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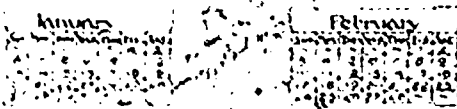
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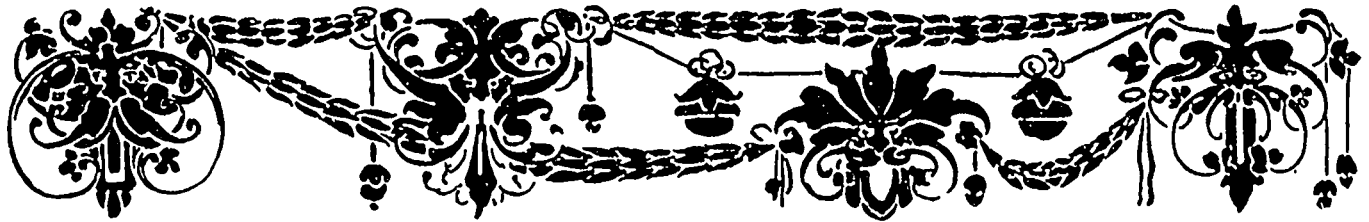
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The Bookseller and Stationer



Vol. XVI.

TORONTO and MONTREAL, CANADA, SEPTEMBER, 1900.

No. 9.

CURRENT NOTES AND COMMENTS OF TRADE INTEREST.

Being now in its sixteenth year, THE BOOKSELLER AND STATIONER feels warranted in making a few remarks about itself in connection with the Special Issue which now goes out to its readers in all parts of Canada. Notwithstanding the vicissitudes of the stationery and book trade during the past 10 years there has always been room for a paper representing the trade, and we have especially to thank our friends in all the Provinces who have stood faithfully by this journal for years. The aim during the coming season of 1900 1901, will be to make the paper more useful than ever before. Several features of considerable importance to the trade will be continued during the coming year. The reports of best selling books in this market have proved to be valuable to dealers as an indication of popular taste in new books, and we have received several letters from

readers asking that the department be continued. This will be done. The list of copyrights which appears monthly takes on a new importance from the provisions of the new law forbidding importation of certain editions. It is intended to enlarge the department devoted to stationery, in order to include the latest information regarding prices and novelties, etc. The information about books will be kept up-to-date, so that the dealer who takes the paper may feel that he is getting the worth of his money. We invite correspondence and inquiries from readers everywhere, and wish them all a very prosperous and satisfactory Autumn and Winter trade.

**

The question of departmental store competition is one which the average bookseller and stationer feels more than any other merchant, because it seems easier to work the cry of "cheap bargains" in this trade than in any other. From no merely selfish point of view do we regard the mischief which is being wrought upon our trade by departmental stores. It is a bad thing for the community when bookstores decline. And, at any rate, no illegitimate methods should be allowed to crowd them out. Germany is to the front these days in all matters of trade as a live, progressive and successful country. What are the Germans doing with departmental stores? Putting a special tax on them. A law has been passed in Prussia legalizing special taxation of departmental stores by municipalities. The new Act divides these stores into four classes.

One class may sell groceries, foods, tobaccos, smokers' articles, apothecaries' supplies, colors, drugs and perfumery. Another class may sell dry goods of all

kinds, bedding, furniture, carpets, curtains and all articles for interior household decoration. A third class may sell household, kitchen and garden utensils and implements, stoves, china, earthenware, upholstered furniture and materials pertaining thereto. The fourth class may sell jewelry, bric-a-brac, books, music, bicycles, firearms, sporting goods, toys, sewing machines, and optical, medical, scientific or musical instruments. Any store handling more articles than are named in one class shall pay a special graduated tax, according to the total annual sales of the store, whenever the turnover exceeds \$95,000. This tax would be \$1,000 on a turnover of \$100,000; about \$2,500 on a turnover of about \$150,000; about \$3,500 on a turnover of about \$200,000, and so on. The big stores are given six months in which to prepare for the new law. It does not go into force until January, 1901. There is much speculation in Prussia as to the effects and working of the Act. On another occasion we shall give our readers further information about the matter.

**

Booksellers are on the eve of what promises to be a fairly profitable season. The information given in this number of THE BOOKSELLER AND STATIONER may briefly be summed up as follows: First, Canadian publishers are going to issue a number of editions this year, both in fiction and in general literature; that English publishers are disposed to push both their news books and their cheap editions more vigorously in this market than heretofore, and that there is a better prospect for cloth bound books and works of a more expensive character than for several seasons back. As to the

The Book Sales.

CURRENT NOTES—Continued.

Increasing sale of novels, it is sometimes feared that the limit will soon be reached. But it must be remembered that the taste for fiction is becoming more and more pronounced every year. If there are more novels produced, there are more readers to buy them. The bookseller need not have much fear of stocking too heavily in novels, if he selects well and keeps in close touch with his customers. A recent feature is the issue of novels by Canadian writers. Some of these are well written, and there is no reason to doubt that in time a school of Canadian writers of fiction will spring into vigorous life.

A rather notable thing about fiction during the last two years is that several United States writers have competed for popularity with British writers. Even in Canada some of the most successful of recent novels have been by American writers. This indicates a certain amount of similarity in the tastes of Canadian and American people. By noting the kind of book in this class which has been successful, the dealer will know whether or not to believe the partiality of the United States papers for their own writers.

Another matter which the trade cannot fail to note is that the giving of books at holiday time for presents, both in the family and to friends, is very much on the increase. There has also come into vogue the practice of buying small Christmas booklets, prettily bound in cloth, and retailing all the way from 25 to 75c., for Christmas gifts. The larger sales of expensive books, to which reference has been made, may not impress some dealers who feel their trade does not warrant the purchase of expensive books. They should, however, keep in mind that costly books or sets can be sold by booksellers who are willing to accept payment by instalment. There is no reason why the instalment system should be monopolized by the subscription book men altogether. It can be made to work well by the ordinary city or town dealer who has a personal knowledge of his customers and can afford to trust them. The lists of Canadian publishers whose announcements for 1900 contain a number of interesting works, the description of which the dealer will do well to read.

BEST SELLING BOOKS.

Reported by Leading Members of the Trade for
THE BOOKSELLER AND STATIONER.

*** These lists are of value in showing what books are selling in various large centres of Canada. The following lists are for the month of August.

TORONTO.

1. "The Heart's Highway" (Wilkins).
2. "The Redemption of David Corson" (Goss).
3. "Boy" (Corelli).
4. "Fables in Slang" (Ade).
5. "Unleavened Bread" (Grant).
6. "The Master Christian" (Corelli).

OTTAWA.

1. "The Reign of Law" (Allen).
2. "To Have and To Hold" (Johnston).
3. "Prisoners of Hope" (Johnston).
4. "The Redemption of David Corson" (Goss).
5. "The English in Africa" (Miller).
6. "History of the H. B. Company" (Bryce).

MONTREAL.

1. "Boy" (Corelli).
2. "The Heart's Highway" (Wilkins).
3. "Three Men on Wheels" (Jerome).
4. "Robert Orange" (Hobbes).
5. "Unleavened Bread" (Grant).
6. "The Reign of Law" (Allen).

HALIFAX.

1. "By the Marshes of Minas" (Roberts).
2. "The Redemption of David Corson" (Goss).
3. "A Bid for Fortune" (Boothby).
4. "Jewel Mysteries I Have Known" (Pember-ton).
5. "Little Anna Mark" (Crockett).
6. "The Garden of Eden" (Howard).

WINNIPEG.

1. "The Reign of Law" (Allen).
2. "Boy" (Corelli).
3. "The Redemption of David Corson" (Goss).
4. "To Have and To Hold" (Johnston).
5. "Prisoners of Hope" (Johnston).
6. "Philip Winwood" (Stephens).

ST. JOHN.

1. "The Farringdons" (Fowler).
2. "To Have and To Hold" (Johnston).
3. "Three Men on Wheels" (Jerome).
4. "The Reign of Law" (Allen).
5. "Janice Meredith" (Ford).
6. "Prisoners of Hope" (Johnston).

VANCOUVER.

1. "Boy" (Corelli).
2. "To Have and To Hold" (Johnston).
3. "The Reign of Law" (Allen).
4. "Unleavened Bread" (Grant).
5. "The Redemption of David Corson" (Goss).
6. "Red Postage" (Cholmondeley).

VICTORIA.

1. "Chicamon Stone."
2. "The Heart's Highway" (Wilkins).
3. "To Have and To Hold" (Johnston).
4. "The Reign of Law" (Allen).
5. "From London to Ludysmith" (Churchill).
6. "Prisoners of Hope" (Johnston).

ENGLAND.

1. "The Increasing Purpose" ["The Reign of Law" (Allen)].
2. "The Farringdons" (Fowler).
3. "Little Anna Mark" (Crockett).
4. "Nude Souls" (Swift).
5. "The West End" (White).
6. "Boy" (Corelli).

SCOTLAND.

1. "Robert Orange" (Corelli).
2. "Unleavened Bread" (Grant).
3. "The Increasing Purpose" (Allen).
4. "Voices in the Night" (Steel).
5. "The West End" (White).
6. "Boy" (Corelli).

THE UNITED STATES.

1. "The Reign of Law" (Allen).
2. "To Have and To Hold" (Johnston).
3. "The Redemption of David Corson" (Goss).
4. "Unleavened Bread" (Grant).
5. "Voice of the People" (Glasgow).
6. "Philip Winwood" (Stephens).

THE CANADIAN MAGAZINE.

LAST year The Canadian Magazine made quite a hit with its Christmas number, both cover and contents being superior to anything it had ever before given to the public. The publishers now announce that they intend to excel last year's attempt with a handsome Christmas number for this year. The cover design will be by Mr. D. F. Thomson, who has so successfully designed its special covers for this year. In addition to this the magazine will contain a series of colored illustrations, and this is the point at which it is expected that this year's Christmas number will be superior to last year's.

Among the persons who have already promised to contribute are Dr. W. H. Drummond, W. A. Fraser, Hon. J. W. Longley, William Wilfrid Campbell, J. Macdonald Oxley, Virna Sheard and Jean Blewett.

It is gratifying to note that The Canadian Magazine will, in October, complete its 15th volume. Only one or two Canadian magazines had anything like the length of days that has been given to the present Canadian Magazine, and none of them ever had half the circulation the present one has attained. This is gratifying to Canadians, because it insures a permanent national publication for which a patriotic citizen may pay in advance without fear of its stopping publication before his subscription expires. It is gratifying also because it indicates that Canadian patriotism is growing. There is increasing sentiment in favor of giving the native literary article a chance, and the native literary article is benefiting very much by the public's attitude. No doubt the publishers of The Canadian Magazine will find that it pays to issue a Christmas number which will compare favorably with anything published in London or New York at the same price.

Last year dealers doubled their sales, and there is no doubt that three times as many Canadian Magazines will be sold this year as were sold two years ago, presuming, of course, that the publishers realize their promises as to contents and appearance.

Autumn and Winter Book Trade.

AUTUMN LIST OF PUBLISHERS.

Bell & Sons, Geo., London.
 Blackie & Son, Limited, London.
 Briggs, William, Toronto.
 Copp, Clark Co., Limited, The, Toronto.
 Dicks, John, London.
 Gage & Co. Limited, W. J., Toronto.
 Laird & Lee, Chicago
 Morang & Co., Limited, Geo. N., Toronto
 Morton, Phillips & Co., Montreal
 Poole Publishing Co., Toronto
 Publishers' Syndicate, Toronto.
 Revell Co., Fleming H., Toronto.

THE MORANG & CO. LIST.

Morang & Co. are sending out to their friends in the trade a list of important books for the Autumn and Winter season. The firm have made an effort to consider the needs of the Canadian market, and the requirements of the book-selling trade.

SOLDIERING IN CANADA.—Among the works thus listed, perhaps the first mention must be given to Colonel Denison's great book, "Soldiering in Canada," which, as has already been remarked in the press, is "literature in a real sense and truly Canadian in spirit." The fact that, as soon as it became known that this work was approaching issue, Macmillan & Co., of London, cabled for a special edition to be sent over to them, sufficiently indicates its value. But it is unnecessary to say that to Canadians it will be of intense interest. The Colonel, who is one of the best-known men in the Dominion, has produced, decidedly, the liveliest book of autobiography that has been published anywhere in recent years. It tells the story of the militia for upwards of 40 years from the inside point of view, and tells it with a characteristic straightforwardness and vigor that are as admirable as they are rare. No doubt, there are those who will dissent from the author's position on many points, and will be ready to bring forward the argument on the other side. In fact, it may be expected that the book will draw forth condemnation as well as compliment.

But all readers will concede the charm of the volume. It is full of the Colonel's personal life. It is a complete repertoire of racy anecdotes and good things. It, moreover, tells a personal story of the early beginning of volunteering; of the Fenian Raid, and the unreadiness for it on the part of the authorities; of the Colonel's early professional struggles; of how he came to write the prize "History of Modern Cavalry," and paid a memorable visit to St. Peters-

burg to finish it; of repeated visits to England, where he was the guest of such men as Lord Salisbury, and, at one time, during the progress of a military review, the companion of princes and kings; of the Rebellion of 1885, and various adventures on frozen lakes and snow covered prairies—in fact, the book is crammed with interest, and it is hardly possible to find a page of it that is not readable.

The book has been turned out by Morang & Co. in a manner that is highly creditable to them, the binding being attractive and the typography and paper excellent. A fine photogravure portrait of Colonel Denison forms the frontispiece, while a map of the Niagara Peninsula and six half tone illustrations add to the attractiveness of the volume. At the price of \$2, which is not too much for so important a work gotten up as it is, an opportunity is offered the trade which they should not be slow to take advantage of. There are in Canada over 60,000 men who are, or were, connected with the militia, and in every locality a large contingent of these will only need a proper method of application to become purchasers of this book, so full of direct interest to them. Indeed, hardly any man with sufficient enthusiasm to go into the volunteers will deny himself the pleasure of possessing a book which affords, without doubt, the best opportunity of becoming acquainted with the past history of the militia.

A WOMAN TENDERFOOT.—Of an altogether different kind, but equally interesting is "A Woman Tenderfoot," by Grace Gallatin Thompson, wife of Ernest Seton Thompson, author of "Wild Animals I Have Known." Mrs. Thompson accompanied her husband on the camping trips he took to gather material for his great work, and she here gives us her experiences of the journeys from a woman's point of view, with a wealth of detail and graphic portraiture which will charm the reader. When we say that this volume is illustrated by Mr. Thompson, assisted by Mr. F. D. Ashe, and has the same sort of marginal drawings as characterized "Wild Animals I Have Known," it will be seen that an item has been added to the opportunity of the live purveyors of literature that cannot be overlooked. The price of the book will be \$2, and those booksellers who handled Mr. Thompson's former book will know what to do with this one.

LAMPMAN'S POEMS.—The wide interest roused throughout Canada by the publication of the late Archibald Lampman's poems was distinctly complimentary to the taste of Canadian readers. That large edition being exhausted, Morang & Co. have another edition in the press which they will spare no pains to make commensurate in every way to the dignity and interest of the work. It will be one of the most distinguished gift books of the season, and for the Christmas trade will be a safe line to order. Although this edition will be in every way superior to the former, the price will be less, namely, \$2.

GIFT BOOKS OF POETRY.—Other books of poetry suitable for Christmas trade in this list comprise: "Beyond the Hills of Dream," by W. W. Campbell; "Lyrics of Lowly Life" and "Lyrics of the Hearthside," by Paul Lawrence Dunbar, and Browning's "Pippa Passes." The latter work is a highly-decorated edition, and will be a gem for the bookseller's Christmas counter. Lovers of Browning will be pleased to acquire this edition of that favorite poem, every page of which has a suitable ornamental design, while the volume is enriched with most artistic illustrations.

PARKER'S NEW NOVEL.—Gilbert Parker's new novel, "The Lane That Had No Turning," is another of the taking books on this firm's list. Dr Parker's success in dealing with the scenes and characteristics of Old Quebec is too well known to need comment. In this new book, he is said to have excelled his former work and to have produced a story that will be at once appreciated in Canada. The book is dedicated to Sir Wilfrid Laurier, and the author believes that this is the last work of fiction which he will devote to French Canada.

HOLIDAY EDITIONS.—"To Have and To Hold" and "Prisoners of Hope" have had such a steady success in Canada that it is no wonder that Morang & Co. announce a holiday edition of the two books, in a box, which will surely have a large Winter sale. The same may be said of Frechette's "Christmas in French Canada," which did so well last season. For it, numerous advance orders have already been received. The publishers also announce an edition in French of this book, entitled "La Noel au Canada," the preparation of which has been a great joy to the author, and will

BOOKS AND PERIODICALS—Continued.

receive hearty encouragement, both in Quebec and by numerous readers of good French literature in the English Provinces.

A MILITARY BOOK. — Lieut. General Baden Powell's collection of stories "Sport in War," illustrated by the clever pencil and brush of the famous author, is having a good run and will sell during the entire season, as there are appreciative readers enough who will have a natural desire to possess themselves of so interesting a souvenir of the gallant defender of Mafeking.

LIFE OF PARKMAN. — A book that every Canadian reader of history will want is "A Life of Francis Parkman," by Charles Haight Farnham. This biography has been in progress for some years. It contains several valuable portraits, and is enriched by all the available material in the hands of Parkman's family friends.

"The Strength of Gideon" is a collection of stories by Paul Lawrence Dunbar, which those who read "Folks from Dixie" will no doubt value.

THE FLEMING H. REVELL CO. LIST.

The Revell Company announce quite a list of important books for the coming Fall, a few of which we briefly note here, but expect to notice more fully as the books are ready for delivery.

TWO NEW SERIES. — Two new series of books are being prepared. "The Staincliffe," containing six capital stories, each teaching an important lesson in the realm of morals; and "Ideal Messages," a series of dainty booklets for friend to send to friend, well justifying the title of ideal, from the elegance of their production and genuine worth of the messages. The retail price of this series is 25 cents each. The booklet, by Newell Dwight Hillis, published last Fall, entitled "Right Living as a Fine Art," had a very large sale. Three more are to be brought out this year, uniform in style and price, and there is no doubt the demand for them will be very large. The titles are attractive, and are sure to command attention, especially amongst the better class of trade. The titles are as follows: Robert Louis Stevenson's "Christmas Sermon," a story of the ideal life, Shakespeare's "Counsels to Laertes," a poet's rules for a successful life, and John Ruskin's "Outlook Upon Youth as a Great Opportunity." These are published at 50c. each.

A new volume in the Stories of Missions series is announced, "The Sign of the Cross in Madagascar," by Rev. J. J. Kilpin Fletcher. This is a bright, well-written account of the development and growth of Christianity in Madagascar from the landing

of the first missionaries to the triumph of the cross. In neat cloth binding. \$1.

CHINESE RHYMES — A book which will be of special interest to young people, and older people as well, is "Chinese Mother Goose Rhymes." Translated and illustrated by Prof. Isaac Taylor Headland, of Peking University, small 4to boards, fully illustrated, 160 pages, \$1. The covers are printed in three colors, front and reverse sides, cloth hinge. The unexampled illustrations of Chinese child life, numbering about 150, are all from photographs prepared by the author exclusively for this book.

The "Majesty of Calmness," by Mr. George Jordan, is published in decorated boards at 30c. This is a second series of Mr. Jordan's very pointed editorials which attracted much attention in The Saturday Evening Post. The contents include "The Majesty of Calmness," "Power of Purpose of Life," "Force of Personal Influence," "Failure as a Success," "Dignity of Self Reliance," "Doing our Best," etc.

WINSOME WOMANHOOD. — "Winsome Womanhood," by Margaret E. Sangster, is a book of familiar talks on life and conduct published in cloth at \$1.25. M. E. Sangster is the author of "Poems of the Household," "Easter Bells," "On the Road Home," etc., and is well qualified to write on the subject she has chosen. The book is well gotten up, attractive in appearance, and will make an ideal present for any young woman. A few of the chapter headings will give some idea of the contents of the book: The Girl of Fifteen; The Daughter at Home; The Girl and Her Friends; Her Innocent Pleasures; Her Books and Correspondence; The Girl in Business. And so on Through Wedded Life; Motherhood, etc., to the last chapter, Waiting for the Angels.

There are many other new things in this company's list of announcements, but we cannot in this number mention them all. The Revell Company will, no doubt, be glad to send their complete list to any of the trade on application.

THE W. J. GAGE & CO.'S LIST.

SONS OF THE MORNING. — The most notable book to be issued from the press of W. J. Gage & Co. during the month of September is "Sons of the Morning," by Eden Phillpotts. Little need be said concerning this author's virile work since the far-reaching success of "Children of the Mist." This is the first novel he has written since the publication of that powerful work. The same strength of imagination, couched in the same vivid English, is characteristic of this new story which has,

perhaps, more of maturity about it. Mr. Phillpotts has again chosen Dartmoor, that corner of England which he knows and loves so well, for the scene of his novel. The lamented R. D. Blackmore, author of "Lorna Doone," says of Mr. Phillpotts' "Children of the Mist," "I was simply astonished at the beauty and power of this novel. Literature has been enriched with a wholesome genial tale, the reading of which is a pleasure in store for many." Fresh, original, and powerful, "Sons of the Morning" bids fair to be one of the most popular novels of the year.

THE GATELESS BARRIER. — Charles Kingsley's eldest daughter inherits her father's great talent for writing stirring, bold and vigorous English. She writes under the nom de plume of Lucas Malet, and has made for herself a recognized position in the literary world. Her latest book, which is published simultaneously in England, United States and Canada, "The Gateless Barrier," is very clever and really charming. Weird and fanciful it is true, but delightfully fresh and pleasing.

MISS WOOD'S NOVEL — "A Daughter of Witches," by Joanna E. Wood, a bright Canadian writer, which has appeared serially in The Canadian Magazine, will be published in book form in England by Hurst & Blackett, and in Canada by W. J. Gage & Co., during this month. Miss Wood has made for herself a position and a name in England of which all Canadians may be proud. More extended notice of "A Daughter of Witches" will appear at a later date. The publishers hope to have it on the market during September.

THE GIRL AT THE HALF WAY HOUSE. — Well up in the running is "The Girl at the Half-Way House," by E. Hough. Although but a short time on the market, the book is rapidly working its way into popular favor. It is a book of exceptional vitality—a series of swiftly-changing, kaleidoscopic pictures of one of the most interesting phases of Western life.

