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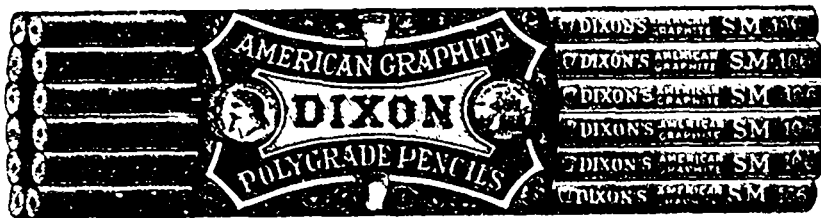
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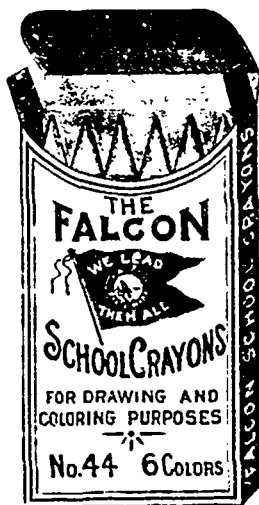
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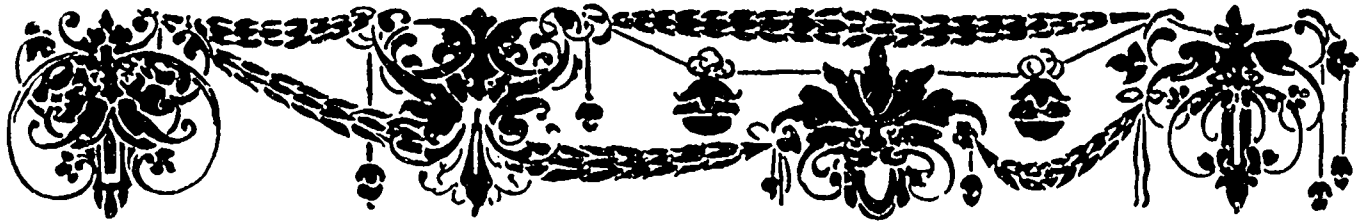
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The Bookseller and Stationer



Vol. XVIII.

MONTREAL AND TORONTO, CANADA, MAY, 1902.

No. 5.

Topics for the Bookseller.

THE "merry war" about copyright continues. We have not the space for the really-excellent writing which has appeared in the daily press on the subject. The open letter from Mr. Morang to the secretary of the Board of Trade, giving succinctly and clearly his views of the matter, has been reprinted in The English Publishers' Circular, and evidently meets with approval over there. Mr. W. J. Gage has written The Toronto Globe outlining the position of affairs from the constitutional standpoint, and Mr. Atwell Fleming has contributed an equally interesting statement from the point of view of Canadian printing houses. Mr. A. E. Huestis, of The Bain Book and Stationery Co., has endorsed the draft Bill lately agreed upon by the joint conference of Toronto publishers, printers and booksellers, Mr. Wm. Tyrrell, of W. Tyrrell & Co., on the other hand, in a third letter to The Globe, adheres to his objections to the present copyright law, deeming it unsatisfactory both to booksellers and the public. We have seen no suggestion more timely than Mr. Tyrrell's in favor of a Government Commission to take evidence and report, because, after all,

Who shall decide when doctors disagree
And soundest casuists doubt like you and me?

Finally, a number of publishers, printing firms and bookbinders have met in Toronto, with Mr. W. J. Gage in the chair, and decided to form a copyright association. Thus the matter stands.

* *

The Canadian users of paper who succeeded in getting a reduction of the duty on

news and printing papers to 15 per cent. when prices fell to 2½c. per lb. abroad have not rested content with this concession. They have lately petitioned the Canadian Government to relax this condition so that papers of the class referred to can be imported at 15 per cent. regardless of the foreign price. The Government have been considering the point. It is reported that the Canadian paper manufacturers are preparing a counter petition to the Minister of Finance protesting against this demand. Their opinion is that with the duty at 15 per cent. much of the printing papers used in Canada would be imported instead of being bought from our own mills. This would be a serious blow to our manufacturers, who were not well advised when they formed themselves into a hard and fast combine and thus stirred up the consumers to begin an agitation.

* *

In a recent issue of The New York Publishers' Weekly a summary is given of the year's experience under the publishers' plan of net prices. Our contemporary says that the experiment has, on the whole, been a success. Only one firm of any note

How Net
Prices Work.

remains outside the publishers' union, and only one department store in New York has been fighting the plan, that is, Macy's. The jobbing houses have been loyal throughout. It is also noted that the difficulties encountered were not nearly so serious as were at first feared. The chief criticism of the plan is that retail prices have not been reduced as was expected. Our contemporary hopes that the ensuing year

will see a solution to the question of popular fiction, which is not at present under the plan, and hopes to see the reduction of the \$1.50 cloth books to \$1, which is a price that commends itself to the public as well as the trade.

A curious feature of the second year of this experiment, which began April 1, is that surplus stocks of net-price books may now be sold at cut prices, unless the publisher buys back the remainders of editions. We regard it as only a matter of time before the conditions which govern the trade in the United States are extended to this country. The Canadian publishers would, no doubt, be willing to get together and discuss the question, if the dealers were actively interesting themselves in it. Sometimes one hears an opinion expressed that in Canada the few department stores sell more books than the regular book dealers. We do not believe this to be true, but, in any event, it ought to have no basis whatever.

ARRANGE YOUR STOCK WITH TASTE.

How often does the dealer keep arrangement of stock in mind? And yet, says a writer in The American Stationer, proper arrangement shows the attractiveness of different articles to best advantage, and makes it possible to attend to the wants of customers in the shortest possible time and with the greatest economy of effort. There are too few retail stores which devote any marked attention to arrangement. In too many cases the plan of handling and selling goods depends upon no fixed method of working.

If more time was devoted to the study of the possibilities of space well utilized there would be more business done with a given number of employes, and the business would be done with much less friction. To know where everything is ought to be the first requisite. To keep the stock up and everything in place is the second requisite. If these two important elements are as carefully watched as they should be, there will be much better satisfaction of customers and a more profitable business for all concerned.

Books of the Month.

THE May list of novels of the Copp, Clark Co. includes several very attractive books besides those mentioned previously. For example, "In Search of Made-moiselle," announced for May 22, is an American romance of the old British Colonial days and is a good story. It deals with the romantic and highly picturesque episode in American history of the struggle between the French and Spanish for the possession of Florida. This furnishes the background for a charming story of the love of an Englishman for Diane de la Nothe, a French Huguenot of noble family, who has been exiled from her native land. A handsome poster has been got out for this book. "The Magic Wheel," by John Strange Winter, is a modern love story with an occult strain to it, involving the finding of her lost lover by a girl through some mysterious influence. A cloth \$1.50 book, by Ethel F. Haddle, author of "An Original Girl," entitled "A Mystery of St. Rules," is also well spoken of as a coming attraction.

Of books to come before Summer sets in, mention is made of "Mdlle. Fouchette," a novel of French life, which is highly spoken of. Its author, C. T. Murray, delineates a charming heroine, who, having been lost in infancy by her parents, is brought up as a pauper, becoming an artists' model and living the life of the Quartier Latin. When she discovers her true parentage, she makes a sacrifice for the sake of her sister, and effaces herself. Robert Barr's newest book is called "A Prince of Good Fellows," and relates sundry adventures of King James V. of Scotland, who was fond of prowling about incognito as Scott pictured him in "The Lady of the Lake." The stories are in Barr's gayest vein and very entertaining. "Love's Itinerary," by J. C. Smith, author of "Lady Barbarity," is a new story shortly to appear. (The Copp, Clark Co.)

