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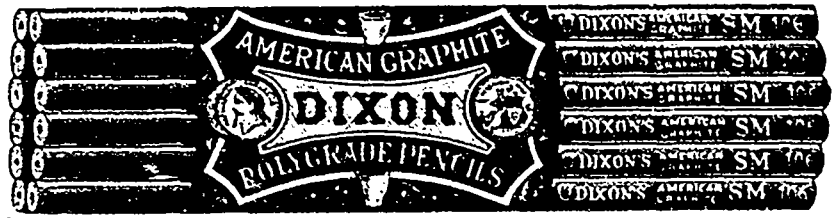
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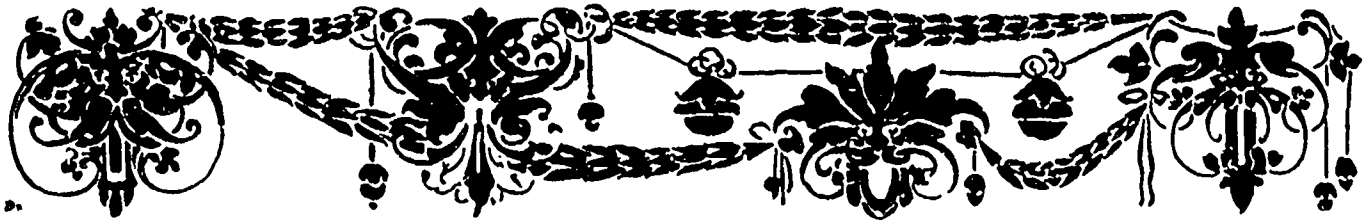
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The Bookseller and Stationer



Vol. XVII.

MONTREAL AND TORONTO, CANADA, MAY, 1901.

No. 5.

TOPICS OF TRADE INTEREST.

THE Canadian copyright question has been reopened by the meeting of the booksellers' section of the Toronto Board of Trade, and by the deputation which went to Ottawa. Copyright in books has an interest for the public, the author, the publisher, and the book-seller. The interests of the three latter can be reconciled by legislation. But the clamor of the public is for cheap books. They give little attention to the rights of authors and publishers who certainly have, in all civilized countries, an admitted claim to dispose of and to protect their own property. This indifference of the public reacts on Governments and Parliaments, and renders anything like comprehensive legislation affecting copyright a difficult matter to obtain. The Act of 1900 was a decided step in advance. It was not, however, passed by the Government after careful consideration and inquiry, but was, as we are informed, entirely the work of private persons who were public spirited enough to do work which the Ministers should have done for themselves. We have always contended that a satisfactory copyright law would work to the advantage of author, publisher and dealer and any efforts made by those in the trade should receive courteous consideration from the Government. Politicians acquire an idea that they know everything and listen with a languid air when shrewd business men approach with practical suggestions. They should be

cured of this habit. They are our servants, not our masters.

* *

Regarding the recent deputation to Ottawa on copyright, it is related that the members received no encouragement from the Minister of Agriculture, Mr. Fisher, who is placed in charge of the subject. This gentleman may be an unquestioned authority on ensilage, turnips and the best breed of cows. But on copyright he is no authority. He should have the good sense to know this. It is neither wise nor politic of him to do anything more or less than just this: To listen with civility and attention to what experts in copyright lay before him and promise to lay the matter before his colleagues. The idea of his attempting to argue the minutiae of this technical and complicated question is simply a joke. No doubt, as long as the electors will put up with this contemptuous attitude on the part of politicians regarding most of the questions brought before them, we shall be treated to periodical displays of the vanity and self-importance exhibited by persons of inferior ability whom chance and party loyalty have elevated into important offices.

* *

**A NEW
BRUNSWICK
INCIDENT.**

Another example of political conduct which is not to be commended is the criticism bestowed upon The Educational Review in the New Brunswick Legislature by two of the members, Messrs. Tweedie

and Hill, simply because that journal had exercised its undoubted rights in commenting upon the school book policy of the Provincial Government. These gentlemen had declared that The Educational Review was not read by one fifth of the teachers of the Province, and that an article opposing the new geography was inspired and paid for by a rival publisher. The respected editor, Dr. G. V. Hay, promptly nailed both these statements, and they were formally withdrawn by the two speakers. It is not often politicians are so quickly brought to time. Whether The Review's comments were reasonable or not has nothing to do with the case. We are all entitled to free discussion, and, as politicians have the additional privilege of saying what they please in debate without being open to legal penalty, it is all the more necessary that they should stick to facts and not make untrue statements. However, in this case, the remedy was quickly applied.

* *

Nothing more has been heard of the free text book idea in Ontario. We trust it will make no progress. The proposal involves loss to the trade, and should be resisted, because, if we are going to interfere with private enterprise and launch out into socialism, let us do it on a comprehensive scale, not in patches to suit faddists or schemers. The position of this question in the State of Minnesota is worthy of note. The law there allows school districts to make contracts direct with publishers for three or five years. This is subject first to approval by the voters, and by the Superintendent of Education. The law provides that five or more legal

**THE FREE
BOOK FAD.**

voters may petition the trustees to submit the question of free text books to a vote. After ten days' notice a meeting may be held to decide the question. If a majority vote in favor of free text books, it is the duty of the trustees to provide the same. Now, this too is unfair, because it does away with the retail bookseller.

NEW BOOKS JUST OUT.

A PAPER covered book, "St. Vedas," by Annie S. Swan, comes from Oliphant, Anderson & Ferrier, Edinburgh and London. The great popularity of this writer's books is well known, and the price of this edition, sixpence, will place it in everybody's hands.

"A Honeymoon in Space," by George Griffith, is the striking title of a Jules Verne sort of story which always has a host of friends. It is published by George Bell & Sons, London, bound in strong paper cover and is well printed and illustrated.

A book of poems by F. Montagu Lloyd, will be particularly acceptable at the present time. The poems are all of a patriotic or military character. "Two Little Middies," "Omdurman," and "The Queen's Eightieth Birthday" give an idea of the character of the book. It is published by Elliot Stock, London.

"Understudies," by Mary E. Wilkins, is one of the latest of Wm. Briggs' publications. It is bound in cloth, the cover is designed in gold and colors; the print is large and the numerous half-tone illustrations make an attractive book. Miss Wilkins' books are too well known and liked to need comment.

Robert Ackrill, Harrogate, Eng., is the publisher of "An Imperial Ode for the Twentieth Century," by Samuel Jefferson. The title explains the character of the book. A rather unique cover, embossed with flags, etc., is an appropriate one for the book, which is dedicated to Lord Roberts.

"Uncle Terry," a story of the Maine coast (McLeod & Allen, Toronto), is as delightfully entertaining a book as has appeared for a long time. It has the ring of true home sentiment, without sensationalism, but at no point dull. Uncle Terry is a "character," and the sea waif, "Telly," who is rescued from the waves and becomes the daughter of the old lighthouse keeper, is herself an attractive heroine. It is a love story throughout, but the sentiment is not maudlin, and the only villain soon takes himself off. Altogether "Uncle Terry" is an excellent Summer book, and will prove its qualities during the coming season.

The Book Trade in Winnipeg

Chats About Recent Works and their Authors.

FROM THE BOOKSELLER AND STATIONER'S Special Correspondent.

Winnipeg, April 25, 1901.

THE sale of memorial numbers of the Queen has been enormous here, one house alone selling as many as 1,000 copies of Black and White.

It is astonishing how "Eben Holden" continues to sell, and after all perhaps it is not astonishing either, for it is a charming tale of home life, with strong character studies that take hold of the imagination.

"Lords of the North." This book was looked forward to with special interest in the West because the author was one of "our own people," and also the book was about those romance-enshrouded days of the great fur companies. The sales during the Christmas holidays and up to the middle of January were very large, but since then have diminished. For a time it was the most frequently discussed book in Winnipeg and many and diverse were the opinions expressed about it. The general verdict seemed to be that, in spite of many glaring crudities, the book was fascinating to read and gave great promise of better things to come. Of course, interest in the book revived all sorts of kindly reminiscences of its author. A fellow student at Manitoba College, chatting with your correspondent, remarked, "Aggie Laut was a great favorite with the late Principal King and he was fond of predicting great things for her." Another chimed in with—"Aggie was always so clever, why, she was teaching when she was little more than 16." Her tall, slight figure, delicately cut features and bright hair made a pleasing presence on the streets of Winnipeg so long that she is not likely to be soon forgotten and her Western friends will follow her career with interest.

Another Winnipeg author of whom the city is immensely proud is Rev. C. W. Gordon (Ralph Connor) whose "Sky Pilot" and "Black Rock" continue to sell every day of the week. One retail house received 200 copies just at Christmas and is re-ordering again now, while other houses state there is hardly any book so difficult to keep in stock.

"To Have and to Hold" and "Prisoners of Hope," sell steadily, as does also "Alice of Old Vincennes," and the later book by the same author, "Sweetheart Nanette."

"The Christian" has been in demand again since the play was put on here. Some benevolent individual sent tickets to the nurses of the General Hospital, and as many as could get off went to see "Nurse Glory." If there is anything in the old story of your left ear burning when people speak evil of you Hall Caine must have had a warm ear that night. There are one or two graduates here from the very hos-

pital he professed to talk about, and it so happened they had not read the book. When the play was over they simply nudged, the others joined in and it is safe to say it was well for the author he was not near the Nurses' Home of the General Hospital, Winnipeg, that night.

"The Heart of an Ancient Wood," is not as popular here as it deserves to be. Surely it is one of the most exquisite nature studies ever written—none but an artist and a poet could have written the chapter describing the old lumberman's march through the forest and all the unseen eyes that watched him. Again, the tragedy of the last chapter and the repetition in a new and beautiful form of the world old lessons that it is only "on stepping stones of our dead selves we rise to higher things," and that the purest human love is for evermore made perfect through suffering.

Conan Doyle's "Great Boer War" finds an ever increasing number of readers, and is clearly the most popular book on the war yet issued. Speaking of South Africa, there is one book, little talked of but nevertheless delightful and profitable to read, Violet Markham's "South Africa, Past and Present." Miss Markham was not in Africa during the war but her book deals clearly, concisely and impartially with the causes leading up to it, and, unlike most writers on the subject, she gives a graphic account of the present situation of the native question and what its solution is likely to mean in the future. To all this is added several delightful chapters of personal travel and experience.

"Soldiering in Canada," by Colonel Denison has found many readers in the West and with the advent of the paper edition the sales have doubled.

Other books that have proved good sellers are "The Cardinal's Rose," "The Cardinal's Snuff-box," "Visits of Elizabeth," "Peccevi."

During April, Winnipeg was honored by a flying visit from Isaac Taylor Headland, the author of the famous "Chinese Mother Goose Rhymes." Mr. Headland only remained between trains and spent the time with "Ralph Connor."

E. C. H.

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BOOKS AND PERIODICALS.

PUBLISHERS' SYNDICATE BOOKS.

The season of out-of-door books is again with us, and The Publishers' Syndicate, Limited, of Toronto, this month announces a strong list of publications suitable to the opening of Summer. This house has devoted special attention for some years to this delightful class of literature, and has become known as the leading Canadian publisher of Nature books.