ROBERT ORANGE. — John Oliver Hobbes (Mrs. Craigie) is now taking a well-earned rest in the Isle of Wight. She spent some years in writing "Robert Orange," which has been pronounced perhaps one of the most subtle essays on man ever written by a woman. The Standard calls it a remarkable book. The sales would indicate that the wide interest which it has evoked in England has also spread to Canada.

A NOVEL ABOUT CHINA — A rattling, stirring story of adventure in China, the China of to day, may be had in "The Mandarin," by Carlton Dawe. The author is thoroughly familiar with his subject. The publishers are to be congratulated on the attractive cover and bright illustrations

This book of recollections and experiences by Lieut-Col George T. Denison, late commanding the Governor-General's Body Guard, is one of the liveliest and most interesting of autobiographical books. In it the author describes, with a vivid and vigorous pen, his forty years' experience of the Canadian Militia. He includes the Feman Raid, the early days of the volunteer forces, experiences with Southern Generals, and the Rebellion of 1885. The pages are brightened by good stories, and are full of characteristic and straight talk about men and things. Cloth, gilt top, 364 pages, with fine photogravure portrait of the author, a map of the Niagara Peninsula, and six half-tone illustrations. \$2.00

Soldiering In Canada.
DENISON

George N. Morang & Co., Ltd.

Mrs. Seton-Thompson has been the companion of her husband, the famous artist author, in so many of his expeditions, that she is amply able to present the woman's side of the trip during which he gathered the material for his "Wild Animals." The many marginal drawings and full-page pictures add greatly to the interest. Cloth, decorated, 250 pages. Illustrated by Ernest Seton-Thompson, F. D. Ashe, and from sketches and photographs. \$2.00.

A Woman Tenderfoot.
SETON-THOMPSON.

George N. Morang & Co., Ltd.

This new novel by a famous and popular Canadian author, Gilbert Parker, D. C. L., author of "The Seats of the Mighty," etc., is the first that he has published since 1897. The scene is laid in Quebec, and deals with those phases of life in which Dr. Parker has already proved he is a master. Cloth, \$1.50; paper, 75c.

Born With a Golden Spoon.
PARKER.

George N. Morang & Co., Ltd.

This fine edition of the complete poetical works of the late Archibald Lampman is a literary treasure which every Canadian who cares for literature should possess. It is a collection made with loving care of one of our sweetest and strongest singers. Edited by the poet's poet-friend, Mr. Duncan Campbell Scott, it is a worthy monument to Lampman's genius, and contains a memoir and introduction by the editor. Cloth, 479 pp. with photogravure portrait and fac-simile of M.S., \$2.

Archibald Lampman's Poems.

George N. Morang & Co., Ltd.

This collection of short stories, by the hero of Mafeking, has already met with a most encouraging reception from the Canadian public. Every man with an ounce of sporting blood in his veins will hasten to possess himself of this lively record of sport under various conditions in foreign lands, while the fact that it is illustrated by nineteen drawings from the clever pencil of the author, invests it with an additional charm. Cloth, illustrated, \$1.25.

Sport In War.
BADEN-POWELL

George N. Morang & Co., Ltd.

This is the most lively book of travel that has been published during a long period, and in it the author gives very characteristic expression to her ideas on foreign things and people. Cloth, \$1.25. paper, 75 cents.

As Seen By Me.
LILIAN BELL

George N. Morang & Co., Ltd.

This latest volume of poems by the author of "Lake Lyrics," "The Dread Voyage," etc., contains some of the most exquisite gems of this well-known Canadian poet, notably "The Mother," and "England," for which Mr. Campbell has received unstinted praise. Cloth ornamental, \$1.00.

Beyond the Hills of Dream.
CAMPBELL.

George N. Morang & Co., Ltd.

This charming collection of stories, which enjoyed such wide popularity last season, brings before us the old legends and the picturesque types of French-Canadian life, whose idioms, habits, costumes and superstitions are rapidly disappearing. Cloth ornamental, gilt top, 270 pp., with two photogravures and upwards of 30 illustrations, \$2.00

Christmas In French Canada.
FRECHETTE.

George N. Morang & Co., Ltd.

This is a special edition in French of the foregoing work which will be read with interest not only by the fellow countrymen of the author but by those who are fond of the best French literature. Cloth, illustrated, about 300 pages, \$1.50

La Noël Au Canada.
FRECHETTE.

George N. Morang & Co., Ltd.

A bright series of stories in which negro characteristics are entertainingly set forth. Paul Laurence Dunbar has already been recognized as a thoroughly sympathetic and artistic writer. This last volume contains his best work. Cloth, decorated, \$1.25.

The Strength of Gideon.
DUNBAR.

George N. Morang & Co., Ltd.

This beautifully decorated edition of Browning's favorite poems is a literary and artistic gem. As a tasteful gift book it cannot be surpassed. Every page framed in an appropriate decorative design. Cloth, decorated, \$2.00.

Pippa Passes.
BROWNING

George N. Morang & Co., Ltd.

These two novels, especially the first, have been par excellence the sellers of the year, and they are still full of vitality. A very large number will be sold for the holiday trade. "To Have and to Hold," now advertises itself, and those who read it are anxious to secure Miss Johnston's other book. Price of each, \$1.50 in cloth, 75 cents in paper. Special holiday edition of the two in a box, \$3.00.

To Have and To Hold.
Prisoners of Hope.
JOHNSTON.

George N. Morang & Co., Ltd.

BOOKS AND PERIODICALS—Continued.

which adorn the book. The Chinese characters on the cover are such as attract attention. If placed on the bookseller's counter, no talking should be required to sell it.

"Winefred," the latest novel by S. Baring Gould, is a charming and striking picture of English life in the eighteenth century. It is well illustrated, and will appeal to a large section of readers of fiction.

THE COPP, CLARK CO., LIMITED.

THE CHEVALIER OF THE SPLENDID CREST.—By Sir Herbert Stirling Maxwell. Few historical romances of recent years have been so carefully and ably written as this. Sir Herbert Maxwell has brought his interest in history and his scholarship to bear upon the period in which Edward I. invaded Scotland, and Edward II. is defeated at the Battle of Bannockburn. The author succeeds in imitating, without wearisomeness, the language which we may suppose to have been used by the English people in the 14th century or a little later. The tale is full of fighting and adventure, but there has evidently been bestowed upon it a special knowledge of the customs and feelings of the people at that time, as well as a study of the typography. In fact, the author is at pains to give us a very attractive outline plan of the city of Winchester and the neighborhood of Stirling, two of the principal scenes in the story. A young English heiress and a young, brave, landless knight are the central figures in the story. The girl, Challice, is allowed by Edward I., although a king's ward, to wed whom she pleases, but Edward II. rescinds his father's order, and the lovers have to fly to France. Altogether, the book is much above the ordinary romance and is really a piece of literature.

CANADA UNDER BRITISH RULE.—Sir John Bourinot, K.C.M.G., the clerk of the Canadian Parliament, has written several valuable treatises on Canadian history, and he is well qualified from familiarity with the subject to write a book dealing with the development of events in this country since the Conquest in 1760. The Copp, Clark Co. announce that one of the notable Canadian books of the Autumn season is, "A Short History of Canada Under British Rule, 1760-1900." It will be received with interest as an authoritative contribution to the limited body of our historical literature.

RICHARD YEA AND NAY.—Since the days when the magic pen of Sir Walter Scott wrote "Ivanhoe," no historical romance dealing with England in the time of the Crusades has had so remarkable a success as the "Forest Lovers," by Maurice

Hewlett. Its freshness and vigor of style breathed the very atmosphere of those old days and the whole book was permeated with the sentiment of love as it was expressed in the century when chivalry was at its height. It augurs well for Maurice Hewlett's new book, "Richard Yea and Nay," that he has laid the plot of his story in the days of Richard III., the only English king who was a hero of the Crusades. The king's life is said to form a leading feature in the book, so that readers are assured of a thoroughly romantic and adventurous tale on the same lines as the "Forest Lovers." As no Canadian edition was ever issued of the latter work, it is probable that many readers are not familiar with it. But its popularity in England was astonishing and it still sells well in the cheap 6d. edition, which the publishers felt themselves encouraged to bring out. Mr. Hewlett's new book is quite likely to have an equally marked success.

TOMMY AND GRIZEL.—This publishing house is fortunate in being able to announce for November the new book by J. M. Barrie, who took the world by storm a few years ago with the "Little Minister," and who has ever since maintained his position as one of the leading writers of the day. Mr. Barrie's new book reveals to us the later years of "Sentimental Tommy," who was so great a favorite with Canadian readers. The story has been running in one of the magazines which circulate very little in Canada, so that the book in its complete form will be entirely fresh to the Canadian book buying public. It is done in Mr. Barrie's best style and will be certainly a prominent feature in the Christmas book trade.

DOOM CASTLE.—Another work which the same publishers are issuing in Canada is the latest novel from the pen of Neil Munro, who, as the author of "John Splendid," won instant success as a truthful delineator of Highland life and character. There was hardly room in the "kail yard" for another writer when "John Splendid" began to make its appearance in one of the British magazines. At once its qualities secured for it the approval of the critics, and it became necessary to add him to the list of eminent Scotch writers who have in recent years competed successfully with their English and American colleagues. No announcement has yet been made regarding the plot of "Doom Castle," but it is a story of Scottish incidents, and is said to have the same vivid and impressive qualities which marked Mr. Munro's other work.

ELEMENTARY ENGLISH COMPOSITION.—By Frederick H. Sykes, Ph.D. Price, 40c. The new English composition which The Copp, Clark Co. are just publishing is in-

tended for a text-book, and an excellent one it is. But, after a careful perusal of the advance sheets, we believe that many who are outside schools will benefit by keeping it as near at hand as their dictionary. Particularly young people, who intend engaging in a literary pursuit and have difficulty in composing, will find this a great aid to correct forms of expression. Almost the entire field of composition is covered in a clear and most interesting manner. Throughout the work are selections for memorization from the great poets and authors. These are not tedious, but brief and wisely chosen. Models of style, with exercises for reproduction and numbers of additional themes, are given to help teachers in selecting subjects for study in composition. The book will be found of much service in the various classes of English and composition.

THE WM. BRIGGS' LIST.

MISS LAUT'S NOVEL.—In the excellent list of books announced for issue this Autumn, one of the most interesting is a story by a Canadian young lady, Miss Agnes C. Laut, of Ottawa, laid in the early days of the present century, when The Hudson's Bay Co. and The Northwest Trading Co. were struggling for the possession of the rich fur trade of the Western country. The intrigues, which made the life of the two old trading companies so full of color and action, are laid bare, and the picturesque life of trapper and trader, voyageur and Indian is vividly depicted. The author has not only made a long and careful study of the period covered by her story, but has personally traveled the ground and made herself familiar with the physical features of the country. The American edition of Miss Laut's book will be published by J. F. Taylor & Co., of New York.

DEAN FARRAR'S BOOK.—Dean Farrar's new work, "The Life of Lives," has been placed on the market, a portly volume of 450 pages. The enormous sale of Dr. Farrar's well known "Life of Christ" will do doubt create a wide demand for this second volume of studies in the life of the Saviour. The book is printed in large type, and sells at \$1.50.

EPWORTH LEAGUE SETS.—The reading course for the Epworth Leagues of Canada for 1900-01 comprises Sarah K. Bolton's "Famous English Statesmen," Horace G. Groser's "Out with the Old Voyagers," Egerton R. Young's "The Apostle of the North—James Evans," and John Millar's "Canadian Citizenship." The set, enclosed in box, sells at \$2 post paid. Some 2,000 of these sets are sold each year.

NEW EDITIONS.—A new edition of Robertson & Carruthers' text-book in Latin

LAIRD & LEE'S POPULAR BOOKS.

LATEST ISSUES

FOR FALL AND WINTER SEASONS 1900-1901.



Baby Goose; His Adventures. By FANNIE E. OSTRANDER. An exquisitely original book of verse and pictures. Full of humor and fancy. The delight of little ones and big ones too. A beautiful holiday gift, a splendid seller, a sure money-maker. Large royal quarto, album shape, superb cover in colors, \$1.25. Altogether over 12 colors used through the book.

Fireside Battles. By ANNIE G. BROWN. A delightful story for girls. True to life and full of sentiment and action. Exquisitely illustrated with half tones and pen and ink sketches by J. C. LEYENDECKER. Edition de Luxe,avo Special cover, in five colors and gold. In a box \$1.25.

The Heart of Hetta. By EFFIE ADELAIDE ROWLANDS. A new story by an English author of renown. Wholesome, thrilling, fascinating. Illustrated. Artistic cover, in colors, \$1.25.

A Fairy Night's Dream. By KATHARINE E. CHAPMAN. A dainty story of the Fairies' mysterious doings. Children's and parents' delight. Exquisite full-page half-tones, front-piece and cover in colors. Royal quarto, artistic binding, \$1.00.

The World's Best Proverbs and Short quotations For Public Speaking, Literary work and Everyday conversation. A new compilation. Alphabetically arranged by subjects. By G. H. OPIYKE, M.A. Cloth, \$1.00. Full leather, full gilt, \$1.50. Illustrated.

You and Your Doctor. By WILLIAM B. DOHERTY, M.D., Member of Kentucky State Medical Society. A witty, eloquent, powerful book on Health and the Care of It. Everything about Sleep, Air Food, Drink, Bathing, Hemorrhages, the Baby, etc., etc. Treatment of Accidents and Emergencies. Illustrated. Silk cloth, library style \$1.00.

The New Century Library of Useful Knowledge. Five admirable volumes of concise, compact and complete information. *The Universal Webster* with all the new words. *The Home and Business Manual* (a whole education in itself). *The Priceless Recipes* (a thousand ways of making money). *The Home and Shop Mechanic* (the book everybody needs). *Chambers' Handy Cyclopaedia Britannica* (a marvelously accurate volume. All illustrated 12mo. Together 234 pages. In a handsome box cloth, \$2.00; leather, gilt, \$7.50. Sold only in sets beautifully stamped covers. A ROYAL HOLIDAY GIFT.

The Heart of a Boy. Edition de Luxe. From the 22nd edition of *Émile et Zola's* *Le roman expérimental*. Illustrated with 31 full-page half-tones, besides 26 text etchings. Printed on fine half-tone paper. Artistic cover design, avo cloth gilt top, in a box \$1.25. Famous the world over. LAST YEAR'S SUCCESS, orders continue in a fast for this season.



Laird & Lee's Diary and Time Saver. 3rd year. Immense success. Besides the diary proper articles on all the subjects. Maps in colors. Leather special design, gilt 25c.

Lee's Automobile Annual. By ALFRED B. CHAMBERS Ph.D. First of its kind in America. All systems clearly and impartially described. 16 illustrations. Flexible leather, \$1.25.

STANDARD REFERENCE BOOKS.

MECHANICAL WORKS, DICTIONARIES. (English, French, Spanish, German)

Sesia-Webster (Spanish-English, English-Spanish, Dictionary. Illustrated, 10,000 words and definitions. Spanish grammar and conversation. Maps and Descriptions of all Spanish Speaking Countries. Stiff silk cloth double index, 60c. Flexible cloth no index, 30c.

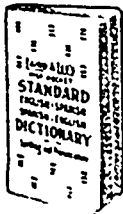
Grimm-Webster (German-English, English-German) Dictionary. Illustrated, 30,000 words and definitions. Limp cloth (not indexed), 25c. Stiff silk cloth double index, 50c. Morocco, full gilt double index, \$1.00.

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BOOKS AND PERIODICALS—Continued.

for high schools and colleges, entitled "The New Primary Latin Book," has just been issued. It has been prescribed by the Department of Education for Ontario for 1901-1906. The book has been revised and considerably enlarged, and now is a substantial volume of some 563 pages. The price remains at \$1.

Mr. Barlow Cumberland is to be congratulated that a second edition of his "History of the Union Jack" has been called for. This is now in the press and will be ready in October. The author has added a number of new chapters to the book, giving much interesting information, particularly with reference to the story of the flag in the American colonies, and has embellished the book with some 25 additional illustrations. The book is packed with interesting facts about the origin of the flag, and the growth of the Empire beneath its folds.

A second and enlarged edition of the "History of Upper Canada College," by George A. Dickson, M.A., ex-principal of the college, will be issued in October.

SOME OTHER FORTHCOMING BOOKS.—A "Handbook on Chemistry," by J. A. Griffin, B.A., of the St. Catharines Collegiate Institute, designed for the use of teachers and senior students, is in the press.

Mrs. Humphrey Ward's new novel, "Ileanor," will be published this Autumn. It is said to be a strong story, one of the best from this gifted writer.

"A Bicycle of Cathay" is the title of Frank R. Stockton's new story to be issued shortly in a Canadian edition.

A work on "The Millennium," By Rev. Calvin Goodspeed, M.A., of McMaster University, a gifted and scholarly minister in the Baptist church, is in course of publication.

PUBLISHERS' SYNDICATE LIST.

NEW BIBLICAL SERIES.—A new series of commentaries by well-known religious writers is announced. The editors are Dr. C. F. Kent and Dr. F. R. Sanders. The series is called "Messages of the Bible." Four volumes are now ready, including "The Earlier Prophets," "The Later Prophets," "Paul," and "Jesus," and the others are in course of preparation, one on the "Prophetic and Priestly Historians," being by Professor McFadyen, of Knox College, Toronto. This is the most important series of the kind in recent years. The price is \$1.25 per volume.

A PRIEST NOVELIST.—The great novel, "Arden Massiter," the Canadian edition of which was issued by The Publishers' Syndicate, was written by a remarkable

man. Of him Justin McCarthy, M.P., recently said: "Dr. Barry is a Roman Catholic priest who has mixed more in the world of politics and society than most English Catholic priests have done, and has studied deeply and traveled much. He is a man whom one meets a good deal in London, and who is appreciated in many circles where his religious opinions would not of themselves be likely to secure him a welcome in advance. Not many clergymen of Dr. Barry's faith have, in our time at least, ventured to become workers in the field of romance, and this is Dr. Barry's third novel. 'Arden Massiter' has received some most eulogistic reviews, and the critic in Punch has described it as a work of genius. It is a story about the Italy of today, but its interest is chiefly centred in modern Rome and the castle in the mountains of an ancient Italian family, whose memories and traditions carry us back into far distant years, and into the struggles and tragedies of an Italy in which Petrarch and Rienzi had not yet come up."

ANNOUNCEMENTS OF ENGLISH PUBLISHERS.

GEORGE BELL & SONS, LONDON.

THE lists of new books for the Autumn season issued by Messrs. George Bell & Sons, York street, Covent Garden, London, contain some interesting items for the Canadian trade. The following new numbers of their Indian and Colonial Library include books that should sell well in this market, as the authors are popular here.

MY DIOCESE DURING THE WAR.—Extracts from the diary of the Rev. Arthur Hamilton Baynes, D.D., Bishop of Natal. This, as the author explains in his preface, is a series of jottings made at the moment and on the spot. "The roughest sketch which gives the local coloring sometimes conveys a truer impression than the most accurate photograph, and possibly this diary, written on the spot, may have this small merit." The reader will find that it is not only this merit, but much more, as his Lordship was with the troops at the front during much of the time. His record of events and descriptions of incidents is touchingly direct and simple, removing many wrong impressions. There is also much grim humor written in. There is no attempt to discuss the right or wrong of the war or to explain the causes. We have had plenty of that and are glad to turn to these unpretentious sketches which have so much of the charm of personal interest.

HOW ENGLAND SAVED EUROPE.—While Britain is striving to "save" South Africa,

every Briton must be interested in a fresh recital of the old story of England's struggle with France, and the establishment of political freedom among European nations. Dr. Fitchett has undertaken a great task and has accomplished it well. The record abounds in telling contrasts, notably the introductory sketch of the opening and closing scene of the war, the descriptions of Napoleon and Nelson, and the fighting methods of Wellington and Napoleon. The interest is so well sustained that it is difficult to make any selection, but the account of the field of Waterloo merits all praise. One splendid feature of this history is its abundance of illustration. As many as 16 reproductions of old prints, plans of battlefields, autograph letters, etc., are found in one volume. There are four volumes in all.

AN EYE FOR AN EYE.—There are no doubt some people who like sensational stories of artistic murder, and those who do will read this book with a relish. From the discovery of the crime, in the first chapter, till the startling revelations in the last, the reader is in a veritable maze of mystery, for the beautiful heroine is in turn victim, accomplice, Queen's evidence and bride, her progress from one state to the other being marked with many thrilling developments. It is by Wm. Le Quex, the noted writer of modern romances and mysteries.

DAUNAY'S TOWERS.—This novel is from the popular pen of Miss Adeline Sergeant. There is always a hearty welcome for a well-told story of romance. This one is interesting from start to finish. Much of it is set in the beautiful but somewhat rugged country districts of Cumberland, but the principal actors appear in London also. The play hinges upon the obscurity in which the birth of the heroine is wrapped—much depends upon her identification as the daughter of her wealthy father. Following the somewhat old-fashioned style, the story reaches a satisfactory development and all ends well.

FROM SAND HILL TO PINE.—Bret Harte has written a collection of eight tales of life in the mining country. They are peculiarly interesting, being told in the clear, forceful, and at times humorous style which is the special charm of this author. It is also refreshing to find that there is nothing of the coarse and brutal which so often disgusts one in these stories of the West.

LOVE AND MR. LEWISHAM.—Is a capital story by H. G. Wells. Mr. Lewisham is a very young man of very great ambitions, who intends to have a "career." He studies hard while junior master in a boys' school, closely following a "scheme" tacked up on the wall of his attic room, whereby he rises at five, does Latin until eight, takes literature with his breakfast,

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BOOKS AND PERIODICALS—Continued.

etc. But the distracting vision of a pretty visitor in the village presently makes study of quite secondary importance, and a stolen ramble with the fair maid is soon followed by a dismissal from school. However, he succeeds in obtaining a Kensington scholarship and goes to London. His struggle for existence on a guinea a week is hard, and all the while love is ruling Mr. Lewisham. With marriage, his career commences, but it is by no means the career he had long ago mapped out.

THE ALL ENGLAND SERIES—These handbooks of athletic games which Messrs. Bell & Sons issue, are small 8vo., cloth bound volumes at 1s. each, include some 30 volumes, among the latest being "Boxing," by R. G. Allanson Winn, "Indian Clubs," by Cobbett & Jenkin, "Skating," by Douglas Adams, "Croquet," by Lieut.-Col. Hon. H. Needham. These books are eminently practical and so clearly written and amply illustrated as to render the greatest help to those interested. The writers are all sportsmen of the first rank, being recognized authorities in their respective departments. The contents are of permanent value, and the series has met with marked success in all parts of the world.

