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CANADA
**BOOKSELLER
AND
STATIONER**

AUGUST

**DIXON'S
CYCLE CHAIN
GRAPHITE**

Is invaluable to wheelmen and is profitably
sold by stationers.

JOS. DIXON CRUCIBLE CO.

Manufacturers of Dixon's
American Graphite Pencils

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DE
McLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

Invitation

WARWICK BROS. & RUTTER

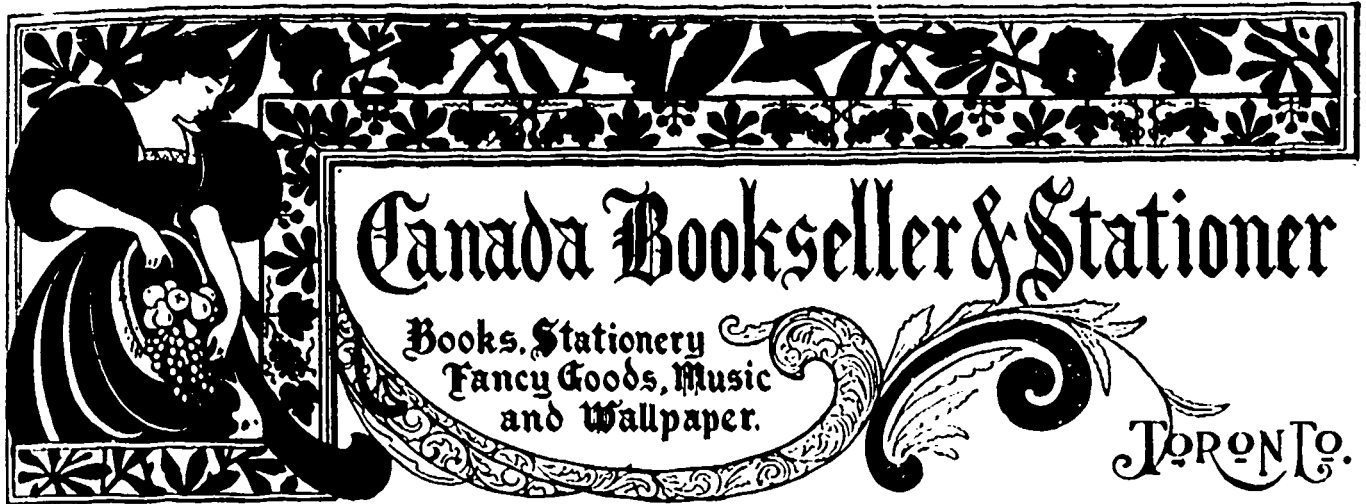
take pleasure in extending a cordial invitation
to their numerous friends in the

Book and Stationery Trade

who will visit Toronto during the Fall
Industrial Exhibition,
to call and make their warehouse
headquarters
while they stay in the city.

WARWICK BROS. & RUTTER

TORONTO, ONT.



VOL. XII.

TORONTO, AUGUST, 1896.

No. 8.

THE MACLEAN PUBLISHING CO.

OFFICE :

28 FRONT ST. WEST, TORONTO

Subscription, \$1.00 a Year in Advance.

Montreal Office Board of Trade Building,
Telephone 1235.

J. B. MACLEAN, MANAGER.

European Branch:

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

WHAT IS THE REMEDY?

IN the last issue of BOOKSELLER AND STATIONER there appeared a letter by Mr. Geo. P. Brett, of New York, on "Book-selling as a Fine Art." He advocated the entry into the business of college graduates who, it was argued, would display the intelligence, capacity and knowledge of books necessary for the good of buyer and seller. These views have attracted the attention of Mr. F. Nisbet, the well-known Kingston bookseller, who writes Publishers' Weekly as follows :

Mr. Brett assumes that the decay of the bookseller is due to a want in his education or at least a want of knowledge of the books he sells.

His remedy, that the graduates of our colleges should go into the bookselling business, is not creditable to his intelligence, as it is not at all likely that a young man who has spent ten years of his life and considerable money in gaining a higher education would engage in the beggarly business of bookselling.

The real fault is with the publishers in selling to departmental stores and others outside the regular trade a popular work that meets with ready sale. Such a policy will eventually act as a boomerang on the publishers themselves, as in a very short time these department stores will become publishers and so monopolize the publishing as well as the retail business of the booksellers.

Mr. Nisbet's remarks are timely. He states correctly that the crying evil of the day in the bookselling business is the cutting of prices by the department stores. Publishers continue to sell to these stores because they buy largely and are good pay. But, as Mr. Nisbet says, when the depart-

ment stores go into the publishing business themselves and begin to knock the profit out of that, then we shall hear from the publishers, who will be more ready to make common cause with the booksellers than they now seem to be.

