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# BOOKSELLER AND STATIONER

MARCH



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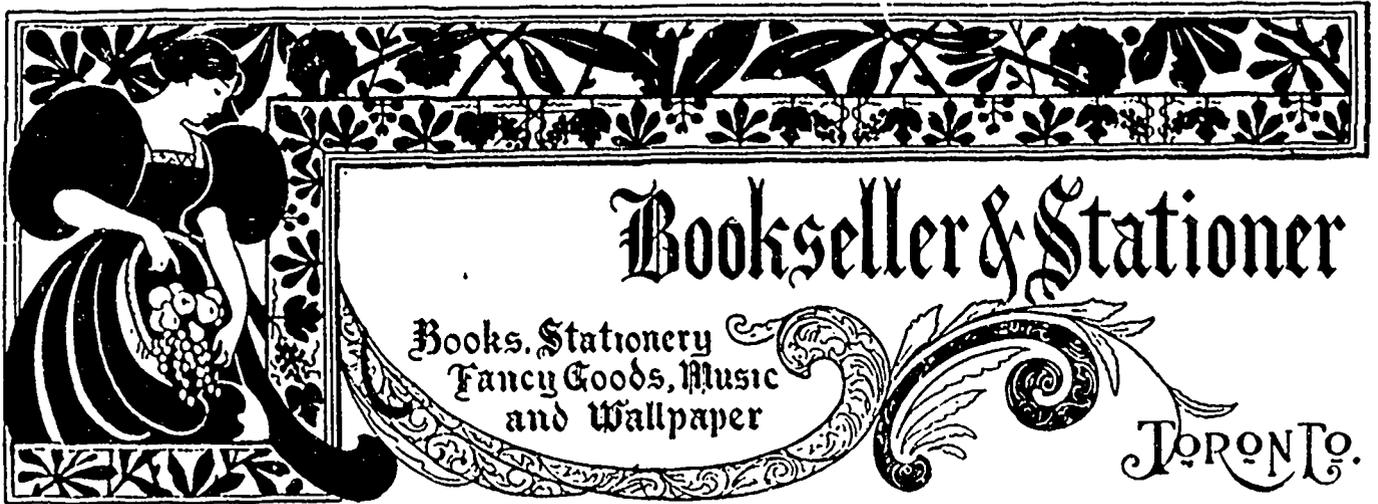


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Toronto, 1900



# Bookseller & Stationer

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Fancy Goods, Music  
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TORONTO.

VOL. XVI.

TORONTO, CANADA, MARCH, 1900.

No. 3.

## CURRENT NOTES AND COMMENTS OF INTEREST TO THE TRADE.

### The Import Trade.

That book buying is much on the increase cannot be denied. In spite of the issue of Canadian editions, which to some extent replace the imported ones, the figures for the fiscal year 1899, just issued, show that, as compared with 1897, the value of books and periodicals brought into Canada has increased by a large sum. The value of scientific books, brought in free under the new tariff to encourage industrial studies, amounted last year to over \$20,000. The imports of bibles and hymn books were less last year than the previous, due probably to the large demand in 1898 for the Presbyterian Hymnal, issued from the Oxford Press. There is also a large increase in the demand for college text books, likewise free of duty. It will also be seen that fiction, either in paper covers, or brought in in sheets to be bound up here, has had a large demand. The sale of sheet music is steadily on the gain. We subjoin a short table of these imports which may interest the trade:

|   | 1899        | 1898        | 1897      |
|---|-------------|-------------|-----------|
| Books and periodicals.....              | \$681,493   | \$532,107   | \$528,661 |
| Novels, paper covered or in sheets..... | 71,901      | 67,579      | .....     |
| Bibles, hymnals, etc.....               | 143,892     | 231,754     | 123,704   |
| College and school text books.....      | 151,121     | 137,601     | 112,933   |
| Books over 12 year old.....             | 12,220      | 12,164      | .....     |
| Scientific books.....                   | 22,770      | 12,401      | .....     |
| Maps and charts.....                    | 10,928      | 12,807      | 10,281    |
| Music.....                              | 29,171      | 21,801      | 21,933    |
|   | \$1,123,491 | \$1,027,931 | \$824,634 |

### Orders in Advance.

It is said that advance orders by Canadian dealers are not as liberal as they used to be. The trade prefer, as the expression goes, to buy from hand to mouth. This is the fashion now in other lines besides books. It doubtless works well enough in the case of dealers who are situated close to the sources of supply. They can depend on prompt shipments. But it is a risky proceeding for dealers who cannot get a book any quicker from the city than a purchaser himself can. He is apt to think his dealer slow-going, and will get into the habit of ordering direct. A local bookseller ought to know his customers well enough to gauge with some accuracy the extent of their wants, and if a book is much talked of he ought to have enough copies to go around. Otherwise, the trade will slip away from him.

### After Depart-mental Stores.

The Ontario retailers are pressing forward with their plan to get an Act from the Legislature to tax departmental stores. In Toronto cooperation is sought from the city council and the board of trade. The proposed measure asks that a graded and progressive tax be imposed on the gross proceeds of the sales in these establish-

ments, in addition to the ordinary tax on personalty. No reduction, it says, shall be made in the assessment on account of debts owing upon the stock. The section shall apply only to departmental stores whose annual sales exceed \$50,000.

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### Selling Books.

The stories told us of how some dealers conduct their book business are enough to create a feeling of dismay. Books don't sell themselves. They must be talked-up and brought to people's attention. One book dealer, carrying also stationery and fancy goods, and doing a good business in those lines, was noticed to sell few books. A friend pointed out that more business in this department could easily be worked up. The dealer replied: "Well, we never ask a person to buy a book." This remark was actually made by a professed dealer in books! It is hard to see how he made any book sales at all. To suppose that books—any more than another class of goods—should be kept on the shelves until people call around and ask for them, is too absurd to argue seriously. We do not believe that any of our readers think so. But there is often a disposition to think that the same efforts which sell dry goods or groceries should also dispose of books. But these are necessities, and books are luxuries. To stimulate the book-buying habit every effort has to be made to bring personally before customers the merits of a book. The policy of drawing the attention of callers to

new works, without asking them to buy, is often practised with success. Another way is to enlist the sympathies of the local press, not to review copies of books, because it is not practicable for town or even city dealers to have copies for that purpose, but to draw attention in the way of news to current works of much importance. Any dealer who makes up his mind to increase his sales can map out a campaign without difficulty, suited to his local situation and necessities, better than an outsider can tell him.

### THE BRITISH BOOK TRADE.

London, February 28, 1900.

LORD MONKSWELL hopes to introduce the new copyright bill in the House of Lords during the present session. It follows the recent inquiry which has been made regarding the whole subject. The best description of it would probably be this—a measure codifying English copyright law, and giving effect to such new conditions as may be thought advisable.

The books produced in 1898 numbered 400 less than in 1897. The new books of 1899 numbered 5,971, as against 6,008 in 1898.

The Canadian work which Mr. E. B. Osborn is publishing with Messrs. Chatto concerns the past, present and future of the Northwest Territories. It is called "Greater Canada."

Sir Frederick Young, author of several works dealing with the colonies and Imperial policy, has finished a new volume on the same subject, under the title "Exit Party." He defines it as an essay on "the rise and fall of party" as the ruling factor in the future Government of the British Empire.

Mr. Fisher Unwin has added to the "Story of the Nations" series a volume on modern Italy. It has been specially written by Professor Orsi, of Venice, who is already known for a short history of Italy and other scholarly work. The same publisher's new novel "Shameless Wayne," by Halliwell Sutcliffe, has met with a great success, while Sir Edward Russell's book of reminiscences, "That Reminds me," has gone to a third edition, so popular has it proved.

#### BOOKS ABOUT THE WAR.

Already the war is producing its own literature, while, later on, the stream of books will be immense. Messrs. Blackwood announce a volume by Capt. Walter James on modern strategy, and another reprint of Sir Edward Hamley's recognized military work, the "Operations of War." Messrs. Nisbet have ready the book which Mr. J. A.

Hobson has written as a result of his recent visit to South Africa. It has the title "The War in South Africa: Its Causes and Effects." Mr. Unwin is issuing Rev. E. J. Hardy's book, "Mr. Tommy Atkins," in which he describes the British soldier as seen by an army chaplain. The volume treats of every phase of the soldier's life. Mr. A. H. Keane's history of the Boer States is being published by Messrs. Methuen. The author has aimed at presenting a permanent record, such as can be consulted with confidence, of the Boer countries and peoples. The book, which is provided with a map, brings events down to the Bloemfontein Conference.

#### THE NEW FICTION.

Robert Barr's "The Strong Arm" is postponed until the Autumn. Stanley Weyman's "Sophia" is out (Longman). "The Gentleman Pensioner," by Albert Lee, is a story of Queen Elizabeth's time (Pearson). Two novels are issuing from the press of Blackwood: "From Door to Door," by Bernard Capes, and "The Kings of the East," by Sydney Grier. W. E. Norris is issuing a new volume of stories, "An Octave." Ouida's new novel, "The Waters of Edera," is an Italian story and the principal character is a priest. Another new book by Cutcliffe Hyne, "Prince Rupert the Buccaneer," is announced by Messrs. Methuen. The author of "The Silence of Dean Maitland" is issuing a volume of short tales "The World's Mercy" (Heinemann). A new story, "A Son of the State," is Mr. Pett Ridge's latest. Mr. John Long announces three new novels: "The Shadow of Allah," by Morley Roberts and Max Montesole; "Quits," by Mrs. Coulson Kernahan; "The Experiment of Dr. Nevil," by Hulme Beaman.

#### BOSTON STATIONERS DISCUSS.

At a meeting of the Boston Stationers' Association not long ago, W. B. Clarke, of W. B. Clarke & Co., booksellers, declared himself a strong advocate of maintaining uniform prices. He spoke from the standpoint of a bookseller, and pointed to the injurious custom of the department stores in cutting the selling price on books. Mr. Clarke claimed that the publishers should take this matter up, and, by united action, give protection to booksellers. "Let them," said he, "set the retail price for their books and decline to sell to dealers who cut that price." He stated that one house in Boston was cutting prices on "Webster's Dictionary," a standard work that sells at a standard price everywhere. He commended the policy of such manufacturers as established a retail selling price for their goods

and forced the trade to maintain it, but he complained of the constant annoyance experienced from the receipt of letters from one manufacturer and then another notifying dealers to refrain from selling certain lines of goods because suits for infringement of patents were about to be instituted. Mr. Clarke said that the association ought to express itself in opposition to such methods. He was quite severe on department stores, and instanced cases showing dishonest practices in their dealings with the public.

Edwin W. Gay, of Aaron R. Gay & Co., said it required no argument to show that the stationery business was not very lucrative. Prices on all lines of goods handled had been getting lower and the percentage of profits was being constantly reduced because of the general tendency to cut prices. Under present conditions, in common with all other lines of manufacture, stationery goods have been advanced in price, paper 10 per cent., pencils 15 per cent., twines 50 per cent., and other articles in proportion. "Why," he asked, "should the stationer throw away this profit on the goods he may have had in stock when to replace them he must pay the advance? I say stationers are acting foolishly in doing so. How can we improve the conditions? You can't get the city stationers to agree on any policy for the good of the trade, each is so suspicious of the other." Mr. Gay, like Mr. Clarke, thought that manufacturers should be requested to see that certain recognized retail prices are maintained by all dealers, and suggested that the association move in that direction at once.

H. S. Foster, of John A. Lowell & Co., took occasion to refer to the varying prices, and some of them very low, on cheque books and commercial order work. "One house," he said, "could do that class of work as low as another, but we don't propose to do it for 5 per cent. profit, nor should anyone in the business. The trouble is the salesmen taking this class of work do not know the cost of getting out the goods, and their estimates come in competition with the figures of those who do know, and knowing, make the prices to show a profit on the job."

