE ON THE PACIFIC COAST.—The Victoria correspondent of the *New York Musical World*, writes that M. W. Waitt & Co., have one of the neatest, prettiest and cosiest music and book stores he ever saw.

Wm. Bryce, Toronto, has in addition to other lines of goods, the commencement of a fine stock of pictures in chromo and steel. The finest picture of the Queen that we have seen in a dealer's hands, is the large handsome and chastely coloured one, entitled Victoria, R. I., on which he gives a liberal discount off the retail price of \$1.

CANADIAN MUSICAL LIBRARY.

(Trade Mark Registered.)

STRANGE & CO.,

Publishers and Jobbers of Sheet Music and Music Books,

120 KING STREET WEST, TORONTO.

Now Publications Now Ready.

VOCAL.

- 437 There's no One to Welcome me Home... D, 2..McChesney 10
A sweet melody, the music of which will haunt a body.
- 434 Pretty Lips.....G, 2..Lloyd 15
Comic song with beautiful music.
- 433 Floating Days.....Eb, 3..Geary 15
A beauty. Sung by Adelaide Phillips.
- 432 One Glance from thee.....Ab, 3..Geary 15
A favorite song of the peerless Brignoli.
- 431 I Never Can Forget.....Eb, 3..Mellon 10
One of the few songs that do not tire.
- 430 Tapping at the Garden Gate.....A, 3..Farnie 15
A teasing comic song with good music.
- 429 I Built a Bridge of Fancies.....D, 3..Fricker 10
- 423 Mine Again.....G, 3..Hutchison 10
- 427 Under the Stars.....D, 3..Hutchison 10
Three standard songs.
- 425 The Letter That Never Came.....Eb, 2..Sturm 10
Everybody is singing this song in the United States.
- 424 There's a light in the Window.....Bb, 2..Newcomb 10
Just suited to the popular taste.
- 423 Never Take No for an Answer.....C, 2..Mitchell 10
The coming comic song.
- 422 I Cannot Sing To-night.....E, 3..Mrs. Deming 10
Sweet and touching melody.
- 418 Love's Request (Liebes Bitte).....Eb, 3..Reichardt 10
A favorite German song.
- 417 Bonnie New Moon.....Ab, 3..Linley 15
Founded on a popular superstition. Charming Melody.
- 410 O For the Bloom of my own Native Heather..Bb, 3..Glover 15
A Scotch song full of life and beauty. One of the best songs by this celebrated composer.
- 415 I Don't Like a Cur at my Heels.....Bb, 2..Boulard 15
Matto song; received with eccores wherever sung.
- 414 The Bloom is on the Rye.....Bb, 3..Bishop 10
- 413 Juanita.....D, 2..Mrs. Norton 15
Two songs that will always prove successful.
- 412 Queen of the Earth.....D, 3..Pinsuti 20
One of the grandest songs by this eminent composer. Sung with immense success in Toronto and other places.

INSTRUMENTAL.

- 436 Jubilee Medley Quadrilles.....DK, 2..Ross 15
On popular melodies.
- 435 Angel's Dream.....DK, 3..Lange 15
A piece we can recommend.
- 421 Lowell Band March.....DK, 3..Van Wagner 10
A splendid march. Sure to please.
- 420 Yacht Club Schottische.....DK, 3..Milliken 15
Will always call forth an encore.
- 419 Picnic Polka.....DK, 3..La Hache 15
A grand polka movement containing piano imitations of several birds of the forest.
- 406 Prince Imperial Galop.....DK, 3..Cootle 15
Will always be a favorite.
- 405 Sieba Gavotte.....F, 3..Hosfield 15
No one will regret a trial of this piece.
- 404 Minuet Celebre.....A, 4..Doccherini 15
Full of grace and dignity. Moderately difficult.
- 403 L'Ingenue Gavotte.....G, 3..L'Arditi 15
Played by PATTI's orchestra at her recent concert in Toronto and received with an enthusiastic encore.
- 402 Golden Rain (Nocturne).....Eb, 3..Cloy 15
- 401 En Avant (Forward March).....DK, 2..Eckens 10
Two old favorites.
- 400 Boston Dip Waltz Quadrilles.....DK, 3..The Original 15
Immense number sold in the United States.
- 399 Minuet de Mozart.....Eb, 3..Schulhoff 15
A standard piece that will always sell.
- 393 Sounds From Home Waltzes.....G, 3..Gungl 15
Favorite waltzes the music of which is very popular.