THE CHISWICK SHAKESPEARE—This charming edition certainly deserves the popularity it is meeting with. Each volume contains one play with six full-page illustrations by Byam Shaw, as well as head and tail pieces and a glossary. When one recollects the deterrent effect which the large volume of "Shakespeare's Plays Complete" had upon one's desire to study the pages of the immortal bard it will be seen that these delightful little books, so beautifully made, must tempt even the indifferent reader. Bound in linen, gilt top and decoration, with ribbon marker the published price is 1s. 6d. per volume; in limp leather, 2s. Thirteen plays have already been published, and the remainder will be forthcoming monthly. "Much Ado About Nothing" will be issued in September. "The Two Gentlemen of Verona" in October, "Antony and Cleopatra" in November.

"WHERE THE SHOE PINCHES."—By Mrs. L. T. Meade and Clifford Halifax, M.D., is a collection of 18 short stories, principally of lower London life. They are attractively told and reveal the genuine good fellowship existing among the poor, as well as the pathos of their lives. Human nature is here revealed as it is, without any gloss over it, with a heavy burden to carry, sorrows to bear, yet joys of the most genuine kind to enliven it. The stories show where the

shoe pinches in many lives and give an insight into the life of the London masses.

THE SIEGE OF LADYSMITH.—The new book on this stirring theme is by R. G. MacHugh (special correspondent of *The Daily Telegraph*). The book is of peculiar interest, being a day-to-day account of the now historic siege by one who lived through it. The descriptions of the shelling of the town by Boer guns, of the sufferings from short commons, of the Christmas festivities (!) of the brilliant sorties, are most graphic and thrilling. It will be read with interest by all, right to the last pathetic pages portraying the arrival and welcome of the relief column. Now that Canada is fully recognized as an integral part of the Empire, for the defence of which so many of her sons have bled, Canadians at home should have just such information as Mr. MacHugh furnishes.

CHINA IN DECAY.—Messrs. Bell are issuing a third and revised edition (in cloth, large cr., 8vo., at 3s. 6d.) of "China in Decay," by Alexis Krausse. The book contains 5 maps and numerous illustrations. This work has come to be recognized as the standard book of popular reference on this subject. It is being extensively called for in view of the war.

BLACKIE & SON, LIMITED, LONDON AND GLASGOW.

The handsome catalogue, printed in colors, of Messrs. Blackie & Son, London, is one the Canadian dealer should have. The announcements for 1900-1901 include the following which (with the three famous Henty books), are sure to command readers in Canada.

G. A. HENTY'S NEW BOOKS.—The booksellers have come to regard Mr. Henty's three books annually as among the best selling on their counters. The three this year are: "With Buller in Natal"; "In the Irish Brigade"; and "Out With Garibaldi." The first deals with the siege and relief of Ladysmith. The hero, Chris. King, and his friends are the sons of British subjects resident in Johannesburg. When the war breaks out they escape to Natal, and there band themselves together under the title of the Maritzburg Scouts. Chris. King is chosen as the leader of the band, which is attached to one of the colonial cavalry regiments, and renders invaluable services while acting as the eyes and ears of the army. They are engaged in every important action from the battle of Glencoe to the series of operations that culminated in the rescue of Sir George White and his gallant force.

In the second story, the hero is a young officer in the Irish Brigade, which, for many years after the siege of Limerick, formed

the backbone of the French army. He goes through many stirring adventures, successfully carries out several dangerous missions in Spain, saves a large portion of the French army at Oudenarde, and even has the audacity to kidnap the Prime Minister of England. Full from cover to cover of exciting and heroic incidents, the story is one to appeal to the healthiest and best instincts of boyhood.

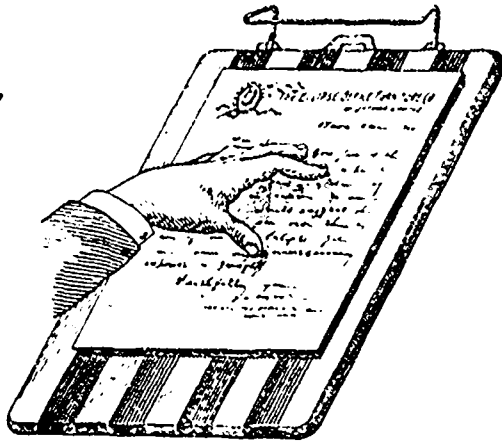
Garibaldi's war for the liberation of Italy forms the basis for Mr. Henty's third tale. The hero, Frank Percival, is an English lad, whose father and grandfather have been secretly imprisoned by the Neapolitan Government. He carries to Garibaldi a large sum of money to help the expedition, which he joins as a lieutenant on the general's staff, and takes a prominent part in the extraordinary series of operations that ended in the fall of the Neapolitan kingdom. Finally, he succeeds in rescuing his relatives from Neapolitan prisons, and returns to England after the fall of the capital.

OTHER BOOKS FOR YOUNG PEOPLE.—A number of attractive books for lads and girls are also announced for the Autumn. For example, there is Capt. Brereton's "In the King's Service," a tale of Cromwell's invasion of Ireland, in which the hero is a member of a Royalist cavalry corps, and Cromwell himself appears on the scene. Lady Gilbert writes "Cynthia's Bonnet Shop," telling how the charming daughters of an impoverished Irish family repaired the family fortunes by going to London and opening a millinery establishment. Capt. Brereton also writes "With Rifle and Bayonet," a tale of the Boer War. Capt. Gordon Stables, an equally popular writer of boys' books, has, "In Far Bolivia," written, a fascinating tale of a distant and strange land. "Every Inch a Briton" is a healthy story of English school life, by Meredith Fletcher. "A Newnham Friendship," by Alice Stronach, gives an insight into life at one of the great English colleges for women. "A Trek and a Lager," by Jane H. Spettigue, deals with pioneer life in South Africa when the Kaffirs were troublesome. Another South-African tale is "Held at Ransom," by Bessie Marchant, which relates some strong episodes in Cape Colony after the discovery of diamonds at Kimberley. "Queen Charlotte's Maidens" is a pretty historical tale by Miss Sarah Fern, who is a great favorite with old and young, and who deals with life in a royal beneficent institution for young girls. Other stories are "Jones, the Mysterious," a tale of school life for both boys and girls; "The Adventures of Roby," the experience of a wayward boy who runs away from home; "Arthur's Inheritance," by Emma Leslie,

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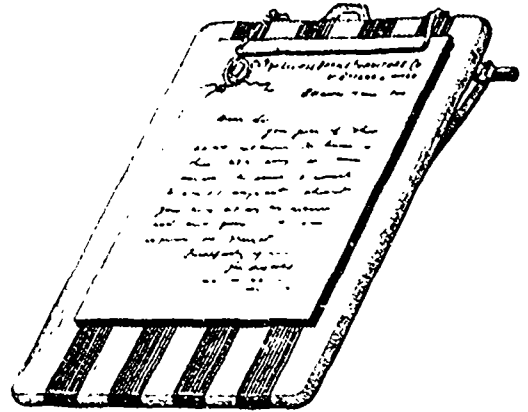
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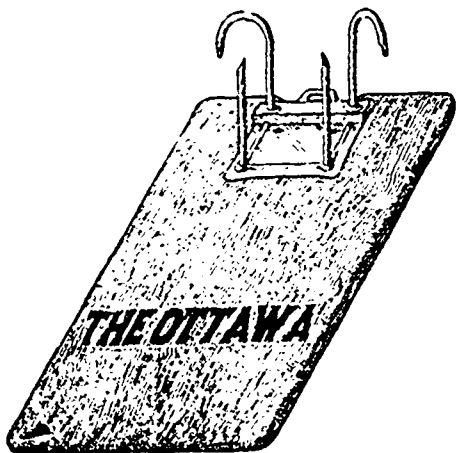
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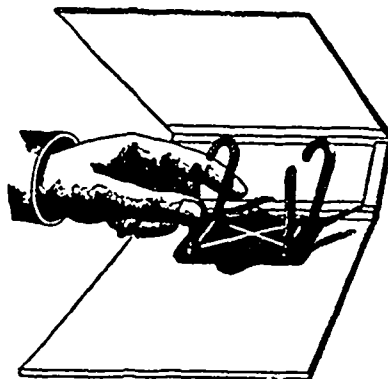
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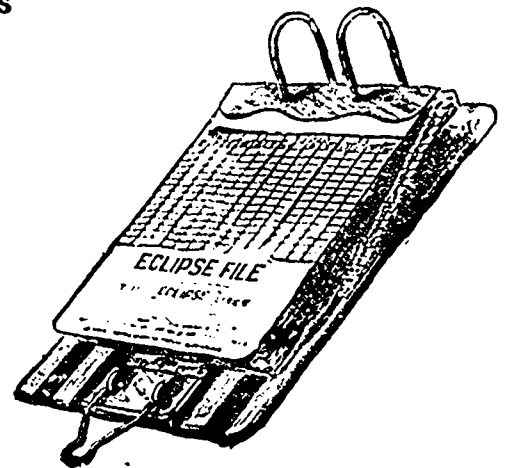


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BOOKS AND PERIODICALS—Continued.

the career of a spendthrift's son, and "Tony Maxwell's Pluck," a brave lad's struggle with burglars. Mention must also be made of Katharine Tynan's story of Irish country life, "Three Fair Maids, or The Burkes of Derrymore," in which the girls take "paying guests," and thus mend their own fortunes and those of the family. These books are all handsomely illustrated, and specimens of some of the illustrations are given in the catalogue.

CHILDREN'S BOOKS—A number of new volumes are being added to these publishers' series of graduated story books which have proved so successful. "Droll Doings," by Harry B. Nelson, is a captivating book in verse with the illustrations all in color, with picture boards and cloth back. "Our Darling's First Boots" is a charming picture lesson-book for the nursery. These and other publications, for which these publishers are famous, are of great value to booksellers who cultivate this class of trade.

—
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The well-known romances of G. W. M. Reynolds, issued in colored covers, are also put on the market by Mr. Dicks at a remarkably low rate, 6d. each. Everyone will recognize bargains in the famous "Mary Stuart," "Old London," "Robert Macaire," "The Rye House Plot," etc., at this price.

The 1d. Liberal weekly, "Reynolds' Newspaper," which is circulated widely in this country, is also handled for the trade by Mr. Dicks. Stamps sent for his catalogue of plays, etc., are sure to be profitably used.

George Mason, Wingham, passed through Toronto last week, after spending a few weeks on a pleasure trip down east.

U. S. ANNOUNCEMENT.

LAIRD & LEE, CHICAGO, LIST.

YOU AND YOUR DOCTOR—A most interesting work on health and the care of it, entitled "You and Your Doctor," has been prepared by Dr. W. B. Doherty. The author is an unremitting enemy of all frauds and humbugs in and out of the medical profession, and protests with all the energy of an honest physician against the possibility of one particular trick or drug relieving every ailment, without the nature of each separate patient being taken into consideration. He does not present the readers with a lot of commonplace receipts, but counsels wisely and well on all matters concerning the hygienic duties we owe to our own person and to those we love—children particularly. Food, drink, sleep, bathing, work and worry, hemorrhages, and the first cares in case of accidents, are only a few of the subjects exhaustively treated in this excellent manual, which inspires one with the utmost confidence in the writer. Cloth, \$1.

PROVERBS AND QUOTATIONS—"The World's Best Proverbs and Short Quotations" is a most meritorious and useful compilation by George H. Opdyke, M.A. The public speaker, the author, the journalist, all know the necessity of such a work in the preparation of their tasks. Nothing brightens up a speech or an article, or even an every-day conversation like an apt, crisp question that wakens up the attention of the listener or reader, and endows the whole topic with new freshness and life. Mr. Opdyke's choice in this almost inexhaustible treasure has been intelligent and clever; his method of classification by subjects alphabetically arranged will prove a boon to the reader, and we must admit that, taken altogether, no other such compilation has ever united so many points of perfection in the selection and grouping of these gems of thought. (Cloth, \$1; full leather, full gilt, special binding, \$1.50)

BOOKS FOR CHILDREN—"Baby Goose; His Adventures," is the title of a remarkably fine volume for children's enjoyment just issued by Laird & Lee; it is the joint effort of Miss Fannie E. Ostrander, a well-known author of charming talent, and Mr. K. W. Hirschert, a clever and witty artist. The story, told in catchy, rollicking verse, is a continuous one, divided into a number of separate incidents, each of them with its full share of inimitable daintiness and humor. Every one of the 96 pages, large quarto size, album shape, is a picture in itself with the hand-made lettering coming up bold and distinct. By a novel rotating method, over

12 different colors and a number of extra tints have been used through the book with most attractive effects; the cover and back-cover are in themselves real gems of composition and treatment, and are sure to meet with the enthusiastic welcome an expense of so much money and trouble truly deserves. (Boards, cover in four colors, \$1.25.)

"A Fairy Night's Dream," or "The Horn of Oberon," by Katherine Elise Chapman, has ten full-page half-tone illustrations, a number of exquisite tail-pieces and a frontispiece, in colors, by Gwynne Price; the cover is a delicate gem in well-chosen tints. This volume, of large royal quarto size, will constitute a choice present for the young ones. While not exactly a book for the babies, and entirely fit for the library table of the older members of the family, this delightful episode from the court records of Queen Titania, will prove admirably adapted for story-telling to the little ones. Mother or elder sister will find in these pages the inspiration that is so often sadly lacking in so-called children's literature. "A Fairy Night's Dream," the fancy of Shakespeare, in its purest vein, has been continued by Miss Chapman into the realm of Fairyland and will bring boundless pleasure to its readers. Boards, \$1.

NEW NOVELS.—Effie Adelaide Rowlands has written a new English novel entitled "The Heart of Hetta." It is a truly modern and in every way wholesome and elevating story. Here the atmosphere is free from murder scenes and antiquated swear-words; gentlemen and gentlewomen meet in befitting surroundings, and the emotions are such as the readers themselves are apt to go through at any time. "The Heart of Hetta" is palpitating with life, anxieties, despair, unexpected relief, final repose and happiness. (Cloth, \$1.25)

"Fireside Battles" is a novel appropriate for young and old alike, combining wholesome teachings of the true purport of life, with genuine humor and vivacity of dialogue. The old-fashioned home left bare and unprovided for by the sudden death of the father; the thoughtlessness of the graceful, worldly mother; efforts of the heroine to conquer ill-will, poverty and discouragement; the various incidents that bring out so vividly the strong points and weaknesses of each member of the family; the final triumph over so many apparently unsurmountable obstacles, all this humble and poignant drama is told by Miss Annie G. Brown with a simplicity and a convincing truthfulness that delight the reader. The binding is a gem of artistic ingenuity. De luxe 8vo edition in a box, \$1.25.

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At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per
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At 2½, 3 or 3½ per cent. (each on separate
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Comprising a Special Interest Table for
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thousand days on any amount from \$1.00
to \$10,000, or from £1 to £10,000, at ½, 1,
2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15,
16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27,
28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39,
40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51,
52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63,
64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75,
76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87,
88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98,
99, 100 per cent. inclusive. Also a
table showing interest for one thousand
days at 5 per cent., by means of which (in
connection with Comparative Tables)
interest for one thousand days can be
obtained at any rate from ½ per cent. to
10 per cent. inclusive, and Comparative
Interest Tables, etc. by Charles M. C.
Hughes. Price nett 2.00

**Buchan's Sterling Exchange
Tables—**

Advancing by 8ths and 16ths, with other
useful tables. 2nd Edition 1.00

**Buchan's Sterling Equivalents and
Exchange Tables—**

From ½ of 1 per cent. to 12½ per cent.,
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**Stock Investors' Handy Book
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Showing what rate of Income is derivable
from investments in stock paying any rate
of dividend, from 1 to 16 per cent., when
bought at any price from 50 to \$100 1.00

Equivalent Quotations—

New York into Canada, advancing by ½
cents less brokerages and other tables 1.00

The Importers' Guide—

A hand-book of advances on sterling costs
in decimal currencies, from one penny to
one thousand pounds, with a framed table
By R. Campbell and J. W. Little. Cloth
75c. Leather 1.00

**The Canadian Customs Tariff and
Excise Duties of 1900—**

With list of Warehousing Ports and useful
tables. Escap. 8vo. Cloth 1.00

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MONTREAL.

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The BROWN BROS., Limited, of Toronto, carry
a full line of our publications.

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The Master Christian.

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The LONGEST and STRONGEST book the author has ever
written.

The Redemption of David Corson.

By Charles Frederic Goss.

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"There is ten times as much of reality in it as there is in
'DAVID HARUM,' which does not value lightly that admirable
character sketch."—President M. W. Stryker.

The Purple Robe.

By Joseph Hocking.

Paper, 75c. - Cloth, \$1.25.

Mr. Hocking has written many powerful novels. "A Purple
Robe" excels them all.

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By Anthony Hope

Paper, 75c. - Cloth, \$1.25.

This work will not appear serially, as the author prefers this
course in the case of this his latest novel, which displays his
versatility and strength in a new light.

WILLIAM BRIGGS, Publisher

29-33 Richmond St. W., TORONTO.

FEATURES OF MANITOBA TRADE.

WINNIPEG BOOKSELLERS AND THEIR METHODS OF BUILDING TRADE STATIONERY AND BOOK NOVELTIES FOR CHRISTMAS TRADE—WHAT WESTERNERS READ IN HOT WEATHER

From THE BOOKSELLER AND STATIONERS Special—(Specialist)

WINNIPEG, August 25.

As mentioned last month, Clark Bros. have settled comfortably in their new warehouse, which is a portion of the large block erected by Gault Bros. & Co., of Montreal, last season. They occupy 30 x 92 ft., and have three stories and basement, The Gault Co. occupying the whole of the fourth floor. On the first floor are the book, news and laid papers, of which a very complete and heavy stock is carried, the firm being the Western representatives of Barber Bros. On the second floor are general lines of stationery and office supplies, pipes and smokers' fixtures generally, leather goods (toilet and photo), and paper fiction, of which the house makes a specialty, and bound books of all kinds, including school books. On the third floor are fancy goods, Christmas goods and wall papers. This house represents The Watson, Foster Co., Limited, in wall papers, and carry a large stock, which their new premises give them every advantage to display. In Christmas goods, this firm are making a specialty of Washington & Kells' art series of copies of old and celebrated pictures in both sepia and colors. The pictures have the advantage over the ordinary Christmas card of being good enough to frame, and in that way prove a more lasting pleasure. In photo frames, the large range showed nothing specially new in design, but nearly all the glasses now are raised fully $\frac{1}{4}$ from the picture, and this has a good effect. Large cabinets and double mounts seem the favorites. A very large line of celluloid goods is carried, and among the many beautiful things nothing is quite so handsome as the black embossed celluloid dressing and writing case, which looks as if made of carved ebony. The basement is devoted to the reserve stock of paper and wrapping papers. Two good electric elevators run from the basement through the building. The offices are most convenient and comfortable.

The firm report business very satisfactory, and all indications point to a good Christmas trade.

The Consolidated Stationery Co. appeared very busy when your correspondent called. They had nothing particular to say as to either trade or prospects or Christmas goods.

RETAIL TRADE

It is always somewhat of a surprise to the visitors from across the line to see the num-

ber and size of Winnipeg's retail book and stationery stores.

Russell & Co. are one of the oldest, and they are just now issuing their 21st annual catalogue which is a handsome specimen of the printers' art containing many pages. There are between 4 000 and 5 000 copies in the edition. The first catalogue was a slim affair, and 700 or 800 were considered an extravagant number to order. The house, in addition to their city trade, do an extensive and ever-increasing order business.

A feature of this trade is the number of public school libraries sent out. More and more each year the inspectors in their rounds impress upon trustees the absolute necessity of providing a grant for library purposes, and these grants are usually supplemented by concerts or what not got up by the school. The books are carefully selected, and only the very best placed upon the school library shelves, and in this way the children of the most remote settlements are coming in touch with the very best literature of the day.

For their Christmas trade, Russell & Co. will offer a very good souvenir book of Winnipeg, which is being prepared for them in London, Eng., and a series of cards made of Manitoba wildflowers pressed. These are very pretty and excellent as Christmas tokens for Old Country friends, among whom there are still far too many who think we grow nothing but snow in this country.

W. A. Davies is another man who does a large book and stationery trade. He reports business very fair and prospects good, the Fall book trade always largely exceeding that of Summer.

C. H. Black. It is just a little over a year since Mr. Black purchased the business of the late Alex. Taylor, and he appears very fairly satisfied with his venture. The house has been successful in securing contracts for Manitoba College Library, Winnipeg Collegiate Institute Library, Winnipeg Free Library, Winnipeg civic stationery and Winnipeg public school stationery.

Preparations were complete to meet the demand of the school trade which opened on September 5.

The Winnipeg Stationery and Book Co., Limited, report business as very satisfactory, considering the bad crop outlook and the

time of between seasons. The management of this company has recently changed hands, Mr. Lyman H. Gordon succeeding Mr. Fred Ansley, who, owing to ill health, was obliged to seek change of climate. The present manager is a practical stationer of long experience, and has made radical changes in the business, notably among which is the addition of a complete stock of office stationery and requisites, for which trade they are making a special bid.

At the time of writing they are busy preparing for the opening of the public schools, and are offering as an inducement to school children a pretty celluloid flag-pin containing a very good photo of Winnipeg's hero in the Transvaal, the late Major H. M. Arnold.

WHAT WESTERNERS ARE READING.