#### CANADIAN HISTORY.

"Canadian History" is the title of the quarterly issue of The Educational Review Supplementary Readings, published at St. John, N.B., by G. U. Hay. Students of early Canadian history will much appreciate these issues, containing, as they do, contributions by the leading writers in all our Provinces. The price is \$1 for the series of 12 numbers, or 10c. each issue.

## BOOKS AND PERIODICALS.

MARY JOHNSTON.

A woman who is being most talked about in the United States at the present time is undoubtedly Miss Mary Johnston, who, at the early age of 29, has suddenly found herself famous as the author of a fine novel. When we say that within 16 or 17 days of publication the advance orders amounted to the surprising number of 120,000, it will be understood that the book is one of no common merit, and that it has "caught on" with the efficacy of a barb No. 3 on the gill of a codfish. The story appeared, first of all, as a serial in *The Atlantic Monthly*, the editor of which appears to have been attracted by Miss Johnston's previous story, which was her first—"Prisoners of Hope." It is said that the appearance of "To Have and to Hold," the happy title chosen for her latest effort—increased the circulation of the magazine by 50,000 copies monthly. "To Have and to Hold" is the work of a born story-teller. It is full of deeply interesting situations, and it deals with the romantic period in American life when Virginia had only been for a few years colonized by Englishmen. What is amazing about the book is the powerful grip in which the characters are held while the circumstances of the story are developed. Miss Johnston is full of invention, resource, and imagination, and the book will, no doubt, be one of the great strikes of the bookselling year. Members of the trade should lose no time in placing their orders for this exceptional book, which will, no doubt, sell ahead of many competitors. It is finely illustrated by several artists, among whom is Howard Pyle, the undoubted leader of the best school of American art in this direction.

WR. BRIGGS' NEW BOOKS. "The Lords of the North," the powerful story of the rival fur traders of the Hudson's Bay and Northwest Companies, to which reference has before been made in this journal, and the author of which is a Canadian young lady, Miss Agnes C. Laut, is shortly to be published in the United States by Messrs. J. F. Taylor & Co., of New York, and in Canada by William Briggs. Miss Laut is a brilliant writer, who has done excellent work for *The New York Herald and Post*, chiefly in the Northwest and British Columbia, and is at present residing in Ottawa. We understand she is

now engaged on special literary work for the McClure Company.

Dr. F. J. Livingston, the plucky Canadian medical missionary, who was captured by a commando of Boers raiding in Zululand last October, and by making a bold dash for liberty in the darkness of night succeeded in escaping from his captors, has written the story of his adventures, adding to the personal narrative much that is interesting of the Boer character and giving a succinct sketch of the history of the South-African colonies and republics. This has been published by William Briggs under the title "My Escape from the Boers." It is having a rapid sale.

William Briggs has made a good hit in securing the new Corelli book. The title is not yet announced, but the London publishers predict for the book a sale far in excess of any of this popular author's previous stories.

A huge sale is assured of a cheap popular history of the Transvaal War, by Edgar Sanderson, M.A., the Canadian market for which is in the hands of William Briggs. The book is entitled "The Fight for the Flag in South Africa," and covers the narrative of the war from the Boer ultimatum to the advance of Lord Roberts. It is a paper-covered book, with over 100 excellent illustrations and maps, and sells at 35c. A portrait of Lieut.-Col. Otter and a picture of a part of the first Canadian contingent are among the engravings that embellish it. Mr. Sanderson is the author of "Africa in the Nineteenth Century," and "The British Empire in the Nineteenth Century."

The new carefully selected and edited volume of Alexander McLachlan's poems is announced by William Briggs for issue in April. It will be a volume of well onto 400 pages, with portraits of the author and a picture of his residence. The book will be issued in attractive style, and will be a welcome addition to the shelves of Canadian libraries—private as well as public.

Dr. Rand's "Treasury of Canadian Verse" will be published not later than May. We can congratulate him on having secured so tasteful as well as energetic publishers as J. M. Dent & Co. for the English edition. It is, indeed, a happy event that a volume so representative of the best work of the Canadian poets should be placed before the British public at a time when the appetite for things Canadian has been keenly whetted by Canada's

service to the Imperial arms in South Africa. It will be a book that Canadians may regard with complacent pride. Many of the finest poems in the collection will, in this book, have their first publication. The arrangement is an admirable one. The authors follow in alphabetical order, the poems of each appearing consecutively. An index of first lines will be a useful feature. Dr. Rand also has given a series of brief biographical notes of the authors when obtainable. This work alone entailed a vast amount of research and correspondence. The Canadian edition, published by William Briggs, will appear in cloth binding at \$1.25 net, and in half calf at \$2.50 net.

The Canadian copyright edition of Mr. Chas. G. D. Roberts' new book, "By the Marshes of Minas," will be ready this month, and a new book by Mr. Roberts, whether of fiction, history, or verse, is a noteworthy event. Perhaps there is no other living writer who has shown himself equally a master in the three fields. "By the Marshes of Minas" is a volume of connected romances of love and adventure in that picturesque period when Nova Scotia was passing from the French to the English regime. In several of the tales the evil Black Abbe—a memorable figure from the author's previous works—again appears, with his savages at his heels, but to be thwarted always by a woman's wit or a soldier's courage. The titles are distinctly alluring—among them the following: "By the Thickness of a Door," "The Blue Dwarf of Belle Marie," "Brown Witch and Black Abbe," "The Maid of the Drift," "A Tragedy of the Tides," etc.

One of the best strokes of business done by Mr. S. B. Gundy for the William Briggs' publishing house, during his recent visit to London, was the securing of the Canadian market for Mr. J. P. FitzPatrick's already famous book, "The Transvaal from Within." This book has, even at the stiff English price of 10s. 6d., had an enormous sale in Great Britain. In the United States it is sold by the Frederick A. Stokes Co. at \$3, and has run rapidly through successive editions. Mr. Briggs has the Canadian copyright edition now in the press, and will publish in paper at 75c. and in cloth at \$1.25. He reports a wonderful demand from the trade, approaching that of the most popular works of fiction.

The work is one of extraordinary interest, and would be even if war were not now on. It has had commendation in high quarters. Mr. Chamberlain, replying to a correspondent who complained of the want of a printed defence of the Government's policy

## BOOKS AND PERIODICALS—Continued.

in the Transvaal, wrote: "I refer you to Mr. FitzPatrick's book." Lord Rosebery, in a recent speech, said: "But if you wish to read a history of the internal economy of the Transvaal, I would simply suggest to you that you should procure a book called 'The Transvaal from Within,' by Mr. FitzPatrick, who was a denizen of the Transvaal, and much interested in its progress—a book which seems to me to bear on every page and in every sentence the mark of truth, and which gives you wholesale and detail a most extraordinary and, I think I may say, an appalling record of the way in which the government of the Transvaal was carried on, and the subjection to which it reduced your fellow countrymen." The *New York Outlook*, in its review of the book, remarks: "Mr. FitzPatrick's is perhaps the ablest as it is certainly the boldest statement of the case of the Outlanders yet published. While Mr. FitzPatrick writes frankly from the Outlander point of view, he appreciates the good sides in the Boer character. His style is simple, clear, calm, forcible; he gives one a constant impression of reserved power, even when his description is minute and superfluously detailed. In the absence of rhetoric his book differs from some others on the South-African situation. Its matter is as valuable as any, and for historical reference, especially concerning the Jameson Raid and its attendant circumstances, it is really indispensable; it should be read by every one who wishes to have a thorough knowledge of the causes which led up to that raid and to the present war. Mr. FitzPatrick was the secretary of the Johannesburg Reform Committee. As he played so prominent a part in the transactions he describes, his book gives much original and documentary evidence, some of it hitherto unpublished."

MORANG & CO.'S NEW BOOKS.  
Morang & Co.'s catalogue of books for 1900 is one of the best and most complete lists of books ever issued in this country. Its pages show a very large field of choice, and in nearly every subject these are good enough. The cover of the catalogue is both novel and simple. The plan is adopted of placing the authors alphabetically in the list, and the index at the beginning of this goodly pamphlet is comprehensive.

Much interest naturally attaches to Conan Doyle at the present moment, who has well earned a definite and distinct position for himself among notable writers. No man has displayed greater versatility, and none certainly more success in various fields. There is always a certain respect for a man who is more than respectably proficient in a profession outside of that in which his liter-

ary or artistic work lies. Conan Doyle did not take to literature because he had failed as a medical man, his record in medicine being highly creditable. But the innate strength and gift of the man was large enough to fill the professional channels and to overflow into regions far beyond their boundaries. While we all know Conan Doyle as a writer, we may remember that there is a smaller circle who remember him with cordiality as their family doctor. But the latest evidence of Doyle's individuality and versatility is to be found in a comparison between "A Duet, with an Occasional Chorus" and "The Green Flag and Other Stories," which Morang & Co. announce as forthcoming in the near future. These stories display a vigor and virility that are very refreshing amid the mawkishness, sentimentality, and feebleness which mark much of the decadent work in this line of late issued from the press. The first story, "The Green Flag," is really a masterpiece, and it may be said, without fear of contradiction, that Kipling has done nothing better. There is a triolet of storm about "Capt. Sharkey," a notorious pirate. These narrations take us back to 17th century seamanship and its perils, when the highwaymen of the sea knew they would get no quarter in the war with the human race, and who were always swearing the most sanguinary oaths that they would give as little as they got. Blackened and blood-stained derelicts were in those days frequent, and Mr. Doyle's stories of this period should certainly be read by voyagers, whose only trouble is an occasional attack of mal de mer. We have tales of the sea, romances of the stock exchange, rattling stories of the hunting field and of war correspondents in the Soudan, but throughout the whole volume we are conscious of the literary grip and vitality of the author. The book will be a welcome addition to Conan Doyle's works, and should have a large sale during the coming season.

Appleton's Canadian Guide Book, a standard publication which has been before the public for so many years, will be handled this year, as last, by Morang & Co. Since originally written, as no other guide book has been, by Mr. Charles G. D. Roberts, it has been extensively revised and enlarged, while its maps and detailed descriptions of places make it a valuable reference book on Canada, even to those who travel but seldom. This book had an extensive sale during the past season, and, no doubt, during the coming Summer its growing clientele will be largely increased.

Rev. Professor Clark's admirable work on "The Paraclete," a series of discourses on the Holy Spirit, is receiving wide attention from the theologians in Canada, and the

sale of it during the past month has been brisk. Messrs. J. & J. Clark, the well-known publishers, of Edinburgh, have taken a large edition for Great Britain, which is certainly a feather in the cap of the Toronto house of G. N. Morang & Co., who are the publishers of it. We consider it a feat worthy of mention for a Toronto publishing house to send theology to Scotland! Coals to Newcastle is nothing to it.

Sienkiewicz's "Knights of the Cross" has made its way during the past month with admirers of this strong, resourceful writer. This is one of the greatest books of fiction, for \$1, that has ever been placed on the Canadian market, and the public and the trade have not been slow to recognize its commercial as well as its literary value.

After the interest that has been excited in regard to Tolstoy's extraordinary book "Resurrection," it will be welcome news that Morang & Co. will bring out a Canadian edition of the great book. Tolstoy must necessarily be put in the catalogue of the geniuses who are unique. His great personality makes itself felt in every chapter of this work, detailing, as it does, in a vivid realistic way, the resurrection of a rich young Russian aristocrat from selfishness to philanthropy. As an informing book on Russian life and manners it has no equal, and to people who read, not for mere amusement, but for valuable acquisition of thought, it may be recommended.

There has been a revived interest lately in that fine book by Charles Donnel Gibson "My Lady and Allen Darke," which is quite in the line of the recent revival of the romantic style. It is a most entertaining book that may be shown with advantage to that large class of readers who like a downright good story told in terse and forceful English, with a situation of interest and a tinge of sensation in every chapter. The author has utilized the material to be found in the early history of the Southern States, and the old colonial style of living is well portrayed. The clever way in which the mystery which envelops the hero is gradually unravelled makes this book one of the most attractive of recent days.