A rather remarkable theme is that of "A New Trafalgar," by A. C. Curtis. (The Copp, Clark Co.) It is based on an imaginary naval war of the near future between the British navy and the combined fleets of Continental Europe. Needless to say, the British Empire wins out.

The noted Canadian writer, Charles G. D. Roberts, has written a new book. It

will shortly appear in sumptuous form from the Copp, Clark press. It is entitled "The Kindred of the Wild," and will be illustrated with 51 full-page drawings of animal life by Charles Livingstone Bull. The book will retail, in cloth, large 12mo, gilt top, at \$2. Mr. Roberts' latest work of fiction makes a most interesting addition to the slender stock of nature classics. He has studied with close and unwearied attention the lives of the great eagle lord of the air; Hushwing, the owl; Kehonka, the wild goose, and all the furred and feathered creatures of the wilderness and the hunted trails. In view of the great and growing interest in the study of nature through the eyes of close observers and trained recorders like Mr. Roberts, this will be a book of great popular interest.

The summer catalogue of the Copp, Clark Co., for 1902, entitled "Pages of Pleasure," is now being got ready and will be out about the first of the month.

An illustrated catalogue of books relating to China, India, Africa, Japan, Formosa, Korea, Arabia, Tibet, Madagascar, Persia, the Holy Land, and books on the history and results of missions has been issued by Oliphant, Anderson & Ferrier. The catalogue is a useful and handsome one, and a copy can be had of the publishers, 30 St. Mary street, Edinburgh.

Fisher Unwin, the London publisher, with an eye to the agitation against the new British tax on the food of the people, has issued a new cheap abridged edition of Mr. Morley's "Life of Cobden." It will be issued immediately as the "Free Trade Edition" at the popular price of 6d. Canadian libraries not having the dearer edition would probably want this one.

The fourth edition of "The Magistrates' Manual," which The Carswell Co., Limited, Toronto, have just issued, is probably one of the most useful and indispensable manuals which appear in Canada. It is eight years since the last edition. All the changes in the law, brought about by statutory enactments or judicial decisions, have been incorporated in the 790 pp. of this book, which is practically necessary for all magistrates, justices of the peace and also much appreciated by lawyers. The book-

seller who proposes to push this work among the probable purchasers in his own locality—and this he should do promptly and instructively—will find in the preface a convenient summary of contents. Many justices of the peace are quite ignorant of their duties, and yet are very suitable people to hold that office. It should be pointed out to them that the Manual contains a general sketch of the procedure before justices, with a summary of all offences of which J.P.'s may be called upon to take cognizance, etc.

Nature books are timely for the next few months. "The Brook Book," by Mary Rogers Miller (\$1.25), with many Summer and Winter scenes in a kind of colortype illustration, is the latest. It is altogether attractive for prizes, presents and Summer reading.

Alice Caldwell Hegan has made a decided hit in her quaint, homely story, "Mrs. Wiggs of the Cabbage Patch," which bids fair to be one of the best selling books of the year. The story is a second "Birds' Christmas Carol" in its simplicity, its delicate mingling of humor and pathos, and its broad humanity. The reviewer of Harper's Weekly has this to say of it:

I picked up a little book the other day, attracted by its odd title—"Mrs. Wiggs of the Cabbage Patch"—and I have seldom been so pleasantly beguiled in the humdrum of reviewing as I was by this humorous picture of genre life in Kentucky. It is the other side of the life depicted in Mr. Allen's exquisite Kentucky idyls. The cabbage patch, synonymous with the "kail-yard" in Scottish song and story, is a new crop in Southern fiction, and the writer, Miss Alice Caldwell Hegan, can safely be hailed as a fresh arrival. Her artistic touch, her gift of humor, her sense of the tears of things shining like sunshine after rain, are stamped with individuality, and an inimitable talent which should carry her far. The pages are as fresh and dewy as a spring morning. Mrs. Wiggs and her plucky boys, Jimmy and Billy, and the girls with their geographical names, Asia, Australia and Europa (even the horse was christened "Cuby") are a delightful enlargement of the lovable types Mrs. Kate Douglas Wiggin has created in American fiction. In fact, Miss Hegan is in her own way, the Mrs. Wiggin of the South, and I know of nothing so entirely novel and refreshing as her little book since "The Birds' Christmas Carol." I, for one, wish success to Miss Hegan and "Mrs. Wiggs," whose philosophy comes out in passing round the cake: "Somehow, I never feel like good things belong to me till I pass them on to somebody else.

In an extended review of Mr. Mair's "Tecumseh and Canadian Poems," The Buffalo Illustrated Express remarks, "Mr. Mair's poetic drama, first published in 1886, is in our estimation entirely worthy of this new and handsome reissue. We like Mr. Mair's patriotism. His treatment of the character of Harrison is just, and he

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- May 8th. **THE FIREBRAND.**
By S. R. Crockett. - - - Paper, 75c. Cloth, \$1.25.
- May 15th. **COUNT HANNIBAL.**
By Stanley J. Weyman - - - Paper, 75c. Cloth, \$1.25.
- May 22nd. **IN SEARCH OF MADEMOISELLE.**
By Geo. Gibbs. - - - Paper, 75c. Cloth, \$1.25.
- THE MAGIC WHEEL.**
By John Strange Winter. - - - Paper, 75c. Cloth, \$1.25.
- May 29th. **THE CAVALIER.**
By Geo. W. Cable. - - - Paper, 75c.
- CHARLOTTE.**
By L. B. Walford. - - - Paper, 75c. Cloth, \$1.00.

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BOOKS OF THE MONTH—Continued.

is even kinder to Hull, and severer to the British coward, Proctor, than most American writers. He exults, as he should, in the boldness of Brock, and devotes some of his finest lines to him. But, after all, the quality by which to judge a poet is obviously not the political, nor even the patriotic, but the poetic strength of his work. And here Mr. Malr, as his readers have long known, has a genuine basis for his claim. He has a pleasing fancy, his similes are usually good, and he now and then gives us passages of marked beauty."

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A volume akin to those delightful books "A Journey to Nature" and "The Making of a Country Home" is that entitled "Next to the ground: Chronicles of a Countryside," by Martha McCullough-Williams. In her foreword, the author says: "This chronicling is not meant to be universal. It applies to a Southern countryside lying westward of the Alleghanies and eastward of the Mississippi, nearly midway between the mountains and the river. The chronicling has been a labor of love—for were not the fields, the woods, the creeks, friendly comrades of the chronicler? Partly because of delights in them, partly also because they make up what seems to be, in outdoor literature, an unknown country, she has written of them at some length, but always veritably, with no greater ambition than to give the feel of outdoors, and the life of outdoors, as known to herself." The chapters of this entrancing nature study include such subjects as Ploughing, Wasps and Ants, the Ragged Month, the Possum, Night Noises, Fox-hunting, Feathered Folk, etc. The style is as captivating as that of Mowbray or Burroughes—it is a book that will have many enthusiastic readers.

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The following new novels are on the way: "A Friend of Nelson," by Horace P. Hutchinson, "Seigneur de Beaufoy," by Hamilton Drummond; "The Tower of Wye," by Babcock.

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The official book of the Royal tour by Sir D. M. Wallace, assistant private secretary to the Prince of Wales during the tour, will be on this market shortly. Its retail price is \$7.50. Two of its parts or sections are devoted to Canada. There will be two photogravures and no less than 64 original illustrations.

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Two of the current novels which are having great sales are Conan Doyle's "Hound of the Baskervilles," a high-class detective story which has never been sur-

passed by any of the same author's previous books, and "Dorothy Vernon of Haddon Hall," a delightful romance founded upon a well-known episode in English family history, and related in that graphic style which made Mr. Major's other story, "When Knighthood was in Flower," so popular with readers of both sexes. The booksellers are doing very well with these novels, and there is no reason why they should not continue to sell them freely during the Summer months. Both are issued by Morang & Co.