The department store problem is doubtless a large question. We do not claim to have solved it any more than other people. Yet it is quite clear that to dismiss the matter by saying that it's an inevitable development of modern distribution and has come to stay, is to argue absurdly. If large aggregations of capital can go into the dry goods, grocery, hardware, book, stationery and a dozen other lines, and by means of cash sales, low expenses, and large profits on some goods, can continue to cut prices below the point of profit on the majority of sales, where is the thing to end? And does anyone deny that where goods are sold minus adequate profit, or below cost, some one—either producer or seller—is being injured? These are the questions that underlie the department store system, and all branches of trade should unite to discuss and propound measures to meet the condition. We draw Mr. Nisbet's attention to the efforts now being made by the Montreal trade, as recorded in these columns, to map out a plan of action.

As to college graduates in the book business, we have yet to learn that they know as much about books as many an intelligent bookseller. That, we agree with Mr. Nisbet, is not the solution of the present unsatisfactory state of the trade. It has taken time, capital, thought and relentless energy to produce the department stores. The evils that surround the system must be met with weapons just as powerful, and determination just as unyielding, to curb and reform them.

DOES THE FUNNY AD. PAY?

IN almost every paper is to be found a funny advertisement, or one that is intended to be funny. Some good houses use them, while others condemn them. A writer in *Printers' Ink* says: "The trouble with funny advertisements is that the reader looks on them as fun, not as advertisements." In the main the above is right. We laugh, and then turn over the page without much consideration of the advertisement. Naturally, we wonder whose ad. it is and perhaps remember the name. That is as far as the ad. affects us.

Another argument against them is that they get stale. An old joke is an abomination to everyone. So is a poor joke. Not so with a good, straightforward statement of facts. Even if we have seen it before, it does not give us the nausea occasioned by a twice-told tale, with an attempt at being funny. Truth is still truth, although we hear it a dozen times; a joke is no joke if we have seen it before.

However, the funny ad. has its use, especially if it is a good, original joke on some question in which all persons are interested. This kind of advertising is used effectively by one of our large Canadian manufacturers. But it is merely a supplement to other advertising, where good, solid reasoning is used. It is a first-class way to keep the name before the public, and if the goods are backed up with arguments as to why they are the best, good results will follow.

A SUGGESTION.

Do you keep cards? If you do, did you ever think of keeping them anywhere else than on the shelf? Why not give a corner of your window to showing what you carry in this line? A striking effect may be ob-

tained by arranging different colors of cards in various shapes, such as wheels, fans, etc., showing the backs of the cards. The cases also can easily be arranged or piled in artistic forms. Supplement this with a display of fancy card cases and game markers. It will suit someone's fancy. If pleased he'll come back for something else. That's what you want.

A PROMISING SIDE LINE.

NOW that departmental stores are absorbing all lines of created trade, would it not be well for booksellers and stationers to keep a sharp look out for unoccupied territory, such, for example, as the field for artists', decorators' and drawing materials?

There is a constantly growing trade for these goods, which might be considerably expanded by attention and cultivation. Modern education demands some knowledge of drawing, and certainly the advantages gained in life by a knowledge of drawing cannot be overestimated. It is easy to encourage a drawing class in any moderate-sized town, and teachers to instruct are always ready for such work. The supplies of such a class would be quite an addition to any business. Besides, if properly handled and a few exhibitions of students' work were judiciously made, it would be the means of attracting much local attention to the store.

Such lines work in well with books and stationery, and are not taken up by departmental stores, because a special knowledge is required in handling these goods. Fresh and small supplies could easily be obtained by enclosure through the houses from whom booksellers regularly receive supplies of books, etc.

We commend this suggestion to our subscribers, merely adding that the Art Metropole, 141 Yonge street, Toronto, are seeking a good trade customer in every town, to whom they would cheerfully supply any information desired on this subject.

BEATING DOWN PRICES.

HERE is a little story, says Geyer's Stationer, illustrating how some dealers try to beat down prices and how one of them "got hoist with his own petard" recently. A certain manufacturer of pads and tablets went into a metropolitan jobbing house and after duly waiting until the buyer felt at leisure to "look him over," was permitted to show his samples. They were good samples, and the manufacturer, who was doing his own selling, made the prices at what he thought should have been an inducement figure. The buyer said nothing until the whole case had been laid out be-