The Hon. David Mills' forthcoming book, entitled "The English in Africa," now in the press, will be a very important addition to the literature on Africa now being so extensively read. The Minister of Justice takes a calm, comprehensive and judicial survey of British colonization throughout the whole of Africa. The book is not among the sensational and frequently untrustworthy books on the subject which are now being issued in considerable numbers. On the contrary, it is an endeavor to place in a comprehensive way all the historic facts

**Important Announcement: Mary Johnston.**

**MARY JOHNSTON**

George N. Morang & Company, Limited, desire to announce that they have secured the Canadian market for Miss Mary Johnston's great story "TO HAVE AND TO HOLD," which has during the first two weeks of publication in the United States reached the remarkable sale of 120,000.

**MARY JOHNSTON**

George N. Morang & Company, Limited, have also arranged to publish simultaneously with the above great work the first novel of the same authoress, "PRISONERS OF HOPE," which is also having a phenomenal run.

**CONAN DOYLE**

George N. Morang & Company, Limited, have also in preparation, and will issue during the present month "THE GREEN FLAG AND OTHER STORIES," by Conan Doyle. In this collection is to be found without doubt the author's best work. They are strong and intensely interesting.

**LEO TOLSTOY**

George N. Morang & Company Limited, have also made arrangements for a Canadian edition of Tolstoy's Masterpiece, "RESURRECTION," the profits from the proceeds of which are to be applied to the necessities of the Doukhobors.

The above will each be issued at \$1.50 in cloth and 75 cents in paper.

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## BOOKS AND PERIODICALS—Continued.

on the operations of the British in a colonizing direction which are available. Consequently, it is a book of reference which may be again and again consulted as a *vade mecum* on the African question.

"Janice Meredith" and "Richard Carvel" are still the two most popular books in America. The third in point of popularity "Red Potage," by Mary Cholmondeley, is also like the other two, one of The Copp, Clark Co., Limited's, books. In England it is the most popular novel of the year, and even a hasty reading shows it to be a novel of more than usual power. The story begins with the discovery by a noble Englishman of his wife's unfaithfulness, and a dramatic interview with the guilty partner, in which, instead of pistols and coffee, the choice is offered of two lamplighters of unequal length, with the proposal that the man who draws the shorter shall end his life within five months. The lover loses and is overshadowed with the horror of his fate. Tragedy runs through to the end, but there is much beside, including some very unpleasant humor. The three women who are the chief actors, are vigorously portrayed, and the reader will find them most interesting. The vicar and bishop are singularly clear and coherent characters.

The Copp, Clark Co., Limited, have just published a Canadian edition of "Vivian of Virginia," a stirring romance of Old Virginia, by Hulbert Fuller. The time of the story is about 100 years prior to the American Revolution, while Virginia had still many years before it as a British colony, and it deals largely with the first Virginian rebellion against the oppression of a corrupt Governor. This is a period of Virginian history about which little has been written, other novelists having preferred to chronicle the doings of a later time, when the social gaieties of a wealthy aristocracy afford more scope to the romancer. But in those early pioneer days, when the frequency and constant imminence of attacks by powerful tribes of Indians compelled the cavalier settler to spend more time in the field than the ballroom, Mr. Fuller has found material for a thrilling tale which will be read with pleasure everywhere. The 10 characteristic illustrations by Mr. Frank T. Merrill, combine with a bright buckram cover to make a most attractive book.

The Copp, Clark Co., Limited, have now in press and will issue in the course of a few days four books of considerable interest. The most important, the late G. W. Stevens' account of the present war in South Africa up to the time of the author's sad death from fever while besieged with the British forces

in Ladysmith. The book will be entitled "From Capetown to Ladysmith," the title which the author had given the book as originally planned having been "From Capetown to Pretoria." The book will contain a number of chapters dealing with the siege of Ladysmith and the hardships experienced by the soldiers and the inhabitants in the besieged town. Parts of the manuscript for the book were sent by native runners through the Boer lines. It will be readily understood with what interest the advent of this book will be watched in England, and doubtless the sale in Canada will be very large, as Mr. Stevens had a great many admirers in this country.

"The Realist," a novel by Herbert Flowerdew, which is having a considerable sale in London just now, is the second, while the third is entitled "With Sword and Crucifix," being an account of the strange



adventures of Count Louis de Sancerre, companion of Sieur de la Salle, on the Lower Mississippi in the year of Grace 1682, by Edward S. Van Zile. This is a thoroughgoing story of adventure, in which romance plays no inconsiderable part. The hero, Count Louis de Sancerre—a high-spirited chivalrous Frenchman who has fled from the Court of Louis XIV. on account of his success in a duel—is now one of a band of adventurers enlisted under the banner of Sieur de la Salle for the exploration of South America and the spread of the Church. He, with others of la Salle's followers, goes on an expedition to the "Children of the Sun," amongst whom he finds the beautiful cause of his duelling experience, posing as a kind of inspired priestess. After his departure from France, her father, a powerful Spanish grandee, was taken with a desire to investigate his possessions in New Spain, and, urged on by an unscrupulous, crafty secretary, chartered a vessel which, mainly

through the very same unholy agency, was wrecked at the mouth of the Mississippi. The father was killed, and the daughter, eluding the clutches of the wily secretary, fell into the hands of the savage tribe where the gallant, courtly hero now discovers her. Naturally, all the interest of the narrative afterwards centres in the efforts to escape; while an inscrutable high priest and a mysterious old hag materially contribute to the excitement. How it all ends we are not going to tell, but can assure the reader that there are many exciting incidents in store for him. The volume is suitably illustrated.

"Mary Paget," by Minnie Smith, is another novel also taken from the early history of the New World, being a romance of Old Bermuda, England's eldest and smallest colony. In this story Miss Smith relates with much spirit the adventures of a young English girl of rank in eluding the grasp of her cousin, who, with her father's consent, is determined to force her to marry him, in spite of the fact that she has betrothed herself to another gentleman. Her flight takes her to the Bermuda Islands, where her lover's business interests are centred, only to find that he himself is in England. The interest of the story is extremely well sustained, but its chief attraction is the beauty of the descriptions of those enchanting islands, the Bahamas, where, through the clearest of all waters, the gorgeous colors of fish and coral vie with the lovely flowers on shore.

The Copp, Clark Co., Limited, also announce a long and important list of books to appear at a later date. Among them are: "Joan of the Sword-Hand," by S. R. Crockett; "Feo," by Max Pemberton; "The Alabaster Box," by Sir Walter Besant; "Heart's Importunate," by Evelyn Dickinson; "A Master of Craft," by W. W. Jacobs, and "Three Men on Wheels," by Jerome K. Jerome.

The march issue of The Canadian Magazine was the military number, and it was very finely illustrated and contained several special articles on the departure of the troops and Canada's participation generally in the South-African War. The edition was as large as the Christmas number which did so well. But this was not sufficient. On March 6 the Magazine went to a second edition, and orders for it have been received from all over Canada.

Lippincott's, for March, contains a complete novel by E. W. Hornung, entitled "The Shadow of a Man," a stirring tale of Australian adventure. "The Canadian Tommy Atkins," by Percie W. Hart, is a complimentary article on our military forces.

The International Review (25c. Mac-

BOOKS ON

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Mr. Chamberlain, replying to a correspondent who complained of the want of a printed defence of the Government's policy in the Transvaal, wrote: "I refer you to Mr. FitzPatrick's book"

Lord Rosebery, commenting on the book in a recent speech, said: "It is a book which seems to me to bear on every page and in every sentence the mark of truth."

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millan) a "magazine of contemporary thought" has reached its third number. The March issue contains: "Degeneration," by W. W. Ireland; "John Ruskin, as Economist," by Patrick Geddes; "Some Recent Balzac Literature," by W. P. Trent; "Henry Irving," by Clement Scott; "The Southern Question," by Edward P. Clark. The authors are authorities in their several departments.

**NEW LAW BOOK.** C. Theoret, law bookseller, etc., Montreal, has just published the new laws of employers' liability in England and France and their bearing on the law of the Province of Quebec, with the text of the two Acts by Frederick Parker Walton, professor of Roman law and dean of the faculty of law, McGill University, Montreal. This question of how far and in what cases employers are to be held responsible for accidents received by their employes is a most important one, and one that is of interest not alone to the legal profession, but to all who are employers or are connected with them. The article is, with some additions, a lecture delivered to the Junior Bar Association, of Montreal. The whole, which covers 70 pages, contains the text of the new English Act and the new French Loi, in English and French, respectively.

**THE POOLE CO.'S BOOKS.** A new novel is announced by The Poole Publishing Co. that will have a large sale, if its qualities are made known to buyers. It is a novel by Henryk Sienkiewicz, the author of "Quo Vadis," and is as captivating a story in its realism and human interest as any of those which have proceeded from this gifted writer's pen. The new novel is called "The Irony of Life," and the groundwork is the social condition of types of people in whom we have an interest. It is not, as far as we have heard from advance reports, an historical tale to the degree which the best known of his other novels are, but is more of a frank and free picture of life. The qualities that tell in Sienkiewicz are his fearlessness and his insight into human nature. He handles all subjects with the freedom common to European writers, but not so as to give offence. The book is complete in one volume, not too bulky but a good 75c. worth in paper covers.

The sales of "The Life of D. L. Moody for the People," by Dr. Hallock—the only life of Moody sold through the trade—have been very large. In the towns and in the rural districts of Canada the name of Moody is as well known as it is in the cities, and wherever a popular illustrated work like this, retailing at 25c. in paper and 50c. in cloth, is brought prominently before people's attention it is sure to be bought.

## THE TRADE IN MONTREAL.

FROM THE BOOKSELLER AND STATIONER'S SPECIAL CORRESPONDENT.

MONTREAL, March 6.

**N**EWs of the trade is about as startling as that of last month, or, as is the case generally at this time of year, with the additional depressing action of the war, which has already been reverted to in this column. Booksellers have more to say about the recent heavy snowfall than about new books and heavy sales. There is one new book which is expected to make its mark when people have got hold of it; and once again an American is the author. It is "To Have and to Hold," by Mary Johnston, and published by Morang & Co. The story goes back a couple of centuries in American history. The author is not particularly well known by other writings, but promises to achieve undeniable success in this work. There are a few other new comers which may be mentioned. "The White Terror," by Felix Gras; "The Red Headed Man," by Fergus Hume; "Yeoman Fleetwood," by M. E. Francis, and "The Black Wolf's Breed," by Harris Dickson. Somewhat on another line is "The White House Cook Book," a \$2.50 book in white oilcloth, by the steward of the White House (and his wife).

Montreal men are contributing their mite to literature, and following "A Bit of Atlantis" comes "Practical Studies in the Old Testament," put out by The Copp, Clark Co., Limited, Toronto. The author is not a lawyer this time, but the well-known associate manager of the Merchants Bank, Mr. George Hague. His exegesis on the Old Testament problem of usury ought to be interesting.

The Montreal News Co. are getting out a Canadian edition of "The Transvaal from Within," at 75c. and \$1.25. As there has been some demand for this work at \$3, the cheap edition ought to find considerable sale. In connection with the visit of Sir Henry Irving to Montreal, the request for "Robespierre" has slightly increased. If it was more generally known that The Bells was adapted from the Erkmann-Chatrian "Polish Jew," there might be more inquiries for it. Speaking of cheap editions, there seems to be no satisfying the public in this regard. Quite a number of people have been under the impression that there was a 10c. edition of "Robespierre." Booksellers don't need to be worried by such inquiries. One merchant was, sometime ago, asked for a 25c. edition of the "Boys Own."