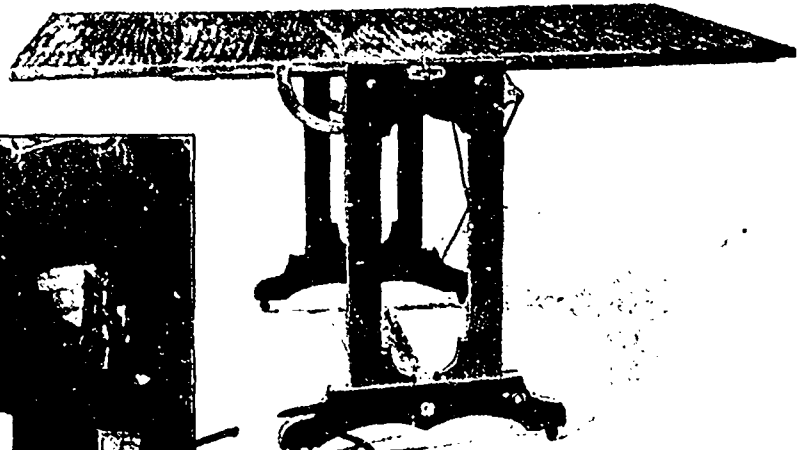
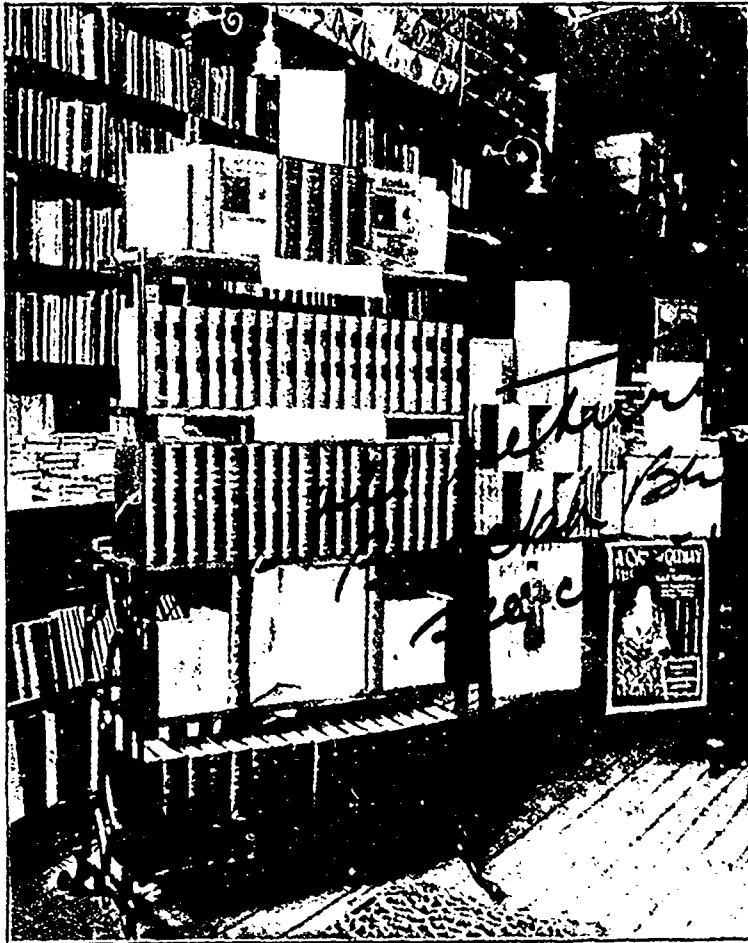
Winnipeg is quiet just now. The Summer has been long and hot and there is more than the usual exodus to Summer resorts and country houses. For those who perforce remained behind, Sunday, August 19, in the year of grace one thousand nine hundred, will remain a red letter day as far as heat is concerned. The city has probably known but one hotter day and that was August 22, 1886, when four persons died from heat prostration. The great extent of flat open country, without break, or shade of any kind, seems to give the sun an extra chance while the streets are so wide as to prevent even the tallest buildings making a shady side.

In such extreme heat heavy reading seems out of the question, and the holiday makers and stay-at-homes alike have given themselves over to the perusal of popular magazines and current fiction. Among the later "David Harum" holds an undisputed place and it is quite common to find people reading the book for a second, or even a third time, as one lady remarked recently, "David is so very much alive, he fascinates you." No greater tribute could be paid to the writer than the widely differing characters that read and enjoy the book. Perhaps, too, the book will always possess an added charm from the pathos of the author dying before he knew the success of his venture. It is so hard for poor humanity to fully grasp the idea of any bliss greater than an earthly success.

"Ione March" and sundry others of Crockett's later books make the reader wish he would lose his pen, or typewriter, or whatever instrument he uses for their transcription. To compare "Ione March" with "The Lilac Sunbonnet" and the "Play Actress" makes the pessimistic exclaim that there may be worse evils than an author dying early. The unreality and the tawdry sentiment of "Ione March" show

BOECKH'S ADJUSTABLE TABLES

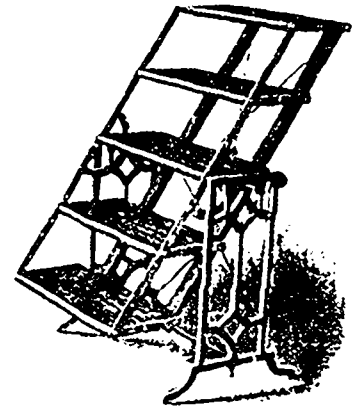
are ornamental, being highly polished, and made of fine hardwood. The mechanism is so simple that they can be "Easily and instantly adjusted to any angle." It is useful for many purposes and always ready for use.



There are
13 sizes and styles
 Finished in
 ANTIQUE OAK
 MAHOGANY
 WALNUT
 or CHERRY

With
 either . . .

**WOOD or
 METAL
 ENDS**



The Bookseller and Stationer

will find it a simple and ingenious method for the displaying of his many lines, occupying a small space and increasing the appearance of the store tenfold as the above cut will illustrate.

**IT IS NOT WHAT YOU SPEND,
 BUT WHAT YOU GET FOR WHAT YOU SPEND**

that counts. The Adjustable Table is a salesman at a small cost, with a record for making returns. Write for Illustrated Booklet.



80 York Street,
Toronto.

that there was penetration as well as professional jealousy behind some of the nasty things Christie Murray said about Crockett. The long prices must be a temptation hard to resist, but if Crockett wants lasting fame as well as money he had better give his brains a rest.

Hocking's "Purple Robe" finds a good many readers. Like "The Scarlet Woman," it deals with the Church of Rome and also like that book Protestantism triumphs. The end is unsatisfactory. The experiment of a girl of aristocratic family, highly cultured and accustomed to live in luxury, suddenly taking up the duties of the wife of a dissenting pastor in a manufacturing town is sufficiently novel to make the average reader long for some account of how she succeeded.

"To Have and To Hold" never lacks readers in this Province and it will be long before that charming tale ceases to fascinate the reader. "Prisoners of Hope," by the same author, is finding a large sale also. What a contrast between the conclusions of the two books! "To Have and To Hold" ends decently and in order, the villain meets the just reward of his evil deeds. The hero and heroine enter upon peaceful and happy days. In "Prisoners of Hope," a strange, wild love scene, a choice which either way seems death and separation on earth, a wonderfully thrilling farewell, and, as you close the book you go on dreaming of this and that ending. It does not seem possible to conceive of such indomitable courage, such exalted chivalry, dying in the forest. Neither does it seem possible to content oneself with saying "what does it matter, it is only a story." Somewhere, sometime, you feel that the experience was actually lived through. There lies the charm.

"From London to Ladysmith via Pretoria" is proving as fascinating as any tale of old colonial romance to its many readers. Winnipeggers are sincerely hoping that Major Pond will give the opportunity of both seeing and hearing this famous correspondent when he visits America.

"The Redemption of David Corson" finds many readers and it is amusing to note the great variety of opinions on the merits of the book. Almost all agree, however, that the end is a disappointment and extremely inartistic.

"The Remarkable History of The Hudson's Bay Company," by Dr. Geo. Bryce, although somewhat ponderous for Summer reading is selling well, as are also Thompson's "Wild Animals I Have Known," and "The Biography of a Grizzly." E.C.H.

G. N. Hodgson, stationer, etc., Victoria, B.C., has sold out to T. H. Hibben & Co.

THE PUBLISHERS' SYNDICATE.

Opening of a Magnificent Bookstore and Publishing Establishment in Toronto.

THERE was lately recorded in these columns the leasing of the extensive building, Nos. 7 and 9 King street east, Toronto, by the Publishers' Syndicate, to be turned into a bookstore and publishing establishment. The company are now moving into their new quarters, which have been decorated and refitted in the most sumptuous and artistic style. No expense has been spared to make the interior of the building equal to any similar establishment on this continent.

The career of the Publishers' Syndicate, short as it has been, has been one of continued and rapidly-increasing success. During the three years of its existence, it has built up a trade which now extends from one end of the Dominion to the other. The principle upon which it was established was that of satisfying the Canadian demand for books and publications of the finest class, well handled and carefully produced. With this view in mind, the company has continually dealt with the best publications in London and New York. At the same time it has been enabled to pay close attention to the general demands of the trade. One of the marked results of this policy is to be seen now in the Canadian book trade, even outside of the Publishers' Syndicate. There has of late been a most noticeable improvement in Canadian editions. The imprint of the Syndicate is now to be seen on many of the finest publications in Canada. A further result is that the company is now compelled, for the second time, to move into larger premises.

The ground floor of the new building will be devoted to the retail book and stationery department. It will be found to compare favorably with the best establishments of Boston and New York. The two large plate-glass windows will be devoted to displays of books and stationery. The Syndicate is the sole agent in Canada for John Dickinson & Co. of London, and will carry a range of fine stationery which has never been attempted in Canada.

The entrance to the building will be floored with mosaic, bearing the monogram of the company. Two great doors of quartered white oak, finished with oval plate-glass panes, and beaten brass, will be an attractive feature of the front. The retail store will be fitted up in a modern manner so as to avoid any suggestion of the prosaic, but rather to give the impression of a sumptuous and luxurious library. On the east side of this floor is situated the accountants' department, and further back the

office of the manager of the printing and advertising department. These departments will be divided off by polished oak railings, with double hinge doors. At the south end of this floor will be the office of the manager of the company and the board-room.

A handsome, wide and attractive staircase of white quartered oak leads to the first floor, in which will be situated the wholesale and subscription departments. At the front of this floor will be the office of the manager of the subscription department. There will also be ample accommodation for bookkeepers and agents.

On the second floor is the composing and press department. This is a new department, which had its inception last spring, when the company took over the business of the firm of Rowsell & Hutchison. Last week a new Miehle press was installed and another will arrive in a week or two. The company is now doing a general jobbing trade, paying especial attention to half-tone, colors and the finer classes of printing.

On the top floor is the bindery department, also a new one, and a natural adjunct to the business.

The basement will be well lighted. It is 100 feet long by 30 feet wide, and will be used for storing reserve wholesale stock. The ground floor is to be lighted with incandescent lights and the others with gas.

When completed the premises will, without a doubt, be one more feature of Toronto which will compare favorably with the most elaborate and expensive offices in the United States.

Perhaps the most interesting of the many novelties on the market at the present time is the Adjustable Display Table that has been attracting much attention among merchants everywhere. It is the most useful invention for the storekeeper that can be imagined. It is a simple yet ingenious appliance that is available for the display of any class of goods in existence. It is built in sections, and by a simple adjusting lever it can be changed into a set of bookshelves, a flight of steps, a hat rack, a china cupboard, or an ordinary flat table. The advantages of such a contrivance are obvious to everyone. It is adapted to all lines of business, but especially so for the bookseller and stationer, who, no doubt, is aware that his goods in most instances must be seen by the buying public to insure their sale. For window dressing it is necessarily a great boon. They are made in several sizes, and of the finest hardwood, so that it is really a handsome piece of furniture in a room or store. Messrs. Boeckh Bros & Company, the manufacturers, report that the Autumn trade has been very large with them, and business appears to be increasing every day. They issue an interesting illustrated booklet, and it will be worth your while to write for it.

NEW BOOKS THAT SELL

"Unique in interest and charm."—Chicago Record.

The Girl at The Halfway House

By E. Hough. Paper, 75c.; cloth, \$1.25.

"A book of Exceptional vitality, a series of swift-changing kaleidoscopic pictures of one of the most interesting phases of American life."—N.Y. Commercial Advertiser.

A story of the Chalk Cliffs; 2nd Canadian edition.

Winefred (Illustrated)

By S. Baring Gould. Paper, 75c.; cloth, \$1.25.

The latest novel by this popular author gives a striking picture of English life in the 18th century.

"A remarkable book."—Standard.

Robert Orange

A sequel to "The School for Saints," by John Oliver Hobbes. Paper, 75c.; cloth, \$1.25.

"It is probably one of the most subtle essays on man ever written by a woman."—The World.

A story of adventure in China.

The Mandarin (Illustrated.)

By Carlton Dawe. Paper, 50c.; cloth, \$1.00.

"The author has a graphic, taking style, and is apparently thoroughly familiar with life in the far East."—St. John's Herald.

TO BE ISSUED THIS MONTH

THE GATELESS BARRIER

By Lucas Malet. Paper, 75c.; cloth, \$1.25. A weird and fanciful but truly charming tale. This clever author is the eldest daughter of Charles Kingsley, and has inherited his wonderful literary ability. Miss Kingsley's latest book will add to her reputation.

A Notable Novel

SONGS OF THE MORNING

By Eden Philpotts, author of "Children of the Mist," etc.

A DAUGHTER OF WITCHES

By a clever Canadian author, Joanna E. Wood.

W. J. GAGE & CO., Limited, Publishers, Toronto.

MacLean's Trade Newspapers

FOR A PAYING LINE ON YOUR NEWS COUNTER

THE CANADIAN GROCER

The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

HARDWARE AND METAL

The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

THE DRY GOODS REVIEW

Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades.

THE MILITARY GAZETTE

The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

THE PRINTER AND PUBLISHER

Official organ of the Canadian Press Association and The Employing Printers' Association

THE BOOKSELLER AND STATIONER

The official paper of the Booksellers' and Stationers' Association of Canada

*THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

The MacLean Publishing Co., Limited,

MONTREAL and TORONTO.

CHATS WITH PROGRESSIVE DEALERS.

I HAVE questioned some prominent dealers in magazines, etc., as to the profit in selling certain publications, whether it pays better to work up a trade in the more expensive magazines or in the 10c.-ones. The magazine trade is larger than it ever was, and no stationer whose business amounts to anything is without a line of popular magazines, and, in many cases, this part of the business is not by any means the least important.

One dealer who has made a good thing out of his magazine trade is Mr. Winnifrith, of Toronto. I had a chat with him on the subject, and his remarks, I thought, might be of value to others, who have not prospered so well in the magazine trade.

* *

"The 10c. magazines sell oftener and quicker," Mr. Winnifrith said, "and they are the best line for a general trade. Magazines like Scribner's and Harper's leave a greater margin for the dealer, but there are so many more 10c.-cent monthlies sold that this is more than covered. It is impossible to do more than a limited trade in the 25c.-monthlies. A certain class of people read them and they do not buy the cheap ones at all. I have a number here, but they are mostly subscribed for by the year. It is seldom a man comes in for a 25 or 30c.-magazine. He would rather spend his 30c. on three 10c.-journals. I have had people come in and buy a dollar's worth of 10c.-publications when they would consider it too much to pay 25c. for any one. There is more variety in the cheaper lines.

"Apart from all else, it is to the advantage of the dealer financially to handle the cheap magazines and try to build up his trade in these. Although there is not so much margin on each, there is a great deal more to be made on the whole trade. Now, you can make about 2c. on the average on a 10c. magazine and about 5c. on a 25c. one. The former run from 7 to 9c. to the dealer, and the latter from about 18 to 20c. But, in my business, for every dozen of the 25c. monthlies I sell, there are 300 of the cheaper magazines go out of the store, so that the latter form the money-making part of the trade.

"The English magazines of the 10c. variety are a better line to sell than the American. There's more money to be made on them. Munsey's has a large sale, but there's nothing to be made on it. Nor are the 5c. monthlies worth keeping, except to hold custom."

The sale of American magazines, it might be remarked, has declined greatly in most of our cities since the Spanish-American War. They became too "Yankee," a dealer told me. English magazines, like The Strand and Pearson's, have taken their place to a large extent, and are selling better every month.

Weeklies, like The Illustrated London News, or comic papers, are a good line of journals to sell. There is a fair margin on these, and they sell well. In a small place, they might not go as rapidly as in a city, but they are worth keeping in stock, as back numbers are often bought.

The expensive magazines seem to have had their day. The few that are left, outside of class magazines, such as those devoted to music, art, etc., are rather on the decrease in sale than otherwise.

* *

If all stationers are not interested in the Christmas trade in cards, stationery, etc., they should be, as, according to an enterprising manager in one of Toronto's finest stationery stores, this can be made a paying feature of the business. I refer to Mr. Huestis, of The Bain Book and Stationery Co., who has developed his trade in this line until it has reached very large proportions.

Mr. Huestis goes in for all the latest things in stationery, and novelties in Christmas cards, invitations, etc. His largest trade is in boxes of stationery embossed with the buyer's initials. He has worked up this by simply showing these goods in the window. "When people see stationery stamped with names or initials they are apt to want the same thing for themselves. We do our own embossing and dye cutting, and it adds very little to the cost." A line of fancy envelopes in French organdie, and in new shapes, Mr. Huestis finds to be good sellers.

* *

Outside of the regular stationery, but a legitimate part of the business, are the playing cards, pocket cribbage-boards, etc., in which a large Christmas trade is done. Fancy invitation cards for children's parties sell well at Christmas. The Bain Co. have a line, with figures of children dancing, etc., in colors at the top of the card, which is printed in gold letters.

Whatever is novel or tasty in the stationery trade Mr. Huestis puts in stock for the Christmas trade. His business, he says, is almost wholly with ladies.

The window of The Bain Book and Stationery Co. is a well-trimmed and attractive one. "What we show in the window" said Mr. Huestis, "almost indicates the sales of the week. Our location, of course,

has a good deal to do with that. In our former place we did not make so much by our window display, but, in this, we find that we sell whatever we show in the window."

C.G.H.

THE COLLEGIATE DICTIONARY.

THE well-known "school" abridgments of Webster's International Dictionary, the Primary, Common School, High School and Academic, have received an addition to the series in the Collegiate, a dictionary specially designed for the use of college students, although its many qualities make it a desirable volume for ready reference for all.

It is condensed sufficiently to make easy the finding of any word that would be wanted by students or the general public, but not so as to exclude any of the features of the International, in arrangement, clearness or authority. For the business man or journalist, who must have quick access to a complete vocabulary of the language, it should be invaluable; and for the scholar it is sufficiently complete to fulfil all requirements. About the only omissions from the International are obsolete and very rare words; any that are met in general reading and in the Bible and works of the masters of English literature being found in the Collegiate, with synonyms, directions, etc., as in the International. The definitions are exact and concise; the source of each word being given and the different shades of meaning in its development, also its cognates in German, Latin, Greek, Sanscrit and sometimes in other languages. Over 1,100 illustrations are given and selected so as to give clearer elucidation of the meaning of the words. The Guide to Pronunciation is but slightly abbreviated from the International; appendix and table of prefixes and suffixes have been enlarged and improved, and the other accessories of the unabridged Webster are all found in the Collegiate with whatever changes were required to suit its purpose.

Apart from other qualifications, its convenient size should recommend it to busy men, as it is easily handled and is not in the way on the desk of the business man or at the elbow of the student.

A feature peculiarly the Collegiate's own is the glossary of Scottish words and phrases in the appendix, giving the meanings and pronunciations of the words with readers of Burns, Scott and the many popular Scotch writers of to-day meet so frequently, and often have difficulty in understanding.

It is not often that a dictionary suitable to the trade of the average bookseller is published. Dictionaries, at least all those of any pretensions, are generally sold by

subscription or direct from the publishers. The compactness and low price of the Collegiate should make it a book worth keeping in stock. It is sold in cloth for \$3; sheepskin, \$4, and in half morocco at \$5, prices which, together its other qualities, should make it as salable a book as any other.

NOTES OF THE TRADE.

BREVITIES.

DONALD WALKER TULLY, of Chateauguay Basin, Que., has registered as proprietor of the book and stationery business of Wm. Drysdale & Co., at Montreal.

Mrs. J. Belleck has opened a stationery store at Ottawa.

Wm. J. Mulroney has registered as proprietor of Wm. J. & G. Mulroney, stationers, Quebec city.

CHANGE AT STRATFORD.

The book and stationery business of H. G. Shaver & Co., Stratford, has passed into the hands of Messrs. Royal Burritt and Fred. B. Deacon. Mr. Burritt has been for some time business manager of The Stratford Herald, while Mr. Deacon has been teller in the Bank of Commerce. They are well fitted to make a success of the business they are acquiring. The Stratford bookbindery, which is also their property, will be moved into the same building and run in conjunction, Mr. Burgoyne continuing in practical charge of that department.

OPENING IN PEMBROKE.

M. E. Gorman has opened out a book and stationery business at Pembroke. Mr. Gorman has been for some time with Mr. S. E. Mitchell, and the experience he has gained there will, no doubt, be of much benefit to him in starting for himself.

A HAMILTON IMPROVEMENT.

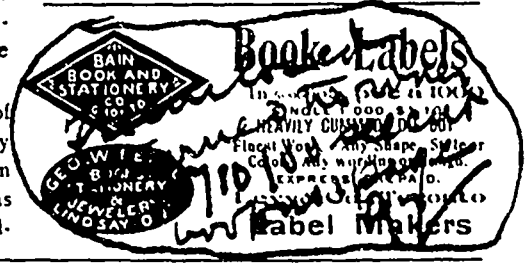
THE BOOKSELLER AND STATIONER is glad to record the success of one of its old and valued readers in Hamilton, namely, H. S. Williams, who has recently moved to new and more commodious premises at 173 King street east, five doors west of his old place. Mr. Williams began in the book and stationery business in 1880, and remained at the same stand until August 1 of this year, nearly 20 years. His trade kept increasing until the premises became too small, and he was compelled to move to his present stand, which he has renovated and improved very greatly, so that he has now one of the largest stationery stores in Ontario. The windows are lighted by electric lights and the interior of the store by Auer lights. Besides the two large

windows the door is of bevelled glass and, with the new awnings Mr. Williams has put up, the place has a very attractive front. A good number of cases, counters and tables inside make it possible to have a good display of the stock. All who have seen Mr. Williams' new store are complimenting him on its appearance, which, he declares, will add materially to his trade.

Being some distance from the centre of the city, his expenses are comparatively low, so that he is enabled to sell lower than other stores not so favorably situated as regards expense. Besides this, his well-

assorted stock of books, stationery, fancy goods, pictures, etc., is certain to hold for him the east end trade.

CANADIAN ADVERTISING is best done by THE E. DISBARATS ADVERTISING AGENCY, MONTREAL



30,000 Sold to Date.

EBEN HOLDEN

BY IRVING BACHELLER.

The critics pronounce it

The Success of the Year.

"I congratulate you on having given the world a pure, strong, natural story. It is as far above and beyond 'David Harum' as noonday is above dawn."
- Amelia E. Barr.

436 pages. Paper, 75 cents. Cloth, \$1 25.

THE POOLE PUBLISHING COMPANY
TORONTO, ONT.



Fine Stationery

FOR THE TRADE.

The New "Cameo Blue" Note Paper

a rich dark Blue shade, kid finish. Specially prepared for WHITE EMBOSSEMENT. Made in the new shapes. Made only by us. REGINA, PRINCESS and DUCHESS SIZES.

"Floss Bond"

in White and Azure, in the new shapes. One of the most desirable lines in the market

Engraving and Embossing for the Trade.