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Mr. Morang is issuing a "Canadian Annual Register," which is a work of great use and the want of which has been felt since Morgan's "Dominion Annual Register" ceased publication in 1886. The book contains about 500 pages and is handsomely turned out at \$3 in cloth. It is edited by Mr. J. Castell Hopkins.

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In the "Heroine of the Strait," by Mary C. Crowley, which Morang & Co. have issued in paper at 75c. with the illustrations, we have a good stirring tale of the Indian wars on the Canadian frontier. The period is that of the conspiracy of Pontiac. The figures of Sir William Johnson, and of Pontiac come upon the stage. The danger and suspense occasioned by the menace of Indian attack imparts to the tale a constant stream of incident and excitement. For those who like historical novels of the French and Indian period this one is well suited. The six illustrations are excellent.

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Canadian readers can hardly fail to appreciate "Maids and Matrons of New France," by Mary S. Pepper. It is a series of papers upon some of the women famous in the early history of Acadia and Canada. The part played by women of piety and rank in the civilization of early Canada was conspicuous. Their lives are full of interest. The volume is a handsome one, full of fine portraits and illustrations, and is well adapted for presentation purposes. (Morang.)

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No serious work in recent years has been reviewed in British and American literary papers with more cordiality than Benjamin Kidd's "Principles of Western Civilization," which seems to be attracting attention among some of the leaders of religious thought. His book goes to show that the tendency of social ideas is to subordinate the present to the future; that its trend is towards altruism and not selfishness; that the pressure of the fundamental law of life as revealed by evolution is driving men to

higher and nobler issues than the selfish and utilitarian philosophers of the past ever knew—adopting the dictum of Aristotle that "the State exists, not that the man may live, but that he may live well." Mr. Kidd teaches that the controlling centre of the human consciousness is passing out from the present and the finite into the future and the infinite—a noble doctrine by which Mr. Kidd brings his readers into close relation with the Teacher of Galilee. (Morang.)

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A new item in Morang's Twentieth Century text books is called "Our Home and Its Surroundings," a first book of modern geography. This book has been revised and adapted for Canadian schools by W. C. Campbell, and is so unlike the old style geography as to indicate the change that must soon come over our system of education, which has been in some subjects for so many years largely conventional and stereotyped. The book is really a curiosity in its way, and those who wish to examine its merits should send for a copy.

.

A new book in the French language which possesses considerable interest just now is "Les Milices Francaises et Anglaises au Canada" (The French and English Militia in Canada, 1627-1900), by George Tricoche, with 13 plans, maps or illustrations. The book deals with the history of early French-Canada military organization, and secondly with the military strength of the Dominion since 1867. The author has really produced an elaborate and useful work of over 300 pages. He has consulted all the Canadian authorities, especially those in the English language. The publisher is Henri Charles Lavauzelle, Boulevard Saint Germain, Paris.

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The splendid list of new books from The Fleming H. Revell Co.'s press is advertised on another page of this magazine. "Musings by Campfire and Wayside" is a work of art in bookmaking, as is also "Mosaics From India." In fact, all down their list we find the same work of art. "Gipsy Smith" is now on the market. This ought to have a splendid sale. Who is Gipsy Smith? The son of gipsies, born in a gipsy tent, brought up under gipsy limitations and degradations, who turns out to be the foremost and most successful lay evangelist of England—some say of the English-speaking peoples. Smith has little or no school education, but he has an amazing power of reaching men's hearts. He is not a sensationalist, but he is himself the evangelistic sensation in England, crowding the largest houses wherever he speaks. The autobiography of this extra-

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BOOKS OF THE MONTH—Continued.

ordinary character could not but be romantic, picturesque, and even pathetic. As a witness to the transforming power of Jesus Christ it cannot be exceeded in interest and importance. The introduction is by Dr. Alexander McLaren—which is sufficient guarantee of the rare value of the book from any point of view in which it may be fairly regarded. The first large English edition was exhausted before publication. An admirable and eminently satisfactory and useful book on "The Principles of Jesus" in their application to modern life, by Robert E. Speer, is now out.

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Our Montreal correspondent writes "Among the books of the month having a good sale is Justin Huntley McCarthy's 'If I Were King.' This has been in good demand for some time, and recently the sales were much increased by the presentation of the play, a dramatization of that book by Mr. E. H. Sothorn, which has proven an immense success. 'The Yellow Fiend,' a novel by Mrs. Alexander, and 'The Lady Paramount,' by Henry Harland, are two of the recent arrivals which have been well received. 'The Hound of the Baskervilles,' by Conan Doyle, has greatly increased in sales, and is now at the height of popularity in Montreal. Of a different class is 'Birds' Nests,' by Charles Dixon. This is an interesting book, by a well-informed writer, who tells of the habits of birds of all sorts, how they make their homes, and everything in connection with the nests. It is illustrated by photographs. Another nature book, and one something after the Seton-Thompson style, is 'Neighbors of Field, Wood and Stream,' by Morton Grinnell. This has only lately appeared, and not yet commenced to sell to any extent. 'The Garden Commuter's Wife,' as recorded by the gardener (no name is given), is a novel, in its way, but the chief interest is in the interesting information about gardening, plants, etc., which is revealed all through the book. The illustrations are tinted photographs, and very attractive."

.

"Many Waters" is the title of a vivid and thrilling story of New York life, by Robert Shackleton, issued this month in a Canadian edition by William Briggs. Mr. Shackleton was for five years a reporter on one of the big New York dailies, and with his natural genius for investigation saw much that escaped the ordinary observer, but which appealed to the trained eye of the newspaperman. He has written a good, wholesome, thoroughly enjoyable story, with plenty of excitement in the way

of a street railway strike, Wall street intrigue, and the ceaseless activity of the press, with an alluring romance threading its way through the papers. The story is published in New York by The D. Appleton Co., who regard it as one of the best of their new books.

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While the Canadian reviewers of "The Leopard's Spots" do not agree with all of Mr. Dixon's conclusions regarding the negro problem in the United States, they all have high words of praise of the story as a story. Indeed, however one may differ with Mr. Dixon, they cannot but admire the brilliancy of his work, while the romance that is woven into the story is of the most fascinating kind.

.

The best temperance story written in years undoubtedly is Mrs. Graham-Clark's "The Cry of the Two Thirds." The Christian Endeavor World remarks of it: "The dramatic interest is intense. There are word pictures that will blaze their way into the human conscience as the branding iron goes into the flesh, while the story grapples with the most gigantic problem of the century. It is far from being a sombre book. The skill and charm that have made the author's former work popular are strongly in evidence in this one."

.

Among the popular writers of to day Mr. Henry Harland is coming in for more than usual attention. Items and incidents of a personal character concerning him are cropping up with increasing frequency in the columns of the literary journals. According to his publisher, Mr. Harland was born at New York in 1861, "Who's Who" declares that St. Petersburg was his birth-place. "If this thing goes on," a writer remarks, "Mr. Harland will soon rival Homer in the multitude of cities which delight to enroll him as a distinguished son." Wherever he was born, Mr. Harland was at least born under a favorable literary star, favorable not only as to popularity, but favorable as predicting popularity based upon genuine talent. His style is an evidence that he does not despise a literary varnish that will preserve his writing to be the delight of future lovers of good stories. Mr. Harland's new story, "The Lady Paramount," is one of the most popular novels of the day. Within a few weeks of issue the American sales ran up to 50,000 copies.

.