The Syndicate leader among Nature books this month is undoubtedly Ernest Seton-Thompson's new book, "Bird Portraits." It is of quarto size, on heavy coated paper, 8½ by 12 in., and bound in green cloth. The series of bird pictures by the distinguished artist are very charming, while the accompanying descriptions have been entertainingly written by Ralph Hoffman, of the Audubon Society, one of the authors of "Bird World." Mr. Seton-Thompson's newest work will be sure to meet with a warm welcome in every part of Canada, and orders, to insure prompt shipment from the first Canadian edition, should reach The Publishers' Syndicate as early as possible, as the book is just about to issue at the time of going to press.

Other Nature books of great excellence may be found in The Publishers' Syndicate list, such as Dugmore's "Bird Homes," Margaret W. Morley's "Wasps and Their Ways," Harriet L. Keeler's "Our Native Trees" and Mrs. Dana's "Wild Flowers" and "Ferns," all of which are recognized as leaders on their subjects. Besides these may be mentioned "Flame, Electricity and the Camera," by George Iles, a new Canadian edition of which has been printed to meet the demand.

In the field of fiction, it may be mentioned that The Publishers' Syndicate has issued a second Canadian edition of Booth Tarkington's short novel, "Monsieur Beaucaire," which has had an almost unprecedented run in the United States, selling up to over 90,000 copies in a short while. The first Canadian edition was run off in about a month. This book may be recommended as a most delightful bit of fiction issued in a charming form.

The new novel by Clifford Smith, "A Daughter of Patricians," has been placed on the market during the past week by The Publishers' Syndicate, and is meeting with a rapid sale. The English reviews on the book have been excellent, and the fact that the story, in addition to being a strong tale,

deals with the phase of law involved in the Delpit case in Montreal, lends to it more than an ordinary interest. The novel is issued both in cloth and paper.

Dr. Wm. Barry, who has become famous as the author of "Arden Massiter" and "The Two Standards," has issued through The Publishers' Syndicate an Irish story, "The Wizard's Knot," which is without doubt the best thing he has done. It is a really thrilling tale, finely told and of absorbing interest, but its chief charm to the real lover of literature lies in the intimate knowledge of Irish peasant character which it displays, and in which it is certainly unequalled by any work of fiction in recent years. "The Wizard's Knot" will prove one of the most successful novels, of the higher class, to be issued this season.

"The Love Letters of Dorothy Osborne," that admirable classic of epistolary literature, is having a wide sale since the new edition was issued by The Publishers' Syndicate. Dealers should not be without some copies of this book. In fact, it may well be said that a pleasing feature of the Syndicate list is the uniform high character of the publications offered to the Canadian reading public by this enterprising company.

MORANG & CO.'S NEW LIST.

Morang & Co. announce the early publication of "Five Years of My Life," the appearance of which is exciting so much interest in Europe and the United States at present. Here we have for the first time from the pen of the chief actor in the Dreyfus tragedy a plain circumstantial record of the sort of treatment he received from his captors and the persecution on the lonely island in the midst of the inhospitable sea. The aspect of sincerity is on every page and the book will do much to place Dreyfus in his right position before the world. It is illustrated with several interesting half tone cuts, besides plans and sketches, which add greatly to the value of the volume. It goes without saying that this book will be a great seller.

The trade has responded to the advertisements and newspaper criticism of "The Visits of Elizabeth" and the result has been to stimulate a large sale which will not be interfered with by the cheap and imperfect piratical reprint which a few minor booksellers have thought it worth their while to try and sell.

"The Octopus" is proving its great

interest as a book by the demand for it which has at once sprung up in the trade. It is recognized as of exceptional strength and as possessing the requisites to make it an important feature of the year's book trade. Members of the trade will find it to their advantage to handle this book as it is sure to make a name for itself in the immediate future. The fight against a powerful railway monopoly exactly reproduces the attitude of mind of a great many persons in Canada. It is a long story with plenty of vim, and is realistic without coarseness.

Mr. Bain's new edition of "The Travels and Adventures of Alexander Henry" is one of the most strikingly handsome pieces of bookmaking that we remember to have seen in this or any other country. It sells for \$3.50 net. It is a necessity to every Canadian collection. Henry's travels are vivid and interesting and the book is therefore something far more than a work of antiquarian value.

Morang & Co. are adding another new volume to their educational series. It is "Concerning Children," by Charlotte Perkins Gilman, author of "Women and Economics" and other works. The book aims at discoursing in a pleasant incisive way upon the training of the mind and character of children. It has all the serious philosophy, keen wit and clever satire of this author's other books, and is not only of special value to teachers and all those concerned in education, but has a great attraction for mothers of families. It sells at \$1.25.

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

W. J. Gage & Co. have made a great hit in securing "God's Puppets," by Imogen Clark. It is a most fascinating novel and a book among books. The first American edition was just off the press two days and a second large edition was immediately printed. We cannot do better than quote the following: "W. J. Rolfe, of Cambridge, Mass., the well-known Shakespearean editor and author, has written Imogen Clark high praise of her beautiful story, 'God's Puppets.'" The following extract is published with permission: "Just a line to tell you how much I have enjoyed your novel. When I found time to take it up I couldn't lay it aside for work that I ought to be doing, and I finished it at two sittings. It is a masterly work, better than I anticipated, measuring your ability by what I had already seen of your books and magazine matter. It is far ahead of the 'Little Lad,' admirable and charming as that was in its way. It ought to have a large sale, but nowadays it isn't the best

BOOKS AND PERIODICALS—Continued.

novel that runs up into the hundred thousands—more's the pity."

Ellen Thorneycroft Fowler has just given us a new volume of fiction entitled "Sirius." It is a gallery in vivid miniature of various phases of life in the upper middle classes of English society. To readers who have read her books, "Concerning Isabel Carnaby," "The Farringdons," etc., this new work needs no introduction. It displays her humor and epigrammatic quality and her adroitness of character suggestion which have won such great popularity for her original and quaint stories.

Two very popular books are "Stringtown on the Pike" and "A King's Pawn." These are accorded a leading place in The Bookman's list of the best selling books of



IMOGEN CLARK.

the month, and are among the six most popular books in six of the largest cities in the United States.

Mr. Angwill's work is never ordinary or of the cheap sensational order, and this doubtless explains why his books are popular for many years, and his work is not in vain. In a lengthy review of his "Mantle of Elijah," The Montreal Star concludes as follows: "No one who cares for the higher form of novelistic work, with seriousness of aim and a studious elaboration of style, can fail to welcome 'The Mantle of Elijah' as a human document of real value and significance." W. J. Gage & Co. have just issued a second Canadian edition.

Several of the new books announced by the Copp, Clark Co.'s

lists during the past month. The "Helmet of Navarre" is perhaps the most notable in the list, and its absorbing interest as an historical romance has caught the fancy of thousands of readers in the New York market in which it is appearing serially.

The advance orders placed by Canadian dealers were large, and the book is expected to be one of the best sellers in the list for a long time.

In "The Observations of Henry" Jerome K. Jerome presents a series of short tales embodying the experiences of a London waiter with certain types of people whom he had run across in the daily round of work. They all are readable, rather amusing and end well. While not farcically humorous, as Mr. Jerome's previous works would lead one to think, they do not want for a certain quality of satire. The quaint philosophy of Henry, who never rises above his rank and regards all the persons whose adventures he sketches from his own standpoint, is well worth a study.

Hamlin Garland's "Her Mountain Lover" turns out to be a richly humorous tale with a lively action from start to finish. The Colorado miner, "Jim," who goes to London to sell a mine and carries all his Western ways with him, is a delicious piece of semi serious absurdity, and his remarks upon the cherished institutions of England are amusing in the extreme. It is a man's or a woman's book just as you like and can be strongly recommended to readers who like a judicious admixture of social satire and adventure.

A highly important work is Holmes' "Life of Queen Victoria," which was issued a few years ago in a sumptuous edition at \$50 with the Queen's authority and partly under her supervision, and which is now accessible for popular sale at \$2 retail. It is profusely illustrated and nicely bound. It has the advantage of being authentic, especially as regards the early life of the Queen, and is brought down to date. For a one volume life of the late sovereign it is not likely ever to be equalled. Mr. Holmes is the librarian of the Royal Library at Windsor, and his sources of information were, therefore, unique. More elaborate and far more expensive biographies will doubtless appear in the course of time, but this one will fill all the purposes of popular trade.

The latest issue of Longman's Colonial Library is "Lysbeth" by H. Rider Haggard, a tale of the Dutch revolt against Spanish rule in the 16th century. The tragic career of Lysbeth, whose son Foy is the hero of the story, is wound up through him with the cause of William the Silent. It is a stirring tale, with a love story connecting the stormy scenes of the terrible period. There are scenes of great impressiveness in the book.

The long delayed work of Winston Churchill, "The Crisis," is promised for May 25. From such advance notices as

we have seen it is hailed as superior to "Richard Carvel."

In June the same publishers expect to have out an edition of S. R. Crockett's new volume entitled "Cinderella."

"Pro Patria" and "Mistress Nell" are two other new novels with qualities that appeal to large sections of the reading public.

A new Canadian story, one of WM BRIGGS' NEW BOOKS, that promises a degree of popularity to threaten the best of its predecessors, will shortly be published. The writer is Miss Winnifred Johnston, of Fredericton, N.B. Miss Johnston entitled her story "From Laughter to Song," and its scene is laid in the fishing village and Summer resort of Carillon, on the Lower St. Lawrence. The story is unique, in that it introduces the modern French-Canadians of the better educated class. Heretofore we have had only the habitant, or the French of early colonial times, in our Canadian novels. In Miss Johnston's story the inter relation in social life of the French and English is depicted, and the climax comes when the heroine, Kitty Russell, falls in love with a brilliant young Frenchman. The dialogue throughout the story is conspicuously clever and vivacious, and descriptive passages of rare beauty abound.

A volume of "Canadian Essays: Historical and Critical," from the pen of the well-known poet and litterateur, Thomas O'Hagan, Ph. D., is on the press. The earlier essays in the book deal with the history of the Roman Catholic Church in Canada; the later ones, of more general interest, are on such topics as "The True Story of the Acadian Deportation," "French-Canadian Life and Literature," "Canadian Poets and Poetry," and "Canadian Women Writers." Dr. O'Hagan has made a special study of Canadian literature, and, as he is a capable and discriminative writer, his volume of essays will be well worth procuring.

An attractive and interesting story of country life in Northern Ontario, entitled "Pine Lake," by Miss Magwood, of Hanover, is in course of issue. It describes the experience of a young school teacher leaving home to take charge of a country school. A lively picture of the social life of the community is given. The moral is in the influence upon the life of the place of a sensible, strong-minded girl. The story ran as a serial in Onward, and created most uncommon interest and a general demand for another from the same writer.

A Canadian edition of another of Grant Allen's delightful Nature books is shortly to

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Heavy coated paper, 8½ x 12 inches, quarto cloth, \$1.50

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—By Mrs. Wm. Starr Dana.
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How to Know the Ferns.
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paper, 75c.