Visiting Cards done direct from the plate. Samples of Engraving and Color Sheets for Embossing sent on application.

HART & RIDDELL,

Wholesale and Manufacturing Stationers.

40 Wellington St. East, TORONTO.

THE SCHOOL BOOK TRADE.

Ontario Text Books for 1900-1901.

THE Ontario list of school books for 1900-1901 contains a few changes, of which notice will be found below. The trade will do well to observe that the French and German text books authorized for public schools are only for schools where those languages are taught in addition to English. Regarding schedules only such books are used by teachers in training as the principal orders.

A recent regulation of the Education Department says: "Any text books used in any school on July 1, 1900, and recommended by resolution of the trustees to be continued in use, shall be deemed as authorized in such school until further notice. The vertical or slanting copy books, heretofore authorized and published by The Rose Publishing Co., may be used in any public school."

The following is the Department's latest list of authorized text books:

PUBLIC SCHOOLS (SCHEDULE A)	
First Reader, Part I	\$0 10
First Reader, Part II	15
Second Reader	20
Third Reader	30
Fourth Reader	40
High School Reader	50
*Public School Arithmetic	25
Public School Algebra and Euclid	25
*Public School Geography	75
*Public School Grammar	25
Public School History of England and Canada	30
History of the Dominion of Canada, Clement (for Fifth Form)	50
Public School Drawing Course each number	05
Public School Physiology and Temperance	25
Public School Copy Book—Castleman	07
Practical Speller—Gage	25
*Public School Bookkeeping—Black	25
Public School Agriculture	30
Public School Domestic Science (optional)	50
French English Readers.	
First Reader, Part I	\$0 10
First Reader, Part II	15
Second Reader	25
Third Reader	35
German English Readers.	
Ahn's First German Book	\$0 25
Ahn's Second German Book	45
Ahn's Third German Book	45
Ahn's Fourth German Book	50
Ahn's First German Reader	10
HIGH SCHOOLS AND COLLEGIATE INSTITUTIONS (SCHEDULE B)	
English.	
High School Reader	\$0 50
*High School English Grammar	75
High School English Composition	50
High School Composition from Models	75
History and Geography.	
High School Geography	\$1 00
High School History of England and Canada	65
High School History of Greece and Rome	75
History of the Dominion of Canada—Clement	50
Mathematics.	
High School Arithmetic	\$0 60
High School Algebra	75
Elements of Algebra, McLellan	75
High School Euclid (Books I, II, III, 50c.)	75
Classics.	
*First Latin Book and Reader	\$1 00
*Primary Latin Book and Reader	1 00
High School Beginner's Greek Book	1 50

Moderns.	
*High School French Grammar and Reader	\$1 00
*High School German Grammar and Reader	1 00
Science.	
High School Physical Science, Part I, 50c.	
Part II	\$0 75
High School Botany, Part II	60
High School Chemistry	50
Bookkeeping and Drawing.	
High School Bookkeeping	\$0 60
High School Drawing Course, each number	10
Cadet Drill	
High School Cadet Drill (optional)	\$0 40

TRAINING SCHOOLS (SCHEDULE C)	
County Model Schools.	
School Management, Millar	\$1 00
Methods in Teaching, edited by Tilley	1 50
Public School Physiology and Temperance	25
Psychology Applied to Teaching, Baldwin	1 50
Steps in the Phonic System, Cullin and Niven	50
Elementary Phonetics, Bart	35
Elementary Treatise on Arithmetic, Taylor	50
Mental Arithmetic, McLellan and Ames	30
Algebraical Exercises, Barnes	30
Introductory Geometry, MacLean	50
Normal Schools	
Lectures on Teaching, Fitch	\$1 00
School Management, Millar	1 00
Educational Reformers, Quick	1 50
Applied Psychology, McLellan	1 00
First Year at School, Sinclair	50
High School Cadet Drill Manual	40
Hints on Teaching Arithmetic, MacLean	50
Public School Domestic Science	50
Ontario Normal College.	
Applied Psychology, McLellan	\$1 00
Education, Spencer	50
School Management, Millar	1 00
School Management, Landon	1 50
Educational Reformers, Quick	1 50
High School Cadet Drill Manual	40
Physical Culture, Houghton	50
Physical Education, McLaren, Part II, Sections II and III	2 00

TEACHERS' READING COURSE FOR 1901. (SCHEDULE D)	
Intellectual and Moral Development of the Child, Compayre	\$1 50
History of Education, Seeley	1 25
Anglo-Saxons and Others, Aline Gorren	1 50
NOTE—Candidate for admission to the Normal Schools in August, 1901, and in January, 1902, will be examined on the books in the Teachers' Reading Course as above.	
*New books or new editions.	
†The book of forms, accompanying this work, is optional	
‡Optional	

POOLE PUBLISHING CO.

"EBEN HOLDEN." It is expected this book will make a "hit" in Canada as it has done in the United States. Old Eben Holden, known as Uncle Eb, is a character like David Harum, only his homely sentiments are funnier than David's. The book is a pure and natural tale and Horace Greeley is introduced with considerable success, some of his mannerisms and witticisms being a set off to Uncle Eb's. The hero of the tale goes as a soldier to the Civil War and there is a brief but vivid picture of the horrors of the first campaign. The Boston Globe says of the book: "Thanks to Dickens and men who have followed him, people still delight in unique characterizations, whether they be upon one's native, or upon some foreign heath. Any man or woman who loves to recall childhood, and who isn't too old to enjoy a hearty laugh, at least twice in every page, had better secure 'Eben Holden' (Lothrop

Publishing Co., Boston), without delay. Plain, shrewd, humorous, kindly, wise, genial, delightful Uncle Eb, unspoiled by the world—who knows men and how to get along with them—full of quaint and homely sayings, is not really the book's hero, in one sense, though very much so in another. A boy, bereft of father, mother, and only brother, is spirited away by his only friend, while the officials of his town were deciding to send the waif to the poor farm, and carried with his dog into the beautiful 'north country' (St. Lawrence county, northern New York), and is fortunate enough to find his mentor in Uncle Eben. The kindly old man tells his charge many delicious tales about animals, all with a subtle meaning. Brower, a fine, sturdy American boy, is prepared for college, for falling in love, for fighting at Bull Run, and for joining The Tribune's staff. The story is written in Irving Bacheller's brightest vein, is pure, wholesome gold from every side, and is the best current story of a boy-wood to be proud of. Old and young will find it prime reading, and public library copies will be worn to shreds in short order."

WHEREIN STRENGTH LIES.

The strongest work is the facing boldly of every detail and fact, never glossing over a point, dissecting every sale and every purchase, vigorously seeking the best method and the best houses to buy from, fighting for all the advantages possible, by getting the right to buy from the best concern in the market; fighting for the best trade in your vicinity, trying to get all the discounts that you can; using your bank wherever possible to help your own finances by showing your townsmen that you are an earnest, hard-working, conservative, strong, clear headed business man, even if you have only a store 15 x 50 ft., says Shoe and Leather Facts.

Show that you are willing to get up early and work late, that you own your soul and the right to your goods and that no large corporation has been able to wheedle you into careless overtrading by giving you extended credit. You are strong when your doorstep is clear and you know it. You are only strong when you know all about your own business. Never mind your neighbors. Keep an eye on them. Know what they are doing, but do not openly discuss them, fight them or show that their actions govern yours. Lead out and fight strongly, even if you are the only man in your town. Do not fight because you have to fight; fight because it is in you. By fighting we mean make strenuous efforts to do business even if you have not a competitor worthy of the name.

NOTICE.

UNDER THE WINDING-UP ACT.

In the matter of the

WILLIAM DRYSDALE CO.

In liquidation.

SEALED TENDERS

will be received up till the **25TH DAY OF SEPTEMBER, NEXT,** at noon, by the undersigned liquidator, for the purchase of the

Stock, Fixtures and Furniture

and BOOK DEBTS, contained in, and belonging to the store, 232 St. James Street, Montreal, either en bloc or in part, as designated below:

LOT A, BOOKS—	
Bibles	\$1 179 97
Devotional and Theological	3 495 44
Biographical, Historical and Scientific	1 626 94
College and School	2 803 87
Miscellaneous	9,218 43
..... \$18,394 64	
LOT B—	
Stationery and Sundries	\$6,880 21
LOT C—	
Fixtures, Furniture and Office Equipment	1 800 00
LOT D—	
Book Debts	6,412 88
..... \$33,187 75	

For further particulars apply to the liquidator. The highest or any tender not necessarily accepted.

ALEX. ALLEN MURPHY, Liquidator

Aug. 27, 1900.

232 St. James Street, Montreal

TRANS-ATLANTIC CABLEGRAM.

Via Commercial Cables.

L. R. 11 PARIS 7.

WHITING PAPER CO., NEW YORK

(150 DUANE STREET.)

GRAND PRIX

The above is a copy of Cablegram received from Paris, August 20, 1900.

This means that the Whiting Paper Company has been awarded the Grand Prix at the Paris Exposition for excellence in paper making and style of putting up, the highest award that can be given, and the

Only Grand Prix ever awarded to American Papers.

This award placed the paper of the Whiting Paper Company ahead of all makers of American or Foreign papers!

Whiting's Diagonal

has met with a handsome reception. Sold everywhere shown, and is the coming Fall paper

WHITING PAPER COMPANY

Makers of High-Grade Stationery

148, 150, 152 Duane Street - NEW YORK.

CANADIANS IN KHAKI
South Africa 1899-1900



OFFICIAL CORRESPONDENCE
NOMINAL ROLL CASUALTIES ETC
PRICE 25 CENTS

Interesting Account
of Canadian Lost.

Every Canadian should have it.

Price, 25 cents.

Trade Agents:

THE MONTREAL NEWS CO.
THE TORONTO NEWS CO.

Full Lists
Casualties
To Date.

THE CHINESE - CRISIS.

The latest and Best Books from
Eye-Witnesses at the

STORM CENTRE.

"Village Life in China." By Rev. Arthur H. Smith. A study in sociology. Svo. Fully Illustrated, \$2.

"Dr. Arthur H. Smith has, in 'Village Life in China' added a second to those extraordinary studies of China life, of which he is so easily master. No book like this has been written on China except one and that is Dr. Smith's 'Chinese Characteristics,' published some ten years ago. The two books together may fairly be said to give a clearer idea of China as it is than any or all of the 5000 or 6000 works published on the Empire during the last century. From The Philadelphia Press, July 1, 1900

"Chinese Characteristics." By Rev. Arthur H. Smith, D.D. With 16 full page illustrations and index. 6th thousand. Popular edition Svo, cloth, \$1.25.

"Lovers Alway." By F. B. Meyer. A wedding souvenir. Marginal decorations. With finely engraved marriage certificate. 16mo, handsomely decorated cloth, nicely boxed, 75c

Rev. C. I. Sewell D.D. Nothing more beautifully beautiful has come from any press than 'Lovers Alway,' by F. B. Meyer, nor anything from the pen of its gifted author more fragrant with wise spirituality. It is the ideal wedding gift from parent pastor, friend or husband.

From The Independent. It is scarcely enough to say about this book that it is both interesting and valuable. Those best informed call it without exception the best book on the Chinese that is before the public and a pretty careful survey of it confirms that opinion. Everyone interested in China or the Chinese should read the book.

"A Cycle of Cathay, or China South and North." By W. A. P. Martin, D.D., J. J. D. With personal reminiscences. With 70 illustrations from photographs and native drawings, a map and an index 3rd thousand, Svo, cloth, \$2

No student of Eastern affairs can afford to neglect this work which will take its place with Dr. Williams' 'Middle Kingdom,' as an authoritative work on China. The Outlook

The Watchman. An unusually haste and benevolent spirit pervades these pages of 'Lovers Alway.' A more exquisite souvenir will rarely gladden the eyes of pastor or friend who is seeking to lend permanent blessing, as well as pleasure, to a bride.

Our New Illustrated Catalogue (complete), containing topical and classified indexes, mailed on application.

FLEMING H. REVELL COMPANY,

154 Yonge Street, TORONTO.

Also at Chicago and New York.

WALL PAPER AND DECORATIONS.

WALL PAPERS FOR CHILDREN'S TASTES

A DECORATIVE writer calls attention to the bright addition to the lines of wall paper manufacturers in the shape of pictorial patterns. These are especially designed for papering rooms of children and nurseries. Mother Goose and her tribe are the principal design motifs, and under the new order of things, baby is to have the pictures of Jack and Gill, Little Jack Horner, cats and dogs, as well as the cow that jumped over the moon, covering the walls of the room.

The cat frieze alone is to enjoy the privilege of sole proprietorship, but even then pussy will change her attitude, according to the wall. Rabbits make an excellent decoration; their attitudes are naturally amusing, and the expressions and positions they attain are calculated to enchant the childish mind.

Of course, some will object to the nursery rhyme as savoring too much of the time when parents had not become educated to the fact that such scenes as Mother Goose poetically describes give wrong ideas to the baby mind. For these conservative parents it is proposed to have friezes, showing children of various nations in their native costumes, to make the juvenile mind familiar with the appearance of the baby population of other lands; farm-life scenes for the city-bred child, and city views for the lilliputian population of our country districts. Visions of nursery walls, rivalling and exceeding in beauty those of any other room in the house, are called up by the possibilities opened in such a scheme. The whole educational movement of to-day tends towards the development of the best instincts of the unformed mind, and individual characteristics are considered in a manner undreamt of in the philosophy of our mothers and fathers. We train a child's mind as we would a young fruit tree, so that the best results shall accrue, and one cannot but see how great a factor in the general purpose the nursery wall will become. — American Upholstery Journal.

STYLES IN WALL PAPERS.

As a rule the very large patterns in wall paper, says a New York authority, are now most liked, and wide friezes of bold design and color are used. One frieze has conventional chrysanthemums of huge size in shades of dull brick reds and greens. This is chiefly intended for halls and staircases.

The "Chatsworth" is in a curious scroll and leaf pattern in beautiful tones of peacock blue and old gold. Another frieze would enable one metaphorically to sit under one's own fig tree, as the design is of green fig leaves in their natural size and large convenient foliage in beautiful shades of Indian red.

Frieze and dado rails are always used now, giving an effective finish, and pictures



One of the successful borders in the Watson, Foster Co. a new line, a most beautiful and natural rose and, when shown on a white ground in yellows, greens and reds, is particularly Spring like and refreshing.

are hung from hooks which fit on the rail, and are quite easily removed, no nails being required. Sackcloth wall hangings are new, and many of the large private houses are hung with them in preference to paper.

One manufacturer has brought out a new and very handsome wall paper, which has what is known as a silk flock effect, the raised pattern looking like rich satin. It is,

of course, a reproduction of the old flock paper. In old gold and in crimson it is specially handsome.

An odd and effective wall paper is covered with a chintz-like pattern of flowers and birds.

NEW WALL PAPER DESIGN.

In this issue is illustrated one of the Watson, Foster Co.'s successes of the present selling season. Nothing can be more beautiful and artistically effective than this design in natural rose colors, applied to rooms in which muslin curtains, white enamel furniture, Japanese matting, etc., form the foreground, leaving to the walls the entire color relief. No doubt, this pattern will be much appreciated.

THE MAKING OF WALL PAPERS.

A remarkable fact in regard to wall paper is that the method of printing the better sort of paper is probably the same now as it ever has been. Wooden blocks with the design cut in relief, one for each color, are applied by hand, and in order to suit the productions of the paper mills, these blocks are made in England, 21 inches wide, and in France, 18 inches wide. The length of the block is limited to what the workman can easily lift with one hand—two feet being about the limit, as the blocks are necessarily thick, and in many cases heavier by being inlaid with copper, especially the thin outlines, which, if made of wood, would not stand the wear and tear of printing.

It was not till the 18th century that wall paper in anything like its present form came into common use in Europe, although it appears to have been used much earlier in China. A few rare examples, which may be as early as the 16th century, exist in England, but these are in imitations, generally in "flock," like the old Genoese and Florentine cut velvets, and hence the style of the design in no way indicates the date of the wall paper, the same traditional patterns being reproduced with little or no change for many years. It was not till the end of the last century that the machinery to make paper in long strips was invented. Up to that time wall papers were printed on small square pieces of hand-made paper, and were very expensive. On this account wall paper was slow in superseding the old mural decorations, such as tapestry, stamped leather and paper cloth.

The wall papers now printed by machinery have the designs cut on the surface of wooden rollers, under which the paper passes. In the cheaper grades all colors are applied rapidly, one after the other, without allowing each to dry separately, and a somewhat blurred appearance is generally the result. Designing wall paper patterns

WALL PAPERS

PLEASURE AND PROFITIS THE RESULT
OF HANDLINGTHE WATSON, FOSTER CO.'S
LIMITED
LINE OF WALL PAPERS.

EVEN THE CHEAPEST GOODS ARE
DAINTY AND ATTRACTIVE. THE
DESIGNS, COLORINGS AND * * *
DECORATIVE EFFECTS OF MEDIUM
AND BETTER GRADES ARE THE
MOST BEAUTIFUL WE HAVE PRO-
DUCED AND MUST BE SEEN TO BE
APPRECIATED. * * * THE INGRAIN
FRIEZES ARE SUPERB. * * * *

WE HAVE EVERYTHING YOU NEED
IN WALL PAPER AND NOTHING
WHICH HAS NOT MERIT. * * *

IF YOU ARE INTERESTED WAIT
TILL ONE OF OUR MEN CALLS,
OR CORRESPOND WITH * * * *

THE WATSON, FOSTER Co.
LIMITED

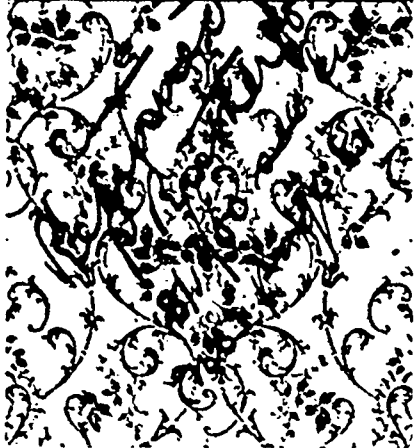
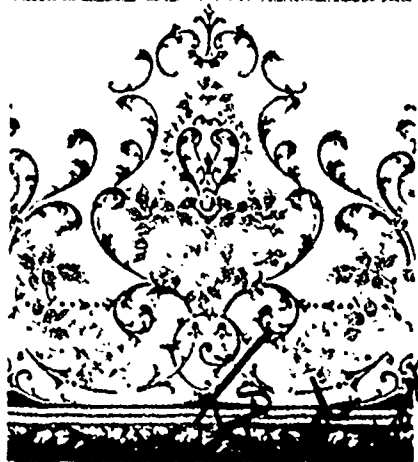
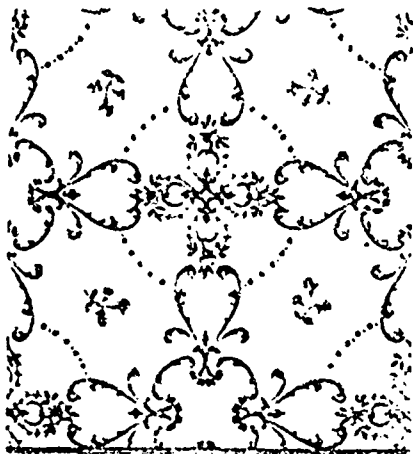
MONTREAL, September, 1900.

WALL PAPER AND DECORATIONS—Cont'd.

is an occupation for women, which is highly lucrative to those who possess skill and ingenuity.—Geyer's Stationer.

M. STAUNTON & CO.'S SAMPLES.

Dealers will find in the M. Staunton & Co's wall paper samples for 1901 some very



From Staunton's 1901 line.

interesting lines in silk paper. The goods are being well received by the trade everywhere the travelers have shown them. These lines are very artistic indeed, and there is a style about them that appeals to purchasers looking for something a little out of the ordinary. Of course, the samples will have to be seen to fully appreciate their

beauty and effect, but a hint or two may have the effect of rousing curiosity to see them if nothing else. No. 1372 E.D., is miniature empire wreath design in colonial colorings. No. 1371 E.D. is a very delicate stripe effect on white or yellow ground. These and other colorings of the same pattern will find a ready sale where something a little more decorative than an ingrain is desired. No. 1348 is another pattern in this class of goods that will have generous call. Robin's egg blue ground is one of the most striking effects, and yet it is artistic and delicate. *Staunton's travelers report* an excellent reception by the trade of their samples from the first day on the road with them.

A TARIFF MANUAL.

Canadian importers and exporters will find the "Canadian Customs Tariff for 1900," published by Morton, Phillips & Co., a valuable book for ready reference. Besides the Customs tariff and excise duties, it contains extracts from the Canadian Customs Act that importers should know, and which they can find in concise shape, without loss of time in going through different volumes. The articles of the British preferential tariff and the Franco-Canadian Treaty are also given in condensed form. In addition there are a number of tables of Canadian, British, and foreign currency which cannot be found in as complete and compact form elsewhere. The equivalents in Canadian money of francs, German marks and other principal foreign currencies are given, and, together with the information as to the outports, ports of entry, preventive stations, etc., make the publication a decidedly useful one.

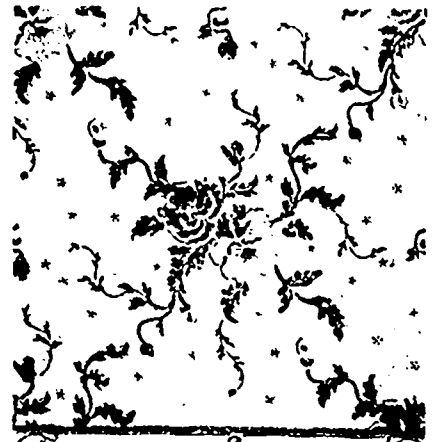
TOOK THE QUEEN'S LIFE.

A sneak thief displayed considerable nerve recently on operating near J. Crawford's book store, Main street. There is in front of the building a small stand, in which several volumes are shown, seemingly securely tied. About noon, while numbers of people were passing, someone quietly worked the strings from a book and walked off with his capture. The book was a paper-covered life of Queen Victoria. It is just a question what could be done with a man who would take the life of the Queen.—St. John Sun.

CANADIANS IN KHAKI.

"Canadians in Khaki," is the title of a book that has been on the market for some time. The object of its publication was to give an interesting and valuable account of the sending and doings of the Canadian

contingents that have gone to South Africa. It contains the most recent and complete lists of the officers and men, with casualties, as well as the official correspondence with the Colonial Office in London. The book fills 128 pages and is illustrated with portraits of the Queen, Lord Roberts, Colonel Otter and other notables in this connection. It is a book worth having



Another from Staunton's 1901 line.

now, but, as a work for historical reference in years to come, it will be invaluable. It has been published in Montreal, and the Montreal and Toronto News Companies are trade agents. The price is 25c.