It is getting to be more and more the case that war pictures and maps engross attention. The British weeklies have been pub-

lishing excellent colored portraits of generals in South Africa, as well as other photographs, drawings and cartoons. Of course, the war maps get very quickly out of date, owing to the inconvenient way that battles have of taking place in hitherto obscure localities, and there is a constant requirement for new ones, if events are to be followed at all closely. Probably the latest map is that of W. & A. K. Johnston, which sells at 35c. It is on a large scale, and gives a very correct idea of the nature of the country, as well as locations, etc.

Periodicals and magazines are still very much in demand. The two new ones, The Sphere and The Spear, of which the former was mentioned last month, are both of the very first class. As a good many are aware, they are opposition papers. Mr. Clement K. Shorter left Sketch to publish The Sphere, and, to offset him, the proprietors of The Sketch started The Spear—a better name, in the estimation of most people. It will be curious to mark how the matter will turn out when the war is over and there are not so many facilities for procuring illustrations, nor such demand for them. Mr. Shorter is an undoubted master of his business, and may be said to have helped in considerable measure to make The Sketch what it is to-day, while, on the other hand, The Spear has a very strong backing in The Illustrated London News Company. It is the general opinion that if The Graphic were sold at the same price per copy as The Illustrated London News and Black and White, i. e., 15c., instead of 20c., it would quickly double its circulation. There has been difficulty in procuring some of the magazines, owing to friction between the American and British publishers. American editions are sold more cheaply, and, in addition, there is frequent trouble over the question of copyright. This has generally been got over by the omission from the American edition of the periodical of such serials or stories as are copyright, but this naturally detracts from the value of the whole. During the month, The Illustrated London News has had the best sale.

### NOTES.

"Red Pottage" is out in paper edition and has been selling freely.

Some small demand for schoolbooks was occasioned by the promotions in the schools during February.

"Briton and Boer" has been having a large sale, as also "Oom Paul and his People" by Hillegas.

An extremely good book for the little ones is "An A B C for Baby Patriots," by Ernest Ames (Dean & Son.) The verses are clever

and interesting, while the illustrations are amusing.

No. 3 of "Books of the Day" is just out from the Wm. Drysdale Co. This is proving a valuable medium for reaching book buyers and book lovers.

The "Transvaal under the Queen" is a book well illustrated, and up-to-date, published by Sands & Son.

"Scottish Clans and Their Tartans" (W. and A. K. Johnston), which has been out of print, is in again and frequently called for.

**SOME POINTS ABOUT ALUMINUM.**

Prof. W. Artus has stated some interesting facts about aluminum. This metal has been known for several hundred years, but the first practical use of it in sheet form was by a German metallurgist named Wohler, in 1827, who made the thinly rolled out plates for telescope tubes. Sulphuric acid will dissolve it under heat; it melts at 700 degs. Centigrade; is not affected by nitric or muriatic acid; soda or fixed alkali will dissolve it; under the influence of oxygen it produces the aluminum oxide, or aluminum earth, a substance which, if crystalized upon an aluminum plate, is insoluble in water, alcohol, or some inorganic acids, but soluble in hydrofluoric acid, which forms the basis of the well known Strecher Sholtz patent in algraphy. Regarding the substitution of aluminum for stone, we find the first successful use made of the metal in that direction described by the celebrated French lithographer and author, Villon, in his work on lithography, published in 1890, giving full directions as to acids and other substances to be used in preparing and etching the plates.

Professor Roberts, the Canadian author, is publishing, with Mr. Lane, an English edition of his new story "A Sister to Evangeline."

It seems that there is natural, as well as artificial, ink; at any rate, the ink plant is a curiosity of nature. Its juice can be used as ink without any preparation. At first, the writing is red, but after a few hours it changes to a permanent black.

England is to have a new Nonconformist weekly, the title of which only remains to be announced. While devoted to the interests of all the free churches, it will appeal especially to Congregationalists. It is understood that influential Nonconformists like Dr. Fairbairn, the Rev. Arnold Thomas, and Dr. Mackennal have manifested a strong interest in the enterprise. The Rev. W. B. Selbie will direct the theological policy of the paper, and with him Mr. Andrew Melrose and Mr. David Williamson will cooperate, the latter being general editor. The price of the weekly will be the popular penny.

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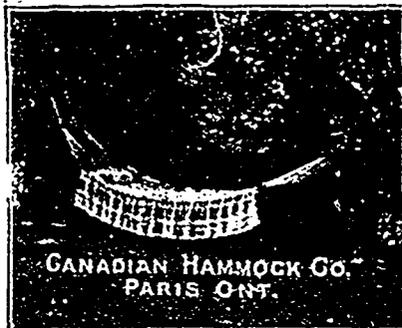
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### NEW MECHANICAL TOYS.

It is true there are a few new designs in mechanical toys, but nothing very amusing or ingenious, says the Paris correspondent of *The Stationery Trades' Journal*. Given a clock spring enclosed in a drum, and you can do very much what you like with the force generated, as long as it lasts, and without any very special knowledge of mechanics make the motive power drive the wheels of a small locomotive or other vehicle, or move the legs of a toy biped or quadruped, or various other purposes.

And the makers or inventors of these toys have done so with a vengeance. At every few steps, as you walk down the Boulevard, your ear is saluted with the whirring of springs, and you find a crowd of children, and even adults, gathered around a booth or a table watching a toy tricycle, on the front of which is a pastrycook's boy dressed all in white, a sweep has jumped up behind, and keeps hitting the cook with his black brush, whereupon the cook turns around on his assailant and schlogs him on de kop, as Hans Breitmann says, with his ladle—whereat the "assistance" laugh consumedly.

Then there is a washerwoman standing at a tub, and rubbing a square inch of linen most vigorously; a mower who handles his scythe most dexterously and cuts down acres of imaginary grass, and a Newfoundland dog who walks in a sedate and somewhat leaden-footed manner, as becomes a quadruped who has complicated machinery in his stomach. As you turn away from inspecting these wonders you stand a good chance of stepping on a tin walrus who is meandering over the pavement in an eccentric manner—possibly looking for his friend the carpenter. I do not wish to be cynical, but I cannot help fancying that the vendor who suffers his wares to run about the pavement finds his greatest source of profit in getting them trodden on, and demanding compensation for the damage, but, perhaps, I may be wronging him.

A small but important improvement has, however, been made in the locomotive toys. If you tried to show one on a table, it used to rush to the edge, plunge into space, and fall with what the lady novelists term "a sickening thud" on the floor, and the only way to prevent this catastrophe—which was often fatal to its working powers—was to place a person at each end of the table to "field" it and turn it around, or else put it on the floor, when it would bang itself against a wall or door and buzz like a mad bee until the clockwork had run down. By

simply making the wheels on one side a trifle larger than those on the other, the toy cyclist will describe a circle and keep on a moderate-sized table until it has run down. The more expensive miniature trains are made with reversing machinery, and, when they have run forward two or three yards, will run back, then forward again.

### THE CAMERA IN WAR.

THOUGH as yet there have been few results come home we hear that liberal use is being or will be made of the camera during the present war in South Africa, and a noteworthy circumstance is the proposed attempt to use what is called the telephoto lens. This instrument may be most simply described as a combination of the telescope with the camera lens, the object being to make the latter, so as to speak, "see further." Everyone who has used a camera will know that the disadvantage of taking photographs of objects at any considerable distance is the extreme minuteness of the detail of the distant view and the exaggeration of the foreground. The telephoto lens overcomes this objection, and the result is a view of a distant object very much as we should see it through a telescope.

It has been suggested that such an instrument will be invaluable in locating the position and strength of the enemy, and as a matter of fact a number of officers of the British army took out cameras fitted with telephoto lenses for the purpose of taking records of distant Boer positions. In addition, several well-known photographers who are working for some of the chief illustrated papers are using these lenses for obtaining pictures of battle scenes which would be impossible with an ordinary camera. Cinematographs fitted with similar lenses have also been sent out, and we may expect before long to see some remarkable results of the use of the camera in war. We do not, however, share the enthusiasm of one writer on the subject, who says:

"In the next war, provided it does not come too soon, there will be no powder to obscure the view, and we may expect clear reproductions of stirring scenes. The vitagraph man and the phonograph man will have a place on board ship and in the firing line on shore to catch and preserve every phase of the battle; so it does not require an especially vivid imagination or gift of prophecy to predict that in the coming century we shall see and hear all the details of fierce battles reproduced in the theatres to after dinner audiences. Suppose there had been a vitagraph at Trafalgar, at Waterloo, or at Yorktown, and that we could look upon the bloody decks of the "Victory" where Nelson fell, at Ney's fierce charge against the English line, or the

surrender of Cornwallis, just as we can now witness in any one of our large cities a bull fight in Madrid or a skirmish in Manila." —*Stationery Trades' Journal*.

### MIRRORS IN SHOW WINDOWS.

Effective results in show windows are often produced by the aid of mirrors, doubling the exhibit, or even seeming indefinitely to extend it. A curious illustration of the effectiveness in such use was shown in a window of a big toy store. Ranged in companies and battalions, following one another upon a foot wide strip of glass raised above the floor of the window and extending along close to the window in front, and along the entire width of it, was a long column of toy soldiers, marching, or seeming to march, the figures being all in marching attitudes.

At the side of the window was a mirror standing vertically, but running back from the front at an angle slightly acute. Seen from the sidewalk, and at a little distance from the window, the reflection in the mirror of the marching column of soldiers had the appearance of a continuation of it, the column turning at the mirror, at a slight angle from the course of its march along the glass, the effect being produced by the angle at which the mirror was set.—*New York Sun*.

### AN ADVERTISER.

A new and verdant postmaster in a small rural town had received instructions to advertise all letters uncalled for at the end of a certain length of time. He obeyed orders by inserting the following advertisement in the weekly paper at the end of the first week of his term of office:

"There are 10 letters in the post office that nobody has called for. If them they belong to don't take notice and call by the end of the month, the letters will be sent to the dead letter office. Anybody expecting letters they ain't got can come and see if any of these letters belong to them. All take notice."—*Jackson (Mich.) Patriot*.

Mr. George R. Sims is publishing, with Messrs. Chatto, a volume of sketches of theatrical life under the title "Without the Limelight." In a preface Mr. Sims remarks that there are few things about which the public have so many false impressions as as they have about the stage. They see it under circumstances that do not help them to form a correct judgment. They read about it from the outsider's point of view. The inner life of the stage is understood only by those who are intimately associated with it. So speaks Mr. Sims, adding that the stage, when the curtain is down, is quite a different picture. It is that picture he here sets out to sketch.

## FANCY GOODS AND STATIONERY.

### CANADIAN TRADE.

The travelers of wholesale firms are going out on the road with import samples. There are some very handsome and striking goods this year, and the number of taking little novelties seems to increase. Articles that sell cheap are even more artistic than usual. We do not notice that the war craze has yet affected, to any extent, the new designs or ideas for novelties.

In stationery, the "khaki" note is one of the latest novelties. It is, of course, an imitation of the khaki cloth used for British uniforms in India and in South Africa. Khaki is an Anglo Indo word signifying originally the color of dust or ashes, and later applied to the chocolate-brown cloth used for tropical uniforms. Envelopes to match are shown with this paper. It is having a tremendous sale in England, and is doing fairly in the United States.

Among other things, we notice a cheaper line of paper pencils, some new lines in crepe tissue, and one or two office specialties.

\* \* \*

### HIGHER PRICES.

It is recorded in England that the stationery manufacturers are advancing prices. This is due to the conditions that increase the cost of manufacturing. Paper has led off, and stationers' sundries, such as inkstands, files, stationery cabinets, and rubber goods have been advanced 5 per cent. by most of the Birmingham and London manufacturers, and, in accordance with this increase, the wholesale houses have been obliged to announce that discounts will be 5 per cent. less than hitherto. This course, says The Stationery Trades Journal, has been adopted to avoid unnecessary disturbance of market prices, and, of course, has been accepted by the trade generally as the easiest and simplest method possible.