The Wizard's Knot—By Dr. Wm. Barry.
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Miscellaneous.

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A new edition of this charming correspondence with Sir William
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Overheard, in the Book Department.

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By Bertha Runkle.

Buyer (Enters the Copp, Clark Co's warehouse,
and picks up "The Helmet of Navarre," at-
tracted by its striking cover).
Is this a good book?

Salesman It is the best seller we have.

Buyer Yes. But is it worth reading? We don't
wish to lose the confidence of our customers.

Salesman No recent book has made such a stir among
the critics. It has been called "the best piece
of historical fiction ever produced by an
American."

Buyer Very good! But what do you think of it?

Salesman I can but agree with the most eminent critics.

Buyer It will retail at 75 cents and \$1.25 you say?
It really should be a \$1.50 book. However,
we won't quarrel about that. Send up 100,
please.

BOOKS AND PERIODICALS—Continued.

appear. The work is entitled "Nature's Workshop." Among the contents are: "Sextons and Scavengers," "Plants That Go To Sleep," "Masquerades and Disguises," "Some Strange Nurseries," "Animal and Vegetable Hedgehogs," "Armor plated Animals," etc. Numerous illustrations embellish the volume. Few naturalists have made so close a study of the insect world, or can write as entertainingly of the ways—often so wonderfully human-like—of these tiny creatures, as this distinguished Canadian, whose death was a world loss.

Another volume in the really splendid series of Nature books, illustrated in the natural colors, published by Doubleday, Page & Co., of New York, has just been published. The work in question is "The Mushroom Book," by Nina L. Marshall. It is described as "a popular guide to the identification and study of our commoner fungi, with special emphasis on the edible varieties." The taste for these dainties is by no means a modern one. Javenal tells us of one old Roman enthusiast who was so carried away by his love for them as to exclaim: "Keep your corn, O Libya, unyoke your oxen provided only you send us mushrooms." It is with surprise the average reader will learn from Miss Marshall that "most of the species called toadstools are edible." We should venture to say a careful study of "The Mushroom Book" would lessen the demand for coroners' juries.

The autobiography of Booker T. Washington, founder and principal of the Tuskegee Normal and Industrial Institute, and perhaps the most remarkable man the negro race has yet produced, has been published with the title "Up From Slavery." The life story of this man as related by himself, without the slightest ostentation, is of thrilling interest. From the half-clothed and half-starved slave child to the impassioned orator holding spellbound a great assemblage at the Atlanta Exposition, in a speech that was declared at the time to be "the most notable speech, both as to character and the warmth of its reception, ever delivered to a Southern audience"—it is a far remove from one of these to the other, yet here it is, in the career of this self-made man, upon whom Harvard University conferred the honorary degree of Master of Arts. The book should have, and will undoubtedly have, a wide sale.

Mr. Henry J. Morgan is preparing for publication a revised edition, brought to date, of his "Canadian Men and Women of the Time." The present edition was published in 1898. Mr. Morgan also has

well on to completion his work on the "Celebrated Women of Canada."

A new book of sacred songs by Mr. John M. Whyte, the well-known evangelistic singer, with the title of "Battle Songs of the Cross," has just been published. It contains all of Mr. Whyte's previously published pieces and 100 entirely new ones.

A pamphlet on the trees and shrubs of Ontario, with numerous drawings illustrative of leaf forms, is to be published early in June. The writer, Mr. W. H. Muldrew, of Gravenhurst, is a careful student of our forest trees. His pamphlet will be exceedingly valuable.

A new Pansy book, "Pauline," is to be published early in the present month in the Canadian copyright edition.

"Ralph Marlowe" has caught the tide of popularity, and bids fair to rival "Eben Holden" in its sales. In Doc. Barwood, the author, himself a doctor, has delineated a fine character—a country physician, gruff, satirical, with little religious sentiment, but doing a thousand acts of charity of which the world about him rarely heard, and working himself to death for his patients. The author has introduced many interesting and amusing characters, the most of them drawn from life.

A NEW RELIGIOUS MONTHLY.

THE British Monthly, an Illustrated Record of Religious Life and Work, is now in its sixth number. It is published by Hodder & Stoughton, London, Eng., and edited by Dr. W. Robertson Nicoll. The journal is much superior in every respect to the average religious publication of the kind, particular attention being paid to the illustrations, which are profuse and capitally executed. The staff of contributors contains the names of many of the best known Presbyterian divines in the United Kingdom. Special plates of noted persons in the religious and secular world are frequently presented to the readers. Stories, continued and short, by popular authors, are among the features that should make the publication acceptable to the public. The magazine is well printed on good paper, and if placed on the bookseller's counter is bound to attract attention. There is room for such a magazine, and, if pushed, it should sell well. It is handled by the Upper Canada Tract Society, 102 Yonge street, Toronto, and the price is \$1.75 per year. It is certainly the best edited, printed and illustrated of the religious journals that reach this office. Most of the papers of this class have weak spots—this one is strong in every feature. While the articles have more or less of a Presbyterian tinge,

they are of such a character that they will be appreciated by readers of all denominations as they tend to promote good fellowship among men.

POINTERS FOR PROGRESSIVE DEALERS

DECORATED CREPE TISSUE FOR WINDOWS.—The decorated crepe tissues lately put on the market are being used by stationers with good results in window trimming. They can be shown for sale in almost any way, and besides making an effective setting or background for other goods, they add much to the appearance of the window. One stationer shapes them into the form of fans, and arranges them around the goods. Another strings them across the back of the window either draped or opened out to show the whole design and color, thus creating a striking background for the display. In the interior of the store they can be well displayed, and also be used to make the place more attractive, when hung along the shelves and, where possible, the counters. Some dealers show them in glass cases, folded up, and arranged in pyramids or some other form; but this does not allow the design to be seen properly. The best display of all from the interior of the store is made by placing the crepe paper across the top of the window, or over a back window, if there is one. In this way the stained glass effect is produced and a striking display made of the goods. Of course it is not necessary to use enough on the window so as to darken the store.

A PRAYER BOOK DISPLAY.—There was a unique Easter window in one of the stationery stores, which usually is abreast of others in regard to window display, made up of Prayer Books. A small stand in the form of steps was covered with white crepe tissue, and, on the steps, were arranged small, leather-bound Prayer and hymn books, most of them standing on end, so as to show the gold lettering on the covers or the letter clasps, but some were shown in cases. Around the bottom of the stand on the floor of the window some fancy stationery was placed, as a sort of "filler" for the rest of the window. The Prayer Books were the centre of attraction, and proved to be a paying display.

VISITING THE MARKETS.—The country dealer will benefit considerably from an occasional visit to the city stores and wholesale houses, inspecting the methods, stock, its arrangement, etc., of the former, and looking over the goods of the latter, so as to get a wider choice than the traveller can

give. In this way many ideas will be picked up that will in his own business prove useful and money-making. By merely taking a choice of the travellers' goods the dealer gets no better stock and much the same lines as his competitors, but an inspection of the wholesale houses and of the goods that the city retailers are showing will reveal many things that the country dealer might profitably place in his store, but which he gets no chance of seeing from the travellers' lines. The country dealer who confines his attention to his own store and neglects to profit as much as possible by observing the methods of his competitors and the larger dealers in the cities is apt to become "rusty," and will be beaten out by a wide-awake fellow dealer. There are many points in showing goods, too, in which the city dealers, having greater opportunities to pick up new ideas in this line, are ahead of stationers in small places; and care bestowed on the display of goods in the store or window is never fruitless.

CAREFUL SHOW OF INVITATION STATIONERY.—A good way of showing calling cards, invitations, etc., is that adopted by a certain bright retailer in Toronto. He had a long, flat case with a glass side made the length of his window, and in this the cards and other goods of the kind are shown. The case is placed at the base of the window, close to the glass, though it could also be placed in other positions and show its contents as well. There is the advantage of using this, that the goods are not spoiled by the dust about the store, as if they were shown openly, and they can be arranged in the case with much greater ease and with better effect than if they were placed in the window separately.

BARGAINS IN STATIONERY.—Unless the retail stationer has a certain day in the week which he advertises as his bargain day, it is better not to bring on special sales too often, or continue them for more than a day or so when they are on. If the dealer has a regular day for bargains, there is the impression that whether he has any particular line to sell out or not, he will put some goods on the bargain counter for the sake of the day. But when bargain sales are announced very frequently and at different times in the week, the public get to think that a store with so many bargain goods is not the place to get good quality when wanted. Nor is it a good plan to run a sale too long. People looking for bargains will go and get what they want as soon as possible after seeing the sale advertised, and an advertisement of a sale which is kept running a couple of weeks not only does little good, but leaves the impression that there is either very little bargain to be had or that a large stock of cheap goods is carried. C. G. H.

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The Inlander

By HARRISON ROBERTSON.
Paper, 75c.; Cloth, \$1.25
This is a dramatic story of love and jealousy, the scene of which is Louisville, Ky. The characters are strongly drawn types, the action is brisk, the situations are full of intense and emotional interest. Mr. Robertson may justly be regarded as holding a high place in the list of Southern writers.

John Vytal

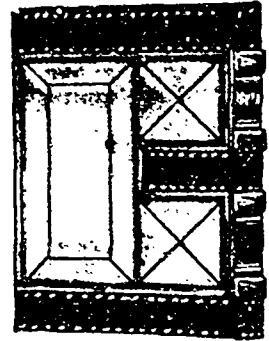
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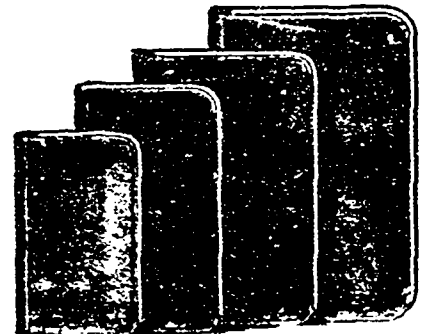
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BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

CHARLOTTETOWN.

- 1 "Master Christian," by M. Corelli. Briggs.
- 2 "Reign of Law," J. A. Allen. Copp.
- 3 "Mooswa," by W. A. Fraser. Briggs.
- 4 "Eben Holden," by I. Bacheller. Poole.
- 5 "Stringtown on the Pike," by J. U. Lloyd. Gage.
- 6 "Mantle of Elijah," by I. Zangwill. Gage.

FREDERICTON.

- 1 "Eben Holden," by I. Bacheller. Poole.
- 2 "David Harum," by E. N. Westcott. Briggs.
- 3 "Richard Carvel," by W. Churchill. Copp.
- 4 "Dorothy Marlow," by Sir W. Besant.
- 5 "Lane that Had No Turning," by G. Parker.
- 6 "Master Christian," by M. Corelli. Briggs.

MONCTON.

- 1 "With Ring of Shield," by K. Magee. McLeod.
- 2 "Stringtown on the Pike," by J. U. Lloyd. Gage.
- 3 "Palace of the King," by F. M. Crawford. Copp.
- 4 "Richard Yea-and-Nay," by M. Hewlett. Copp.
- 5 "Eben Holden," by I. Bacheller. Poole.
- 6 "The Sky Pilot," by R. Connor. Westminster.