Hannay & Routh, stationers and engravers, Ottawa, have sold out.

Staunton Wall Papers



For Present Trade

These two months could be made splendid business months for the wall paper dealer. Maybe it only needs a little extra "sorting up" to make your stock attractive enough to boom business. Write us for samples to select from for present delivery. We have some splendid lines to sell.

For 1901 Trade

Our travellers are enthusiastic over the reception of the "Staunton" Line for 1901 by the trade everywhere the samples are shown. Orders are many and generous, and the almost universal opinion is that the "Staunton" Line is the best on the road, viewed from the standpoint of the artistic, the practical, or profit-making. See our traveller, he's getting along your way.

M. STAUNTON & CO., MANUFACTURERS, TORONTO

* THE NEW CANADIAN COPYRIGHT LAW. *

ITS EFFECT ON PUBLISHER, BOOKSELLER AND READER—TEXT OF THE ACT—THE CONDITIONS.

THE new Canadian Copyright Act is now in force, and, as its provisions affect the bookselling trade, it is well that the booksellers should be familiar with the law, and clearly comprehend its scope and bearing. We give below the text of the Act, but it may be useful to consider briefly its effect upon the publishing interest, the bookselling trade, and the reading public.

EFFECT ON PUBLISHERS.

1. **The Publisher.**—Previous to the passage of this Act the Canadian publisher had, practically, no rights at all, certainly no exclusive rights, in his own market. If he secured control of an English and American book the English edition could come in, and often the American edition was surreptitiously imported.

The new law guarantees the Canadian market to the Canadian publisher when the owner of the copyright sells him his Canadian rights. The only exceptions are that two copies of the English edition may be imported for libraries, and that any individual who has a preference for the English edition may import one through the publisher of the Canadian edition. The exact terms of the Act are as follows :

TEXT OF THE ACT.

1. If a book as to which there is subsisting copyright under the Copyright Act has been first lawfully published in any part of Her Majesty's dominions other than Canada, and if it is proved to the satisfaction of the Minister of Agriculture that the owner of the copyright so subsisting and of the copyright acquired by such publication has lawfully granted a license to reproduce in Canada, from movable or other types, or from stereotype plates, or from electro plates, or from lithograph stones, or by any process for facsimile reproduction, an edition or editions of such book designed for sale only in Canada, the Minister may, notwithstanding anything in the Copyright Act, by order under his hand, prohibit the importation, except with the written consent of the licensee, into Canada of any copies of such book printed elsewhere ; provided that two such copies may be specially imported for the bona fide use of any public free library, or any university or college library, or for the library of any duly incorporated institution or society for the use of the members of such institution or society.

2. The Minister of Agriculture may at any time in like manner, by order under his hand, suspend or revoke such prohibition upon importation if it is proved to his satisfaction :

(a) The license to reproduce in Canada has terminated or expired ; or

(b) The reasonable demand for the book

in Canada is not sufficiently met without importation ; or

(c) The book is not, having regard to the demand therefor in Canada, being suitably printed or published ; or

(d) Any other state of things exists on account of which it is not in the public interest to further prohibit importation.

3. At any time after the importation of a book has been prohibited under section 1 of this Act, any person resident or being in Canada may apply, either directly or through a bookseller or other agent, to the person so licensed to reproduce such book for a copy of any edition of such book then on sale and reasonably obtainable in the United Kingdom or some other part of Her Majesty's dominions, and it shall then be the duty of the person so licensed, so soon as reasonably may be, to import and sell such copy to the person so applying therefor at the ordinary selling price of such copy in the United Kingdom or such other part of Her Majesty's dominions, with the duty and reasonable forwarding charges added ; and the failure or neglect, without lawful excuse, of the person so licensed to supply such copy within a reasonable time shall be a reason for which the Minister may, if he sees fit, suspend or revoke the prohibition upon importation.

4. The Minister shall forthwith inform the Department of Customs of any order made by him under this Act.

5. All books imported in contravention of this Act may be seized by any officer of Customs, and shall be forfeited to the Crown and destroyed ; and any person importing, or causing or permitting the importation, of any book in contravention of this Act shall, for each offence, be liable, upon summary conviction, to a penalty not exceeding \$100.

ITS EFFECT ON THE BOOKSELLERS.

2. **The Bookselling Trade.**—We do not think the new Canadian copyright law is adverse to our bookselling trade. On the contrary, we think its provisions will be found to be a benefit, since they clear up certain points which were previously uncertain. Under the former condition, the bookseller was sometimes selling editions which the English publisher could have interdicted, and thus have subjected him to a penalty. Moreover, the Canadian editions of novels which he bought were liable to be interfered with by the importation of "colonial" editions of the same books. Under the new law, if a Canadian edition of a novel is printed, that will be the only one the bookseller will have to sell, since all others will be illegal, just as they are in England. As a matter of fact, they will not be admitted to the country, so that the bookseller need not bother his head about

them. With regard to all other importations, however, the bookseller will be as free as he has always been. The law simply decrees that, when an edition of a book is produced in Canada in all respects equal to that produced elsewhere, it shall have the entire Canadian market. And we think that no bookseller with a spark of patriotism in him will object to this very moderate provision. Moreover, every bookseller knows that it is of the utmost advantage to have a book well advertised. Now the publisher is protected, there will be much more advertising of books. Up to now, our Canadian publishers have not cared to make a market for a foreign competitor. The bookseller will reap benefit on this score.

ITS EFFECT ON THE READING PUBLIC.

3. **The Reading Public.**—We do not see that the reading public is affected by the new copyright law in a very large degree. It can read all it wants, of every sort and kind, as before. With this exception, however. There are some people so English that they turn up their trousers when they think it is raining in Piccadilly. If a customer of this sort wants to get the English-made edition of a Canadian copyright novel, he can get it by applying to his bookseller. The bookseller will go to the Canadian publisher, who will be bound to procure for him the book he wants at the ordinary selling price, plus duty and "reasonable forwarding charges." Canadian readers will, moreover, certainly get the benefit of stimulated activity on the part of the Canadian publisher. They may depend that if any good thing is going, the Canadian publisher will secure it and place it within their reach, and in this way it will be seen that the interests of publisher, bookseller and reader are identical.

INTERVIEW WITH MR MORANG.

Mr. George N. Morang, the Canadian publisher, who has labored long and successfully to secure the present solution of the copyright difficulty, and who lately visited England to promote his fortunes there, has returned to Canada. He gave evidence before the Committee of the House of Lords on copyright, saw the leading London publishers, and otherwise interested himself in securing approval of our new Act. In reply to questions put to him by THE BOOKSELLER AND STATIONER, Mr. Morang said : "The new law has come to stay. There is no doubt about that. No Canadian publisher or bookseller need think that the Imperial authorities will disallow it, because it is understood in well-informed circles that the Imperial authorities intend to let it stand. It has been passed by our Parliament, assented to by the Governor General, and is, therefore, the law of the land now.

"I found some English publishers disposed

F. & E. W. KELK

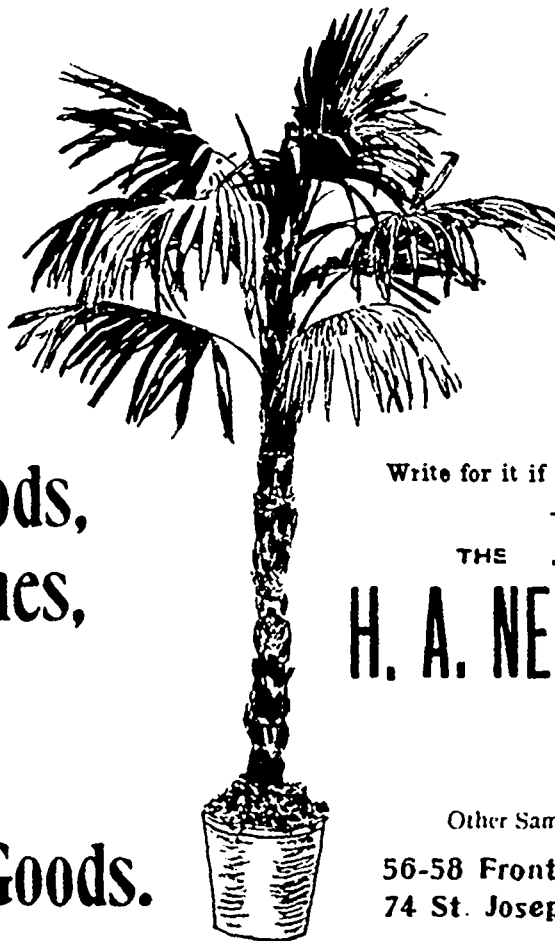
76 York Street

TORONTO

Desire to remind their friends and the trade generally that all their New Importations are close at hand; in fact, half of them are in the warehouse, balance now in transit. Having cleared all their last year's stock at the close of the season, a bright, catchy lot may be looked for. All our business is done through the mails and by personal visits. We are thoroughly convinced this is the right way to buy goods: Buy them often and get different lines to your opposition, and enable yourself to make some profit. Goods sold on the road are very much alike and they go into every store in town. Call and see our vast assortment of

*Dolls, a Great Variety, China Cups and Saucers,
China Flower Pots, Vases, Albums,
Toys, in Tin and Iron,
Military Toys and Suits, Celluloid Cases,
Leather Cases, Ebony Goods.*

Artificial
Palms



FALL
CATALOGUE

— now ready

Fancy Goods,
Toys, Games,
Sleighs,
Dolls,
Sporting Goods.

Write for it if you have not already received a copy.

THE
H. A. NELSON & SONS CO.
Limited
— MONTREAL.

Other Sample Rooms :

56-58 Front Street West. TORONTO. ONT.
74 St. Joseph Street - QUEBEC. QUE.

at first to fear that it would interfere with their constitutional rights, but this was explained to them to be a measure of local application, which could not coerce anybody, and which only affects an English copyright when the owner of that copyright has voluntarily parted with his Canadian rights to some other publisher. The whole question of copyright is thoroughly understood in England, and so distinguished an authority as Lord Thring is fully posted on all the phases of the Canadian question. Some of the best-informed men on copyright in England admit that Canada's right to legislate for herself on the subject is (as Sir John Thompson contended) clear and constitutional, although it is surrounded by so many technical and practical difficulties that, if we asserted it at present, the obstacles to getting a measure through would be insuperable. But, by our new Act, we avoid all these difficulties. We avoid rousing the protests which the French and other Governments who are parties to the Berne convention would at once make if a Canadian Copyright Act of another complexion were pressed forward. Better than all, we avoid conflict with the new British legislation which, when passed next year, will give Imperial copyright for an author throughout the whole Empire. There is surely something in this, which, besides the sentiment, will commend it as a wise and valuable factor in Imperial union. The British bill, however, when passed will not cut off Canada's right to press her constitutional claims at some future time. For the present, of course, our new law does not raise that point, it being inopportune and unnecessary."

"What will be the effect of the new Canadian Act on British and American copyrights?"

"In the case of British copyrights," replied Mr. Morang, "the new Act provides that when the British author or publisher sells the Canadian market to a Canadian publisher the English edition is barred out. The British author or publisher is not obliged to sell. He can do so or not as he pleases. But when he does sell neither the British or United States edition can be imported."

"If there is no Canadian edition of a book can the United States edition come in?"

"Well, that is a matter for the English publisher to consider, not for us.

"Then, as to the United States copyrights, they cannot be imported here if the Canadian market has been sold to a Canadian publisher, nor if they are registered in England, because then the English and not the American edition would have the right of entry. For this reason our new law will tend to induce United States publishers to

sell their Canadian rights, and as far as their buying the Canadian market from a London publisher, as has been hitherto the custom, it will not pay them to do so."

"The justice of the new Canadian Act rests on this. That it puts Canada in the same position regarding copyright as other civilized countries occupy. The procedure is now very simple, as you will see by the Act, for the Canadian publisher, having bought the market, will register his copyright at Ottawa and after that other editions are excluded."

THE MONTREAL BOOK AND STATIONERY TRADE.

FROM THE BOOKSELLER AND STATIONER'S Special Correspondent.

SCHOOL books have attracted most of the attention of the booksellers during this month, and the rush is now over. In Montreal the departmental stores have not yet acquired the bulk of the school trade. This has been due to several reasons, the chief of which is the aggressive competition of the bookmen. Each and all the booksellers, both up and down town, meet the advertisements of the departmental stores with paper notices of their own, while they invariably display prettier windows. In this way they can overcome the effects of any cutting of prices that may occur. Some stores give discounts, but this is not the general rule; most dealers depend upon advertising to get business, and their policy seems to have been fruitful, for they report a satisfactory business. There has been considerable competition for the book trade of the private schools. This requires personal attention and assistance in the choosing of the books, and this the departmental drygoodsmen do not give as yet. Consequently, the ordinary retailer has this field to himself and it forms an important part of his business. The fact, too, that there is not one general system of school books in use in the Province of Quebec, as there is in Ontario, necessitates a large stock of books to do business, and the departmental stores object to investing a large amount of capital and then make less than a living percentage on it, as the Ontario departmental stores do upon their smaller investments.

In novels, the "Master Christian," by Marie Corelli, is the book of the month, and everybody is staying up late at night reading it. The Montreal News Company, Limited, who are handling it in Quebec and the Maritime Provinces, report its sales as phenomenal. "The Redemption of David Corson," by Gosse, has also had a satisfactory sale this month. "The Reign of Law," "To Have and to Hold," and "Unleavened Bread," by Robert Grant,

are other books that have been sought by the book lovers.

Cheap American editions of "The Sky Pilot" and "Black Rock" have stimulated the sale of the books on the Canadian market, but it seems strange that a cheap 25 cent edition of a Canadian book like "The Sky Pilot" should be issued in the United States when the cheapest in Canada is at \$1. However, the cheap edition on sale over the line has created interest in the book, and, where the smuggling of the cheap books into this market does not occur, the sale of the Canadian edition increases.

The Montreal News Company, Limited, announced that "Quisante," by Anthony Hope, will be on sale this month. Possibly one of the most artistic of illustrated juvenile books yet published will be "Pretty Picture Songs," by Mr. Grant Schaeffer, of Chicago, which will be placed on the market in September by the Montreal News Company, Limited. It will consist of up-to-date nursery rhymes, set to music. The illustrating will be superior both in conception and execution to anything that has heretofore appeared in this particular class. The book will retail at 50 cents.

We would call attention to the notice in our advertising columns of the sale by tender of the important stock of books belonging to the estate of The William Drysdale Co., St. James street, Montreal. This is one of the most important sales of books that has taken place for some time. Mr. Drysdale's experience has been of an extended and varied nature, and he has long been considered an authority in the Canadian literary world. During the past 30 years, he has occupied a prominent position among his confreres in the trade. His business embraced a clientele of customers from all professions and avocations. With a retentive memory and a kindly nature, he has cemented to himself the respect and friendship of many of the prominent politicians and learned men of the Dominion, and his trade has extended from Victoria to Halifax. The stock which is now offered for sale bears the impress of his business connection. Mr. Drysdale is now conducting business in Montreal at 2365 St. Catherine street, and promises to meet with the success he so richly merits. An important edition he now has on sale is a \$25 edition of "The Expositor's Bible," in 25 volumes. This is much cheaper than previous editions.

Cadieux & Derome have just published a "Manuel de Physique," by M. L. Minier, a work to be used in Laval University. It contains 113 illustrations and sells at \$1.

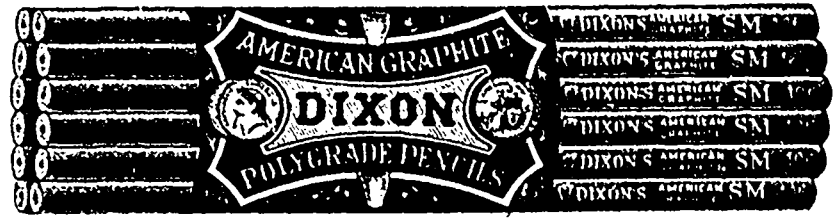
The assignment of Austin & Robertson, wholesale stationers and paper dealers, which occurred on August 17, was unfortunate. The assignment of the firm was

due primarily to the recent failure of the Farmers' and Merchants' Bank, of Rockford, Mich., in which Mr. Robertson was interested through his connection with the rebuilding of a paper mill in Rockford, where he had sustained serious loss by fire. The firm's resources were further taxed prior to this by the paying out, a few years ago, of the interests of the deceased and other partners, together with losses sustained in a law suit amounting to \$10,000. Very general regret will be felt for Mr. Robertson under the present unfortunate circumstances, as the firm's reputation has been first class for years. The liabilities are placed at \$100,000. At a meeting of the creditors on September 6, Mr. J. McD. Hains was appointed curator.

Mr. C. Theoret has issued a theoretical and practical manual of commercial law, by M. A. Bernard, the celebrated Montreal advocate. He also has a book on constitutional law in press by the same author, which will be used as a class book in French universities and colleges. The book on private and public international law, by M. A. Bernard, has been issued, and it will be welcomed both by the bar and law schools. Another book soon to appear from the press is a treatise on Canadian company law, being a complete work on the law governing companies incorporated under the Dominion and Provincial Acts, by W. J. White, M.A., B.C.L.

The Paris Exposition and the troubles in China still create a demand for books, just as they afford scope for magazine articles. Good books on China are Smith's "Chinese Characteristics," and two books published by Harpers; "The Breaking up of China," by Lord Charles Beresford (\$3), and "Overland to China," by Archibald R. Colquhoun (cloth, \$3.) "Paris and the Exposition," published by Ward, Locke & Co., Limited; "Lee's Guide to Paris and Everyday Conversation" (Laird & Lee, Chicago), and "Paris and the Exposition," illustrated (Laird & Lee, Chicago), are some of the selling works on this subject.

We regret to learn that Mr. C. Ashford is seriously ill in hospital. Mr. Ashford is a well known man in Montreal book circles, and we hope that he will soon be found at his popular store at 800 Dorchester street. Montreal, September 5. F.H.C.



A FAMILIAR BUNCH OF LEAD PENCILS

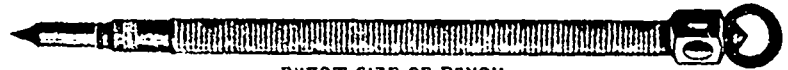
Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

TURQUOISE PENCILS.

A DAINTY AND ELEGANT NOVELTY.



EXACT SIZE OF PENCIL.
GILT. ENGINE TURNED CASE, TURQUOISE STONES.

No. 94.

GILT

Price, 25 Cents.



EXACT SIZE OF PENCIL.
OXYDIZED CASE WITH GILT POINT AND HEAD, TURQUOISE STONES.

No. 95.

BLACK.

Price, 25 Cents.

PEN AND PENCIL NOVELTIES.....

ADVERTISING SPECIALTIES.....

STYLOGRAPHIC AND FOUNTAIN PENS.

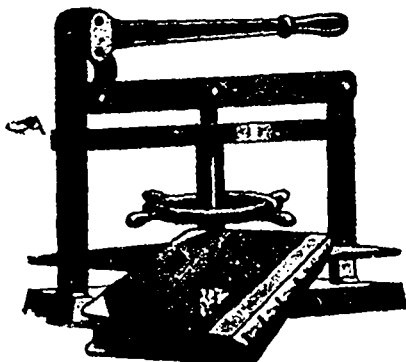


Adams, Cushing & Foster, successors to

THE CROSS PEN CO.,

168 Devonshire Street, Boston

The Racine Lever Letter Press



Is taking the place of the screw press everywhere. It works so easy and makes better copies, does not move about on the stand, is made of steel; a child can copy with it. Ask your Jobber to name you prices on it. We also make "Nigger Baby" paper weights, etc. Write us

The Racine Malleable & Wrought Iron Co.,

J. P. DAVIES, President.

RACINE, Wis., U.S.A.

Fancy Goods and Stationery.

THE PAPER MARKET.

Inquiries regarding paper prices in Canada show that there is a well-founded impression that the present abnormal state of the market is bound sooner or later to relax. In the United States, the tendency there is decidedly toward lower prices, both in writing papers and book papers, while news print is also easier. In Canada it is expected that, while the market for the present is firm, the advent of the new Eddy mills at Hull will soon affect the situation. These mills will be in working order early this Autumn and the market for litho and book papers, as well as news print, must be sensibly affected.

Regarding English imports, it is said that some litho papers are now coming into this market and that the import of writings is much larger. Some buyers think that British makers could sell considerably more in this market under the present preferential tariff, if they desired to do so.

PRICE OF RUBBER.

The high price of crude rubber, which has been steadily increasing during the last year or so, is having the usual effect on all rubber goods. Articles which the stationer carries made out of rubber are naturally among those affected. For the past few months the terms at which rubber bands, erasers, etc., have been sold by Canadian importers have not been so favorable to the retail dealer, and there is no sign of the price of rubber falling, according to the latest accounts. The quotations for finest crude rubber are \$1.01 to \$1.04, with second grade quoted at 95 to 96c.

WORKING OF THE NEW TARIFF.

The United States stationery manufacturers will in future be obliged to fight more strongly for the Canadian market than hitherto. This is the impression in the trade, as in more than one line the new tariff is distinctly favorable to British goods. The leading United States houses have up to now had a comparatively easy time of it,

as this market has been near their own; the travelers come over regularly; and many novelties and styles which suited the United States, also suited Canada, but price is a great factor in trade, and the preference to English goods will force the American to push harder to get his goods before the notice of the wholesale as well as the retail trade. A large importing stationer says, that in such lines as writing papers, papeteries, envelopes, pens, playing cards, etc., the English manufacturer is going to do better in this market and is steadily increasing his hold.