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### MORE TRADE WITH BRITAIN.

The trade report an increase in British stationery imported into Canada, both in the finer and cheaper grades. This is due to the preferential tariff, which encourages the British trade. The official figures of im-

ports are not brought down later than last June—that is, nine months ago—so there are no definite means of ascertaining the value of the increase in figures. Up to June 30, 1899, however, the value of British papeteries, envelopes, cards, etc., imported was \$200,000, against \$190,000 the previous year. English firms are turning their attention more to Canada, and there is ground for believing the reports of increased business this season.

\* \* \*

### NEW THINGS.

In London, the khaki craze has extended to photo frames, writing cases, purses, pocket-books and many other articles.

In New York, pyrography, as applied to fancy leather goods, is popular. A variety of toilet articles, etc., made of chamois and leather all treated with the little burnt devices by the little platinum point heated red hot are shown. There are cigarette and cigar cases with quaint designs, and matchboxes; cases for holding toilet articles for a man's traveling bag, and the cutest tobacco pouches imaginable, drawn up with strong silk cords. One pouch has a frog sitting in a marshy bed, smoking a pipe from which the smoke clouds roll upwards, and pyrographed across the top is: "You are a cloud of joy to me." The other style of tobacco pouch has traced on the chamois: "May all your sorrows end in smoke," and a pipe and tobacco bowl are burned in.

Crepe tissue is now freely used for decorating furniture. All about the wall mirrors, the dressing table, and draperies generally, are of tissue.

Paris reports notepapers of dark blue and red as still in vogue. The "Wedgewood" leads, and for menu cards cameo ornamentation. A pen-rest, says The Stationery Trades Journal correspondent, is made like a pierrot's head, the black skull-cap worn with that fancy dress being a black brush, in which the pens are stuck. The same design is used for a matchbox, but in that case, of course, the place of the cap is a hole, and the rest of the head is covered

with luminous paint, which appears to have been revived again in France.

A late German novelty in notepaper is an imitation of veneer. Table runners made from paper are very much in favor now, especially in crinkle paper.

\* \* \*

A look over the import samples at Nerlich & Co.'s shows an unusually attractive display of all the fancy goods that are likely to find a ready sale in this market. The lines of albums contain some handsome new designs. The embossed celluloid are particularly noticeable, as are also the brocaded velvet with a flower design which have a very rich appearance. There are likewise some pretty albums with the pages inside decorated with flowers. Of plush albums, few, if any, are seen. The trade have been asking for some albums holding the large-sized pictures. Nerlich & Co. are showing a line which will take the Minerva photographs. The French bronze ornaments on onyx pedestals are extremely attractive. The range of boxes, celluloid, leather, celluloid and plush, silk, etc., are varied and handsome, and comprise all sizes for handkerchiefs, jewelery, collars and cuffs, gloves, etc. One line of silk boxes has a medallion portrait on each cover. This will take. There are also brocaded velvet boxes. And in the same material a line of opera bags, will attract attention. This season there is an extensive range of atomizers in cut crystal and decorated glass. The metal novelties are very extensive also. Ornamented glass jewel boxes, table weights, glass ink wells are among the numerous articles shown. Quite a novelty is the figure of a dog, called the "First muzzle." The dog is very life-like. A great range of traveling cases, portfolios, dressing cases, etc., are shown, while the best-made English leather purses are shown in considerable variety. There is also a nice choice of photo frames, the collection being celluloid, paper, metal and glass—a good many are in the sizes to suit the different photographs now in use. There is a pretty line of celluloid pictures in metal and plush frames. The range of samples generally this season is remarkable for novelty and salable goods.

A cheaper line of paper pencils (No. 999) with rubber tips is being shown by The Copp, Clark Co., Limited, this month, retailing at 3c. These pencils formerly retailed at 5c. In the same warehouse are now being shown a number of seasonable lines. There is, for instance, a display of Easter eggs for 5, 10 and 25c. retailing. They are in hen, goose and ostrich sizes, and are finished in bisque and china. Two lines of 5 and 7-inch extra heavy slate pencils are

**FANCY GOODS AND STATIONERY**—Continued. being shown; these are wrapped in fancy cover paper, and sell at 14 and 16c. respectively per 100. Also a line of soft prepared slate pencils, triangular and hexagon, 25c. per 100; 2 at 35c. in fancy papers, and another in very bright wrappers for 50c. A repeat from England is announced of a new supply of envelopes which took hold of the trade here. These are "Universal" and "Castle," and are very heavy quality for the money. A line of jeweled pencils with birthday stones are a cheap novelty for 5c. retailing, in gross lots, \$4.80.

The travelers of this firm are showing the latest novelty in paper, viz., the "Khaki," which is made in princeps, octavo and dukes. It is shown with a plain border and a red border. The finish is made to imitate the khaki cloth, and the red border is intended to be used with red ink. Envelopes are, of course, shown to match. This firm are doing a large business in inks, and now that the frost is over, the trade is reminded that it is a good time to stock with Stephens', Underwood's or Walkden's inks, of which they carry a complete line. A large shipment of Faber's pencils has been received, including all stock lines. The firm are giving with one dozen of the Lapham fountain pen or with one-half dozen Hustler's a handsome showcase, for the purpose of exhibiting the line of pens, and containing also a place for extra supplies. These attractive little cases would look well on the counter.

The Copp, Clark Co., Limited, are showing a timely line of toy pistols and cannons—one of them is the "Express" pistol. The import samples of this house are now being shown to the trade. They include novelties in frames, plaques, medallions (sacred and secular), boxes, writing desks, traveling cases, pocket inks, silver chate-laines, purses, pearl penholders, pocket companions, brass photo frames and a large collection of other fancy goods. The trade are invited to see these samples, and, if, by chance, any dealer has not been called upon, he can make a date with the house by notifying them, and the traveler will call. It should be added that their range of photo albums is very complete, a special feature this season being the "Kodac" album, for preserving the pictures taken by amateur photographers. There is a new line of crepe tissue in the market in many different colors and designs.

At Warwick Bros. & Rutter's, several new things are noticed. Among them is a record book of newspaper sales, for dealers. Its price is \$1.25, and a book will last for

years, and meets a want long felt. The range of letter scales for house and office use is the best yet shown in this market.

Some of the most beautiful and satisfactory notepapers on the market are the new society lines of The Barber & Ellis Co., among which we notice one of a delicate blue-grey tone with a clouded effect known as "Nebula Blue."

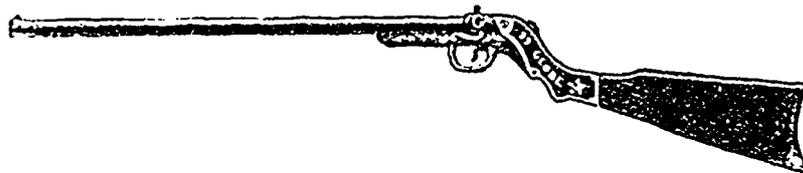
Business is still on the increase at The Barber & Ellis Envelope Factory, the largest in the Dominion. It has become proverbial that their quality of envelopes is kept up to the standards as well as their weights.

The H. A. Nelson & Sons Co., Limited, have all travelers now on the road booking orders for immediate and Spring delivery. Their import samples are now ready and travelers will shortly call upon the trade. Their line this year is more replete than ever, being even more varied, and larger than their enormous line of 1899. Every



No. 1000. \$5.50 each.

customer does not understand the advantages of buying for import only. Aside from the important item of a saving in cost to the purchaser from 5 to 20 per cent. in the cost of his goods (as goods from stock must necessarily differ and be that much higher than the same goods for import), the great object is to secure the choice of a large selection. All houses which sell goods for



GLOBE AIR RIFLE

Globe, Single Shot, per doz \$9.50 Globe, Repeater \$13.50

import put in their lines many extra fine quality specialties of which they only import the exact quantity sold, thus limiting the quantity brought into the country and securing for their customers goods that cannot be duplicated by other merchants who

have not been enterprising enough to secure a supply of these fine specialties for themselves. The H. A. Nelson & Sons Co's. line has its own just and fair proportion of these fine goods. Dolls, toys, fine fancy leather, celluloid, and fancy papier mache, and decorated paper goods, glass and china-



No. 1007. \$13.00 each.

ware, novelties in all lines are in this import line, and the wise merchant will not wait in vain if he reserves his order for their traveler. If their representative has never called upon you with his import line, drop them a card and they will see that your request is complied with.



No. 1011. \$19.50 each.

Carriages, both doll and baby, have been a prominent feature with this house for the past 40 years, and three lines—their cheapest, medium, and highest priced lines—will

appeal to many on account of price and style. Besides these three lines, many others are shown in their Spring and Summer goods catalogue. Velocipedes, tricycles, iron and wooden wheel wagons, should now be purchased in order to obtain market prices, as

# NERLICH & CO.

— AGAIN IN THE LEAD WITH —

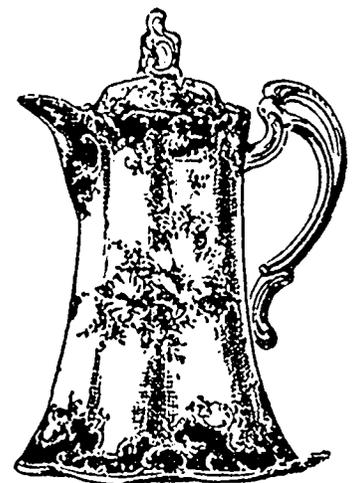
## IMPORT FANCY GOODS.



Our line of **Import Samples** have arrived, and we are satisfied that the variety shown by our travellers will be interesting to all up-to-date buyers, and that the sale this season will be as large, if not larger than previous years. Over 40 years of business experience has taught us **where** to buy and **what** to buy, and as a result our travellers are showing an assortment which cannot be equaled by any house in Canada.

*all these goods returned to our own*  
**Quick Sellers**  
**Prices Right,**

**Delivery Prompt.**



Japanese, French and Souvenir China.  
 Leather Travelling Cases, Portfolios, and Companions.  
 Albums in Celluloid, Leather and Plush.  
 Bronze and Onyx Clocks, Vases and Ornaments.  
 Mounted China Vases and Card Receivers.



Our travellers are now on the road with a complete line of samples.

Celluloid Writing Companions, Work-boxes, Toilet Cases, etc.  
 Photo. Frames-- Metal, Glass and Celluloid.  
 Mirrors-- Hand, Fancy, Mounted and Triplicate.  
 Everything in Novelties.

# Nerlich & Co., Toronto, Can.

**FANCY GOODS AND STATIONERY**—Continued the materials which form the main part in construction of these goods are advancing every day, and prices are subject to advances without notice.

Do not forget that The H. A. Nelson & Sons Co., Limited, still continue, as they ever have done, to lead in display and in distribution of sporting goods in baseball, lawn tennis, cricketing goods, etc. The "Globe" air rifle of which we show an illustration is probably the most popular article that is now being shown amongst spring fancy and toy goods, a practical and safe article.

The H. A. Nelson & Sons Co. Limited's catalogue shows all these lines, and hundreds, even thousands more, all interesting and of importance to the retail merchant. If at time of reading this notice, you have not received it drop a card to The H. A. Nelson & Sons Co., Limited, Montreal, Que., and you will have a copy forwarded you at once.

#### FINE LINE OF IMPORT GOODS.

The range of import samples this season shown by Warwick Bros. & Rutter, is so extensive that some change has been made in the usual programme pursued by Mr. A. O. Hurst, the chief traveler, who, this year, will begin his trip with his assistant in Western Ontario and work eastward through the principal points. The trip will last three months. Mr. Hurst is showing a magnificent range of samples, and any dealer who fails to see it will have missed something. Better times and the demand for better goods have led to the firm showing some handsome and costly goods this season, but all classes of goods at all prices are represented in this line, and the leading French, German, Austrian and Bohemian manufacturers have contributed to the general result.