fore him for inspection, and then he picked up a pad. "What do you quote on these?" The price was again given. "Well, these are pretty fair goods, but I can get the very same thing for two cents less." "So?" replied the would-be salesman. "Then you are in luck, I would like to take your orders for these pads, as I want very much to sell them, but I have given you my very lowest rock-bottom prices." He doubtless looked somewhat incredulous, for the buyer said, "I don't really need them any way. I have just bought a full cargo. Perhaps you would like to see them." "Yes, I would," returned the manufacturer, who was after points as well as customers. The jobber, who was doing his own buying that day, led the way down into the basement, and after looking around a little while stopped in front of a case of pads and handed out one to his visitor. It was a most inferior article and the jobber realized that the manufacturer knew it, for he spoke for him. "Yes, yes, I know all about what you would say. The pads are not so good as yours. Poor quality of paper and so forth, but I tell you the price is right, and price is what tells." "All right, Mr. Buyer, but for the same money I can give you better weight and quality of pads than these. If you call these a bargain, mine would be a gift." "Oh, no doubt, but as I say, I've just got in a carload of these and they answer my purpose very well. Say, Smith," he called out to the receiving clerk at the other end of the store, "ain't this the lot of goods we got from Padlets & Pastem a day or two ago?" "Yes," yelled back Smith, who hadn't heard any of the previous colloquy, "that's the two-case order of job-lot goods you got from them yesterday." An awful stillness reigned for the space of a full minute in that basement, and then the jobber said to the manufacturer, "Send me five cases of your pads at the price you mentioned."

DANGEROUS TRADES.

In the report of the Home Office Committee on dangerous trades, we find mention made of the bronzing industry which is carried on in lithographic printing works to produce the gilding on show cards, Christmas cards, funeral and wedding invitation cards, etc. The report states that no specific disease is traceable to the occupation, though the work girls, women, and boys complain that the dust gets down their necks and under their clothes, irritating their skins, inducing headache, loss of appetite, lethargy, anaemia, skin eruptions, and general ill-health. Such results, the natural results of metallic poisoning, can hardly be wondered at, considering the surroundings in

which the work is carried on. As a remedy the committee recommend that overalls should always be worn, that cleanliness should be enforced, respirators used, and a pint of milk per day provided for each worker, and that no meals shall be taken in the bronzing or "dusting off" workrooms. Finally, they suggest that all cases attributable to working in bronze should be reported by the certifying surgeon to the inspector for the district.

BRITISH BOOKS.

Under the title "The Forgotten Islands," Messrs. Hutchinson are about to publish a volume treating of Corsica, Sardinia and the adjoining islands. The writer, M. Vullier, is a well-known French artist, who has travelled all over the islands collecting material for this work and making sketches of the various localities he has visited.

A new edition of Mr. William Morris's "Sigurd, the Volsung, and the Fall of the Niblungs," with forty woodcuts designed by Sir E. Burne-Jones, is now in course of preparation at the Kelmscott Press. Mr. Morris is also reprinting from the Thornton manuscript in the library of Lincoln Cathedral an ancient metrical romance called "Sire Degraivaunt."

Dr. Farrar has for some time past been engaged on a new work which Messrs. Longmans, Green & Co. will bring out in the autumn under the title of "The Bible: What it Is and What it is Not." While supporting the unique grandeur and inestimable value of the Scriptures, Dean Farrar will point out in the book the dangerous errors which have sprung from their misinterpretation, and from humanly invented theories as to the nature of their inspiration.

A CAXTON FOR \$9,400.

A very fine copy of Caxton's first edition of Chaucer's *Canterbury Tales*, Westminster, 1478, was lately sold for \$9,400 in London. This is the highest price ever paid for a Caxton at any auction in England, with one exception, Lord Jersey's copy of "King Arthur" having brought \$9,750 in 1885. It beats the \$9,100 paid for the "Histories of Troye" at that sale. There are only a dozen copies of this edition of the *Canterbury* sales known, and only two of these, one in the British Museum and one in Merton College, Oxford, are complete. The copy first mentioned lacks only two leaves of the 372.

The Scribner Organ Manufacturing Co., of London, Ltd., is the name of a company just organized in London for the manufacturing of musical instruments.

FANCY GOODS AND STATIONERY DEPARTMENT.

THE TOY SEASON.

A PERFECT panorama of novelties is spread out this season for the youngsters. The sample-rooms of Nerlich & Co. show a profusion of new goods in immense range. The display includes many

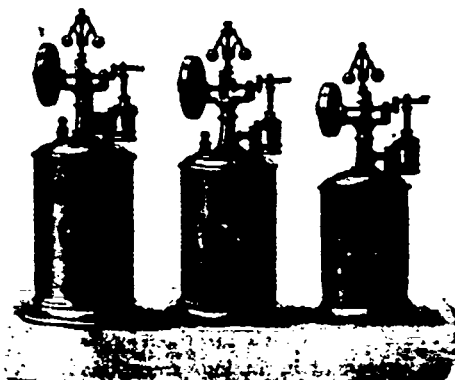


5. Electric Motor.—Nerlich & Co.

lines which travelers cannot carry, and a visit to the house itself will at once interest and repay the merchant.