The subject is of so much interest to the trade that we have compiled a tabular statement of the Customs duties on the principal lines of stationery and fancy goods imported into Canada, showing the general tariff on imports from foreign countries and the special preference given to British goods. The list might conveniently be kept by all importing stationers as a matter of convenience:

	General Tariff.	Rates on British Goods.
	Per cent.	Per cent.
Books, paper bound.....	20	13 1/2
Books and Pamphlets.....	10	6 1/2
Advertising books & catalogues	5c. p. per lb.	10c. per lb.
	Per cent.	Per cent.
Printed music.....	10	6 1/2
Maps and charts.....	20	10
Playing cards.....	6c. p. pack	4c. p. pack
	Per cent.	Per cent.
Papeteries pads, etc.	35	23 1/2
Envelopes.....	35	23 1/2
Writing inks.....	20	13 1/2
Slates and slate pencils.....	25	16 1/2
Lead pencils, pens and rulers.....	25	16 1/2
Purses, pocketbooks, etc.....	30	20
Picture and photograph frames.....	30	20
Fancy writing desks and cases.....	35	23 1/2
Glove and collar boxes.....	35	23 1/2
Brushes of all kinds.....	25	16 1/2
Toys, dolls and fans.....	35	23 1/2
Sterling and other silverware.....	30	20
China and porcelain ware.....	30	20
Artificial flowers.....	25	16 1/2
Needles and pins of any metal.....	30	20
Scales and balances of all kinds.....	30	20
Magic lanterns and slides.....	25	16 1/2
Tobacco pipes, holders, sets, etc.....	35	23 1/2
Firecrackers and fireworks.....	25	16 1/2
Fish hooks, tackle, etc.....	30	20
Fishing rods and walking sticks.....	30	20
Hammocks, tennis nets, etc.....	30	20
Fencing foils and masks.....	30	20
Whisks.....	20	13 1/2
Shipping tags and labels.....	35	23 1/2
Tabletines and pedometers.....	25	16 1/2
Wall papers and borders.....	35	23 1/2
Photographs and engravings.....	20	10
Photographic dry plates.....	30	20
Photographers' films and papers.....	30	20

SALES OF FINE STATIONERY.

There is a growing taste throughout the Dominion for fine stationery. This is seen in the large increase which wholesale stationers who make a special business of fine goods are noticing in their trade. Even in the smallest villages, the demand for the cheaper kinds of stationery is falling off, and there is nothing to account for this except the fact that people are being educated up to a better standard of goods.

Engraved cards and embossed work are also taking a stronger hold on the public, although it is rather difficult to get stationers in small places to handle embossed stationery, as their customers have not commenced to use it to any great extent. The trade in this line is not without a bright outlook, however, as dealers are finding that business is increasing year by year.

The newest shade in stationery is the cameo blue, a shade specially designed for white embossing. Other fashionable shades are white and azure bond. These are among the best-selling shades of the season.

A CANADIAN BUYER REPORTS.

A prominent wholesale stationer, Mr. Richard Brown, of Toronto, who has recently returned from Great Britain and Europe, states that the stationery trade there is this year a very active one. He found that all the mills were exceptionally busy; some of them were scarcely able to meet the demand. Prices on the cheaper grades of stationery have been advancing, and the rise in the price of coal is likely to send them still higher. The better qualities, however, have not changed much. It is expected that stationery in this country, which, so far, has not advanced much, will be higher in the near future.

"There are many new and delicate shades of stationery being shown in Paris," said Mr. Brown to THE BOOKSELLER AND STATIONER, "but I did not notice any changes in shapes worth speaking of. The display of stationery at the Exposition, while a very fine one, did not consist of

Profitable Business Talks



*Business
is worth all
Sept. Day Goods 100*

These are the days of advertising
It is more essential than capital, yet
capital can be accumulated or
diminished in advertising according
as it is wisely or wastefully done.
I have added years of experience
to years of study in writing and
placing advertisements for many of
the most successful Canadian firms.
I should have pleasure in explain-
ing my methods and terms to you,
either by letter or personally

Nora Laughler

Writer of Advertising

9½ Adelaide Street East, Toronto.

Office 17.

"MILITARY" AND "IMPERIAL" Papeteries



Our newest line is ready for the mar-
ket; cream, white, and nebula blue;
handsomely lithographed, patriotic boxes.
Create an immense demand—best
value ever known in stationery.

If you are not handling our goods, let
us have a trial order; we know the result.

**The Barber & Ellis
Co., Limited**

Manufacturing and
Wholesale Stationers

...TORONTO.

Every Stationer Should Keep



ESTERBROOK'S PENS

LEADING STYLES:

Fine Points: A1, 128, 333.

Business Pens: 14, 048, 130.

Stub Pens: 313, 284, 442.

Turned-Up Points: 256, 477, 1876.

One Hundred and Fifty Varieties.

MAKERS OF THE CELEBRATED FALCON PEN NO. 948

Wholesale Agents for Canada:

BROWN BROTHERS, Limited, 51 Wellington St. W., TORONTO.



NO. 98 GOLF

THE BEST 25 CENT CARD MADE. Highly enam-
eled, and polished. Elegant finish, made of extra selected stock
Large assortment of designs and colors.

NO. 20 ROVERS

THE BEST CHEAP ENAMELED CARD ON THE
MARKET. Highly finished and a good seller.

Send for Samples and Prices.

AMERICAN PLAYING CARD CO.

Kalamazoo,

Michigan

FANCY GOODS AND STATIONERY (Continued) styles that would be popular in this country. Most of it was elaborately and expensively gotten up, and not as well suited for the Canadian trade as our own manufacture.

"I think Canada can hold her own on nearly all lines of stationery with any European country or the United States. Until recently there was not much fine stationery made here, but I see that some makers are now branching out and manufacturing fine grades that will likely be preferred for the Canadian market to imported goods.

"I saw a number of new things in leather goods in Paris. The chatelaine bag seems to be the most popular thing of its kind; almost every woman you meet wears one. It is made in all kinds of leather. Dark browns, greens and crimson seem to be the favorite colors over there for leather goods. There will likely be an advance in leather prices, too, in this country, as they have been steadily rising in Europe, owing to the increased cost of material."

ART MATERIALS FOR STATIONERS.

Most stationers carry a small stock of drawing materials for children's use in schools, and toy paint boxes, but not many deal in real artists' materials, and for an apparently good reason, as there is small demand, or none, in small places for these goods.

In any fair-sized town, though, may be found a good number of persons, principally young ladies, who have received lessons in painting, and who indulge considerably in it as a pastime, both in oils and water colors. In a town where it is not possible to get good materials or where these are not exhibited, interest in the use of them lags. If stationers would show a line of painting and drawing materials, there is little doubt that trade could be developed in them which would well repay the dealer for his outlay.

At present, those persons who would buy artists materials from the local stationer either give up their use gradually or send to the cities for them.

NEW PAPERIES AND PENCILS.

A nice and complete line of mourning stationery is something which should sell well. Warwick Bros. & Rutter are showing a line of black bordered note, well boxed, called

the "Empress." The large square shapes, with envelopes to match, are noticeable. There are four styles of border—the narrow, the middle, the broad and the extra broad. The paper is in quarter reams and the envelopes put up 100 to a box. The line is already selling well.

The same firm report that a line of patriotic English make, with patriotic and floral designs, in a variety of shapes and sizes, have sold so well that the first shipment of two cartons was exhausted and that a new shipment is so quickly running out. In this line the new Eton pale tint with white border is especially popular.

In the matter of pencils, Warwick Bros. & Rutter show two lines that are likely to take. The "Adonis" is of the "Koh-i-noor" class, a high-class pencil retailing at 10c., but there is more money in it for the dealer while it is just as good a quality, and in appearance exactly similar. The "Golden Rod" pencil is a new and attractive line, similar in finish and color to the celebrated "Koh-i-noor," with a gilt rubber tip, put up in attractive boxes of a dozen each, to retail at the popular price of 5c.

A word as to playing cards. This firm show a large line. The "Khaki" cards have had large sales, and the military feeling is increasing the demand for designs like these. The day after some of the returned soldiers landed at Halifax a dealer wired for a large supply. Probably he had shown the goods in the window and thus induced sales. The "Imperial Club" playing cards have a new back called the "Empire," the designs being the Imperial and colonial coats of arms. It is a very handsome card. This house, anticipating dealers' wants, have put into stock a new whist shape card.

NEW GAMES. Every season sees a new game, the skill and ingenuity of inventors seeming never to give out. Of course, the military feeling is inspiring some of the fresh ideas. The travelers for The Copp, Clark Co., Limited, are showing several new games. One is called "Pretoria," and is a board game of the British against the Boers, with pictures of Roberts, Kruger and Steyn on the cover of the box, the object being the capture of the place. Another is "Comrades," another military card game, and the different classes of soldiers are represented in the pictures. Another, the "Century," is played something like Parchessi, only is more complicated and interesting. Two of the new games have a distinctly Canadian flavor. "Maple Leaf" is one of questions and answers dealing with Canadian historical events. Another, "Canadian Authors," are cards with photographs of leading Can-

adian writers and descriptive matter about their books. The firm's travelers show nearly 100 games in all. There is a full line of dominoes and checkers, with special attention to 5 and 107 lines, and a full range of chessmen (boxwood, bone and Staunton). "Rainbow Billiards" was shown last year almost too late to have its merits appreciated. It is selling well now, the wholesale price being \$3.25, and furnishes a fine evening's amusement for a party of people.

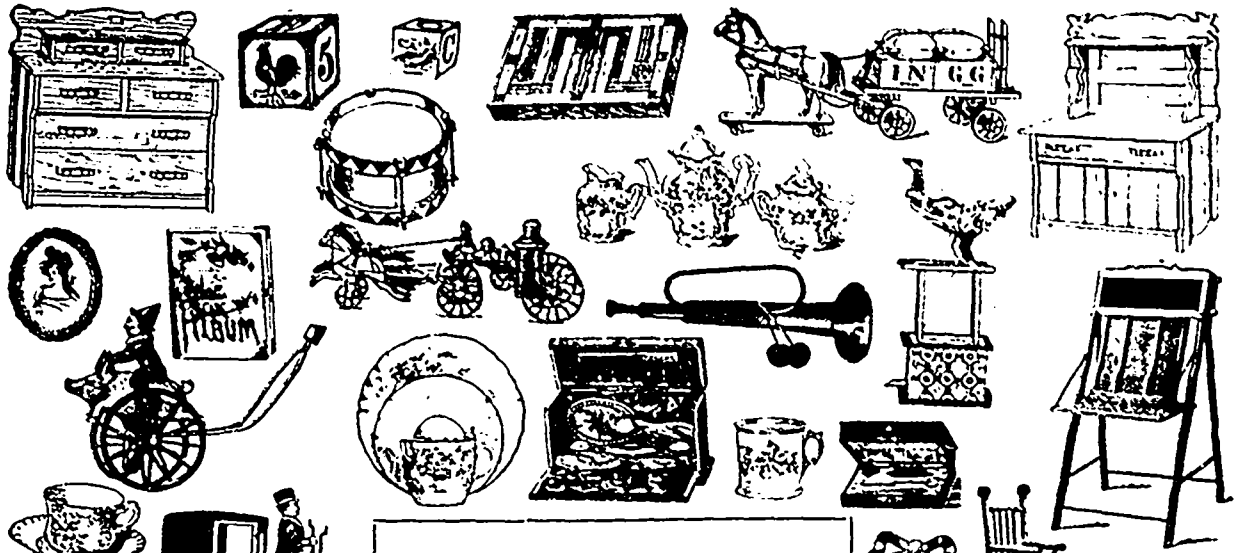
CHILDREN'S TOYS AND NOVELTIES.

A new line of mechanical figures, retailing at 50c., are among the best sellers seen for a long time. By being wound up they show a tipsy man, a gay fiddler, a shoeblack, a street sweeper, a mower, all dressed in character. The movements are perfectly natural. The Copp, Clark Co., Limited, have a stock of them which will soon be snapped up. In the same warehouse are shown a number of new things. A line of paints for children, 5 and 10c., in wood boxes, includes a special non-poisonous paint which younger children can handle without danger. There is also a line of painting books which don't require paint, but can be worked with a wet brush. These retail at 5, 10 and 25c. A superior line of paints in Japanese lined boxes will retail at 10, 25 and 50c. Drawing slates will retail at 5, 10, 15 and 25c. A new novelty is a rubber ball in exact imitation of an apple, two sizes, 10c. and 15c. retailing. A fine line of ABC blocks and war blocks will retail at 10, 25 and 50c.; also, military encampments with tents and soldiers for 10, 25, 50 and 75c. retailing. Some naval toys are also interesting.

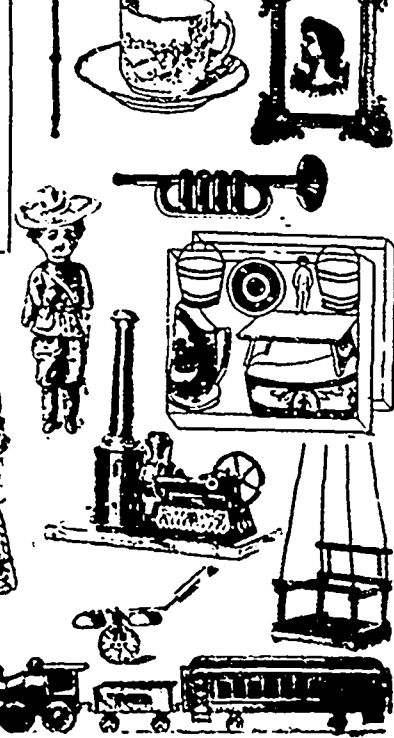
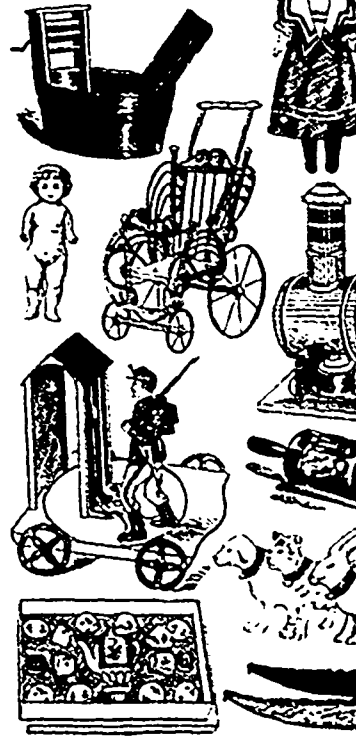
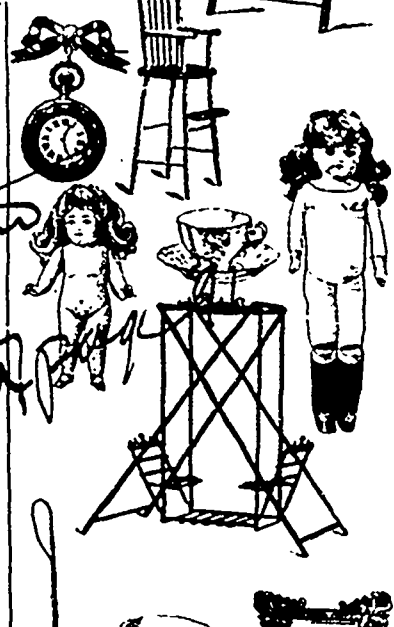
Turning to stationery novelties one finds in this warehouse a number of oddities in paper weights and ashtrays. The novelties in pocket inks are especially noticeable, including a spool, a yachting cap, a cigar box, a bottle, a valise, a football, etc. They sell well at 50c. retail. A line of wall brackets retailing at 10c., 25c. and 50c., are of papier mache with a sort of chromo and medallion design. Cheap frames with floral decorations to retail at 5c. and 10c. are supplemented by better goods for a higher-class trade.

FOUNTAIN PENS.

The fountain pen trade is one that expands steadily each year. So encouraging is this demand that the Copp, Clark Co. carry an extensive range, comprising the most expensive and ornamental lines in gold and silver. There are 24 lines in Lapham's "Rival," and the prices range from \$15 to \$60 per dozen. The pens are made in plain black, taper and square caps, sterling silver, pearl



WRITE FOR
CATALOGUE
 JUST OUT.
Turned Dry
FANCY GOODS
Sept 1911
ON DOLLS, TOYS.
Christmas
CHRISTMAS NOVELTIES
GLASS and CHINAWARE.
NERLICH & CO.
 35 Front St. West,
TORONTO



FANCY GOODS AND STATIONERY (continued)
and 14-karat gold handles, in tinted and octagon and other shapes. There are large and small nibs. Some have a large reservoir for holding ink and this kind is useful for business purposes. The "Rival" is a good pen and has stood the test. Should any part go wrong it can be replaced and repaired in this country. With a half-dozen assorted pens a handsome showcase is given free.

The valuable gold and silver goods shown in connection with these by the same firm contain some very fine pencils, picks, knives, nail files, gold pens and pencils of 10 k. and 14 k., as also cigar cutters, thermometers, etc. Several lines in this handsome display are adapted for popular trade, notably a line of sterling silver and ebony automatic pencils at \$2 75 a dozen, others equally cheap and equally handsome.

THE WHITING PAPERS. The highest award at the Paris Exposition, the Grand Prix, has been awarded to the Whiting Paper Company, whose houses are at New York, Philadelphia and Chicago. This prize, which is even higher than the gold medal, was awarded them for excellence in manufacture and style of putting up their papers. This is the only time that an American firm has secured the Grand Prix. The Whiting Company are probably the largest makers of fine writing papers in the world, having three mills devoted exclusively to that purpose, which turn out over 40 tons per day.

In the creation of novelties, the Whiting Company have been always at the front, their Wedgwood make, brought out over a year ago, having been one of the best selling papers ever made. To-day, their French "Organdie" papers have assumed a position as one of the staple brands, and are one of the most popular makes on the Canadian market. They have now a new paper called the "Diagonal," made in white, steel, Quaker grey, purple and azure tints, which, though new on the market, is having a most successful sale. New varieties are always in preparation, and new machinery to make some particular kind of paper is put in from time to time. The result of the efforts to please the public put forth by this company is seen in the winning of the Grand Prix.

NEW LEATHER GOODS. New ideas in leather goods are coming out every day. The leather department in Brown Bros. contains a number of new things that ought to have good sales.

A new line of imported purses, just arrived from Europe, are of all sizes and designs,

and made in many different leathers. An attractive purse in the form of a bag has recently arrived from England. It is of mocha calf, with a cord handle and metal ring around the top. A line that continues to have a good sale is the ladies' reticule in real seal and real morocco. Brown Bros. have them in 9 and 10 inch sizes, and find them to be among their best selling goods. A new shopping bag for ladies is just out, in real seal and morocco, with a silk top and silk cord handle. An outside pocket in it is very handy for a handkerchief or the like. Another new line is the chatelaine bag, made to hang from the belt. It is made in real seal, with a silver frame.

Brown Bros. are manufacturing a line of dressing and toilet cases, with fittings for hair brush, glass, etc. The same goods, imported, may also be seen in their establishment.

Many new styles, in shapes, designs and materials, for portfolios, music cases, etc., are in stock.

A WAREHOUSE DISPLAY. It would be a pleasant visit for customers of F. & E. W. Kelk, who have been doing business through mail orders with the firm, if they were to visit the firm's warehouse at 75 York street. A large and well-selected assortment of fancy goods of all kinds meets the visitor's eye. China dolls, toilet cases, pipes, albums, etc., are all shown by this firm, who have a large range of each. With a few exceptions all these goods have been imported at prices which enable the firm to sell them very cheaply.

The immense assortment of dolls will especially draw one's attention. A large business is being done in china cups and saucers. F. & E. W. Kelk have selected some very fine lines of these. A large business in military toys may be expected in every part of Canada for the coming season. Special preparations have been made by this firm, and their stock of military toys is indeed complete. As all their business is done by mail, there must necessarily be a large number of their customers who have never seen their assortment, and it would be satisfactory to both customer and dealer if a call was paid to the firm's warehouse.

PATRIOTIC DESIGNS IN STATIONERY. All stationers who desire to be thoroughly up-to-date must keep in stock the latest shades and styles in their line of business. And not only do these increase sales, but the manner in which the goods are put up for sale has also a good deal to do with the readiness with which they are bought. At present, nothing is more taking or more fashionable in many kinds of merchandise than military styles. With their usual

enterprise, the Barber & Ellis Co. are showing some new stationery called the "Imperial" and "Military." They are sending out to the trade a portfolio containing samples of these brands of paper and envelopes, in white, cream and blue, the latest shades, together with a number of their box covers. The "Imperial" and "Military" lines of stationery are put up handsomely, the former having a lithographed portrait of the Queen, Lord Strathcona or Mr. Chamberlain on the cover, and the latter portraits of the Prince of Wales, Lord Roberts or Lord Kitchener. The sides of the boxes are decorated with designs of flags, battle-ships, etc., making a very attractive box. On the bands around the different packages of paper or envelopes there are also designs of the British coat-of-arms, Union Jacks, etc. The Barber & Ellis Co. will, no doubt, experience a heavy demand for these goods, as the shapes and shades of the goods are the latest styles, and they are made attractive by the boxes which contain them.

FAMOUS SCOTCH WRITINGS. The well-known Scotch paper manufacturers, Alex. Pirie & Sons., Limited, of Aberdeen, have issued a rather unique as well as artistic card, announcing the departure for America of their representative, Mr. Walter Meal. The card, which is double, has for a cover design two old Scottish shields in colors. Inside, opposite the printed announcement, which is in old-fashioned type, is a lithographed picture of an ocean liner, in good imitation of a water-color painting. The back is plain, with the exception of a seal of the company in one corner. The whole card is a very neat and tasty production.

NEW COPYING PRESS. Everyone who uses a copying press to any extent will be interested in the new Racine Automatic Steel Press, which is in many cases taking the place of the old style screw machine. It is designed, not only to save labor, but to withstand a great deal more pressure than the old press. All the parts subject to strain are made of the best Bessemer steel, and a greater pressure per square inch can be instantly obtained than with an equally-applied force on other presses, without danger of breakage. In railroad offices and other places where heavy pressure are necessary, and great pressure is required for reduplicating, etc., long levers have been substituted for hand-power with the result that the arch or follower is broken. The Racine press is made so that the adjustment for different sized books is easily obtained by raising or lowering the top plate by the aid of a wheel, which is made in

LEATHER GOODS

We manufacture the finest line made.

- Purses, Wallets
- Letter and Card Cases
- Portfolios, Music Rolls
- Photograph Cases
- Memo Books
- Diaries, etc.

STATIONERY STOCK complete.

New lines in

Papeteries
Note Paper
Envelopes.

OFFICE SUPPLIES

Full Stock New Fresh Goods in
INKSTANDS
HARDTMUTH'S, FABER'S PENCILS
STATIONERY SUNDRIES AND NOVELTIES.

CREPE TISSUE

ALL THE POPULAR SHADES.

WOODBURY HUNT'S
FINE ART PUBLICATIONS.

THE **BROWN BROS.** LIMITED

MANUFACTURING STATIONERS
51-53 Wellington St., W.,
TORONTO.

1000 CATCH PHRASES & IDEAS.
A little book worth its weight in gold To All who Write Ads, Show Cards, Circulars or other Business Literature. The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address: The Advertising World, Columbus, Ohio.