OTTAWA.

- 1 "Visits of Elizabeth," by E. Glyn. Morang.
- 2 "With the Guns in South Africa," by Lieut. Morrison.
- 3 "Love Letters of an Englishman" Unicorn Press.
- 4 "Eben Holden," by I. Bacheller. Poole.
- 5 "Lords of the North," by A. C. Laut. Briggs.
- 6 "Palace of the King," by F. M. Crawford. Copp.

MONTREAL.

- 1 "Visits of Elizabeth," by E. Glyn. Morang.
- 2 "Babs the Impossible," by G. Grant. Briggs.
- 3 "The Duke," by J. S. Clouston. Copp.
- 4 "Eben Holden," by I. Bacheller. Poole.
- 5 "Alice of Old Vincennes," by M. Thompson. Briggs.
- 6 "Englishwoman's Love Letters," Morang.

KINGSTON.

- 1 "Englishwoman's Love Letters," Morang.
- 2 "Cardinal's Snuffbox," by H. Harland. McLeod.
- 3 "Alice of Old Vincennes," by M. Thompson. Briggs.
- 4 "House of Egremont," by M. Seawell. Copp.
- 5 "Babs the Impossible," by G. Grant. Briggs.
- 6 "Lords of the North," by A. C. Laut. Briggs.

PETERBORO.

- 1 "The Third Floor," by Mrs. Dadeney. Gage.
- 2 "The Sea Farers."
- 3 "Englishwoman's Love Letters," Morang.
- 4 "Lords of the North," by A. C. Laut. Briggs.
- 5 "Stringtown on the Pike," by J. U. Lloyd. Gage.
- 6 "Cardinal's Rose," by V. T. Sutphen. Briggs.

TORONTO.

- 1 "Visits of Elizabeth," by E. Glyn. Morang.
- 2 "Her Mountain Lover," by H. Garland. Copp.
- 3 "Lest We Forget," by I. Hocking. Briggs.

- 4 "Alice of Old Vincennes," by M. Thompson. Briggs.
- 5 "Eben Holden," by I. Bacheller. Poole.
- 6 "Uncle Terry," by C. C. Munns. McLeod.

HAMILTON.

- 1 "Palace of the King," by F. M. Crawford. Copp.
- 2 "Eleanor," by Mrs. Ward. Briggs.
- 3 "Master Christian," by M. Corelli. Briggs.
- 4 "Englishwoman's Love Letters," Morang.
- 5 "Eben Holden," by I. Bacheller. Poole.
- 6 "Lords of the North," by A. C. Laut. Briggs.

GUELPH.

- 1 "Her Mountain Lover," by H. Garland. Copp.
- 2 "Stringtown on the Pike," by J. U. Lloyd. Gage.
- 3 "Cardinal's Rose," by V. T. Sutphen. Briggs.
- 4 "Richard Yea and-Nay," by M. Hewlett. Copp.
- 5 "Palace of the King," by F. M. Crawford. Copp.
- 6 "Eben Holden," by I. Bacheller. Poole.

BARRIE.

- 1 "Cardinal's Rose," by V. T. Sutphen. Briggs.
- 2 "Lords of the North," by A. C. Laut. Briggs.
- 3 "Palace of the King," by Crawford. Copp.
- 4 "Richard Yea-and-Nay," by M. Hewlett. Copp.
- 5 "Alice of Old Vincennes," by M. Thompson. Briggs.
- 6 "Dr. North and His Friends," by S. W. Mitchell. Copp.

STRATFORD.

- 1 "Eben Holden," by I. Bacheller. Poole.
- 2 "Alice of Old Vincennes," by M. Thompson. Briggs.
- 3 "Eleanor," by Mrs. Ward. Briggs.
- 4 "Palace of the King," by F. M. Crawford. Copp.
- 5 "Richard Yea-and-Nay," by M. Hewlett. Copp.
- 6 "Stringtown on the Pike," by J. U. Lloyd. Gage.

WINNIPEG.

- 1 "Boer War," by Conan Doyle. Morang.
- 2 "Sweetheart Nanette," by M. Thompson.
- 3 "Cardinal's Rose," by V. T. Sutphen. Briggs.
- 4 "Visits of Elizabeth," by E. Glyn. Morang.
- 5 "Peccavi," by J. W. Horning. Copp.
- 6 "Soldiering in Canada," by G. T. Denison. Morang.

VICTORIA.

- 1 "Palace of the King," by F. M. Crawford. Copp.
- 2 "Eben Holden," by I. Bacheller. Poole.
- 3 "Elizabeth and Her German Garden."
- 4 "Englishwoman's Love Letters," Morang.
- 5 "Alice of Old Vincennes," by M. Thompson. Briggs.
- 6 "Quasante," by A. Hope. Briggs.

VANCOUVER.

- 1 "Cardinal's Rose," by V. T. Sutphen. Briggs.
- 2 "Vengeance is Mine," by I. Stewart. McLeod.
- 3 "Englishwoman's Love Letters," Morang.
- 4 "Mantle of Elijah," by I. Zangwill. Gage.
- 5 "Alice of Old Vincennes," by M. Thompson. Briggs.
- 6 "Wizard's Knot," by W. Barry. Unwin.

CANADIAN SUMMARY.

According to The Bookman's mode of arriving at a general result (namely, by giving 10 points to the first book in each list, 8 to the second, 7 to the third, 6 to the fourth, 5 to the fifth, 4 to the sixth) the results from the 15 Canadian centres recorded above are:

	Points.
1. "Eben Holden"	65
2. "In the Palace of the King"	49
3. { "Alice of Old Vincennes"	40
{ "An Englishwoman's Love Letters" ..	
4. "The Cardinal's Rose"	38
5. "The Visits of Elizabeth"	36 1/2
6. "Stringtown on the Pike"	30

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UNITED STATES.

1. "Alice of Old Vincennes," by M. Thompson.
2. "Eben Holden," by I. Bacheller.
3. "Richard Yea-and-Nay," by M. Hewlett.
4. "The Visits of Elizabeth," by E. Glyn.
5. "Quincy Adams Sawyer," by Pidgin.
6. "In the Name of a Woman," by A. W. Marchmont.

ENGLAND.

1. "The Master Singer," Long, 3s. 6d.
2. "According to Plato," by F. F. Moore. Hutchison, 6s.
3. "Richard Yea-and-Nay," by M. Hewlett. Heinemann, 6s.
4. "The Frobershers," by G. B. Gould. Methuen, 6s.
5. "Little Grey Sheep," by Mrs. Fraser. Hutchison, 6s.
6. "Visits of Elizabeth," by E. Glyn. Duckworth, 6s.

SCOTLAND.

1. "Blue Diamond," by Mrs. Meade. Chatto.
2. "Visits of Elizabeth," by E. Glyn. Duckworth.
3. "According to Plato," by F. F. Moore. Hutchison.
4. "Golden Wang Ho," by F. Hume. Long.
5. "Quality Corner," by C. L. Antrobus. Chatto.
6. "Narrow Way," by M. Findlater. Methuen.

THE JUNE MAGAZINE.

To celebrate its 100th issue The Canada Magazine promises for the June number an attractive cover design, and the following articles among others: "A Decade of Canadian Prose," by Professor Horning; "A Decade of Canada Poetry," by Duncan C. Scott; "A Decade of Canadian Art," by Mrs. Fairbank; "A Century of Canadian Magazines," by A. H. U. Colquhoun; "Literary Reminiscences," by Dr. George Stewart; "Wild Motherhood"—A Moose Story, by Charles C. D. Roberts, illustrated by Arthur Heming; "A Canadian in China," by H. B. Manley; "Miss Jane McIlwraith," by Majorie MacMurchy; "Robert Grant Haliburton," by Lieut. Col. G. T. Denison; "The Snakes' Paradise," by W. A. Fraser; "Grown Baby," a story by Jean Blewett; "A Maid of Many Moods," by Virna Sheard; "The Perils of the Red Box," by Headon Hill.

OUR SPRING LIST.

The Mantle of Elijah

By I. ZANGWILL.

Paper, 75c. Illustrated. Cloth, \$1.50.

The Montreal Star says: "The foremost literary critics seem to be unanimous in their opinion that 'The Mantle of Elijah' is by far the greatest novel recently published, and they recognize in it to the fullest extent the true spirit of the novelist at his best, the skill of the artist, and the fine sympathy of the poet.

Ellen Thorneycroft
FOWLER'S

NEW VOLUME OF FICTION

Sirius

The author of "The Farringtons," "Concerning Isabel Carnaby," etc., has won a reputation that assures a hearty reception for her latest work, "Sirius." This is a gallery in vivid miniature of various phases of English society life, and displays Miss Fowler's well-known traits of humour, epigrammatic quality, and adroitness in character suggestion.

"A really great novel."—Buffalo News.

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The Brooklyn Eagle says: "The touch of human nature is there in all its fulness, and such touches, so all too rare in recent fiction, stand out immaculate. They go to the heart, and the heart touched, criticism is vanquished."

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The Third Floor,
A King's Pawn?

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We are the oldest manufacturers of

STYLO. and FOUNTAIN PENS

In Great Britain.

Have been over 20 years in the line and should know something about it.

We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house.

To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms.

If our patterns are not right for your market we will make up any style or size to suit requirements.

This is a good seller (retails at 5s. in England).



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at **60 cents Each**, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

Next month we will tell you something about our Stylo. pens.

BURGE, WARREN & RIDGLEY,

91 & 92 Great Saffron Hill,

LONDON, E.C., ENG.

FANCY GOODS AND STATIONERY.

BOOK RULER. For ruling books, a German inventor has had patented a square ruler in the shape of the letter T. The crosspiece, which forms the head of the T, is shaped so that it may be hooked on to the edge of the book and give to the ruling part a perfectly horizontal or vertical position.

A COMBINATION CLIP, FILE AND FASTENER. The "Octo" is the name of a clip, file and fastener combined into one article. For holding together papers, cloth, samples, etc., it is very handy and will be found useful in banks and business offices. For filing purposes it serves as well as any other.

NEW ENVELOPE. A Honolulu man, named Kauakabialii, has discovered a way to keep envelopes used for transmitting printed matter from opening in transit. The flap of such envelopes frequently slips from the interior and allows the contents to fall out. Mr. Kauakabialii's device is a small strip of very finely rolled metal, lead generally, which is pressed down after the flap is inserted and holds it in its place.

TELESCOPE PENCIL. The telescope pencil is a new form of the old sliding pencil. The principal difference is that there are more sections. At first the pencil is kept out to its full length, but, as the lead wears off, one section after another is moved back until the pencil is too short to handle, when it can be refilled.

NOVEL BOOKMARK. The American Stationer announces the appearance of a new bookmark, consisting of an oval metal or celluloid frame two or three inches long and an inch wide, which is filled with stiff paper. On the paper three columns of figures are printed. A disk of the same material as the frame is fastened inside the frame so that it can be slipped around the oval and also turned itself. On one edge of this is a pointer which can be turned towards the number of the page, so that whether the mark is at the

right page or not the place may easily be found.