In electrical toys, handsomely finished novelties are shown. A motor (No 5) is on the same principle as the electric car motor, and larger sizes with more force are shown in the same range. The battery and inductor (No. 105), by which electric shocks may be given to people, is a most attractive toy. The cheapest will retail at \$3 to \$5. They are finely finished by makers of the best surgical instruments. An important part is the new closed dry battery which is always ready for use, needs no acids, and is quite safe for children. The batteries can be had separately.

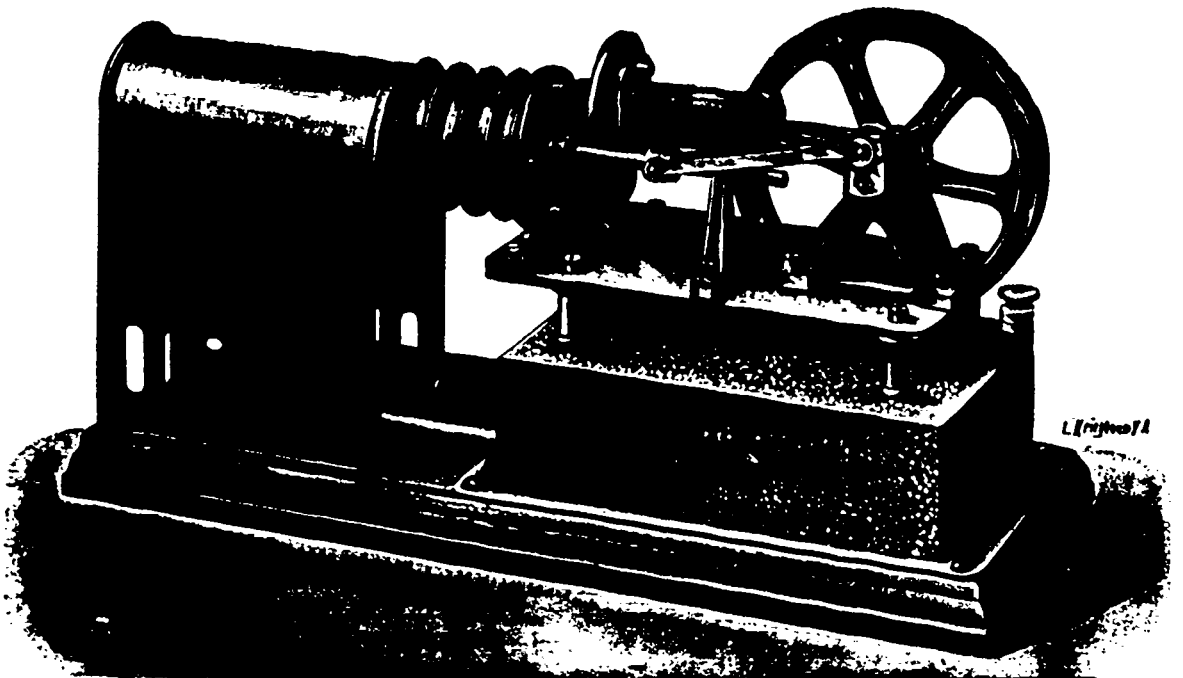
Nerlich & Co. also show a range of steam engines (Nos. 4651-2-3) of marked attractiveness. The new upright steam engine,



4651-2-3. Steam Engines.—Nerlich & Co

with safety valve and solid base lamps to prevent the spilling of the methylated spirits, is shown in three different sizes and retails from \$1 to \$5 each. This is the best E. P. make, and each piece is guaranteed. The firm have also a variety of cheaper engines which are larger and showier for the money, and fitted with brass boilers, water gauge, etc., to retail from 25c. to \$3.

Another new feature in toys is the hot air motor, which is perfectly constructed so that hot air takes the place of steam and no water is required. You just place the lamp under the cylinder, and in two minutes the engine will begin to work and continue running as long as the light is kept up. This proves a great toy for window attraction, and Nerlich & Co. supply the necessary attachments for using with this motor. This engine (No. 4655), retails at \$5, and is to be had in the

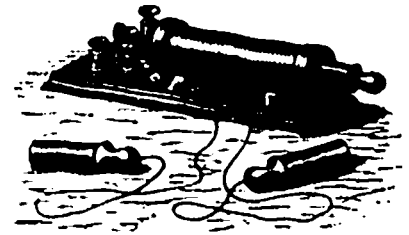


4655. Hot Air Motor.—Nerlich & Co.

larger sizes. A great variety of magic lanterns, from the cheapest to the best, are shown, ranging in retail price from 50c. to \$20 each. The firm's main object is to give an article which will show a nice picture and give satisfaction to every child. The slides are carried in stock in all different sizes and an immense variety of subjects. They can be bought from 15c. per dozen upwards.