An important announcement by William Briggs is the forthcoming issue of a work, entitled "Public Men and Public Life in Canada," being the recollections of Honorable James Young, of Galt, late Member of

the Dominion and Ontario Parliaments, Provincial Treasurer, and author of "History of Galt and Dumfries," essays on the Reciprocity Treaty, Imperial Federation, Commercial Union, etc. Mr. Young dates his recollections from the year 1853, in which year he published the first number of The Galt Reformer. He was then a youth of 18, "brimfull of enthusiasm," as he remarks, "for everything connected with the press and public life, which was tinged with a *couleur de rose* that was deep and fascinating, and which, although rather dim and faded now, has not entirely vanished, notwithstanding the varied vicissitudes which bridge the chasm between that period and the present." Mr. Young has done a public service to his native country in publishing these recollections. He writes of a stirring period in Canadian history, and of scenes in which he was an active participant. His work is clear in statement, has a vein of humor, and is enlivened with striking anecdotes and incidents. It has a dramatic unity as describing events relating to the Confederation of the Provinces that form the Dominion of Canada, and graphically describes the warm and exciting debates and political contests that ensued. The remarkable group of men of the period are dealt with in a most interesting way—such men as the Hon. George Brown, Sir John A. Macdonald, Hincks, Cartier, William Lyon Mackenzie, McDougall, D'Arcy McGee, Dorion, Galt, Holton, Foley, Tache, Alexander Mackenzie, Mowat, J. S. Macdonald and others whose names are writ large in Canadian annals. Contemporary events are also treated of, and a most readable volume is given. Mr. Young intends this present book as the first of two volumes. It closes with the consummation of Confederation. The second volume, to appear later on, will probably continue down to the time of writing. The book will contain some 350 pages, and will retail at \$1.50.

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Dr. Wm. D. Grant's work, entitled "Christendom; Anno Domini 1901," will be published during the present month, to retail at \$3.50. The work comprises nearly 1,100 pages, treats of Christian conditions and activities in every country in the world at the beginning of the present century. More than 60 distinguished writers have contributed papers to the work. It will be embellished with a number of portraits and illustrations.

.

William Briggs has placed on the market a reissue of Lord Durham's famous Report on Canada, to retail at \$2.50. This report on affairs in British North America was made to the Home Government in 1838,

BOOKS OF THE MONTH—Continued.

during Lord Durham's brief term of six months as Governor-General. It showed a breadth of view, sagacity and insight such as no British statesman before him had brought to bear on colonial questions, and it formed the basis of the Act of Union between Upper and Lower Canada in 1841, and helped toward the establishment of responsible Government in Canada. No public library in the country and no school library should be without a copy of Lord Durham's Report among its books of reference.

A third volume of Dr. Maclean's admirable series of "Books on the Better Life" is in the press. It is entitled "The Destiny of To Day." This series has been favorably received, the first volume running into a second edition within a year of issue.

A new story by C. H. Clark, entitled "Captain Bluit: A Tale of Old Turkey," is announced for early issue by William Briggs. Who has not enjoyed Max Adeler's cheery books? Few books of humor have had such large sales as "Random Shot," "Elbow Room" and "Out of the Hurly Burly," and, although published a score of years ago, they are still in demand. In "Captain Bluit," Mr. Clark is said to be as supremely funny as ever, but it is more than a mere book of humor. It is a delightful and exciting novel of love and character.

Another volume in the University of Toronto Studies has just been published, and is being supplied to the trade by William Briggs. It contains valuable articles by Dr. S. Morley Wickett on "City Government in Canada," and "Municipal Government in Toronto," and by W. D. Lighthall on "Westmount: A Municipal Illustration," with a bibliography of publications referring to Canadian municipal government, prepared as an appendix by Dr. Wickett.

A racy series of letters is being contributed to The Ottawa Journal by Miss Florence Randall, one of the Canadian teachers en route to South Africa. In her second letter Miss Randall describes the interesting visit to Kensington Palace, where the teachers were entertained to luncheon by the Duke and Duchess of Argyle. The Duke conducted the party through the palace, showing them the interesting collection of curiosities there gathered. In the library, Miss Randall relates, while showing them his books, he picked up a copy of "Canadian Men and Women of the Time" with the playful remark. "You'll all be

in there soon." Both the Duke and the Princess did all in their power to make the visit agreeable, and evidently with full success.

A new claimant for popularity is Hamblen Sears, whose story "None But the Brave" has just been published by Dodd, Mead & Co., in New York, and in Toronto by William Briggs. The New York World makes the following reference to the story.

A romance dealing with the period of Benedict Arnold's treason in the American Revolution. Much of the action revolves about the Arnold incident, so the Hudson River, its banks and their historic spots furnish the principal scenes of events. Merton Balfort, the hero of the story, in an impulsive young patriot who does not always govern his head according to the strength of his body. However, he has comeliness, courage and dash, which make him an attractive and successful wooer, as well as a gallant warrior. His only complete surrenders are to the magnetism of George Washington and to the beauty of Deborah Phillipse. The last named he first meets in the guise of a fascinating Tory lady in need of a prompt rescue from distressing circumstances, her carriage have broken down on a highway near Tarrytown. It is only a fair turn-about that she saves his life later before the muskets of her own British friends. Afterwards love runs as plain a course as is possible in a time of desperate war.

Mr. Sears' story is one calculated to stand well on its own excellence. In making it into a book the publishers have added the attraction of a truly remarkable series of pictures printed in tint.

The third edition of "Mrs. Wiggs, of the Cabbage Patch" has already been called for.

BOOKSELLING IN PARIS.

A PARIS correspondent says: "One of the most characteristic sights in Paris is the long row of wooden boxes clamped to the parapet bordering the left bank of the Seine filled with second hand books. The line extends with but little interruption from the Prefecture of Police nearly to the Palais Bourbon, the headquarters of the Chamber of Deputies. Why the left bank should have the preference is difficult to say, unless it be that the Institute of France, the University, and the great schools be on this side of the Seine and naturally form a clientele for the second-hand booksellers.

"Be that as it may, the long line of quays, with their endless boxes of books, is one of the sights of the French capital. Here, Summer and Winter, Spring and Autumn, rain or fine, the dealers are on duty as long as daylight lasts. Their stocks are most varied, and the contents of the boxes form a sort of barometer of the literary tastes of the hour in Paris. The arrangement of their books is generally by

price, running from the humble sou, or halfpenny, up to hundreds of francs for fine collections of standard authors.

"But some dealers make a specialty of certain categories of works. In one corner one will find classical works and works on education, in another works on theology, and in a third histories. Some of the dealers sell music, and a few deal in old prints and second hand oil and water colors. They nearly all have their regular customers.

"The customers are of all kinds—priests, literary men, schoolmasters, workmen, bourgeoisie, with now and again an officer in search of some military work. The boxes that offer most attraction to the general public are naturally those containing works of fiction, and at these in fine weather long lines of people may be seen. Some will even stand for hours perusing the volumes. Many of these never buy a single book, but obtain their mental recreation without expending a sou. I need not say this class is unpopular with the dealers, who generally hover around them trying to manoeuvre them off the premises, and sometimes even giving them a curt intimation that they had better depart.

"Prices, I may state, are by no means fixed. Though the boxes are carefully labelled with the price the dealer demands for their contents, by judicious bargaining a reduction can generally be obtained, especially if the purchaser buy in any quantity. From the exposed fashion in which the books are displayed, one would imagine that thefts would be common, as some dealers have 50 yards or so of boxes to look after alone or with a single assistant. All I have conversed with, however, tell me this is not so; that they lose comparatively few volumes by public dishonesty."

WANT A COMMISSION.

Mr. W. Tyrrell read a valuable paper on Canadian copyright from the standpoint of the bookbuyer before the booksellers and stationers' section of the Retail Merchants' Association in Toronto May 7. The paper dealt with different aspects of this intricate question, and was well received by the members present. The subject was fully discussed, after which a resolution was passed asking the Dominion Government to appoint a commission, to consist of men prominent in educational, professional and public life, for the purpose of investigating the whole subject of copyright.