NEW MUSICAL INSTRUMENT. A new thing in musical instruments has made its appearance in New York, and, being handled by one of the big departmental stores, is having a great run. It is called "The Aeol," or American harp zither, and is noted for its softness and sweetness of tone being very captivating to the ear. A few of them have been brought into Canada, but only a small shipment so far. The retail price in New York is about \$8, which, laid down in Canada, would be about \$10, and on this there is said to be a good profit. There is said to be no difficulty in playing the instrument, even by those who cannot play by ear, as the music is numbered and slipped under the strings in such a way that little practice in playing is required. The music to go with it costs 5c. per sheet.

THE ROYAL VISIT.

The approaching visit of the Duke and Duchess of Cornwall and York to Canada will doubtless create a greatly increased demand for the illustrated papers with pictures of the tour of their Highnesses through the country. The English illustrated weeklies are likely to contain pictorial accounts of the event, and as souvenirs these will be valuable and much sought after. Dealers should provide for a good supply of such papers. There will be little difficulty in getting rid of a large number.

TO FILL PENS.

A new fountain pen filler consists of a rubber ball attached to one end of a slender pin, the latter being provided with a valve arrangement at the opposite end, while means is also provided for attaching the ball to the head of the penholder. The pin and valve device is used to permit free passing of the cleaning fluid or ink in cleansing the reservoir or refilling. To clean the pen and reservoir the valve is unseated by pressing the end of the pin, which projects through the rubber ball, when

pressure on the sides of the ball will eject the air and draw in the alcohol or other cleaning fluid, which may be done several times, until the ejected fluid is clear.

THUMB MARK ALBUM.

The thumb mark album is the latest addition to the album family. The lines in no two persons' thumbs are alike, and in this book the pages are prepared to receive the impression of the right thumb. The thumb is first pressed on an ink pad, which is attached to the album, and then on the paper, the name being written also.

SEALING NOVELTY.

A candle made of sealing wax is the revival of an old idea, but may become popular now. This candle is made the same as an ordinary wax affair, with a wick running through it. After being lit the wax may be spread out with the burning end. For those who have a good deal of sealing to do this will be found an improvement on the old method.

THE DECORATING SEASON.

The Duke and Duchess of York and Cornwall's visit to Canada will be the occasion for a great use of flags, decorations, etc., a trade for which stationers should prepare. Flags of all sorts are shown in Copp. Clark Co.'s. One of the heaviest and steadiest trades in this line is on the French tri color for Quebec Province. Satin cushion tops in flags, satin ribbon flags and others are always salable. Probably their best assorted stock in goods of the decorative kind is that of the Chinese lanterns. The patterns are large, and the colors bright and new. They run from 5c. to 25c. retail. A special in them is an assortment of 15 lanterns which they sell to the trade for \$2. Garlands of tissue paper, which fold up and can be packed away for use again, are in demand for many events. They retail for 5c. to 25c., and run from 7 feet to 23 feet in length. Toy pistols, cannon, etc., are shown in great variety for May 24 and other holidays. Galvanized wire catapults should be a selling article now and through the Summer. These are provided with strong elastics and well made. They run from \$1 to \$9.60 per gross. A special is a solid rubber ball which they are selling at \$4.80 per gross. This is a regular 10c. line and can be handled profitably. Girls' bats at 80c. and 40c. per

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James Hughes
7-6-1906
circus book 3 page 4

dozen are good value. The Racquet bat has a strong string centre and is well made.

MR. MEAL'S TRIP.

Walter Meal, the American representative of Alex. Pirie & Sons, Limited, the famous papermakers of Aberdeen, Scotland, has returned to New York from his Spring visit to the firm's Canadian correspondents.

Mr. Meal reports an excellent business, more especially in the firm's recent introductions in papeteries and flat papers. His stay in New York on this occasion is not to be a lengthy one as he is booked to sail on May 17 per the ss. Yucatan for Vera Cruz and Mexico City, where he is to interview Messrs. Pirie's numerous friends in the trade.

The firm's connection is universal, indeed, there is scarcely a city in the civilized world where the products of this house are not to be found.

NEW PAPERERIES.

Some new papereries shown in Copp, Clark Co.'s are in great favor with the trade.

Tinted linear repp in assorted tints is put up in quire boxes and looks very attractive. Tinted parchment has an easy surface to write on, and in get up is extremely stylish. "Old Saxon" is a cream color with rough finish. The envelopes are the fashionable wallet-shaped variety. Antique waterlined paper is in octavo size in white and sells rapidly. The preference is generally given to blue, though green and pinks are well liked. A very good line of 5c. pads is shown with covers that are usually found only on the 10c. goods. These are going fast and will not be renewed. In ink bottles a novelty is the non-spillable Columbus egg inkwell. This is of rubber with nickel covering, and however it may be knocked around the ink will not come out. As a novelty, besides being very useful, it is taking with the trade. Another non spillable bottle has a large, heavy brass stand and tops the glass well being removable from the inside. The spiral pen-rack is not new, but is in steady demand. It will hold a large number of pens and retails for 10c. A great many glass paperweights are being sold. These the dealer can have a local photographer take some pictures for, and stick them inside the weight. New pencil boxes are shown which have six different openings, some sliding and others on pivots. The office diaries are to be ahead of all previous ones, containing more information and being twice as useful to all mercantile people, as well as the special books for lawyers, bankers and insurance men. The "Squeegee" albums for holding small photographs are a new thing and appear to be taking well. They are bound in canvas

"King Edward VII."

The New Society Notepaper.

A beautiful line, will be handled by all up-to-date stationers and booksellers.

—Lowest quotations and —samples to the trade.

THE **BARBER & ELLIS CO.** Limited
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Gold Medals, Paris, 1878:1886.

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 Of Highest Quality, and Having Greatest Durability are Therefore **CHEAPEST.**

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 Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

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 DAMASCUS,
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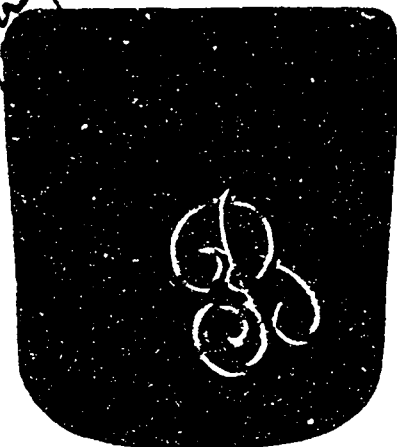
MOURNING STATIONERY AND PAPERERIES

of the highest class, in all sizes and selected designs. On sale everywhere throughout the Dominion.

FANCY GOODS AND STATIONERY—Continued with gilt lettering on the cover. Each holds 30 photos. A great many microscopes are shown. For the Fall school term these will be in demand for botany classes as they are especially designed for the purpose.

LEATHER NOVELTIES.

Chatelaine bags are probably the most popular and best selling articles at present in the leather goods line. The absence of pockets in the present styles of ladies' dresses makes these bags all the more desirable. Brown Bros show them in all the staple leathers, with silver, leather covered and oxydized frames, to retail for 25c. up to \$3 apiece. Shopping bags in all leathers, from leatherette up to real sealskins, are selling exceptionally well. Though they are made in assorted colors, the demand is almost wholly on black. They have silk tops and cord or leather handles. A coin or handkerchief pocket



on the outside is one of its features. For housekeepers these bags will be found very handy. A lady's reticule, in 8, 9 and 10 inch lengths, is selling well. It is in imitation seal, real seal and real morocco, with bright or leather covered frames. The shape is that of a lawyer's brief bag. For small parcels it is in wide use. In connection with the shopping bags, they show the very popular ladies' finger purse. This sells better than ever. It is made in all leathers, very little preference being shown amongst them. They retail for 50c. up to \$2. With the initial, which Brown Bros. supply, as in cut, the retail addition would be 25c.

NOVELTIES IN STATIONERY

There is shown in Brown Bros' stationery department a check numbering machine that is likely to soon come into popularity among business men. The machine perforates the required amount in the paper so that it would be impossible to change the figures or add to them. The device is not

a complicated one and requires no teaching to be able to handle it. There are two or three makes, but all work on the same principle. An indicator with the figures is turned round so that any figure is in front of the stamp, which is then pressed down and the figure is perforated in the check. One of these machines inks the perforated part as well. For use in banks a machine somewhat similar is shown to cancel checks. Copying presses and press stands are on view in many different designs. The latter are made in oak and mahogany. Deed, stamp and cash boxes are among the staples that are now selling well. Stationery cases are gotten up very neatly in oak and walnut. The variety of inkstands shown is almost endless. There is a noticeable increase in the demand for really fine goods in cut-glass and metal inkstands. An excellent fountain pen, the "New Century," is shown to retail for \$1. Dealers will find this a ready seller, as for a cheap pen it is decidedly of good value. In inks, blue black, jet black, carmine and crimson combined and copying inks are shown in quantity and quality also, for the celebrated Davids' goods are among them.

For the September school term, some of the finest designs in scribblers and exercise books that have ever been shown are being gotten out by The Copp, Clark Co. The New Century Series comprises the "Maple Leaf," "Dawn" and "New Century." The "Maple Leaf" is a design with a large leaf in gold for a background, on which is painted, in colors, the coat of arms of the Dominion. The "New Century" cover is made up of a series of pictures of the great industries of Canada cleverly worked in with a design of maple leaves and the Canadian coat of arms, while appropriate mottoes add to its merit. The "Dawn" design represents the dawn of the new century, the Goddess of War with sword and flaming torch on one side, and a large folded British flag and a section of a battle scene on the other, making a striking cover. Other covers of equal beauty are shown. The "King" is a splendidly-colored picture of Edward VII. in coronation robes. The "Queen" is a companion to this. A cover with an Indian's head and shoulders is one of the best. The colors are very good, and the Indian, in full war paint and feathers, will make a popular scribbler. The cover is in imitation of birch bark, with two imitation straps around it. The "Flexible," as its name implies, can be rolled up without injuring the cover in any way. The paper is on imitation cloth. The "Pussy Cat" is another striking design and is sure

to take well with school children. The "Great West" shows a spirited picture of an Indian on horseback hunting buffalo. Probably the most unique design of all is the "School." This represents a section of the red brick wall of the school. A large door in the centre bears a name plate on which the owner of the book writes his name. All these books have songs on the back covers, the "King" having Mr. Godfrey's "A Greeting to the King," and the other songs equally appropriate. The travellers will shortly be on the road with these, and dealers will have an opportunity to inspect something entirely new in this line.

A NEW LINE OF STATIONERY.

Buntin, Gillies & Co., Hamilton, are offering the trade a new line of boxed notepaper with envelopes to match, called "Dimity."

This is a cloth finish paper of high grade, which comes in four colors and can be supplied in three sizes of each color. The packing is unique and attractive, the bands and labels being of beautiful design and finish. The quality and style of the stock and the excellence of the packing makes this a desirable line for dealers catering to first-class trade. Samples and price list will be sent to any dealer on application to Buntin, Gillies & Co., Hamilton.

SCOTCH CHRISTMAS GOODS.