A very attractive and new line of goods is shown in statues and statuettes in white Persian marble, mounted on pedestals of wedgewood, which will be a leading line; also a large assortment of wedgewood articles at popular prices, in pin trays, ash trays, toothpick and match holders, plaques, etc. Brass goods are shown in mirrors, vases and sconces, with ebony finish—a striking line. There are easel mirrors on pedestals, both for ladies and gentlemen, while a specialty is seen in wall brush sets—ebony, gold and silver—the articles ranging in price from 50c. to \$10.

Ebony is, in fact, seen in many classes of goods: manicure, toilet and other sets, and including an elegant range of stationery sundries. There are some handsome sets for smokers, in enamel, wood and glass, also

ebony and antique oak cigar and cigarette boxes. A new line of iron candlesticks, in French enamel, will create attention. Sizes holding from one to five candles may be had at popular prices. The same variety is seen in dressing-table mirrors, there being singles, triplicates, horseshoe and other fancy shapes, ranging in price from \$2 to \$10. Of clocks, there are plenty, in onyx, gold and silver.

The serpent design, usually in gold, is worked out in a variety of articles—paper weights, bells, ash trays, etc. There is a very large selection in goods that are of the novelty class for 25c. retailing, and well suited for prizes at card parties and small presents; these consist of pen trays and similar articles, with the skull and crossbones, the devil or some other grotesque design; a grasshopper paper weight, the devil's punch bowl, horn goods, etc. Ink bottles, in ebony, cut glass, gold and silver, are numerous. The glove, collar and cuff, handkerchief and other boxes this season are seen in celluloid, silk and leather, and there are smokers' sets in celluloid, leather and wood. Of ladies' and gentlemen's traveling companions there is quite a range in leather from \$12 up, while music rolls, portfolios (some beauties at 25c.) and other similar goods are shown in leather finish.

The photo frame is a feature this season. They are to be had in all designs and sizes and at all prices. In celluloid, silk, leather, wood, gold and silver, the new shapes are very handsome, and leather goods holding the new sizes of photographs may be had for 25c. retailing. The combined leather and silk frames are unique. The square frames have the matting cut in a circle. Screen styles are popular, and the folding sort may be seen in 2's, 3's and 4's. Small miniature frames of various shapes in gold can be sold retail from 25c. up. There is an array of baskets, especially of office, toilet, candy and other fancy baskets. A large assortment of music and wall books for newspaper holders are shown.

A particularly noticeable line is that of albums. The demand for albums is increasing, and, for the benefit of the trade, the range has been made extensive this season, including United States and German varieties. Musical albums are being sold at prices never before quoted. The old style of family album, holding four photos to the page, is again seen in leather and celluloid. There are some fine decorated albums in plush, some in leather, alligator finish, and others showing a kind of embossed work, with animals and figures brought prominently out on celluloid as bas-reliefs. The assortment of albums represents a hundred different varieties with prices ranging from 25c. retail upwards. They include celluloid,

leather, decorated silk plush (a new and attractive feature) and finely-illustrated covers, while the assortment of scrap, autograph and stamp albums is large. A new thing in scrap albums is one for souvenir post cards, a new fad of Summer tourists and travelers.

In leather goods, purses, portfolios, etc., a new line is ladies' finger purses, now the fashion, shown in pigskin, seal, and all kinds of leather. These will be pushed for Spring delivery, being in present demand. Seals and book marks are shown in various shapes.

For druggists' trade there is a large assortment of perfumes in single bottles and handsome sets, two or three-bottle sets, fancy soaps, etc., with manicure sets in ebony, etc., brush sets and everything of that kind.

The trade are invited to see this line before making all purchases, as so many of the goods are absolutely new, and the classes of articles can be handled profitably for both expensive and cheap trade. There is a nice import range in bibles and prayer-books, which will be shown with the import samples.

#### ADDITIONAL COPYRIGHTS.

Ottawa, March 7.

11196. London Times' News and Views re Transvaal War. No. 3. Globe Printing Co., Toronto.

11197. Hokey Pokey. Cake walk and two-step. By Frederick V. Bowers. Hill, Horwicz & Bowers, Chicago.

11198. Quo Vadis Waltzes. By Fred. V. Bowers. Hill, Horwicz & Bowers, Chicago.

11199. Oxydonor: Why Are You so Behind the Age? Book. Dr. H. Sanche & Co., Montreal.

11200. Oom Paul. Song. Words and music by Kenneth Ferguson, Glace Bay, Cape Breton, N.S.

11201. Hac Dies. Chœur Pascal pour trois voix egales. Par Achille Fortier, Montreal.

11203. My Escape from the Boers. The exciting experiences of a Canadian medical missionary. By F. J. Livingston, B.A., M.D. William Briggs, Toronto.

11204. The Filipino Shuffle. Cake walk and two-step. By H. F. Odell. H. F. Odell & Co., Boston.

11205. Strathcona's Horse; or, The Mount Royal. Words by John Blair. Music by J. H. Hyde. John Blair, Grimsby, Ont.

11206. Canadian Criminal Cases. Annotated. Edited by W. J. Tremear. Vol. II. Robert Reid Cromarty, Toronto.

11208. La Revue de Jurisprudence. Par Charles Chamilly de Lorimier. Vol. V., 1899. C. Theoret, Montreal.

11209. Election Poster re Sir Wilfrid Laurier. John A. Harkins, Toronto.

**REMOVAL**

**THE BROWN BROS., Limited**

Have occupied 64-68 King Street East as

**LEADING STATIONERS**

for nearly half a century, and have removed to their

**New Premises**

51-53 Wellington St. W., Toronto,

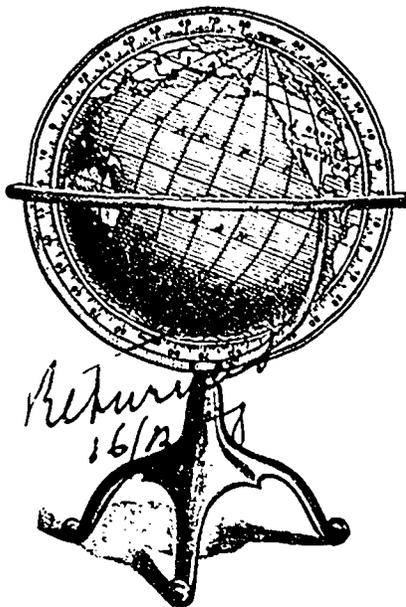
where business will be carried on in all the several departments as formerly, with wonderfully increased facilities.

HEADQUARTERS FOR

**ACCOUNT BOOKS, STATIONERY, LEATHER GOODS, PAPER, PRINTERS' AND BINDERS' MATERIAL, BOOKBINDING, OFFICE SUPPLIES.**

The trade cordially invited to call at what we aim to have the most complete and "up-to-date" stationery house in the Dominion.

**GLOBES.**



**FULL MOUNTED.**

|      |        |       |         |
|------|--------|-------|---------|
| 105. | 6 inch | ..... | \$ 4 00 |
| 102. | 8 "    | ..... | 7 00    |
| 99.  | 12 "   | ..... | 10 00   |
| 96.  | 18 "   | ..... | 24 00   |

**MERIDIAN.**

|      |        |       |         |
|------|--------|-------|---------|
| 106. | 6 inch | ..... | \$ 2 75 |
| 103. | 8 "    | ..... | 5 00    |
| 100. | 12 "   | ..... | 7 00    |
| 97.  | 18 "   | ..... | 21 00   |

**PLAIN.**

|      |        |       |         |
|------|--------|-------|---------|
| 107. | 6-inch | ..... | \$ 1 75 |
| 104. | 8 "    | ..... | 3 50    |
| 101. | 12 "   | ..... | 6 00    |
| 98.  | 18 "   | ..... | 18 00   |

25 and 10 per cent. discount to the trade.

**REMARKABLE VALUES**

-- IN --

**ENVELOPES**

**The Castle, (SQUARE)**

\$1.20 per thousand.

**The Universal, (SQUARE)**

\$1.00 per thousand.

SAMPLES UPON APPLICATION.

**TWO SALEABLE NOVELTIES**

**Jewel Pencils**

NO. 401.

The top of this pencil is mounted with a pretty stone, there being six colors in the series, the finish of the pencil being in the same color as the stone.

45 cents per doz.; \$4.80 per gross.

**Paper Pencils**

DON'T WHITTLE AWAY.

When new point is wanted, simply peel off a little of the paper with the thumb nail. No knife or pencil sharpener needed.

Price, \$2.40 per gross.

**EASTER EGGS BEAUTIFUL HAND-PAINTED CHINA AND BISQUE EGGS.**

Hens', Ducks', and Ostriches' Eggs to retail at 5, 10 and 25 cents.

SEND FOR PRICE LIST OF EASTER CARDS AND NOVELTIES.

**THE COPP, CLARK CO., LIMITED**

9 Front St. West, TORONTO.

### THE BRITISH COLUMBIA TRADE.

II

VICTORIA BOOK AND STATIONERY CO.

**T**HIS company purchased in January, 1898, the business carried on in Victoria for 12 years by Mr. Robt. Jamieson. The Victoria Book and Stationery Co. consists of Mr. Thomas Farle, M.P., and Mr. H. S. Henderson, who manages it for his partner and himself. Mr. Henderson is a man of experience, and, being a reader himself, has devoted some pains to developing the book department with success. The store, which is handsomely fitted up, is one of the finest in Canada, and it would be hard to find one to beat it. A very large stock of general stationery, artists' materials, Smith Premier typewriters is carried, and perhaps the firm have the largest stock of fancy goods in the city.

JOHNSTON, VICTORIA.

Mr. Johnston began business on Douglas street, Victoria, in 1894, carrying office and general staple stationery. He is sole proprietor, and is assisted by his daughter in the details of the business. He had a long experience in Manitoba before settling in British Columbia, and believes in keeping only saleable goods that can be turned over quickly for cash, and in buying so as to take advantage of the discounts. In the store special attention is paid to the ordering of books, papers and other goods, and having catalogues of them handy to either show or give to probable customers. A tally is kept of particular readers. Catalogues of recent publications in their line are duly sent them. The house also believe in showing leading articles in the window.

CLARKE & STUART, VANCOUVER.

This wholesale and retail firm of book-sellers, stationers and printers, consisting of Messrs Harold C. Clarke and J. Duff Stuart, bought out S. J. Tilley's business in 1894. They have a branch in New Westminster, of which Mr. H. H. Lennie is manager. They carry a full stock of miscellaneous books, latest novels, etc., office stationery, fancy goods, sporting goods, wall paper, typewriters, etc. The printing department attends to die stamping, making rubber stamps, etc. Their music store is in the Vancouver opera house, and they carry the largest stock of pianos in the Province, being agents for Steinway, Nordheimer, Heintzman & Co., Newcombe, Dominion, etc.; also organs, musical instruments, and music.

A. W. KNIGHT, VICTORIA.

Mr. Knight commenced business in Victoria in 1893 having had many years'

previous experience in Kensington London, England. In 1895, he established himself in the present premises in Yates street, and by endeavoring to meet the wants of his customers, has increased his business until he has now one of the largest periodical and magazine businesses in the city. He carries a full line of general stationery and a large stock of novels and other literature; also purses, pocketbooks and other leather goods, and a good stock of smokers' requisites—pipes, cigars, tobacco, etc. Mr. Knight is assisted in his business by one of his sons.

BRITISH COLUMBIA STATIONERY CO.,  
VANCOUVER.

There has lately been established in Vancouver a wholesale stationery firm called The British Columbia Stationery Co., Limited. Stocks from the principal sources in Canada, the United States and Old Country have been got together in the warehouse on Cordova street. Mr. Wm. Armstrong, with Burton, Gaites & Co., of Hamilton, for many years is managing director, and by his ripe experience is well qualified to make a success of the new business. The British Columbia Stationery Co., Limited, carry a full stock of staple stationery, blank books, and printers' stationery. A special line is made of wrapping papers in rolls or flat, and paper bags, the firm having the exclusive control of the make of a leading factory.