FREE

NEW MUSIC
A FRANCOISA. - March, by P. Mario Costa. The latest European success, played, whistled and sung all over Europe.
COONTOWN REVELS. - By Chas. E. Musgrave. A splendid Two-Step.
Anglo-Canadian Music Publishers' Association
"ASNDOWN'S" Limited
88 Yonge St., Toronto.

JAMES. R. CROMPTON & BROS., Limited

BURY, LANCASHIRE, ENGLAND.

Copyrights and



Colorod Tissue Label.

Copying Papers

GLAZED and UNGLAZED

White, Blue, Buff and Yellow.

PATENT STOUT AND THIN BUFF.

Copying Papers (Royal Arms) (Watermark)

All papers bearing Mill 39 Label are guaranteed to be as near perfection as over forty years' experience can produce.

Samples and quotations to the wholesale trade upon application to

HENRY L. LYMAN, Canadian Agent, 12 St. Nicholas St., Montreal.

FOR SCHOOL CRAYONS

Write the Best and Finest

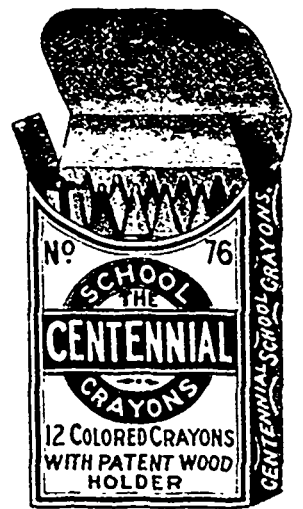
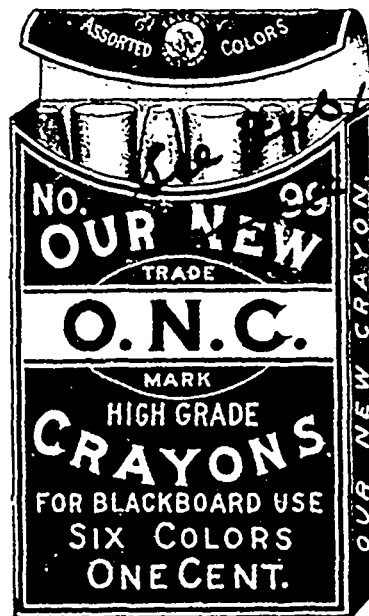
Manufacturers in the United States

The inserted cuts represent two of our . . .

Best Sellers

The **NO. 76** represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices

NO. 99 is a box containing 6 assorted colors chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.



Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.



FANCY GOODS AND STATIONERY Cont'd.
this machine just as heavy as in the old style presses.

The Racine Malleable and Wrought Iron Co., the manufacturers of this new press, in the catalogue which they send out to advertise it, offer to replace any breakage from flaw in steel or casting. The catalogue contains a number of cuts of these presses, giving their number, size and price. Dealers should write the Racine Malleable & Wrought Iron Co., Racine, Wis., for it.

The "Cross" stylographic pen is well known to the entire Canadian trade and has long been recognized the leader in this make of writing instruments. The Cross Pen Company, who manufacture it, are also manufacturers of other well-known specialties, among which their large line of pencil specialties occupies a prominent place. The latest numbers in this line are the turquoise pencils, advertised on page 33 of this issue. Every stationer in Canada should have one of the handsome new illustrated catalogues showing the full line of these specialties,

which catalogue can be had with quotations by addressing the Cross Pen Company, Boston, Mass., U.S.A.

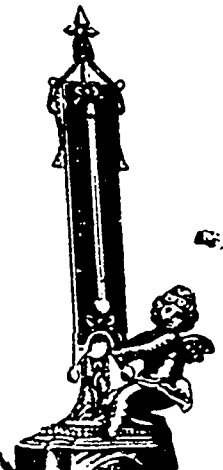
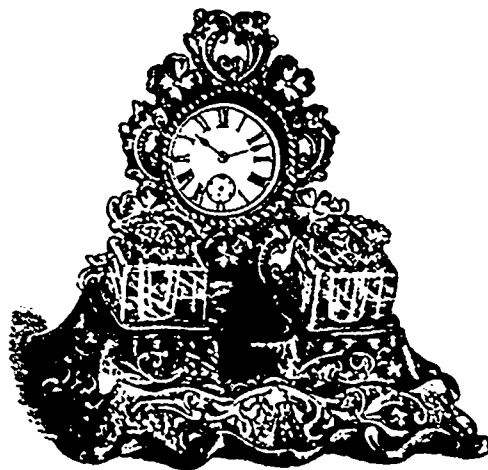
Our illustrations show some FANCY GOODS. fine lines of albums from the stock of H. A. Nelson & Sons Co., Limited, the covers of which are handsomely colored. Their fall catalogue contains, besides these lines, a large range of albums at \$2.00 to \$36.00 per dozen. An article that sells well at this season is the cardboard covers for flower pots, which they show in sizes to fit any pot. Prices run from 35c. to \$1.20 per dozen, according to size. In leather goods they show a fine assortment of cases for collars and cuffs, music, gloves, handkerchiefs, jewels, and writing and dressing cases. Over two hundred styles of purses are kept in stock by this company, either in small-sized specie or combination card cases. They furnish a neat leather-covered opera glass, with lorgnette handle, mounted in gilt, at \$6 00 each; and a line mounted in pearl at \$9 00 each. Their handsome lines of blotters, paper knives, etc. are finding a ready sale,

and they report having a number of repeat orders for them.

Among their stock of toys one that is deservedly popular is the "Dying Boer" (boar). This is a rubber balloon shaped like a boar, which, after being inflated, gradually collapses and sinks to the ground with a piteous squeal. Their dolls are all of the latest designs and in large variety. Sporting goods, too, have received considerable attention by this company. The trade will be pleased with their lines of hockey, football and boxing goods especially.

They have added a line of artificial palms to their stock, which, with their other articles, are fully described, illustrated and priced in their Fall catalogue. This is sent for the asking to all dealers.

The estate of the William Drysdale Co., St. James Street, Montreal, is being advertised for sale. Tenders will be received up to September 25 by Mr. A. A. Murphy, the liquidator. The total stock is valued at \$33,487. This is made up of: Books, \$18,394; stationery, \$6,880; fixtures, etc., \$1,800; and book debts, \$6,412.



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 will be Carefully, Efficiently and promptly
 attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

TURKISH STEEL PEN CO.,



IN SIX NUMBERS.
Graded for all kinds of Writing.
Sole Agents: Warwick Bros. & Rutter
TORONTO

WESTERN Incorporated 1881.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
 Capital - - - 1,000,000.00
 Assets, over - - 2,840,000.00
 Annual Income - 2,290,000.00

Head Office: **TORONTO, ONT.**

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
 C. C. Foster, Secretary.

Alex. Pirie & Sons

LIMITED

Mills—Aberdeen, Scotland.
 Warehouses—London, Dublin, Glasgow,
 Paris and New York.
 Agencies in all the principal cities of the world.

Manufacturers of the very finest grades of
 Writing, Bond, Ledger,
 Printing and Blotting Papers,
 Envelopes, Cards and
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 Also Gummed and Coated Papers

Stocks kept by all first-class stationery houses.

WM. BARBER & BROS.

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

PAYSON'S INDELIBLE INK



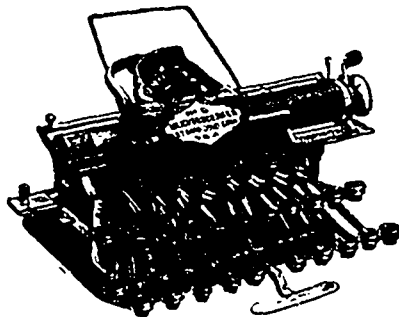
Trade supplied by all Leading Wholesale Drug Houses
 in the Dominion.
 Received Highest Award Medal and Diploma at Cen-
 tennial, Philadelphia, 1876; World's Fair, Chicago, 1893
 and Province of Quebec Exposition, Montreal, 1897.

A GOOD BOOK

should be well bound. A dainty booklet
 or a well-printed catalogue has its value
 doubled if neatly bound. Our facilities
 enable us to compete successfully with the best binderies in the world. We
 will be pleased to show you samples.

Wilson, Munroe & Cassidy,

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 ... TORONTO.



No. 5, Price only \$40.

CORRESPONDENCE WITHOUT A TYPE-
 WRITER IS LIKE DOING BUSINESS
 WITHOUT LETTER-HEADS.

UP-TO-DATE BUSINESS MEN
 DO NOT DO THIS.

THE BLICKENSDERFER

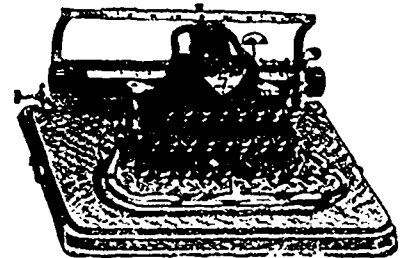
HIGH-GRADE
 LOW-PRICE

TYPEWRITER

VISIBLE-WRITING

LIBERAL
 DISCOUNTS
 TO

AGENTS



No. 7, Price \$50.

14-inch Carriage, Price \$55.

YOU CAN DO YOUR OWN WRITING WITH THE BLICKENSDERFER.

GIVE YOUR BOY A CHANCE.
 GIVE YOUR GIRL A CHANCE.
 GIVE YOURSELF A CHANCE.

55,000 already sold.

Buy one and sell many more.

(CATALOGUE FREE.)

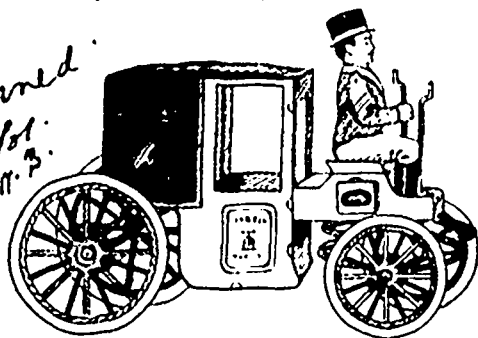
CREELMAN BROS., GEORGETOWN, ONT.

FANCY GOODS -Continued.

HOLIDAY
TOYS AND
FANCY GOODS.

The new Fall and holiday catalogue of Nerlich & Co. is now ready, and will interest the trade. It is a well gotten up book of 115 pages, profusely illustrated with prices and description contents. Any dealer who has not yet had a copy may have one by sending a post card to the firm.

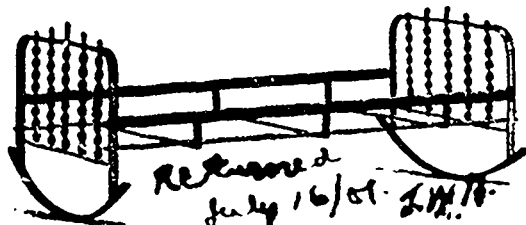
A special line of toy furniture includes



Clockwork Automobile. Retail for 25c.

enameled steel doll beds, cradles and swings. Sleighs are shown in a large variety, and low prices are quoted on the ordinary flat sled. Large toy carts are shown to retail at 20 and 25c. There is a great range in rocking horses, platform horses, doll cabs and go-carts. American tool chests are shown to retail from 40c. up. A baby swing which will sell at 50c. offers a great profit to dealers. Another children's line which will prove attractive is a child's combination desk and black-board with design chart, to retail for \$1. There is also the usual range of iron toys and magic lanterns, etc. In staple toys, lines for retailing at 5, 10, 15 and 25c. include Noah's arks, watches, tea sets, drawing slates, fur and wool animals, rattles, tin toys, etc. There is a range of lithograph decorated tin utensil toys which will prove very popular, while mechanical toys include the seal, automobile, the motor tricycle, the mouse and the khaki soldier.

As to dolls, no less than five pages of the



Steel Doll Cradles, Retail from 15c up. (Different Sizes)

catalogue are devoted to this line, which Nerlich & Co. make a most comprehensive and attractive one. The same may be said of chinaware and glassware, which is a specialty with them.

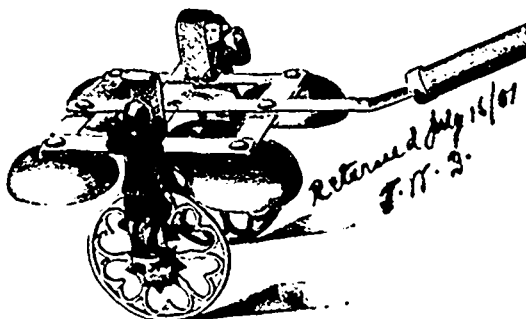
The "Acme" round shape crokinole board is proving a great favorite. This

style, while being a full size and strong board, is lighter than the other makes, and thus offers a great freight saving to the dealer. With checker-board back it retails for \$1.

Nerlich & Co. report that the general patriotic feeling has extended to the toy line. In this connection they are showing an attractive variety of pewter soldiers in khaki and red coats, infantry, cavalry, Strathcona Horse companies, and marine corps, indestructible paper-pulp soldiers, the mechanical khaki soldier, and soldier suits. In this class also are included toy military guns, swords and cannon. We have not the space even to summarize adequately the wealth of information which this valuable trade catalogue contains.

MAKING MASKS.

The manufacture of paper, wire and gauze masks in Germany is an extensive industry, and makers are having good profits on it. The paper masks are made by doubling a sheet of prepared paper over a face form, and molding it to fit by hand. After drying it is cut off and the openings for eyes, nose and mouth are made, when it is painted and decorated. The net profit



Telephone Floor Chimes, Retail for 35c.

on paper masks is about 22 per cent., and dealers easily obtain good prices.

Wire masks are made by molding the wire netting over the face form and then painting in oils. Painting the first flesh color and the eyes and features is paid for separately. An increase of nearly 5c. per dozen in wire masks is expected for next year.

Gauze masks, which are used a good deal in America, are made by molding over the face form a piece of linen gauze, after soaking it in a starchy paste. After drying, it is taken off and the openings cut and painting done much the same as in the paper masks. The price of the gauze in Germany and the cost of materials and labor has risen about 10 per cent. over last year, so that profits have been considerably reduced. The cost is about \$2.02 per gross and the masks are sold for \$2.28, a much

smaller margin of profit than was expected during the first of the year.

CANADIAN ART CALENDAR.

A CANADIAN art calendar, the product of Canadian enterprise, Canadian talent, and Canadian skill, is always a novelty. In the past, however, such calendars have based their claim for recognition as much upon patriotism as on merit, and have not professed to compete with the artistic and elaborate productions of England and the United States. It has remained for a Toronto house to produce a calendar, Canadian in every detail, which will take a place alongside the most expensive and finest works of the same kind. The Publishers' Syndicate, Limited, of Toronto, is now placing on the market a calendar of "Canadian Wild Life," for the year 1901, which far excels anything of the sort ever offered to the Canadian public. An advertisement of it, with reduced half-tone cuts of two of its plates, appears in this issue of THE BOOKSELLER AND STATIONER, and from it may be gained some idea of this truly remarkable production.

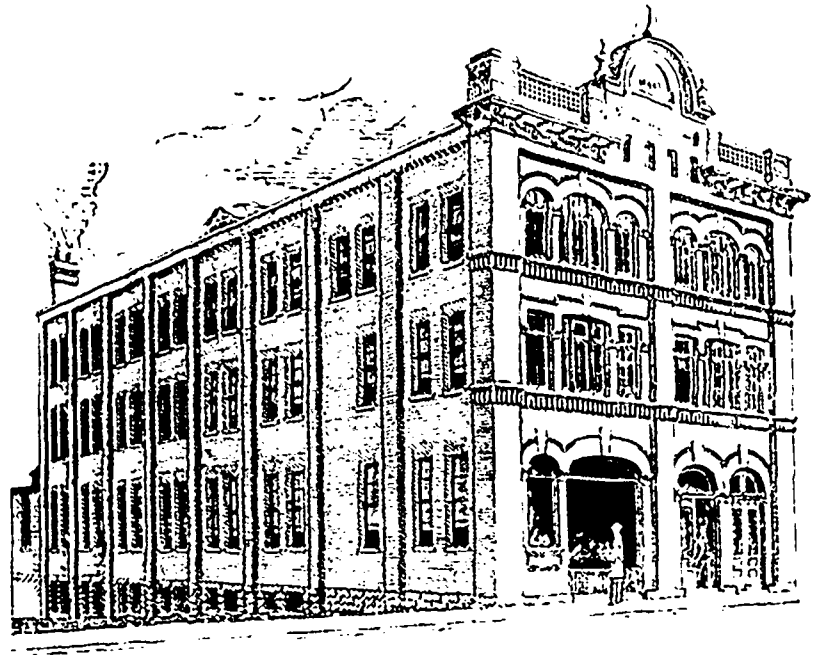
The calendar contains six plates of scenes in the wilds of Canada, made from original drawings by famous Canadian artists. The plates are printed in color inks on heavy toned paper, the size being 14x21 inches. An artistic cover design, etched on rough paper, gives a very rich effect, and the calendars themselves are securely packed in individual boxes of strong strawboard. Of the six engraved plates it is impossible to speak too highly; they are delightful works of art, full of interest to Canadians, and especially suited for sending abroad. The artists' work is of the highest class; the engraving has been admirably done; the printing has evidently been undertaken without regard to expense in workmanship and stock; and the result is a calendar which will certainly charm many thousands of people, and be a credit to its publishers. The retail price has been placed low, at one dollar, from which there are liberal discounts to the trade.

IN NEW QUARTERS.

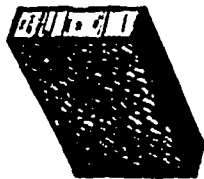
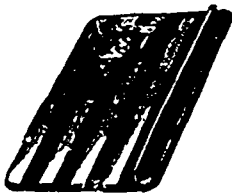
The Copp, Clark Co., Limited, are removing this week to their new warehouse, on Front street west, Toronto, which has been suitably and handsomely fitted up for their book, stationery and fancy goods departments. All the business of the company, except the manufacturing branches, will be concentrated here, and the new quarters are admirably adapted for the requirements of a large and growing concern.

A PROGRESSIVE INDUSTRY.

WHEN an article possesses genuine merit the public may generally be counted upon to find it out. This remark applies in a marked degree to the "Eclipse" file and "Eclipse" binding case. It is only about seven years since the Eclipse Office Furniture Company, of Ottawa, Limited, was organized for the manufacture of the "Eclipse" file and other office appliances, and to-day the "Eclipse" is the leading file in the Dominion of Canada, besides being largely used in the United States, Great Britain, Australia, South Africa and India. Its popularity is due to its convenience, durability and finish. In addition to the standard "Eclipse" file, the company are constantly bringing out new ideas in the filing line. Last year they introduced a new two-arch file, the "Ottawa," which supplies the wants of those who wish a low-priced article. They have just this month brought out their new "Eclipse Self-Acting" file, which promises



The Eclipse Office Furniture Co. s. Limited, Building.



to be very popular with the trade and with the public. Its merits and the applicability of its name, "Self-Acting," are readily seen by the user. We refer to the company's advertisement on page 15 of this issue for details about this latest production of the Eclipse Company.

The cut at the top of the page shows the extensive premises now occupied by the company. Their business developed so rapidly that 18 months ago they found it necessary to build this large factory and equip it with the most modern machinery.

Die-cutting, stamping, japanning and electro-plating are all carried on under experienced workmen. The making of dies, and the articles produced by dies, are the specialty of the company, and they have, therefore, in addition to files and such like appliances, devoted much attention to the production of special lines of hinges, drawer handles, and other articles involving the use of dies. It will be of interest to fancy goods dealers to know that they are turning out large quantities of steel snow shovels, one line of children's in bright vermilion color being very attractive.

The Eclipse Company send out no travelers, relying on the quality of their goods, together with such advertising media as THE BOOKSELLER AND STATIONER, to bring their goods before the trade. All the leading wholesale stationers handle their goods, or they can be had from the company direct

THURINGIA DOLL FACTORIES.

The manufacture of dolls in Thuringia began about 50 years ago, although other toys have been made as far back as the middle ages. Even in the commonest wax doll, a number of different artisans are employed to make its various parts.

Certain workmen make the arms and legs; others put them in boxes and place them in the sun to dry; the arms and legs are dipped into a red dye by others to give them a flesh color; the sewing and stuffing is done by other workmen, and still more are engaged in painting the eyebrows, lips, etc.

The eyes are blown out of tubes held over a strong flame, and fixed in the head by people who do this alone. Finally, each workman carries his finished part to a manufacturer who puts all the parts together.

Making the wigs is an entirely different part of the trade. Mohair is the usual material employed, and a great deal is imported from England for the purpose. Sometimes, in the most expensive dolls, human hair is used.

A dozen factories are engaged exclusively in making china heads. These are made out of a mixture of china clay, quartz sand, feldspar and kaolin. After going through a number of operations, they are baked for about three days in an intense heat and then painted.

Manufacturers of dolls employ more than 200 hands in dressing them. Recently they have been dressed to represent well-known people. Khaki dresses are being shipped to the English market.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa from August 1
to September 1, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act it is an imperative necessity for the dealer in books to keep it on file.

11561. Circuit Guide; Autumn Assizes, No. XI. 1900. Archibald Young Blain, Toronto.
11562. Almanach des Adresses Directory Trols-Rivieres, 1900 1901. Narcisse Marchand, Trois Rivieres, Que.
11563. Manuel de Medecine Veterinaire. A l'usage des Cultivateurs. Par John D. Duchene, Quebec.
11564. Baby's Own Nursery Rhymes. Barclay, Clark & Co., Toronto.
11565. O Swallow, Swallow. From The Princess. Words by Alfred Tennyson. Music by Arthur Sullivan. Church Co., Cincinnati.
11566. Tears, Idle Tears. From The Princess. Words by Alfred Tennyson. Music by Arthur Sullivan. Church Co., Cincinnati.
11567. Thomson's Improved Bill Book. The Thomson Stationery Co., Limited, Vancouver.
11569. Mon Premier Livre. Manuel des Commencants. Par C. J. Magnan et J. Ahern. L'honorable J. E. Robidoux, Secretaire de la Province de Quebec, Quebec.
11570. You Needn't Say the Kisses Came From Me. Words and Music by Stanley Carter. Loomis Music Co., New York.
11571. The Pilot's Last Turn at the Wheel. Words and Music by Stanley Carter. Loomis Music Co., New York.
11572. Just My Little Yaller Boy and Me. Words and Music by Stanley Carter. Loomis Music Co., New York.
11573. When I Am With You. Words and Music by Stanley Carter. Loomis Music Co., New York.
11574. Lovell's Montreal Directory, 1900 1901. John Lovell and Son, Montreal.
11575. Nuggets of Gold. For Temperance Campaigns. Enlarged Edition. By John Marchant Whyte, Toronto.
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