Miller & Lang, Glasgow, Scotland, have appointed Buntin, Gillies & Co., Hamilton, their sole agents for Canada for their varied and extensive line of Christmas cards. Samples are now in the hands of salesmen.

19 TRUNKFULS OF CHRISTMAS CARDS.

"Got any new goods, Mr. Hurst?"

Mr. Hurst, you know, has A. O. for his initials and is Warwick Bros. & Rutter's popular traveller. We caught him at the Windsor in Montreal just finishing a four-weeks' campaign among Montreal's fancy goods dealers.

"Any new goods! Well, say, just come up to my suite of rooms!" On the elevator we ventured a question as to the results of his visit in the metropolitan city.

"Business! I can tell you truly I have already done 50 per cent. more business than I did here last year. I positively can't help it, for we never had such a popular line of goods."

Then we came to his suite of five sample-rooms, where the goods were so beautifully arranged that any surprise we felt at his business success was immediately dispelled. The arrangement of his display would have

*Mr. Hurst
gave his
stick 4/1*

been a valuable lesson to many a retailer. Here was 19 trunks of samples, and it would be difficult to imagine a more complete or beautiful array of imported Christmas goods. A full description is impossible, and we can only advise every retailer that gets a chance to see those goods. They cannot but be the making of a backbone to a great Christmas trade.

The prime object of Warwick Bros. & Rutter this year was to get out a line of popular-priced goods to sell at 25, 50 and 75c. and \$1. Of higher-priced goods there is also splendid value for every taste. Mirrors are shown in great variety. Drug gists' sundries were never shown in a more complete range. The atomizer, to retail at 25c., is a revelation. There is a big assortment of prizes for card parties, which are good stock the whole year around. Fans, both French and leather, were hung on a long string and they have enabled Mr. Hurst to get his customers in the same position. French peek-a-boo fans particularly, should be seen. Photo frames, bronze statues, clocks, Bohemian bon bon and jewel dishes all deserve more than an enumeration, but their attractiveness prevents them from getting justice.

One specialty is a line of Austrian and French vases decorated with photograph subjects, neatly and artistically printed. They show exceptional value and have already sold very largely.

Smokers' supplies are still to the front with this firm and their Perrine pots, Florence ware, pipe-racks and tobacco pots of all kinds ought to meet every retailer's wants. The tobacco pot made in imitation of a skull ought to prove a very popular thing.

Mr. Hurst is showing over 100 different lines of inkwells. They are to be had in all kinds of shapes, sizes, colors and materials, including gold lacquered, hammered brass and mahogany, to retail from 25c. to \$15. Those with the clocks attached ought to prove particularly popular.

The man that makes chinaware a specialty will also find much to interest him in Wedgewood and French china. Vases of all kinds, cream pitchers and sets make up a nice range. The Wedgewood 5 o'clock tea sets to retail at \$1 and \$1.50 are worthy of special notice.

The line of wall brush sets shown, as well as other handsome and useful presents for gentlemen, including coat and hat brush and mirror combinations in ebony, rosewood and oak, have already struck a popular chord. Portfolios, writing desks, jewel desks and travelling companions are on display in an assortment that runs as high as \$10 each. At this stage of the

game, Mr. Hurst may try to frighten you with a pistol, if you are not buying freely. Don't fear, it's only a cigar cutter.

Then comes a fine line of chatelaine bags which are increasing in popularity. The Vienna leather goods are particularly fine in these bags as well as in the finger purses and other samples. He shows chatelaine bags to sell all the way from \$1.20 to \$120 per doz.

A nice part of his stock is the album display made up of 132 different kinds. That is all we need say, except to add that they have been made to accommodate the new size photo. Decorated tissues sold last year for 23c.; this year Mr. Hurst shows a range of 100 fancy-colored patterns to retail for 25c.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of April, 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.

12093 The Foxy Filopino. Song. By Cy. Warman, London.

12094. Jacob the Wrestler. Book. By Henry Dawson Kennedy, Peterboro'.

12096 Knapp's Rule for Finding the Circumference of a Circle, the Diameter being given, by Multiplication of Compound Denominate Numbers. Booklet. Marshall H Knapp, Baker City, Oregon, U. S. A.

12097. Britain's Beautiful Flag. Song. Words and Music by J. Hodgkinson, Toronto.

12098. Boyd's Rapid Posting Ledger. Walter Griffith Edward Boyd, Hamilton.

12103. The Esquimalt Dry Dock. Photo. John Wallace Jones, Esquimalt, B.C., April 9 1901.

12104 to 12107. Music copyrighted by the Church Co., Cincinnati, as follows: Gates of Heaven, song; Berceuse, violin solo; Melancolie, violin solo; Caprice, violin solo.

12108. By the Rippling Schuylkill's Shore. Words by F. W. Vandersloot. Music by A. L. Fischer. Whaley, Royce & Co., Toronto.

12109. Mid-Summer. Waltzes By C. E. Vandersloot. Whaley, Royce & Co., Toronto.

12110. With the Guns in South Africa. By Lieutenant Edward W. B. Morrison, Ottawa

12111. Intermezzo—Valse. By C. O. Senecal. J. L. Orme & Son, Ottawa.

12113. The Buffalo March. By Thomas Preston Brooke. Church Co., Cincinnati.

12114. Combined Cash Book and Ledger. Wellington Wallace, Toronto.

12115. Recueil de Cantiques Anciens et Nouveaux. L. T. Proux, Pretre, St. Hyacinthe, Que.

12116. The Beaver. Song. Words by Stewart Lyon. Music by Arthur Blakeley. Nordheimer Piano and Music Co., Toronto.

12117. Forbidden Ground. Painting. Raphael Tuck & Sons, London, Eng.

12118. Types of English Beauty. Painting. Raphael Tuck & Sons, London, Eng.

12119. Mount Roberts Flagstaff. Photo. W. J. Robinson, Gillan A. O. R. Brown, W. J. Venner and E. H. S. Winn, Rossland, B.C.

12120. A Handful of Maple Leaves. Song and Chorus. Words and Music by William Westbrook. Harry H. Sparks, Toronto.

12121. The Canadian Law Times Annual Digest of Canadian Cases Reported and Noted during the year 1900. Edited by Edward W. Brown, B.A. Carswell Co., Limited, Toronto.

12122 Lochheed's System of Phonics. By Lachlin T. Locheed, M.A., Toronto.

12123. Home Work Public School. Arranged by F. F. Manley, M.A. Copp, Clark Co., Toronto.

12124. Au Salon. Valse Elegante pour Piano. Par Leon Braun, Quebec.

INTERIM COPYRIGHTS.

682. Pro Patria. By Max Pemberton. Copp, Clark Co., Toronto.

683 The Observations of Henry. By Jerome K. Jerome. Copp, Clark Co., Toronto.

684 Chart of the Metric System. E. B. Biggar, Toronto.

685. Mistress Nell. By George C. Hazelton, jr. Copp, Clark Co., Toronto.

686. The Siege of Quebec and the Battle of the Plains of Abraham. Illustrated. By A. G. Doughty and G. W. Parmelee. Arthur George Doughty, Quebec.

687. The Victoria Ledger. John E. Whiteside, Victoria, B.C.

688. The Outcasts. W. A. Fraser, Georgetown, Ont.

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A CONFERENCE ON COPYRIGHT.

Proposed Changes in the Law Promoted at a Publishers' Meetings.

A CONFERENCE on copyright was held under the auspices of the booksellers' section of the Toronto Board of Trade, April 10, Mr. W. J. Gage, presiding, and there being present, Messrs. Richard Brown, A. W. Thomas, S. R. Hart, A. W. Briggs, E. S. Caswell, George Spence, J. Emery, J. H. Woods, James Murray, Daniel Rose, Atwell Fleming, D. A. Rose, J. T. Johnston, E. J. Wills and others. Mr. Gage called for the report of the committee, which was presented by Mr. Thomas as follows:

In accordance with the resolution passed at the meeting held on February 26, 1901, this committee has considered the terms of the Act of 1900, and the whole question of copyright, and reports as follows:

The Act of 1900 was the outcome of an agitation to secure the Canadian market for any particular book to a publisher who has purchased the Canadian rights from the copyright owner, and has printed and published the book in the Dominion. The Imperial Copyright Act of 1852, which applies to all parts of the Empire, prohibits the importation of foreign reprints of copyright works into any part of Her Majesty's dominions. In 1847 the Imperial Government passed an Act known as the Foreign Reprints Act, under which a colony was allowed to import reprints of copyright works, on undertaking to collect a certain royalty for the author. From 1850 to 1895 such reprints were allowed to be imported into Canada on payment of a duty of 12½ per cent., which went to the author. In 1895 Canada abandoned the collection of this royalty, and thereby withdrew from the provisions of this Act.

In the Canadian Copyright Act of 1885, chapter 62, it is provided by section 6, that books which have been copyrighted in Great Britain may be subsequently printed and copyrighted in Canada, but "nothing in this Act shall be held to prohibit the importation from the United Kingdom of copies of any such work lawfully printed there." Under this clause Canadian publishers were subject to the competition of British publishers, who issued so-called "Colonial Libraries," paper-covered editions of copyright books which were not allowed to be sold in the British Isles, but were issued for sale only in the colonies. In 1889 the Dominion passed a Copyright Act which provided that if the author of a book did not take advantage of Canadian copyright, the Minister of Agriculture could grant a license to any Canadian publisher to reprint such book on payment of a specified royalty, either with or without the consent of the author. This Act was to go into force by the proclamation of the Governor-General, but was never proclaimed.

By the Act of 1900 it is provided that when a book has been copyrighted in Canada, which was previously published in any part of the British Empire, and the owner of the copyright has granted a license to reproduce this book in Canada, the Minister of Agriculture may issue an order prohibiting the importation of any copies of this book from any country, Great Britain included. The Act of 1900 is now actually in operation, the Minister of Agriculture having issued the first order of prohibition on a book entitled "The Lane that had no Turning" by Gilbert Parker. With reference to the terms of the Act of 1900, this committee reports that there are some provisions in the Act which in their opinion are defective. For instance:

1st—Continuous printing and publication in Canada is not compulsory, and should be made so.

2nd—The Act provides that "Two copies of any edition of the copyright book may be imported for any public free library, or any university or college library, or for the library of any duly incorporated institution or society. As there are a great many such libraries in Canada, this provision may be

the means of spoiling an important market for the Canadian publisher, and there seems to be no adequate reason for such an exception in view of section 3, which obliges the Canadian publisher to import one copy of any edition of the book for any person.

This committee reports with reference to the proposed amendment to Lord Monkswell's Bill referred to it, as follows: Whereas it is not clear, under section 35 of the Copyright Bill now before the House of Lords, that the Parliament of Canada, desiring to avail itself of the terms of said section 35, would have the option to prohibit importation in case the owner of the copyright chooses to give a license to reproduce here, without also being bound to give protection where the owner of the copyright preferred to give a license to import for sale. We therefore recommend, that the Canadian Government be requested to communicate with the Imperial authorities, asking that the said Lord Monkswell's Bill be so amended as to make it clear that the Canadian Legislature, desiring to prohibit importation in the case of one class of license, may do so without extending a similar or any protection in the case of the other class of license.