We are indebted to the courtesy of The Windsor, Ont., Record for illustrations of the proposed Carnegie library in Windsor appearing in this issue.

BOOKLOVERS' LIBRARY IN ENGLAND.

THE London Booksellers' Review thus discourses of the Booklovers' Library which has made its appearance in England:

A move is in contemplation which may have serious effects for us, unless those in whose hands rests the power, combat it and assist the booksellers to preserve their trade.

The movement to which we refer is the establishment in this country of the Booklovers' Library, which, although it has been in existence for less than two years, employs a staff of employes numbered by the thousand, and has distributing centres in every large town in America. Originally established in Philadelphia, this gigantic book lending organization quickly spread its operations over the whole of the States, and now it has secured offices in London, whence it proposes to direct its operations over the whole of the kingdom. In its original conception it worked the "high cutchaw" tone with marked effect; its "clients" had to be duly proposed and elected, its officials were known as "Educational Directors," "Managing Editors," "Librarians," and so forth; eminent literary men were secured to prepare lists of books for its "Standard Literature," "Popular Science," "Religious Thought," etc., departments, and the American public quickly succumbed to the voice of the charmer. An equally bold bid, though perhaps on different lines will be made for British support.

The great point of the concern, however, and the one which affects us most deeply, is that it is a great book lending business, undertaking, at any rate in the States, to send each member every week any three books asked for, and to collect them when read, "no waiting" is the motto, every book asked for is supplied "on time," and there is no bookselling; it is book lending, pure and simple.

Already we have circulating and free public libraries flourishing here, and the competition of these has seriously affected the book-selling trade, who are by no means anxious to see more of them. If another circulating library on a big scale is started, it can but mean that another serious cut will be made into the already slender takings of booksellers. Such a concern will not exploit the non-book buying portion of the public and raise up customers to themselves from that portion of society, but it will, of necessity, whilst drawing some of its members from those who already patronize competing businesses, draw most of its supporters from those upon whom booksellers rely for the principal part of their business.

It is poor consolation to point out that booksellers can do practically nothing to defend themselves from this form of competition but so it is. They must perforce look to the publishers to assist them, and we think they are amply justified in so doing. It must be manifest that the promoters of a large library must be looking forward to receiving very special terms and consideration from the publishers, but we trust that that is just what they will not receive.

We would ask publishers to remember that in assisting booksellers they are, after all, protecting their own best interests. One book sold to a large circulating library means the loss of several copies sold to the trade. When a book gets into such a library it is lent to dozens of people, the majority of whom would otherwise have purchased copies for themselves, and means that the edition of any work is considerably reduced in consequence.

MR. OGILVIE'S NEW PREMISES.

Mr. James Ogilvie, bookseller and stationer, Ottawa, has just removed to larger and more commodious premises in the Slater Building, 191 Sparks street, until recently occupied by the Government for the models of patents. These have been removed and the premises thoroughly overhauled, renovated and fitted up by Mr. Ogilvie in elaborate style, with plate-glass mirrors, oak fixtures, writing tables for the convenience of ladies and gentlemen, and other accessories of today.

Mr. Ogilvie has had many years' experience in the book and stationery business which has given him a thorough knowledge of its requirements. He pays special attention to the manufacture of blank books, card-plate engraving and printing, die-cutting and embossing of paper and envelopes, the printing of bill heads, letter and note heads and business cards; in fact everything connected with a first-class stationery establishment. In addition, all that is latest and best in books are found on his shelves. Weekly parcels are received from London and New York, and subscriptions are taken for all the leading English and American magazines, most of which are carried in stock.

The trade have had the pleasure of welcoming back from the West, last week, the well-known traveller, John A. Solomon, who is representing Fleming H. Revell Co. He reports business very good, and business people generally in a bright and prosperous state. He will spend about two months in Ontario. It will be very desirable for the booksellers throughout the Province to have a look at his large and varied assortment of Christmas goods and general lines. Revell's are sole agents for Dutton & Co's line of goods, and Mr. Solomon will have complete samples with him.

THE LIBRARY COLUMN.

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

THE town of Dundas has a Carnegie proposition before it. The reference books have been put in the reading room so that readers may more easily handle them. A new catalogue is ready.

Mr. Martin J. Griffin, Parliamentary librarian at Ottawa, has received the honorary degree of LL.D. from Dalhousie University, Halifax, N.S. The degree is a suitable recognition of Mr. Griffin's literary attainments and scholarly work.

Carnegie grants to the following places are announced: New Westminster, B.C., \$15,000; Brampton, Ont., \$10,000; Thorold, \$10,000; Galt, \$17,500; Port Arthur, \$10,000. The total grants to Canadian towns and cities now amount to \$807,000.

The library project in Montreal hangs fire. The difficulty of satisfying Catholics and Protestants in the choice of books is recognized. Montreal librarians have been interviewed as to whether a library could be run without fiction. The general opinion was that fiction was necessary. Said Father Devine, of the free library in connection with the Jesuits' Church: "Why, my experience is that we give out ten to twenty works of fiction to one work on history, science, or any kindred subject. We give out in the English section about 700 books a month. The experience in the French section is the same. Under those circumstances it is difficult for me to understand how a public library can be established without fiction. I understand and appreciate that it is difficult to reach an understanding as to exactly what books should be purchased for a public library in a mixed community. There is one thing, however, on which we can all agree; immoral books, such as those of Zola and other writers of like character, must be kept out. When it comes to books regarding philosophy or theology, it will become more difficult, and I do not know how the matter will be settled."

Mr. E. O. S. Scholefield, the Provincial librarian, is interesting himself in the formation of a British Columbia library association, with a view to promoting the establishment and welfare of public libraries and reading rooms.

The management of Knox College, Toronto, are going to appeal for funds to erect a new building for the library and museum.

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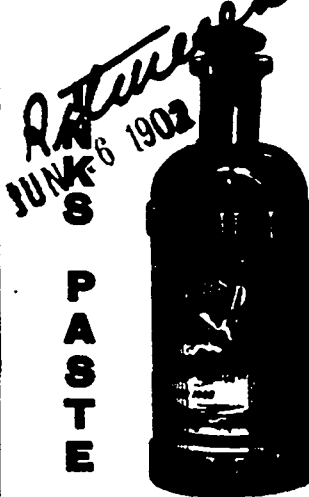
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The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

THE PROFESSION of BOOKSELLING.

Some Plain Remarks by an English Publisher.—Interview in Pall Mall Magazine.

A Talk Between Mr. Archer, the Critic, and Mr. Heinemann, the Publisher.

W. A. . . . What is your general feeling as to the state of the book market in England? Are things, on the whole, getting better or worse?

Mr. Heinemann. Undoubtedly better—very distinctly better. Of course, we have great difficulties to contend with, but we are gradually overcoming them.

W. A. Difficulties? Such as — ?

Mr. Heinemann. Well, there are many, but the fundamental difficulty is, of course, in a crowded market, to get books shown and seen. This, some of us are meeting by the gradual introduction and adaptation of the continental system of supplying books to the booksell-

er, faded in the bookseller's shop, can be recovered for a fraction of a farthing, whereas in England it may cost ninepence, or a shilling, or more, to rebind a shop-soiled book. That is only one of several drawbacks to a system that conservative members of the Publishers' Association enlarge upon. I admit all these drawbacks, fully, freely. But I say that the greatest drawback of all is to fail to sell your books. . . .

W. A. . . . What should you say was the special function of the Publishers' Association?

Mr. Heinemann. Broadly speaking its function is to educate the booksellers.

knew his business—I am speaking especially of the country and suburban trade—would never bother about the chance customers who came to his shop.