An entirely new departure in the toy line this season is the toy carpet sweeper, a perfect imitation of the large sweeper and doing its work just as well as the other. The cheaper line (No. 1), retailing at 50c. is of natural wood, varnished, carrying the manufacturers' name and with plain iron wheels. The largest size (No. 2),

is highly polished and decorated, and the iron wheels have rubber tires. This retails at \$1. The handles are detachable and the sweeper is nicely packed in a box of one dozen. This article should prove interest-



105. Inductor, with Battery.—Nerlich & Co.

ing, being entirely new this season, and will be a favorite with little girls.

Dolls' houses are shown by Nerlich & Co. in greater range than ever before. The prices are satisfactory. They are perfect models, opening in front, with two rooms

inside. They will retail from \$1.50 to \$5. The range of stables is also fine. They are completely fitted with horses, haylofts, coachmen's quarters, etc. Kitchens in all sizes are shown. They are supplied with all requisite appliances, with stove, sideboards and utensils. They will retail from 25c. to \$5.

A large stock of dolls is to be seen at Nerlich & Co.'s, the kid-bodied and dressed lines in full variety. There are some ex-



Lantern Slides.—Nerlich & Co.

traordinary good values this season, having been purchased in Germany early last fall before the increase in prices by the manufacturers.

GAMES.

For years the Copp, Clark Co., Ltd., have been to the fore with an extensive range of new and standard games, and after a long experience in the manufacture of this class of goods point with confidence to the results that are shown to the trade season after season. It is perhaps not generally known how thoroughly and artistically the house have gone into the making of games. Beginning 17 or 18 years ago, the Copp, Clark Co. have in the past five years extensively devoted time and skill to the line and are entitled to credit as a Canadian house for the merit and value of their productions. They aim in all cases to meet German prices, and challenge comparison in the work itself.

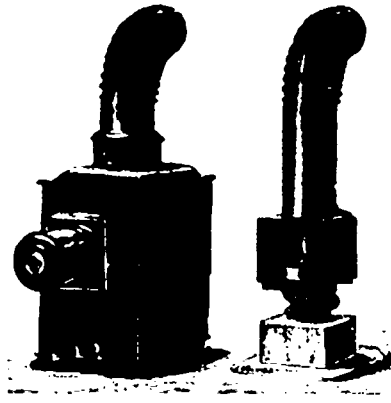
In the matter of price they are specially careful to be ready for the imported article, and their trade price is as low as in the case of any imported goods. Of certain games made abroad they hold the copyright for Canada. For example, they control *Ouija* in this market, and one of the new features of this season is that *Ouija* and *Fort* are being put out with handsome lithographed labels the full size of the board, 15 by 22. New games this year include *Napoleon* or the *Little Corsican*, at 50c., and the *Steeple-chase* at 10c. and 25c. This season also sees *Nations*, a specially good 25c. game, put out at 10c., and *Old Maid* also at 10c. They show all the regular games as usual, and as these are made in their own factory, the lithographing, designing, etc., all being done at home, a large stock is carried.

STATIONERY SPECIALTIES.

The Copp, Clark Co. have got out a new writing pad, the *Statesman*, with a photo of *Laurel*. The new *Victory* pad has photos of *Laurel* and *Mowat*. A new kind of thumb tacks, or drawing pins, which will not work out, are a salable novelty. The tack is put in with a twist and can only be removed in the same way.

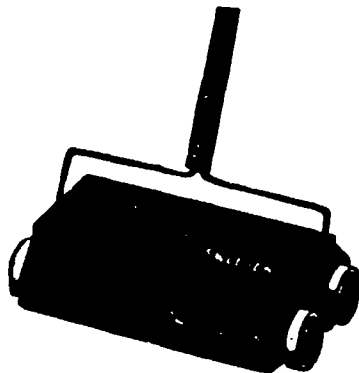
A FINE CATALOGUE.

The Joseph Dixon Crucible Co., Jersey City, N.J., have just issued a new illustrated catalogue of their famous "American Graphite" pencils. It is by far the hand-



474. Magic Lanterns. Nerlich & Co.

somest catalogue out this season. The cover is a work of art, and the contents do not seem to leave any room for improvement in detail of description and painstaking compilation. The priced index of trade numbers condenses, on less than three pages, the entire range of their numberless varieties of pencils, that the dealer may make selections with little trouble—a point well taken in these times of quick business methods. A



No. 1 Carpet Sweeper. Nerlich & Co.

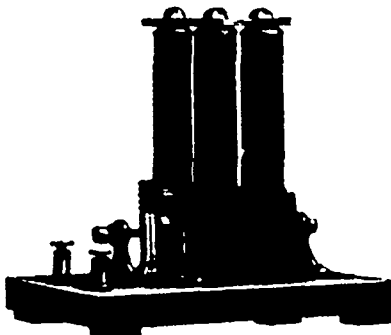


No. 2 Carpet Sweeper.—Nerlich & Co.

request to the Dixon Co. will bring one of these catalogues by return mail.