This committee recommends: That such amendments should be made to our Copyright Act as shall assure the printing and binding of copyright books in Canada; that we recommend the appointment of a committee to draft the necessary clauses required to produce the desired effect.

ARNOLD W. THOMAS,

Chairman.

MR GAGE ON THE SITUATION.

Mr. Gage explained the purposes of the conference and how the idea of holding it had pressed itself upon him. He had begun to take an active interest in copyright matters over 25 years ago, and about five years ago considered that the prospects of a fair law were good, and when Mr. Hall Caine, on behalf of English authors, and Mr. Dildy, on behalf of English publishers, came to this country and conferred with the various Canadian interests, it looked as if apparently conflicting claims would be arranged to the satisfaction of all. He quoted a letter written by the late Sir James Edgar, in October, 1895, saying that no question which had ever arisen was so completely apart from politics, and that, while British authors would always be fairly treated in Canada, they should remember that it is easier to coax than to drive a community, and that this was a matter better settled in Ottawa than in Downing Street. About the same time an interview with Hall Caine declared that all the main questions of the controversy had been discussed and settled. Besides that, as late as 1898, when Mr. Hall Caine was staying in Toronto, he said that the British authors were in favor of a Canadian copyright law and advised the pushing forward of the draft bill agreed upon during his previous visit. In view of all these things, Mr. Gage continued, when it was brought to his notice that the Monkswell Bill might not protect our bookmaking industry to the extent which

the former agreement had proposed to protect it, he thought the conference between the publishers, booksellers and employing printers would result in good. Hence the present meeting, which he was glad to see so well attended.

DEBATE ON THE REPORT.

An interesting discussion then took place on the above report. Mr. Thomas in moving its adoption, said that he was hardly in accord with the last two recommendations, merely because he did not think them necessary, but had not dissented from them strongly enough to make it worth while to divide the committee. In his opinion the Monkswell Bill gave option to the colonies to legislate as they wished, and, as for the printing section, he was afraid that it would be impossible for us to keep clear of the Imperial Act, which applied to all parts of the Empire. Mr. Briggs, in seconding the report, said that he thought the last clause merely implied continuous printing in order to maintain Canadian copyright, and that there was no intention of proposing anything which would run counter to the Imperial Act.

Mr. Johnston said that the genius of the Copyright Association had always been to acquire full power in Canadian copyright, and, therefore, the resolution was exactly in line with their continued agitation. A discussion then took place as to whether the word, printing, in the suggested amendment, should be changed to press work, as it was press work and not composition which was intended to be provided for. Finally Mr. Murray moved, seconded by Mr. Emery, that the amendment should be amended by the addition of the word, "continuous," before printing, and also after the word "Canada," the following: "In order to retain copyright in the Dominion of Canada." Mr. Thomas accepted the amendment and the report was unanimously agreed to.

An eminent legal gentleman in Toronto had been asked whether the Canadian printing interests would be protected in the Monkswell Bill, and he thought this doubtful, but thought the publishers might claim the Act of 1900 was ultra vires.

Mr. Caswell asked if the clause relating to binding would prevent the binding of superior grades being done out of Canada? For instance, in the Methodist hymnal certain of the expensive bindings had to be done in England, as they could not be done here. Mr. Brown replied that there would be no difficulty, as some editions would always be continuously printed here and bound in Canada, and this would preserve the copyright.

DEPUTATION TO OTTAWA.

The following committee was then

appointed to draft the proposed changes in the law, and also to form a deputation to lay their views before the Government at Ottawa, namely: Rev. Dr. Briggs, A. W. Thomas, A. Fleming, Richard Brown, J. T. Johnston, D. A. Rose, R. T. Lancefield, James Murray, J. H. Woods, and the chairman, W. J. Gage.



A deputation, consisting of Messrs. Gage, Briggs, Woods, Fleming, Wills and Stone, visited Ottawa April 23, and saw the Minister of Agriculture, Mr. Fisher, suggesting that the copyright law be amended so as to secure the printing of Canadian copyrighted books in Canada. They asked that the Monks-well Bill should be changed so as to preclude the possibility of a colony like Canada being forced, under its provisions, to grant exclusive rights of importation at the option of the copyright owner.

Laird & Lee, Chicago, have published a cheap edition of the "20th Century Cyclo-pedia" which should find a ready sale. It is bound in flexible cloth, well printed, illustrated, and retails for 25c. As a handy reference volume this is one of the best yet.

A PEN WORTH NOTING.

It is only within the last year or two that fountain pens have come down to such a price that people of medium income could afford to possess one. Messrs. Burge, Warren & Ridgley, Great Saffron Hill, London, England, are, to day, placing on the market a pen of their manufacture, styled the "Warren," retailing in England at 5s., thus bringing the fountain pen within the reach of everyone engaged at clerical work. It possesses all the easy writing features of the high-priced article, embracing the twin feed. This company are seeking representatives in Canada, and, as they have been manufacturing fountain pens a great number of years, this special line is worthy of the trade's attention. Their announce-is to be found on another page of this month's issue.

REPEAT ORDERS AT STAUNTON'S.

The numbers of "repeat orders" which the "Staunton's Limited" are daily receiving is proof positive of the popularity with the people of the firm's artistic and popular-priced wall papers. The 1901 line "caught on" with the trade like wildfire and it's gratifying to know that the dealer's choice

is proving the people's choice, and it's no wonder that reports all along the line show Staunton's papers to be the best sellers.

The firm's line for 1902 is well in hand, and in the course of a few weeks sampling will be through. The line will be the finest from an artistic point and the largest in variety that Staunton's ever put out.

SCHOOL SUPPLIES.

During the past few years marvellous strides have been made in the designing and printing of the covers of blank school practice books. The attention of the trade is directed to the advertisement of Warwick Bros. & Rutter on another page, in which they state that this season they are sparing no pains or expense to make their series of scribbling, exercise and note books the most elaborate on the market.

Lithography has been taken advantage of to give the covers of these books the most beautiful effects to be procured in colors, while the different series are made up of new titles with appropriate and original designs. This firm have not given special attention to the manufacture of these goods in the past, and the trade will welcome a complete line of school books from the bindery of Warwick Bros. & Rutter that will compare to advantage with any line on the market. Advance samples will be in the hands of their travellers in a few days, and it would be well to see this line before buying.






SORTING UP TIME.

see out Book
& page 62

Wall paper trade amongst the dealers must be at its height now. There's been enough selling to tell which are the most popular lines. Perhaps some of the best of them are sold out and need sorting up. Write and tell us exactly what your stock needs to make it complete and we will send you just the samples we think you need to make a selection from. We have complete assortments of all the good lines yet and will be prompt and careful in filling all orders.

STAUNTON'S LIMITED, TORONTO.

FORMERLY N. STAUNTON & CO.



THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

MR. BAIN'S ADDRESS.

THE following was the address of the President, Mr. James Bain, J., delivered before The Library Association at its meeting in Toronto last month. It is an admirable summary of the work, purpose, and outlook of Canadian librarians. Mr. Bain said:

"This evening we are met, for the first time in the Dominion of Canada, as a body of librarians and of those interested in library affairs, to take stock of the past, to consider the present and to see how far we can develop the future. The time is propitious. With the beginning of a new century we venture to look forward to new lines of work, to vast increase in the number and sizes of our libraries and to extension in every direction which aims at the development to their true end—the mental advancement and culture of the people of this Province. It will be your duty, therefore, carefully to consider the present conditions of our libraries, whether rural or urban, their relation to the public and the public's relation to them. In doing so we will learn that much that has been done in the past is temporary, that many radical changes will require to be made and, above all, we will learn to sympathize with and aid one another in striving for closer relations between all classes of our people and the books committed to our charge. And if in doing so we rise to the knowledge that the duty imposed upon us is no ordinary one, that to us has been committed the post education and instruction of the adult population of the Province, we will have gained a stimulus which will result in elevating our profession in the estimation of all reading and of thinking people and of extending the influence of our libraries far beyond our brightest anticipations.

ONTARIO AS A FIELD.

Our field in the Province of Ontario contains a population of about 2 1/2 millions, almost all of which is included in that portion of the Province lying between Lakes Huron, Erie, Ontario and the St. Lawrence River, and south of a line drawn from Perry Sound to the Ottawa River. For the present, therefore, until New Ontario grows, the extent of country to be covered is not excessive especially as so large a portion of the population is clustered in cities and towns. It would be going beyond the bounds of my address this evening to enumerate the successive efforts which have been made by the Government and private individuals since the first proposals of Governor Simcoe to supplement the educational work carried on in this Province by introducing and popularizing free libraries. From the days of Dr. Ryerson, the father of our educational system, to those of the present Minister of Education, the efforts of the Government have been unceasingly in this direction. Officers have been appointed to watch over and guide the efforts of those who established them. Every encouragement has been given to those which were weak and from \$10,000 to \$15,000 have been annually granted towards housing them. We think now, however, that the time has come for more liberal and sympathetic municipal and individual action, confident that the Government of the Province will continue to

furnish the same generous assistance which they have always given in the past. By the last report of the Minister of Education, we learn that there are in this Province 118 free public libraries supported by the municipality; 253 public libraries supported mainly by fees; 24 new libraries have been recently organized, and 23 libraries have not reported. In addition to these we have university and college libraries, society and scientific libraries, 25 law libraries, and one legislative library. We have thus a total of 414 in the Province. The public libraries numbering 371, with which we have more closely to deal with this evening, make an excellent exhibit, but, which, however, does not stand close analysis. Of books they have on their shelves 918,022 volumes. In 1900 the period for which returns were required to be made was altered, so that, for the future, they should correspond to the calendar year and not run from April to March. The change necessitated issuing the returns for eight months only of 1900. I have, therefore, increased the figures by about one-third to give an approximate total for the year. The issue of books on this basis was 2,376,237, rather more than one per head of the population of the Province. The expenditure, which was virtually the entire income, was \$178,612. If from these figures we deduct the amounts paid by the large libraries, as Brantford, Brockville, Chatham, Guelph, Hamilton, Lindsay, London and Toronto, \$66,192, we find that the amount spent by the smaller libraries, numbering 362 is \$110,187, or an average of \$287 per library. And, if from this we deduct \$100 as the average Government grant, we gather that the average amount contributed to each library, by individuals or municipality, is \$287 per annum. I need hardly say in this meeting that a number of these far exceed this amount, so that a very large proportion of the libraries of this Province are struggling for an existence on an income of less than \$250 per annum. Let us now look for a moment at the size of these libraries. 103 are entered as under 1,000 volumes; 128 contain from 1,000 to 2,000, and 115 from 2,000 to 5,000 volumes. The condition upon which the Government grant is made is that the library must expend on books a sum corresponding to the grant, with the result that the funds as far as possible are expended in this way.

TWO SUGGESTIONS.