### WALL PAPER NOTES.

Decorators and paperhangers now generally admit the advantages of a prepared paste for paperhanging. It is cheaper and better than making their own. It saves time and annoyance, and eliminates one of the most disagreeable features of the wall paper hanger's vocation—so says an American authority.

An American contemporary mentions what might be a good move in the matter of designing wall paper patterns. This is the printing the name of each paper in the margin, that dealers may be the more easily enabled to tell their customers what variety of design it is that they are looking at, i.e., "The Thistle," "The Lotus," etc. The modern wall paper designer ranges through the whole botanical field for his ideas and very often the merchant has not the slightest idea as to which flower it is that the pattern is supposed to represent. Everybody likes to know what they are buying, and often it happens that a piece is passed over for no other reason than that no name can definitely be given to the design. It is said that one of the largest departmental stores in the world employs a woman merely

to give names to new shades and fabrics, and, as the aforementioned paper remarks, "Thousands who would pass a dull slate-colored silk, rush to buy the same fabric when labeled 'Morning mist.'" It may, perhaps, be the case that Linnaeus himself would find it hard to designate the species of some of the designers' magnificent floral productions.

The little study in the house in New York, occupied by Col. W. N. Amory, has its walls covered with paper having a face value of about \$412,000. If the owner, however, should take it from those walls and try to sell it he would have to accept a good deal less for it. Colonel Amory has had this remarkable wall paper for some ten years. It consists of derelict securities, which were meant to command the respect of investors. They are, as a matter of fact, 6 per cent. bonds, each of the par value of \$1,000, of the Consolidated Jellico Coal and Iron Company, which is still alive because the Attorney-General of the State of Kentucky has never taken the trouble to wind up its affairs. The bonds figure in a neat pattern on the walls, each promising to pay the holder, on April 1, 1919, the sum of \$1,000 in United States gold coin, and explaining that a deed of trust regarding them has been made to the Metropolitan Trust Company of New York. The frieze which runs around the room just under the ceiling is composed of the semi-annual coupons, each of the par value of \$30. The company did not materialize, but Colonel Amory's connection with it cost him \$10,000, and the bonds on his study walls are all he has to show for his investment.

There is sufficient wall paper piled on the pavement in front of C. L. Nelles' big bookstore says The Guelph Advocate, to hide all that will be left of Cronje's army when Kelly-Kenny and French have finished their little game of warfare with that section of Oom Paul's braves. The entrenchment is sixty feet long, eight feet high and eighteen inches thick, comprising twenty-one thousand rolls of Watson, Foster wall paper for 1900.

Colin McArthur & Co., wall paper manufacturers, are seeking incorporation, with \$200,000 capital. The applicants are: Colin McArthur, manufacturer; David Jamieson McArthur, manufacturer; William Williamson, manufacturer; Margaret McArthur, spinster, and John McDonald, accountant, all five of Montreal. Colin McArthur, David J. McArthur and William Williamson are to be the first directors of the company.

The ...

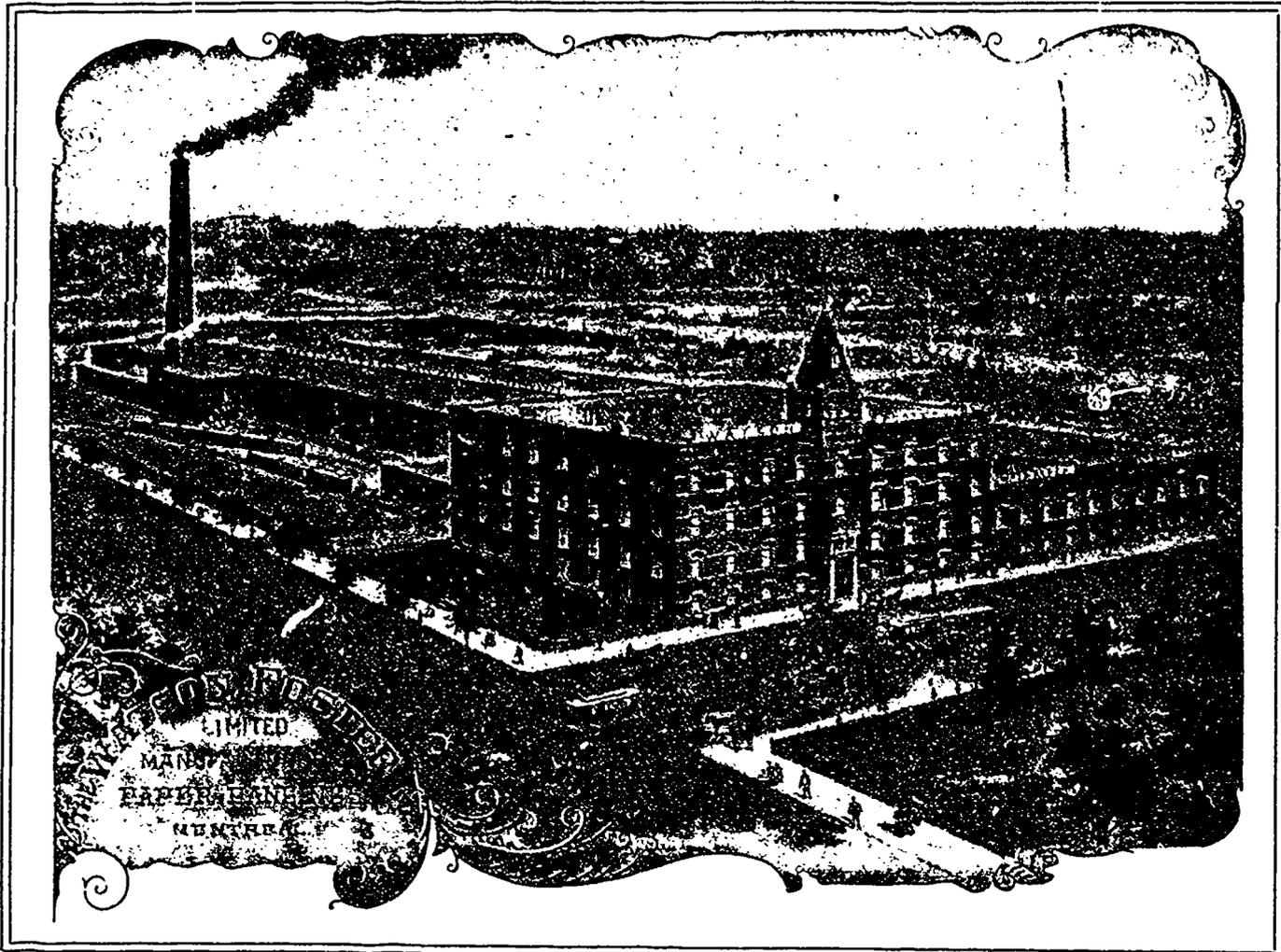
# Waison, Foster Co.

LIMITED

Every grade of  
Wall Papers

VASTER AND BETTER EQUIPPED WALL PAPER  
FACTORY "THAN HAS BEEN."

MONTREAL, QUE.



## AN IMPORTANT ? FOR 1900.

Have you seen our NEW WALL PAPERS for Spring Trade? If not, ask for our Special Circulating Sample Books by Post or Express (prepaid).

CONTENTS OF . . .

- |            |                                  |
|------------|----------------------------------|
| Book No. 1 | Ungrounded Papers and Flats      |
| No. 2 & 3  | Flats (cheap)                    |
| No. 4      | Flats and Gills (cheap)          |
| No. 5      | Plain and Embossed Gills         |
| No. 6      | Plain Gills and Flats            |
| No. 7      | Better Plain and Embossed Gills. |
| No. 8      | Wide Flats                       |
| No. 9      | Wide Gills                       |
| No. 10     | Ingrains (in combinations)       |

N.B.—These books cost you nothing, but are invaluable for selecting or sorting up your stock.

**BROWN BROS.' NEW PREMISES.**

It is in keeping with the artistic nature of their business that the Brown Bros., Limited, should make the new building into which they have moved this month as interesting because of its architectural beauty as it is suited to the business of the firm, because of the large floor area it affords for manufacturing, storing and selling.

A brief visit to the various departments of the new premises was made by a representative of BOOKSELLER AND STATIONER the other day. The impression forced on one by such a visit is that of completeness, that nothing more could be added to make the business run more easily or economically.

In the basement, heavy goods, such as copying-presses, mill boards, straw boards, heavy papers and reserve stocks of light papers, inks, etc., are stored.

On the ground floor are the offices and the sales department. The offices are to the left of the doorway, and reach about half the length of the floor. On the right of the doorway account books, which are a specialty with this house, are shown in every style, shape and price. From the stairway, which is about sixty feet from the

front, to the back, a stock of leather goods, metal goods, stationery, in fact, everything in the way of office supplies is carried for the inspection of buyers.

At the head of the stairs on the first floor a large assortment of stationery, account books and other supplies, especially suited for banks and counting-houses are kept. To the back on this floor printers' and bookbinders' supplies are stocked. The profusion of leathers, writing papers and flat papers of every conceivable shape, kind and color here shown is conclusive evidence in itself of the comprehensiveness of this firm's business.

A visit to the second, third and fourth floors is especially interesting, as to be seen here are the intricate processes which produce from paper, leathers, linen, straw-board, etc., the great range of stationery, account books, etc., as well as the many beautiful materials in leather goods which are shown and sold on the floors below.

The firm have taken advantage of the opening in their new premises to instal the most modern and intricate machinery for the various stages of the work, sewing, paging, perforating, ruling, cutting, etc., that could be secured. The motive power is electricity. In every department changes

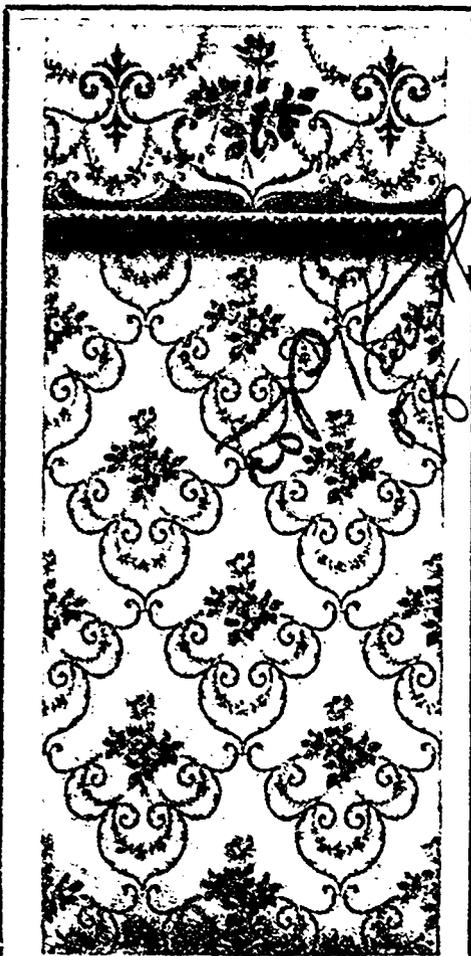
tending to economy and facility of production have been introduced.

Though the extent of the building, six floors, each 46x200 feet is great it is well lighted throughout. In every way precautions have been taken against fire. The hoist and stairway are each enclosed in a strong, fireproof casing of brick. For the convenience of the employes, lavatories have been placed on the second and third floors.

In fact, as stated before, the building is in all respects most modern and complete.

Mr. J. C. Cockburn, traveler for Goodall's, has just made his first visit to Canada, having passed through on his way to Japan. Previously, he has made periodical visits to South Africa, but the war prevented that this season. Mr. Cockburn has made a most acceptable representative in the absence of Mr. Goodall himself.