W. A. Hallo! isn't that going rather too far?

Mr. Heinemann. Oh, don't misunderstand me. He would see that the people who came to his shop had all possible attention, and a great deal more intelligent attention than they receive at present. What I mean is, that he would regard them as the accidents and accessories of his business, the main part of which would be the fostering and supplying of a steady demand among regular customers, many of whom might not come to his shop twice in the year.

W. A. Then how would he get at them?

Mr. Heinemann. In various ways. Largely through prospectuses and circulars—of the skilled use of which the English bookseller has as yet no idea. But in many cases he would put the actual

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Nov. 28/02



Proposed new Public Library at Windsor, Ont.

ers "on sale." It is my own practice, for instance, in the case of almost all books, except novels, to allow any book seller whom we know to be trustworthy to have copies of whatever books he wants "on sale or return."

W. A. And you find the plan answers?

Mr. Heinemann. Most certainly. It is the only way of enabling the majority of books of the better class to get at their public.

W. A. What about wear and tear and depreciation of the stock you issue in this way?

Mr. Heinemann. Of course, that is an item that has to be allowed for. The English custom of binding all books before publication stands a little in the way of this system. A German or French paper covered book, if it gets soiled or

You may think it a paradox, but it's not far from the literal truth, that many booksellers in England never see a book of any value or importance, but live entirely by peddling novels, old and new. The book trade will never be in a thoroughly healthy condition until we have a body of selected and trained booksellers all over the country, to whom we give depots of books on sale, and say to them: "Now, sell these—don't merely wait till people come to buy them, but sell them—that is your business!" English booksellers, with rare exceptions, have never realized, or have forgotten, that bookselling is no mere mechanical function, like handing out tickets for the Twopenny Tube, but is a calling that demands a great deal of intelligence, enterprise, and skill. A bookseller who really

books before the people whom he knew would be likely to want them. Look at our scores of large towns inhabited mainly by people of means and leisure—who ought to be the backbone of the reading public—and you will find that there the bookselling trade is conducted with incredible negligence and stupidity. Ask a bookseller in Brighton, or Bath, or Hastings, whether he has even a list of possible customers for special professional books, and he will tell you that he has never thought of keeping one. But every German bookseller, for instance, has not only a list, but a carefully classified list, of his clientele, and can tell at a glance how many he can rely upon to buy this book, how many to buy that. To take an obvious example, he knows that such and such a doctor is a throat specialist:

he sends to his house, without waiting for an order, a new book on disease of the larynx; and if the doctor doesn't want it, he fetches it away again in a day or two. Another doctor is a chest-specialist: to him he sends a book on the Nordrach open-air-cure—and so forth.

W. A. But don't you think that people in England would be apt to be rather

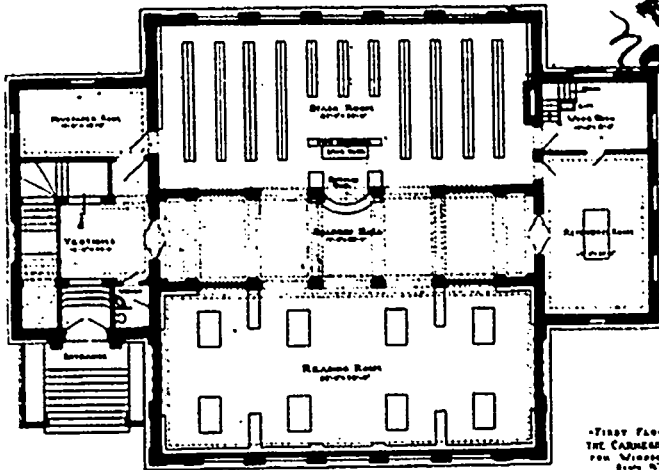
posal, for I believe it would be disastrous to booksellers, to publishers, and to authors—in the long run even to the very novelist, who might hope at first to benefit.

W. A. In short, to literature. Yes, I can see the importance of what you say. It would certainly be an immense advantage to literature, and indeed to the in-

credible to an Englishman of similar status, and devoting his life to his Fach, his special study, out of sheer love of it. It is those men that write the books you speak of.

W. A. Oh, yes, I quite understand how they come to be written, it is the fact of their ever getting printed and published that puzzles me.

Mr. Heinemann. Well, of course, the cost of manufacturing is somewhat less in Germany than in England. But that isn't the real secret. It is, as I say, the scientific organization of the book trade. You see, the men that write these books also read and must possess these books. Each of them, that is to say, must have the books of his own special study—they are the tools of his trade. Well, the booksellers know this; and, all over the country, they know how to get at these men with the greatest certainty and the least expense. You know how many specialist magazines there are in Germany—archiv for this, that, and the other thing. Why, there are two or three in connection with English literature alone—Angelsächsische Studien, Englische Studien, and so forth. Each of these will have its constant body of subscribers, and the subscribers to the magazines may be confidently reckoned upon to buy the books appertaining to the same study, which are often merely the overflow from the magazines, treatises too long for insertion. Then there are a great number of university libraries and similar institutions, which must have all scientific publications. Thus the sale of one of these learned works can be foretold almost to a copy. And remember that there are no advertising expenses to be



THIRD FLOOR PLAN—THE CARNEGIE LIBRARY FOR WOMEN, BRIDGE ST. N.Y.

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irritated by this system of "pushfulness?"

Mr. Heinemann. Certainly, if it were not applied with intelligence and tact. But bookselling ought to be a skilled, and a highly skilled employment—that is precisely the point I am insisting on. You, I daresay, collect books on the drama?

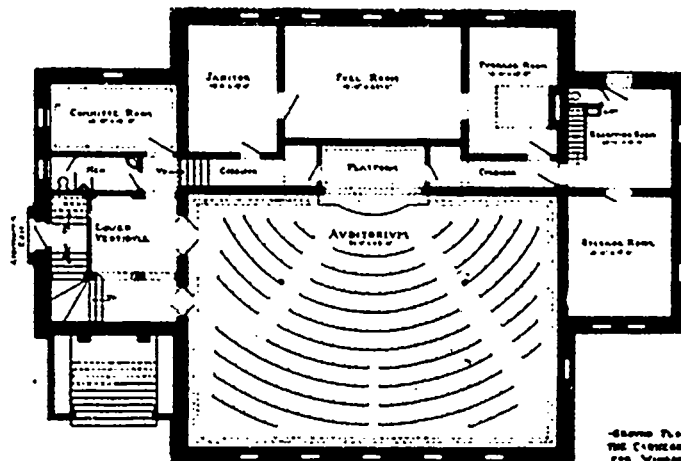
W. A. Yes, in a very modest way.

Mr. Heinemann. Well, if I deluge you with prospectuses of books on horse-racing, or bimetallism, you will think me a fool, and throw my circulars into the waste-paper basket, with comments to that effect. But I don't suppose you would be irritated if I sent you a prospectus of a book, say, on the French stage—or even, for inspection, the book itself?

W. A. I should probably call down on you the curse appointed—for those who lead us into temptation—but I should very likely succumb.

Mr. Heinemann. The long and the short of it is, the bookseller should not be a mere penny-in-the-slot machine, but an intelligent intermediary between the publisher and the reading public. That is why I am utterly opposed to the mixing up of bookselling with other trades, and will always move heaven and earth to check the tendency. For instance, the News-vendors' Association, a very powerful body, with 5,000 or 6,000 members, is putting pressure upon us to publish novels at three shillings, which they would stock, and thus take trade out of the hands of the legitimate booksellers. I will fight to the last against such a pro-

lectual machinery of the nation as a whole, if booksellers as a class were educated men who took an intelligent interest in their calling. . . . Speaking of Germany, I wish you would explain a matter that has always puzzled me. Who finances the enormous scientific and philological literature of Germany? The press teems with long and learned treatises, the mere setting of which must cost considerable sums, and which cannot possibly have a large sale. Can you ex-



GROUND FLOOR PLAN—THE CARNEGIE LIBRARY FOR WOMEN, BRIDGE ST. N.Y.