THE EXHIBITION IN ENGLAND

The second annual exhibition of the Book, News, Stationery, Fancy and Printing Trades, which is to be held at the Royal Aquarium in London from October 13th to 24th, promises to be a great success. The exhibits will include, amongst a host of other attractions, the following: Newspapers



475. Electric Motor.—Nerlich & Co.

and magazines, with a complete collection of Christmas numbers and their plates, recent new books and interesting exhibits from the various publishers in the United Kingdom, illustrations by model tableaux vivants (if possible) of the principal scenes from the latest books, collection of portraits of well-known novelists, newspaper men, etc., latest productions and novelties in Christmas cards, calendars, toy books, scraps, etc.; novelties in stationery and fancy goods; inks, type-setting machines, models of printing machinery of every kind, and also of the latest improvements in folding, binding, cutting and counting machinery, rare designs in binding, engraving (both in wood and process) and illustrations of all the known processes, new and old, a fine collection of original black and white sketches from books, newspapers, magazines, etc., an extensive collection of foreign newspapers, early English newspapers, playing cards, books and printing of every kind; novelties in toys, fancy goods, leather goods, cutlery, etc. The above will show that the forthcoming exhibition is to be a thoroughly representative one.

There are to be gold and silver medals awarded for excellence of exhibits, decoration of stalls, etc.

Full particulars may be had on application to Mr. Geo. Wm. Reeves, manager; or Mr. Sydney H. E. Foxwell, secretary, by Temple Chambers, London E.C.

ENVELOPES.

The invention of envelopes is within the memory of middle-aged persons, and was the result of a Brighton (Eng.) stationer's endeavor to make his store look attractive. He took a fancy for ornamenting his store windows with high piles of paper graduated from the largest to the smallest size in use. To bring his pyramid to a point he cut cardboard into very minute squares. Ladies took these cards to be small-sized note paper, and voted it "perfectly lovely." So great was the demand that the stationer found it desirable to cut paper the size so much admired, but there was one difficulty. The little notes were so small that when folded there was no space for address, so after some thought the idea of an envelope pierced the stationer's brain. He had them cut by a metal plate, and soon, so great was the demand, he commissioned a dozen houses to manufacture them for him. From such small beginnings came this important branch of the stationery business.

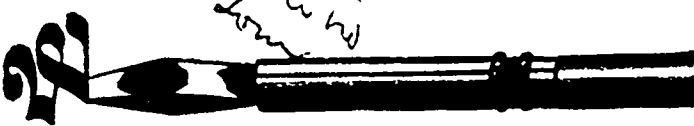
A LONG LIST OF SPECIALTIES.

PARTICULAR attention is called to the Brown Bros., Ltd., advertisement in this issue. Their new lines in tablets and papeteries are unique in appearance and very cheap, and should be on every stationer's counter. They have also a full line of the Eagle Pencil Co.'s new departure in the line of pencils. It is called the simplex and does not require a knife to sharpen it, as it can be sharpened by merely chipping the wood off with the thumb nail.

It is sure to command a ready sale. If the reader has not seen the new lines in note paper and envelopes on the Brown Bros., Ltd., shelves they should lose no time in seeing same, as the prices are lower than have ever been offered in Canada for a good paper. They are done up in 1/4 reams, in fancy boxes, and are called Old Irish Vellum, Old English Vellum, Antient Scottish, Pentelic, Pure Alabaster, Scotia, etc. The boxes are very handsome and would look well in windows or on shop counters.

Among the new goods just opened out by the Brown Bros., Ltd., is a full line of Johann Faber's pencils and stationers' novelties, among which is the New Water pen. This pen is fitted with a stick of solid ink, and all that is required is a cup of water to dip the pen in. This pen will be found invaluable to doctors, students, and travelers in the North-west or any other cold country.

The firm have just received the Columbia diploma and medal for merit in binding, blank book making, and pocket books; and these can be seen at their warehouses.



The Brown Bros., Ltd.

The Brown Bros., Ltd., have just brought out what is undoubtedly the most up-to-date thing in tablets now to be seen. It is called "The Century," and requires to be seen to be appreciated.

The firm are showing a very complete line of foolscap papers, all qualities, weights, and styles of ruling. Dennison shipping and price tags, gum labels, seals for progressive games, perfumed wax, etc., have all just been opened out. A large shipment of Stephens' inks in writing, copying, and scarlet, all sizes, glass and stone, have just been received.

The Brown Bros., Ltd., have opened out a complete line of office supplies, such as

scales, cash and document boxes, inkstands, etc., and have in stock Higgins' American drawing ink, all colors, also their celebrated photo paste, and a full line of the Favorite



The Brown Bros., Ltd.