The above vocal and instrumental pieces numbered from 401 to 417 inclusive, and from 427 to 435 inclusive, have been printed abroad for the sole object of securing benefits enjoyed by American publishers in Canada that are denied to Canadian publishers.

ANOTHER COPYRIGHT ACTION.—We understand that the Anglo-Canadian Music Publishers' Association has commenced an action against I. Suckling & Sons for selling English editions of "Ruddygore" Dance Music. The question raised is a totally new one—the Association claims to have secured Canadian copyright before publication in England, and totally apart from British copyright. The result of the trial will be looked for with great interest by Canadian publishers, but in one particular the case presents a somewhat interesting phase to our readers, as a member of the firm now being sued recently made use of our columns to ventilate his opinions on the copyright law, and one special grievance was that there was no way of excluding English copies of Canadian copyrights from this market. It is slightly ironical, to say the least, that he should so soon find himself a defendant to such a suit.

CORRESPONDENCE.

Editor BOOKS AND NOTIONS, Toronto, Canada :
DEAR SIR,

The business outlook in this most western part of the Dominion is fair, with, I think I can safely say, bright hopes for the future. Our quartz mines are about being developed, and as you know large quartz production will mean an increase in all lines of business, and the stationery lines will receive their fair share of the country's progress. Kamloops, the most interior town of any importance, is making rapid strides; while Vancouver, on Burrard Inlet, and New Westminster, on the Fraser, are all progressing, and I might say building up fast; while Victoria, the oldest city, and the present capital of the province, has at present a Jubilee hospital, new court house, new brick hotels, and improvements of a substantial kind that will reach two hundred and fifty thousand dollars (\$250,000), without including residence and general improvements.

Many from the Eastern Provinces, who have not resided in this country more than four or five years, have in nearly every instance done well, and have succeeded in building up pleasant homes for themselves and their families.

The stationery and fancy goods business are well represented in the province by eastern men; two of the Victoria firms being eastern people, while in Vancouver all are eastern men of late arrival, excepting the old veteran, Tilley, who, by the way, is a near relation to Sir Leonard Tilley.

New Westminster and Kamloops have their new arrivals starting in the stationery and fancy goods lines, so that you will see from my statement that British Columbia welcomes new blood.

This is certainly a great province, and will eventually make gigantic strides. Her coal, iron and quartz, timber, fish, and numerous other products, are simply inexhaustible; capital, energy and industry are the three requisites that will be the means in the near future of covering this vast province with a large and prosperous population.

"CANADA ON THE PACIFIC."

Victoria, May 10th, 1887.

—o—

WINDSOR, May 14th.

DEAR SIR,—Business has been very good so far this year, and shows a good increase over last year,

THE QUEEN'S JUBILEE BOX OF STATIONERY

CONTAINS

Two ^{quires} Quires of Superfine
Note Paper, and Two Pack-
ages of Court Shaped En-
velopes to match.

Retail Price, 50 Cents.

Trade Price, 30 Cents.

This is the Handsomest
Box and best value yet
offered, and is a fast seller.

Orders solicited by the

TORONTO NEWS CO'Y.,

42 YONGE STREET.

TORONTO.

And NIAGARA FALLS, ONT.



RAPHAEL TUCK & SONS
ARTISTIC
CALENDAR
 OF
CHIVALRY
FOR 1888.

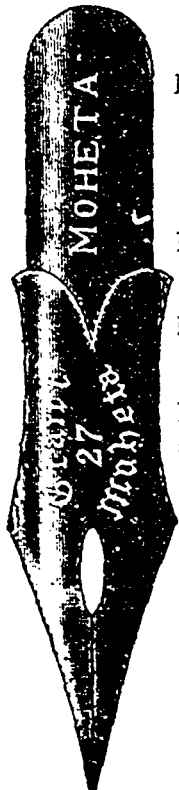
Samples just ready and for sale by all
 Jobbers throughout Canada.

LONDON, BERLIN, PARIS,

AND

298 Broadway, New York

RUSSIA MOHETA PENS.