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plain to me how this vast literature is kept going?

Mr. Heinemann. Yes, I can—by the scientific organization of the book trade. Of course, there are other things to be taken into account. In the first place, Germany abounds in small "endowments of research." It swarms with professors and "doctents," each with his small salaried post, living with a frugality in-

reckoned with. Literary advertisements are almost unknown in Germany, except in the case of big productions, such as a popular encyclopaedia. For most books only one advertisement is needed—in The Borsenblatt. This paper is read conscientiously every morning by every bookseller throughout the length and breadth of Germany; and, knowing his clientele to a nicety, he knows almost to a nicety how many copies of any given book he must write for.

Notes for the Stationer and Fancy Goods Dealer.

STATIONERY NOTES.

JOBGING business in stationery is not now in the most active season of the year, but sorting up orders are coming in from the country places fairly well. No large orders are given, but the great number of small purchases total up to make a satisfactory month's trade.

THE principal feature of the trade during the past month has been the drop in the price of "Dancing Girl" brand of crepe tissue. This formerly sold about 9c., but on April 5 came down to 7½c. in lots of 250 rolls. As is well known, this paper, an English product, has been undersold very materially by German and French crepe tissues, and the lower price was brought about to meet this competition and prevent these papers from making any further headway in this market. It will likely have the desired effect, although the price is not yet as low as that of the German or French goods. But the difference in quality is very great, and at the lower price "Dancing Girl" brand will undoubtedly have a considerably increased sale.

A GREAT advantage that this brand has over others is in its elasticity. For making lamp shades and other such purposes this quality is necessary. Often when stretching the paper, it is pulled out too far, and the French and German papers will not come back to their original shape, while the English make this brand at any rate will assume its natural shape immediately. For window trimming and other work of the kind the other brands are generally preferred.

IT is not very long since the merits of crepe tissue paper, for decorating purposes, began to be recognized; but since the first it has steadily acquired a wider circle of patrons, until it has become an important item in the stationery trade. Apart from other purposes it is most useful for store decoration and window trimming. One of the uses to which it is likely to be put this Summer to a greater

extent than ever is in the making of children's hats. Last Summer, during the hot weather, it became something of a fad, but so sensible was it that it is sure to continue. Not only children's hats, but many ladies' hats have been made of it as well. A Montreal firm were puzzled for some time over the immense trade they were doing in black crepe tissue with a certain dealer in a Quebec town. They could not imagine what he was doing with so much of it; but, on inquiry, they found it had been taken up by the ladies of that place, and almost everyone had a crepe tissue hat, made up into whatever shape each desired.

THE season of the year is near at hand when a much-neglected line of goods that the stationery trade can handle profitably will be in demand. These are artists' materials, and a demand can generally be created for them where there has been none before. With the approach of warm weather those who paint from nature, along with those who paint at her, betake themselves to the nearest open country and make pictures. They will want camp stools, easels, sunshades, and many other of the artists' outdoor necessities, besides the colors, crayons, etc., which they have been using all Winter. For the professional artist a window display of such articles will have an interest, and if it is a good one, enough interest to induce him to come there at some future time for what he needs. But there is no money in him. It is the amateur the dealer should look after. His—or hers, as it generally is—taste is more extravagant than the professionals', and he has not been in art long enough to be compelled to forego them. There are always a number of young people in every community doomed to a desire to make pictures, and if they do not come to the store and inquire after artists' materials it is because they are sending out of town for them to some merchant who has had the enterprise to put an advertisement of such goods in the paper. Such a trade can be kept at home. If

these articles are shown the demand will follow.

THIS country, and doubtless every other that flies the Union Jack, will shortly be asked to buy "Coronation" buttons, badges, pins and many other kinds of souvenirs; and what is more to the point, they will buy them. Buttons with photographs of the King, Queen, or both, are already common, and have been for a year or more. To make a "Coronation" button all that is necessary is to put a crown on each of Their Majesties and call it "Coronation." These have already begun to sell during the past month, and from time to time other novelties of the same class are making their appearance. One of the most striking is a miniature album, containing photographs of the King and Queen, Prince and Princess of Wales, and the children of the latter. There are six pages in this. It is in the form of a book, the covers in blue or red enamel, stamped with the King's monogram in gold. The size is about ½ by ¾ inches, and the whole is less than ¼ inch thick. A ring at the top corner permits of its being suspended from a chain. These have taken the fancy of the trade that buys that sort of thing, and dealers handling them have disposed of a great many.

THE trade should consider the purchasing of Coronation goods of whatever kind very carefully. Some will sell well, and others will be left on the shelves. During a couple of weeks on each side of Coronation Day there is a good trade to be done, but it should be remembered that this will be for only a short time. The Summer holidays follow close upon the Coronation, and when people come back from them the event will be a matter of history, and things connected with it will be but poor property. But every dealer must have something to show to the public in honor of the occasion, and a well selected assortment—not necessarily a large one—can be disposed of at remunerative prices.

IN the matter of writing stationery the trade is being offered nothing radically new. The square shapes in white and cream take well in almost any kind of paper. All sorts of varia-

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FLAGS—Cotton—Silk—Bunting.
Tents, Air Rifles, Paper Lanterns.
Patriotic Bronze Jewelry (enamelled.)
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For King's Coronation

"King" Buttons, Brooches, Stick Pins.
CHINAWARE, with Royal Portraits.

Our Catalogue tells about them all

—WRITE FOR COPY—

THE FANCY GOODS COMPANY
OF CANADA, LIMITED

50 Yonge St. and 6 Wellington St. West,

 **TORONTO**

NOTES FOR THE STATIONER—Continued.

tions in the envelopes are brought out, and they sell well. A paper with a very delicate shade of pink has made its appearance, and is said to be selling. Pink note paper, however, is a very much out-of-date fashion, and it is not likely that this is the forerunner of darker shades. Dealers have all put in stock more or less of the various Coronation papereries, but not as much interest is being shown in these as might be expected.

IMPROVEMENT in the Canadian stationery trade during the past two years has been due primarily to two causes: (1) increased prosperity of the country, (2) more enterprise on the part of dealers. They have tried to push the better grade of goods, have carried better stocks, have displayed them to greater advantage, and have copied those methods which are common in other lines of trade, such as dry goods, hardware, and groceries. All this is wise. It has yielded fruit in other lines, why not in stationery? Is it not a fact that the dry goods or grocery store of to-day—as compared with that of 20 years ago—has become a far more attractive place than the stationery store in the same period?

THERE is no use in railing at the competition of the department store counter if you are not making efforts to equal it in enterprise and correct business methods. The average department store puts its books and stationery stand in a conspicuous place in the establishment, arranges the goods tastefully, changes them frequently and keeps whacking away with pointed advertisements which give prices. True, the department store is no place for choice selection, its cheapness is a poor recommendation both in books and stationery, but the average customer hasn't much judgment as to values and prices. It is the dealer's business to teach him.

BY an error in last issue a new line of stationery got out by a well-known Montreal firm was called "Paleogoric" instead of "Paleozoic." We wish to say right here that mistakes sometimes occur in the best-regulated families and that this was one; and that, furthermore, we never intended to convey the impression

that the manufacturers were putting on the market anything in the shape of a baby's stomach soother.

"VICTOR" SUPREMACY.

If superior quality and exact specifications are required in the production of any goods these are certainly the cardinal features in the making of satisfactory sporting and athletic goods. Players, in order that success may be theirs, must have their faithful training supported by trustworthy requisites for playing the games.