Automatic shading pens, a cut of which appears on this page.

The Brown Bros., Ltd., have issued their office diaries for 1897, and the trade are requested to send in their orders as soon as possible.

VALENTINES IN ENGLAND.

We want to give the trade a note of warning, says London Stationer. Many think the trade in valentines beyond resuscitation, but can this be so in face of the fact that four at least of the manufacturers have for a few years past been turning their attention



The Brown Bros., Ltd.

to their manufacture with results that can scarcely be called discouraging, viz.—increasing sales each year? Mr. King, of Essex Road, Islington, N., is quite sanguine in his faith of their again becoming popular, and is devoting more and more energy each successive season to the production of these once most popular missives of love. Messrs. Gooch & Sons, of Clerkenwell Green, E.C., inform us that last year's sales were more than encouraging, and that there is no doubt of their again coming well to the front, and the other manufacturers seem quite of the same opinion.

AN ARTISTIC COLLECTION.

A London correspondent who has been going over the showrooms of Raphael Tuck & Sons, inspecting the Christmas card and calendar collections this season, says such a visit is something like a tourist's endeavor to rush through half a dozen picture galleries in the course of a short afternoon. It is

marvelous how the firm finds novelty and freshness, but it manages to do it somehow. There is newness in shape, material and process. I note that the platinotype repro-

ductions, which proved great favorites with the public last year, and which I see framed in many homes, have been largely increased in size, and many new pictures are in the series. Good novelties in shapes have been secured by cutting out combinations of flowers and leaves, and there is an improvement in the coloring of these which is quite discernible. Pansies, lilacs, violets and ivy leaves are all absolutely true to nature. The "Old English" cards always take, and they are got up in a quaint, old-fashioned style of paper and reproduction admirably adapted to the subjects. The borders of some cards are cut out of real wood to represent lace-work, and the searchers for novelty are likely to purchase these largely. The Messrs. Tuck themselves well describe their collection in saying: "Upward of a thousand sets in every style and shape, of every hue and shade, from vivid color to the most delicate tints, thence branching off to black and white (a largely extended series)—all these boldly competing themselves against their many successful fore-runners," and, I may say, with every prospect of success. A word or two must certainly be said about the comic and, if not broadly comic, the amusing series of the firm. "Our gallant defenders" are all burlesqued. In the "Real Fun" series, "Punch," "Ally Sloper," "The Conventional Nigger," and many other comic characters, will delight the children, who this year, by-the-bye, have an illustrated edition of Shakespeare all to themselves, in calendar form, with little Romeos courting little Juliets, small Hamlets soliloquizing over tiny skulls, and so on. There is a strong array of cards of mechanical devices, among which I notice as especially good and fresh three little sailors dancing a hornpipe, and three small Highlanders executing the fling of their native heath. The calendars, too, must have a word to themselves, and here again some novel effects have been got. Some hang-up sheets appeared to be simply highly decorative pictures of cherubs, birds



The Brown Bros., Ltd.

or flowers, but on pushing aside a bird or a flower the calendar for a month appears. Ruskin, Browning, and, of course, Tenny-

son and Shakespeare, furnish forth texts and suggest designs for date blocks and sheet calendars. "In Days Gone By" is a particularly pretty idea, and the title explains itself. In this calendar there is one particular group, and a most lovely one, of three ladies in old-fashioned costumes, which is used separately as a card, and this in some series is hand painted. Altogether Raphael Tuck & Sons' collection is a distinct advance on everything which even this celebrated house has up to now been able to bring before the public.

ATTRACTIVE NOVELTIES AT NELSONS'.

H. A. Nelson & Sons, Montreal, are very busy on orders for fall supplies of holiday requirements, orders coming in from all parts of Canada. The Toronto branch's orders now go to Montreal and this makes the Montreal establishment much busier than before at this season. Travelers are now on the road with large assortments of novelties. Among some of the latest shown by the firm is the Roaming Spider, which is handsomely got up and retails at 10c. The Magic Box is another good seller and can be retailed at 60c. A new Crokinole board at \$1.25 is also a handsome thing for the money.

A FAMILY GAME.

H. A. Nelson & Sons control the Carom Game, one of the best family games ever put on the market. Both old and young can partake of the pastime with enjoyment. The requisites for it retail at \$2.

CANADIANS CAN MAKE PAPER.

J. B. Rolland & Sons, paper makers, Montreal, have just received the medal and diploma awarded them at the Columbian Exhibition, Chicago. Among the paper submitted was their superfine linen cord. The diploma has these words: "Award for good materials used in the manufacture of paper, for strength and resistance, for excellent quality, for careful preparation and elaboration, for smoothness." It is a matter for congratulation among Canadians that medals can be carried off by Canadians against world wide competition.

CHOICE INKS AND MUCILAGE.