Manufactured of the

**HIGHEST STANDARD FINISH AND
 WORKMANSHIP,**

and of the

FINEST QUALITY OF MATERIAL.

Less corrosive and warranted to last
 longer than any other make of Pens.

The Series comprise Pens of Extra
 Fine Round and Commercial Points,
 also Fine Stub to Coarse Stub.

Retail Price, \$1.00 per gross.

JAMES BAIN & SON,

Booksellers, Toronto,

WHOLESALE AGENTS.

IN PRESS.

AUTHORIZED EDITIONS.

THE PANSY BOOKS.

There are substantial reasons for the great popularity of the PANSY
 Books, and foremost among these is their truth to nature and to life.
 The genuineness of the types of character which they portray is
 indeed remarkable; their heroes bring us face to face with every
 phase of home life, and present graphic and inspiring pictures of
 the actual struggles through which victorious souls must go.

BEST & CHEAPEST EDITIONS FROM ORIGINAL PLATES.

PRICE, CLOTH, 50 CENTS.

Mrs. Solomon Smith Looking On.

One Commonplace Day.

Chautauqua Girls at Home.

Hall in the Grove.

Ester Reid.

Ester Reid Yet Speaking.

Ruth Erekin's Crosses.

The Randolphs.

Julia Reid.

Those Boys.

&c., &c., &c., &c.

New Book by "Pansy," in Press,

"EIGHTY-SEVEN."

PRICE, CLOTH, \$1.00.

WILLIAM BRIGGS.

PUBLISHER,

78 & 80 King Street East, Toronto.

and we look for a good trade right through, especially after the holidays.

Would like to hear opinions of the trade on Christmas card business. Travellers report large orders this year, but our experience gives us the impression that the Christmas card trade is done in this section anyway.

[The writer really answers his own question. It depends on locations, though there are very few localities that have as yet shown much falling off. The "sometime" when cards would cease to sell has been coming for years. The arrival has not been yet seen.]

—o—
MONTREAL, May 9, 1887.

"The flood in Montreal." That expression begins to sound like an old acquaintance. Well, the flood, whether it may be looked upon as old or new, has come and gone, and business has again been resumed in a large area of the city that for nearly a week resounded only to the noise of boatmen, upsetting of rafts, or shouts of people either bent on pleasure, or assisting their washed-out friends, there being, of course, the usual allowance of tipsy men taking unexpected headers in the dirty compound of mud and water, to the apparent pleasure of the onlookers.

During the flood trade was practically suspended so that it is difficult, not only to average business at present, but to predict what it will be during the summer; but the trade appears to feel hopeful, especially as travel is again beginning to find its way back to us.

None of "ours" suffered any loss to speak of, except loss of time. Redmond, of Notre Dame street, and the Montreal News Co., were the worst flooded of the paper men this year.

UNIT.

—o—
J. W. GEORGE, representing Chas. Goodall & Son in Canada last year, wrote us some time ago. As the letter is as much intended for the members of the trade whom he met while among us, as for ourselves, we give the greater part of it:—

I take this opportunity of thanking you for regular delivery of BOOKS AND NOTIONS, which bright little publication comes as a pleasant monthly reminder, if such be needed, of my Canadian trip.

Most of the names mentioned in your journal recall some kind reception and hearty greeting accorded to me, a stranger, by members of the Canadian "trade."

I shall always look back with gratification to my first experience of men and things Canadian, and in the rush of our great cities, with their over competition, I shall often think of other great cities where, busy as men are, they find time to say a few words of pleasant greeting, even to the ubiquitous "drummer."

Should circumstances admit of my revisiting Canada at some future date, it will be a pleasure to me to renew my brief acquaintanceship with the many friends I met there.

—o—
R. O. SMITH, Mitchell, wrote us too late for insertion in last number:—

The new terms of the *Mail* are more satisfactory than they were before, and I believe the majority of booksellers, or at least those who believe in that old adage, "live and let live," will be satisfied with the new rates.

WARWICK & SONS,

Booksellers,

Stationers,

Printers,

Publishers,

Bookbinders.

BLANK BOOK DEPARTMENT

Our facilities for the production of Blank Books of all descriptions are unsurpassed in the Dominion, none but first-class workmen being employed.