It is evident from these figures that the amount spent on the 346 smaller libraries is so small that the necessary attendance for caretaking and distribution cannot be provided after making the due allowance for rent, light and heat. To investigate thoroughly the condition of affairs and make suggestions as to the best method of overcoming the difficulty is one of the subjects which should occupy your attention. As a contribution to the discussion let me suggest two plans which may be considered. The wants are trained assistants, uniformity in buying, cataloging and more regular supplies of new books. To suppose that the smaller libraries can afford to engage trained assistants is folly; but, if all the libraries within a county could be transferred to the county, and the Government grants paid to it, it would be an easy matter for it to engage a librarian who would work up the new material within its limits. The task could readily be committed to a young lady, many of whom are already qualifying themselves for library work. The librarian would correspond to the school inspector combined with the duties of a Normal School teacher. She

would arrange with those of each school section, or with such other divisions as the county council might direct, for placing libraries; would interest the people in the work; would train the assistant in the elementary work necessary for keeping and distributing the books, and at some central point would arrange for purchase and binding. Money would be saved by printing one catalogue for three or five libraries, and these libraries could be exchanged with other parts of the county. The expense to a county would be comparatively small and the gain enormous especially, if with this were combined the school libraries, which our leading educationalists are demanding as a scholastic necessity, furnishing a ready and inexpensive means of distribution in the sparser settled districts.

The other plan is for the Government to take upon itself the responsibility of declining to aid small libraries directly and devoting the money heretofore spent in the maintenance of a number of travelling libraries, of 100 or 200 volumes, one of which would be supplied to each of them, say, three times a year—in this way insuring that the proper character of books reach the readers and that the supply of new books is continuous. One of the difficulties we have to encounter is training our masters. As an almost universal rule library boards are ignorant of the requirements of modern libraries. Nor can we wonder at this, because the gentlemen who give their time and patience in the effort to make these libraries prosperous are engaged in other vocations which occupy the greater part of their time. If they are scholarly they are almost certain to be unsystematic, and if systematic to know nothing of books. I think, however, that it will be uniformly found that they are perfectly willing to leave the details of work to the librarian, if he or she proves to be competent for the position. Let even the most troublesome trustee have but the opportunity of putting on the list the books he wants to read and of striking out those which he does not want his neighbor to read and he is satisfied, if the details of work go on smoothly. Unfortunately, with so many of our small libraries, only occasional untrained assistants can be employed, whose work, supplemented by equally unformed trustees, is equally disastrous. Confusion on the shelves, want of promptness in looking after books overdue, allowing books to become ragged and unreadable, and failure to supply new books regularly are rocks upon which so many small libraries in Ontario have been wrecked. And the after consequences are still more disagreeable, for it is the very self-sacrificing, who appreciate the advantages of reading, and are instrumental in forming the libraries, who are disgusted and decline to come forward again. The only remedy for this is the supply of a class of regularly trained librarians who would command confidence. Not that I think the training should be of that advanced character which is required for a university or college library, but a training which would give them a knowledge of the orderly care of books, keeping them clean and repairing systematically. In the best methods of distribution suited to the character of their readers, in being exact in the changing and return system and, above all, familiarizing themselves with English literature, the authors and books they have written, and with such subject indices as will enable them to name at least one authority on every common subject.

QUESTIONS TO BE TAKEN UP.

The modern public librarian must know many details which were unknown or des-

THE
**WATSON,
FOSTER
COMPANY**
LIMITED

WALL
PAPERS
SEASON 1901.

DON'T WAIT TILL OTHER DEALERS
HAVE SUPPLIED YOUR
CUSTOMERS WITH THE CLASS OF GOODS
WANTED BEFORE YOU LET US KNOW WHAT
YOU ARE SHORT OF. WE WILL DO THE REST—
AND QUICKLY.

WE CANNOT REPEAT ALL OUR 1901 GOOD
THINGS, BUT PROBABLY HAVE JUST WHAT YOU
WANT, THOUGH EVERYTHING IS NOW OUT OF
PRINT AND SOON WILL BE OUT OF STOCK. .

IF THEREFOR YOU HAVE ANY EMPTY RACKS,
FILL THEM UP, OR AT LEAST SORT THEM UP NOW,
AS YOUR SELLING SEASON WILL LONG OUTLAST
OUR ABILITY TO SUPPLY.

AND INGRAINS! IS YOUR STOCK
SUFFICIENT TO
CONTRACT FOR PROFITABLE WORK DURING
THE NEXT EIGHT MONTHS? IF NOT, COVER
THE SHORTS **NOW.**

MAY

WORKS, ONTARIO ST. EAST, - - MONTREAL.

vised by the older librarians who only came in contact with a few scholars. Among many other questions we will have to consider what form of catalogue is most suitable to the wants of our libraries. Shall it be a card catalogue in drawers? or in type-written bulletins or printed? If printed, what form will it take, a catalogue by authors, or by titles, or by subjects, or by all three ways? How frequently should it be issued? Should special lists be prepared on important subjects of the day?

Under the heading of books we must consider how and what books should be bought, the method of selection, the withdrawal of worn-out books and whether they should be replaced by other copies or withdrawn permanently from the catalogue, their numbering, labelling, stamping and classification upon the shelves.

We must consider the filling up of libraries, the character of the desks, tables, shelving and of the various contrivances for keeping the shelves tidy. The burning question of more or less free access to the shelves and how far this may be met by the exhibition of all new books and the open use of the principal reference books. What form of charging can be recommended? Is the book system in use in the smaller libraries of the Province the best that can be devised or are there cheaper and more convenient methods?

The question also of magazines and reviews is becoming important. The development of the arts so rapidly and the many economical questions which are being discussed, day by day, render it impossible to keep abreast of them except through the better class of magazines and reviews. What is the best method of bringing them to public notice consistent with safety? Shall we bind our magazines and circulate them in that condition, or is it possible to do so in monthly numbers? What can we suggest as means of popularizing reading and training up of our young people to regular courses of study? These are some of the elementary questions which we have, as a body of librarians, to consider in the light of library progress in other lands during the past quarter of a century.

We must also remember that our number includes all interested in library work. That members of the boards of management will have opportunity of discussing the government of libraries, of the many questions connected with their receipts and expenditure and of their relations to municipal and other governing bodies, and, if no other result ensue, the mere discussion of these matters from an entirely new standpoint will be of incalculable value.

GROWTH OF LIBRARIES.

As I said at the commencement, the time is propitious the air is charged with rumors of library progress. The generosity of Mr. Carnegie, which has overflowed the borders of his own land, has made sure another large public library in the city of Ottawa, and has added to the possibilities of the one already active in Windsor. The efforts made by the ladies of Belleville for the conversion of the present small library into a public library, supported by the municipality, has not a reverse but must eventually be successful. The strong plea which the Minister of Education makes in his last annual report for school libraries shows that the educational authorities of this Province are not lagging behind, and must result in awakening the attention of trustees to the value and necessity of books as a means of education.

In East Victoria County, the teachers at a recent convention, impressed with the absolute necessity for providing school

libraries and resolved not to delay longer, have prepared sets of a small historical collection which they are inducing trustees of schools to purchase, as the nucleus of a large library. The books chosen for a commencement are those which bear on English, American and Canadian history. No more hopeful signs of the times can be seen than the determination of the teachers to supplement their work by directing the mind of youth to the books which widen their school training. The question of travelling libraries, which will be brought before you for discussion, has already been made a live subject and the sum placed in the estimates for this by the Government, for the inauguration of the scheme, shows that they are in hearty sympathy with the movement.

PROVINCIAL REFERENCE LIBRARY.

I have on numerous occasions presented the claims of a reference library for this Province and have pointed out the necessity for such an institution for the supply of books which ordinary libraries cannot hope to secure—a reference library which should be in close contact with every library throughout the Province, loaning them and individuals, under definite rules, books which they may specially require, supplementing them in this way in the interests of a higher culture, and extending to outlying districts the advantages which are not to be obtained, even now, in the larger cities.

If the members of the association aim at the extension of good literature to every corner of the Province and of awakening its people to a sense of the stimulating influence of good books, it will encourage every form of library extension, whether it be a reference library for the Province at large; the more modest town public library, or the travelling library in the remote parts of the northern land.

CALENDARS AND CHRISTMAS CARDS.

CALENDARS. What time is it? So long as mortals find it necessary to mark time will a ready sale obtain for Tuck's calendars.

What more useful, more timely or more dainty Christmas or New Year gift than one of these artistic chronometers which, without winding, care or repair, steadily and silently marks the fleeting moments through the livelong year? The "Turn-over" kind, with from four to eight leaves, and "every page a picture," the popular "drop" style; mechanical calendars and an array of indescribably novel effects. New ideas, new color schemes, new everything, and each publication bearing the trade mark of Raphael Tuck & Sons, a guarantee of artistic worth and general excellence the world over.

CHRISTMAS CARDS.—When Christmas cheer is no longer understood, when the bright faces and merry laughter of happy children no longer afford us pleasure, when human hearts have ceased to respond to the all potent power of love, when the anthem sung by the Heavenly Host on the Bethlehem plain shall find no echo in man's soul, and "Peace on Earth, Good will to

Men" shall fail to inspire us with a sense of our common brotherhood, then, but not until then, will Christmas cards cease to find favor in the eyes of nations. For upwards of a quarter of a century Raphael Tuck & Sons have stood pre-eminent as the creators of all that is best and most desirable in the world of reproductive art; and nowhere is found more conclusive proof of their well-earned position than in their galaxy of Christmas and New Year cards. Their collection for the season 1901-2 gives but added evidence of their seemingly inexhaustible wealth of resource and unrivalled skill.

In booklets, gift books, toy books and juveniles this season's lines are more delightful than ever. Every year they grow in quantity and quality. The wonder is, where do they go? But go they do, and the cry is still for more.

The novelties for children, including Tuck's dressing dolls, picture sheets (to be cut out), soldiers' groups, scrap-pictures and other attractive playthings similar in character are also perfect examples of what such publications should be.

The entire series of this celebrated line of art goods will be shown to the Canadian trade during the next few weeks by the representatives of Warwick Bros. & Rutter, who for years have been the sole agents for Canada for Raphael Tuck & Sons, Limited.

MUSIC PUBLISHERS' COMBINE.

Arrangements were completed in Chicago, May 6, for the formation of a combination of the eight leading publishers of popular music in the United States. A meeting will be held in New York on May 21 for carrying out the plan. The combine will be known as the American Music Publishing Concern, and will have a capital stock of from \$3,000,000 to \$5,000,000.

It is stated that the object of the association is to prevent the publication of inferior music. Any dealer who handles what has not received the approval of the association management will not be permitted to handle association productions. The price to dealers will be increased, it is understood, but this will not affect the public.

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caps and clothing trades.

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The military paper of Canada. The only paper
having an extensive circulation among the gen-
tlemen of Canada.

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tioners' Association of Canada.

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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.

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The packing is exquisite. **PAPER** (all sizes, boxed in $\frac{1}{4}$ Rms.) \$1.60 per Rm.
(Samples on application.) **ENVELOPES** (boxed in 100's) - 3.20 per M.

Buntin, Gillies & Co., - Hamilton

Our travellers are now showing the saleable "Miller & Lang" CHRISTMAS CARDS,
for which we are Sole Canadian Agents.

THE TIME TO INSURE IS
NOW

While you are WELL, STRONG and INSURABLE.

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