Warwick Bros. & Rutter are introducing a new line of inks and mucilage which is engaging the close attention of the trade wherever the samples have been submitted. It is known as "Paul's" and is manufactured by the Safety Bottle and Ink Co. of New York. The generality of ink bottles in use at present are so ill constructed that they are liable to get overturned, and much damage is frequently

done to important documents, carpets, etc., by the spilled contents. With the patented bottles supplied by this company all danger of this nature is obviated. The bottles are not only unspillable, but are so constructed that they preserve the ink from dust and prevent evaporation. The larger size bottles are fitted with glass stoppers and are pretty and graceful in appearance. The line is meeting with unprecedented demand, and the manufacturers state that they are unable, although working day and night, to keep abreast of their orders.

A decidedly pretty show stand, fitted for 21 bottles of the various kinds and sizes, is furnished free to those who purchase the samples. It makes a most effective and useful ornament, and no store window or counter should be without one. Every progressive stationer ought to see this up-to-date line of inks and mucilage, as not only the quality of the goods is of the very best, but the style of the bottles is such as to make them appreciated wherever they are used.

CATALOGUE OF NEW BOOKS.

WE are in receipt of Oliphant, Anderson & Ferrier's catalogue of new books which they will publish for the Christmas trade. All classes of books are represented in the catalogue. The chief place, however, is given to books for the use of young people starting out in life. Just the class of books for public and Sunday school libraries. Among forthcoming works from this house may be mentioned Dr. Alex. Whyte's "Bible Characters—Adam to Achan" (post 8vo. 3s. 6d.); N. Allan MacDonald's new story of Flodden, "For Stark Love and Kindness" (large crown 8vo. 6s.); a romance of the first century by Dr. Burr entitled "Aleph the Chaldean" (3s. 6d.); "A Girl in Ten Thousand," by L. T. Meade (2s. 6d.); and Waldtraut; A Story of the Forest," by M. Rudiger (2s. 6d.)

The next number of the Famous Scots series, which will be ready in October, is "Sir James Y. Simpson," by Eva Blantyre Simpson, to be followed, month by month, in this order: "Richard Cameron," by Prof. Herkless, in November, "Sir Walter Scott," by Prof. Saintsbury, in December, "Norman Macleod," by John Wellwood, in January; "The Blackwood Group," by Sir George Douglas, in February.

A new volume in the Golden Nail series by Rev. James Aitchison, entitled "A Bag with Holes," will prove attractive.

This does not exhaust the list, a copy of which may be obtained from the publishers, 30 St. Mary street, Edinburgh, and 24 Old Bailey, London.

SUMMER STATIONERY.

THERE are a half dozen new quaint conceits in purely summer stationery.

All the simple conventional sizes of linen and bank note paper, in the standard tints and monograms, are still used by conservative women and for serious occasions, but nearly every owner of a prettily appointed escritoire keeps a drawer and pigeon hole constantly refreshed with the whimsical little modes in cards, sheets and envelopes.

One of the most attractive notions is the big pale blue and very thin linen sheet, on only one side of which one writes. A whole letter is put on that one side, and then the sheet is folded square, two of its edges stuck down, and behold an old style letter without an envelope, is ready. On the broad blank side, left by folding, the address and stamp are placed, and the effect is very similar to old family letters hoarded in attic trunks. The faded blue, in thinnest linen paper, is supposed to be used for foreign correspondence only, while a very odd thick-ridged sheet, in waves and blotches of brown and yellow, is called 1830 paper, since it is cleverly stained in exact imitation of time's ravages among epistles 60 years old. The 1830 paper comes in big doubled square sheets, and very smart persons do not mucilage down the folded edges, but liberally splash on plenty of sealing wax and stamp with a huge ring seal.

As is so frequently the case, fashion temporarily adopts two extremes, and one either writes on very large or very small sheets and a tiny perfectly square envelope of the nut brown or Jersey cream cartridge paper is very modish indeed. The cream is such a deep ivory tint as to be almost yellow, and the brown is the shade of a dried English walnut shell. The texture of the paper is thick and fibrous, looking like the cartridge paper on one's walls, but the surface is quite agreeable for the finest pen. Instead of a coat of arms or monogram stamped on the pages of this paper, it is the custom in clear raised red printed letters, to have the date—July 4, 1896—clearly written out, is for example what tops the page and one buys of this sort of stationery a month's supply, calculating to write at least one note a day. Only red or black lettering is used for this special purpose. With the tinted paper in ordinary colors, and showing an initial name of country house, or name of day, this stamping is done on the top of the inside of the first page. The whole note is written on the inside pages, and then directly it is finished, before the ink is dry, a single sheet of Japanese blotting paper is dropped between the two pages of still wet words. This blotting paper is, of course, just the size of the note-leaves, and is really a piece