We have at all times in stock Medium, Demy, and Foolscap Books in

Day Books, Journals,

Ledgers, Minute Books, &c.

ALSO A COMPLETE LINE OF

Memorandum and Pass Books,

Time Books, Bill Books,

Invoice Books, Letter Books

AND

Manifold Order Books for Travellers.

OUR PRICES ARE AS LOW AS ANY OTHER
FIRST-CLASS MANUFACTURER'S.

Estimates furnished on application.

Office, Warehouse
and Bindery,

Printing Office,

8 & 10 Wellington St. East, 26 & 28 Front St. West.

TORONTO.

AMERICAN GOODS IN CANADA.

☞ "This year I bought largely in the United States of Fancy Goods, etc. They sell better than anything I bought in Canada."—*Extract from letter in February number of BOOKS AND NOTIONS.*

ANDERSON & KRUM, Stationers and Manufacturers' Agents, 7 BOND ST., NEW YORK.

We are now busily engaged in preparing our Fall line of Stationery, Stationers' Specialties and Fancy Goods, all of American manufacture. Quality, variety, and above all, **Novelty**, will be its distinguishing features. We will show

Novelties in Fine Stationery.

Novelties for Office and Library.

Novelties in Souvenirs.

Novelties in Plush and Satin.

Novelties in Leather Goods.

Novelties in Metal Ware.

We are Sole Agents for the

EXCELSIOR DIARIES (Canadian Edition),

and for the finest line of **Memorandum Books** manufactured.

Our assortment of **Pocket Books, Purses, Card, Letter and Bill Cases** will be the **Best and Newest**. An elegant selection of **Ladies' Satchels** will complete this line.

In **Plush Goods**, comprising **Toilet and Dressing Cases, Shaving Cases, Jewel, Collar, Cuff, Glove and Handkerchief Boxes, Writing Desks, Manicure Sets, &c.**, we will show a better variety and at much lower prices than ever before.

We would, however, remind the trade that Plush has now been before the public for many years, and there is this season likely to be a strong re-action in favor of Leather. Having this in view, we have duplicated most of our Plush lines in Standard and rich Fancy Leathers. We believe the result of the season's trade will justify our forecast.

The trade cannot fail to be pleased with our collection of unique and tasteful articles in **Brass, Silver and Gilt**, at moderate prices. This line is a leading **Specialty** with us this season.

Dealers who are weary of the venerable chestnuts yearly dished up to them as "novelties," will find themselves refreshed and stimulated by an inspection of our line.

Mr. Lewis will be in Canada early in July, and will visit the principal cities of the Dominion. Parties who desire to inspect the line will be placed in communication with Mr. Lewis by addressing

ANDERSON & KRUM,
7 BOND STREET, NEW YORK CITY.

NOTICE TO THE TRADE.

Fac-simile of letter from Henry J. Drane & Co.)

9 Lovells Court
Paternoster Row
London
England
March 1887

We take pleasure in informing the
Book Trade that we have made
arrangements with Messrs E P Dutton & Co
of New York whereby they become
Sole Agents in the United States &
Canada for our Fine Art Books
whether printed in colours or Monochromes

The line of goods
they will have to shew from us this
season will be exceptionally fine

All applications for
samples and terms should be made
direct to them

Faithfully Yours
Henry J. Drane & Co

We take pleasure in informing the trade that we have received liberal import orders for our new and elegant line of
HOLIDAY PUBLICATIONS from the following wholesale houses in Toronto and Montreal, to whom the trade,
in other cities of the Dominion are respectfully referred for terms and prices :

TORONTO.

C. M. TAYLOR & CO.
ROSE PUBLISHING CO.
TORONTO NEWS COMPANY.
W. J. GAGE & CO. *

WILLIAM BRIGGS.
ROWSELL & HUTCHISON.
JOHN YOUNG.
S. R. BRIGGS.

MONTREAL.

DAWSON BROS.
MONTREAL NEWS CO.

H. P. DUTTON & COMPANY,

PUBLISHERS & IMPORTERS,

31 & 33 West Twenty-Third St. and 10 & 12 West Twenty-Fourth St., NEW YORK.

2 Ludgate Hill, E.C., London, England.