J. K. Cranston, of Galt, has sold out his business to Mr. Thomas Ballantyne, ex-principal of the Dickson School, who will carry it on as well as retain his connection with the insurance companies which he has represented since he retired from school life. It is 15 years since Mr. Cranston started in business for himself in Galt, and he intends now to remove to Toronto.



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## NEW BOOKS REVIEWED.

**SIR DAVID WILKIE.**—By Edward Pinnington. Cloth; 160 pp; 1s. 6d. Oliphant, Anderson & Ferrier, Edinburgh. This short biography of Wilkie—the latest of that excellent Famous Scots Series—deals also with the Scots school of painters. Wilkie's own career, his early straits, his going to London in 1805 with £60 in his pocket, and his subsequent success there, when kings competed for his pictures and the noblest in the land gave him commissions to paint, are all described in a vivid and interesting way. We get an insight into the conditions of art in England during the first part of the century, the ways of Academicians, etc.

**HISTORY OF SCOTLAND.**—By P. Hume Brown. Vol. I., to the accession of Mary Stuart; 408 pp; 7 maps; 6s. Cambridge Historical Series. C. J. Clay & Sons, Ave Maria Lane, London. A text book for students, this work also fills in all particulars the requirements of a popular history of Scotland. It embodies the latest researches into Scotch history, leaves no event of secondary importance unrecorded, and is written throughout in an impartial style. Despite the wealth of detail necessary for purposes of study it may be read as a narrative with equal interest and profit. In the numerous homes of Scotch-Canadians, where children are growing up to whom a knowledge of the land of their parents is valuable, Dr. Brown's book will be welcome. Dealers may confidently recommend it as the best history for home as well as school. Vol. II., bringing the history down to date, is now in the press.

**THE BLACK WOLF'S BREED.**—By Harris Dickson. Cloth, \$1.25. Geo. J. McLeod, Toronto. To lovers of historical novels this will prove an agreeable book. It recounts the adventures of a young French colonial captain who is sent on a mission to Paris by Bienville, Governor of Louisiana, who records the impressions made upon the mind of a simple soldier by the state of France under Louis XIV., by court intrigues, by meetings with assassins and other strange adventures natural enough to the period. He returns to America, takes part in the fight at Pensacola, and secures a bride and wealth by discovering his true parentage. The elements making up the tale are familiar enough, but there is dash and vigor in the narrative to hold the reader's atten-

tion and charm away several hours of passing time.

**THE EXPANSION OF THE BRITISH EMPIRE.**—By W. H. Woodward. Cloth; 326 pp.; 7 maps; 4s. Cambridge series for schools and colleges. C. J. Clay & Sons, London. Copp, Clark Co., Limited, Toronto. This is a decidedly useful book. It is not a mere summary of colonial history. While the author brings out the main points in the colonization and conquest which resulted in the British possessions in Asia, Africa, America and Australia, he does so more for the purpose of illustrating and expounding the principles that underlie the development of the Empire. With the grant of responsible Government to the leading colonies he considers their history of less consequence to the object in view: that of tracing the growth of colonial power. The book shows a remarkable power of intelligent compression. It contains a list of dates and of authorities to be consulted and is very complete for Canadian as well as English collegiate use.

**WHO OUGHT TO WIN, OOM PAUL OR QUEEN VICTORIA?**—By Spencer Randolph. Cloth, 75c. Laird & Lee, Chicago. This is a well-condensed, readable account of the South-African embroglio from the Boer standpoint. It shows no particular insight into the general question now at issue, but its summary of the historical events in South Africa is valuable. There are illustrations and a map. We doubt if the tone of the book would commend it to many Canadian readers.

**THE EVENING AND THE MORNING**—By the Rev. Armstrong Black. Cloth, gilt top, 159 pp. The Westminster Co., Limited, Toronto. Mr. Armstrong Black, who lately came to Toronto from the Old Country as minister of St. Andrew's Church, brought with him to Canada a reputation for culture and scholarship. This reputation is borne out by the volume of discourses and reflections here collected together and given to the public in a neat and appropriate setting. The book will, doubtless, find many readers who have heard of Dr. Black.

### ANOTHER NEW WAREHOUSE.

During the past two years The Copp, Clark Co., Limited, Toronto, have found their present building too small, and have been looking around for a new site. They

have selected one, which is not far from their present warehouse, and is near the Queen's hotel, on Front street west, Toronto, next to Warwick Bros. & Rutter. The construction of the new warehouse has been forced upon them by the increase of trade, and the fact that they have for several years been using extra warehouse accommodation in other parts of the city. The new warehouse will afford double the accommodation over the present premises, so that, except for the manufacturing departments, the firm's whole business will be under one roof.

### FOOLSOAP PAPER.

What is called foolscap paper gets its name from the fact that, after the trial and execution of Charles I. in front of his own palace of Whitehall, London, in January, 1649, the Parliament party, to throw contempt on royalty, changed the watermark of paper from the King's arms to a fool with cap and bells. This mark ceased when the monarchy was restored, but paper of the particular size on which it had been placed retains the name of foolscap. Post paper is said to have been so called from the post-horn, which was its distinguishing mark at one time. When the general post was established in England, about the year 1670, it was the postman's practice to announce his coming by blowing a horn.

### NEW YORK CONDEMNS SAPHO.

Under a decree of Chief of Police Devery, Miss Nethersole was not allowed to appear in Sapho at Wallack's Theatre, New York, on the evening of March 5. The police order followed the decision of Magistrate Mott in the afternoon holding Miss Nethersole, her manager, and others connected with the play, to answer to a charge in the Court of Special Sessions that, in producing the play Sapho, they violated Section 385 of the Penal Code, offended public decency and maintained a nuisance.

Thus far, the book trade has not been molested, though there is a feeling abroad that the agents of the Society for the Prevention of Crime are watching an opportunity to construct a case to suit their purpose. Since the conviction, last week, of Kohler, the Philadelphia newsdealer, the vendors have become less vociferous and more guarded in offering their "faked" editions of "Sapho"; notwithstanding this, the Philadelphia police, on March 5, arrested Bernard Kline, a street pedlar, on the charge of selling "Sapho." Magistrate Jermon, of the central police court, held Kline in \$600 for dealing in obscene literature. Publishers' Weekly.

**NEW CANADIAN COPYRIGHTS**

Registered at Ottawa between February 1, and  
March 1, 1920.

Compiled for BOOKSELLERS AND STATIONERS

11161. Canadian Jack; or The Honor of the Empire. Patriotic song. Words and music by Frank D. Fenwick, Sarnia, Ont.

11162. L'Épreuve. Livre. Par Paul Emile Prevost, M.D., Montreal.

11163. The Progressive Score and reference Turf Guide Book. Douglas Alexander Thurston, Detroit.

11164. My Redeemer and My Lord. Poem by H. W. Longfellow. Music by Dudley Buck. Church Co., Cincinnati.

11165. The Canadian Hymnal. A collection of hymns and music for Sunday Schools, Epworth Leagues, Prayer and praise Meetings, Family Circles, etc. Revised and enlarged. William Briggs, Toronto.

11166. Benedicite, Omnia Opera. Music. By Albert Ham, Mus. Doc., F.R.C.O., Toronto.

11168. Ottawa Sketches. Published in The Morning Chronicle and Daily Echo, Halifax, N.S. Temporary Copyright. Chronicle Publishing Co. Limited, Halifax.

11169. Bitons' Remember! A new patriotic song. Words by C. A. Parker. Music by Geo. Bowles. Geo. Bowles, Winnipeg, Man.

11170. He Isn't Sleeping Now. Patriotic song. By James Fax. Arranged by Arthur Blakely. James Fax, Toronto.

11171. The Knights of the Cross. By Henry Sienkiewicz. Translated from the Polish by Jeremiah Curtin. First half. George N. Morang & Co. Limited, Toronto.

11172. My Sweetheart Waltzes. By A. Wellesey. Amey & Hodgins, Toronto.

11173. L'Absenté. Walse pour piano. Par. A. J. H. St. Denis. Andre Julien Hormidas, St. Denis, Montreal.

11174. Trinklied. Words, Old German. Translation by M.R.L.S. Music by Herman Lohr. Church Co., Cincinnati.

11175. A Treatise on the Law of Mortgages of Real Estate. By Edwin Bell, LL.B., and Herbert L. Dunn, B.A. Edwin Bell, Chatham, Ont., and Herbert Langell Dunn, Toronto.

11176. Saw Logs. Contents in Feet, Board Measure, Province of Quebec, Log Table, 1889. Compiled by A. D. Ritchie. The Laurentide Pulp Co. Limited, Grand-Mere, Que.

11177. Der Schwiegersohn Von Rudolf Baumbach Annotated by Dr. Wilhelm

Bernhard. With Appendices by L. E. Horning. Copp, Clark Co. Limited, Toronto.

11178. Fritz the Cat. Photo. James Esson, Preston, Ont.

11179. Coontown Revels. Characteristic March, Two-step and Cake Walk. By Chas. E. Musgrave. Anglo Canadian Music Publishers' Association, Limited, London.

11180. Royal Canadians March At Seat of War. Words by John Lion Alexander. Music by G. Alexander. John Lion Alexander, Toronto.

11181. Here We Are! Canada's Contingent No. 1. Patriotic song and chorus. Words by Will Burt. Music by Will Pearce. William Murray Pearce, Wolfe Island, Ont.

11182. Longing. Words by Franklin Pierce Carrigan. Music by Clayton Johns. Church Co., Cincinnati.

11183. To A Rose. Words by Charlotte Fiske Bates. Music by Clayton Johns. Church Co., Cincinnati.

11184. Night and the Violets. Words by Mrs. Denis O'Sullivan. Music by Mary Carmichael. Church Co., Cincinnati.

11185. Brigade Lancers. New Edition introducing Solvers of the Queen. By John Waldron. Anglo-Canadian Music Publishers' Association, Limited, London.

11186. Selections from Scottish-Canadian Poets. William Campbell, Toronto.

11187. Canadian Drills and Exercises No. 3. Canada, Our Homeland. By Edith LeLean, Toronto.

11188. The Poems of Archibald Lampman. Edited with a Memoir by Duncan Campbell Scott. Emma Maud Lampman, Ottawa.

11189. The Assessors' Guide. By James Morrison Glenn, Q.C., LL.B. Second Edition. The Municipal World Publishers, St. Thomas, Ont.

11190. Alter All. Words by G. H. Kerr. Music by Howard Webster. Whaley, Royce & Co., Toronto.

11191. An Old Fashioned Girl. Words by George Strayer Maxwell. Music by Lee Olean Smith. Whaley, Royce & Co., Toronto.

11192. Songs of Iras. From Ben Hur. Words by Lew Wallace. Music by Edgar Stillman Kelly. Church Co., Limited, Cincinnati.

11193. Lines on The Relief of Lady-smith. By Robert Jamieson, Perth, Ont.

11194. Lovell's Loose Leaf Invoice Form. Marked A. Robert James Lovell, Toronto.

11195. Lovell's Loose Leaf Invoice Form. Marked B. Robert James Lovell, Toronto.

INTERIM COPYRIGHTS.

619. Bobs; or Herofame. The National Game. Game of cards. Clara Elma Speight Humberstone, Newton Brook, Ont.

620. Our Canadian Contingents. Patriotic song. John Woodruff, Ottawa.

621. Strathcona March. By Ludwig Waizeman. J. L. Orme & Son, Ottawa.

622. L'Auditeur. Livre. Frederic Lapointe, Montreal.

623. Coupon de Primes. Feuillet. Alphonse Gelinat, Ste-Anne de la Perade Que.

624. My Escape from the Boers: The Exciting Experience of a Canadian Medical Missionary. By F. J. Livingston, B.A., M.D. William Briggs, Toronto.

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