These important features are embodied in every article in the popular line known as the "Victor," made by The Fancy Goods Company of Canada, Limited, Toronto. Probably more pains have been taken to get every required article for the playing of outdoor games under one great trade name by The Fancy Goods Company in their "Victor" goods than in any line of goods ever placed on the market. The familiar statements in connection with "Victor" sporting lines, "They suit the players best" and "Most profitable for the dealers," are the truest things that could be said of the goods. The fact that in "Victor" sporting goods the player can find the most satisfaction, and the dealer the most ample protection and the biggest profit must account for the unquestioned supremacy of the "Victor" lines.

Their catalogue fully describing and illustrating the goods will be sent on application.

WIRE WOOD GOODS

Two bright young men have taken up a line of manufacturing in Toronto which will interest fancy goods dealers. The concern is known as The Wire Woven-Wood Manufacturing Co., No. 91 Richmond street west, and the promoters are Messrs. R. F. Wilton, formerly of Nerlich & Co., and F. Bath. This work is a new thing in this market, and is already being shown by some of the stationery dealers in the shape of baskets. There is also a good line of hammocks made according to the same process, which is a patent.

THE MONTREAL AGENCY.

The stock of writing stationery, blank books and stationers' sundries has arrived in Messrs. Warwick Bros. & Rutter's Montreal showrooms at 232 McGill street, and the display is one which is attracting much favorable comment from the trade of that city. The blank books, for which this firm is famous, are a handsome lot, and very complete. Mr. Pearson, who looks after the manufacturing and whose special care is in regard to the line of blank books, has had the goods

splendidly arranged, and the room presents a fine appearance. The stationery is now a permanent stock in Montreal, and is being added to continually as the occasion arises. The trade has shown much interest in the school supplies on view here, and well they might, for a finer line of goods was never shown here. In the matter of writing stationery they are making a specialty of putting off quantities of 100 reams, in whatever design or under whatever name should be selected by the customer requiring it. One, the "Marlborough," gotten up for a large Montreal department store is particularly attractive, and shows what the firm could do for others who wished to have a special line of their own. The Christmas cards, calendars, etc., of Messrs. Raphael Tuck & Sons, London, Eng., for which Warwick Bros. & Rutter are Canadian agents, will be in the Montreal warerooms about June 1.

NEW FASTENING DEVICE.

The Brown Brothers, Limited, are showing a new fastening device which is known as the "Perfect" sealer. It was primarily intended for sealing envelopes, for which use it is claimed to be safer than wax. The operation of fastening can be done very quickly and the result is very neat and secure. This ingenious little device is also very handy as a staple for fastening moderate thicknesses of paper, for which use it is certainly one of the nicest machines yet introduced.

POCKET DIARIES FOR 1903.

The Brown Brothers, Limited, report that they are just sending on the road their samples of pocket diaries for 1903, of which they are showing this season a range comprising over 250 varieties. They are also showing with these goods their samples of Christmas cards, calendars, booklets, etc., by the well-known art publisher, Woodbury E. Hunt, of Concord, N.H., for whom they are Canadian agents. This line is very artistic and now well known by the Canadian trade. The range this season is much larger and handsomer than in former years.

LEATHER GOODS.

At this time of the year a good business can be done in fancy leather goods if stocks are carefully selected with a view to possible tourist business. People going away require a good purse or pocketbook to carry their money, papers, and railway ticket in. A chatelaine or wrist bag for the ladies to hold their various small belongings. A toilet case for all kinds of toilet requisites. A military brush set for gentlemen, a collar and cuff case, a writing portfolio for correspondence purposes, a playing card case.

IMPROVED—REQUIRES NO HEATING.

JOHN BOND'S "CRYSTAL PALACE" MARKING INK

As supplied to the Royal Households. 100 Years' World-wide Reputation. Awarded 45 Gold Medals, etc.

IMPORTANT NOTICE.

This World-renowned Preparation has been improved, and now Requires no Heating! Becomes more intense in colour by repeated Washing and Boiling. For use with Pen, Stamp, Type or Stencil. Prints Perfectly! Flows Freely from the Pen! Goes Right into the Wash without Heat! Warranted Indelible, without Preparation. Every Bottle Guaranteed. Given Away! Rubber Stamps and Linen Stretchers. Enclosed with every 6d. and 1s. Bottle of Ink is a Voucher entitling purchaser to their Name or Monogram Rubber Stamp, for Marking Linen or Stamping Paper; also Free with enlarged 1s. size in Blue Wrappers an IMPROVED LINEN STRETCHER.

CAUTION.—When ordering through the wholesale, please specify the "CRYSTAL PALACE" INK required—the original and only genuine.

NO BAD STOCK

All soiled or old stock exchanged in full.

NOTICE.—The old kind requiring Heat supplied to order.

Wholesale and Export Depot
and Manufactory:

75 SOUTHGATE ROAD, LONDON, N.

Wholesale Agents: **THE BROWN BROTHERS LIMITED, TORONTO**

NOTES FOR THE STATIONER—Continued.

All these lines mentioned above are to be had from The Brown Brothers, Limited, Toronto. They make all these goods in their own factory.

They are showing quite a large range of chatelaine and wrist bags, and are constantly adding to their lines. By the way, wrist bags are very correct just now. They are made in all leathers, the frames in various finishes, such as nickel, silver, oxidized, gun metal, and gold. The chains vary in length up to 18 in. The Brown Brothers report a very good business in these goods.

PING-PONG PUZZLE.

The latest novelty in puzzles goes under the above name. It consists, says The American Stationer, of a small glass-covered box, divided by a strip of thin cardboard set edgewise. In the middle of the board a notch is cut, through which is laid a narrow strip of paper, the ends of which are fastened to the bottom of the box. Two shots are placed in the box and the puzzle is to get the shot over the net without turning the box upside down.

FLAGS.

A very fine line of flags is that which is being shown by Nerlich & Co., Toronto. For decorative purposes flags will be greatly in evidence this year as last, and it is safe to predict a strong and steady sale of Union Jacks, Canadian, and the different ensigns. With the first of June the holiday season commences and the above-mentioned firm seem to be quite ready for the flag side of it at least.

SOUVENIR GOODS.

Nerlich & Co. are finding a ready sale for their patriotic and souvenir jewellery.

The demand for patriotic lines of all kinds is much greater this year than usual, on account of the Coronation, and many firms have made preparations for a greatly increased trade in these lines. Nerlich & Co. are displaying a very fine assortment of enamelled jewellery, and the attention of the trade is called to their announcement on another page.

With the opening of the Summer resorts will come the request for sand pails, spades, etc. Nerlich & Co. are handling a well assorted line of pails, spades, and sail boats, and also garden sets (toy), etc. These will no doubt prove good selling articles.

The School Trade.

The trade has now to consider the subject of school supplies for the coming Fall term, and so much attention has been given to this branch of the business by the manufacturers and jobbers that every want can easily be supplied.

Writing pads, exercise books, scribblers, etc., are, of course, shown in a great variety of designs and range of prices, but the trade will find a more tasteful lot of covers. Last year the market was flooded with "patriotic" designs of all sorts. A new sovereign reigned, his son visited Canada, the war was in active progress and aroused a great deal more enthusiasm than now, and other things combined to show Canadians how loyal they were; but now, even the Coronation of the King has not induced any great number of novelties for the occasion, compared with what would have been brought out under other circumstances. There are, of course, King Edward and Queen Alexandra school books in plenty,

as there will always be, now that such designs have been popular, but the great majority of the new books are of another class of design. To attempt to enumerate them would be useless, the variety of the subjects is so great. The designs, however, are entirely new, and in most cases, artistic, and will take well.

In such goods as pencils, pens and pencil boxes there are some few novelties showing, but they are unimportant and not radically different from those now in use. The trade has not fairly commenced yet, but those wholesalers with some special lines report business satisfactory.

Most live stationers have a line or two of notepaper of their own. It is very easy to have any design desired put up by the manufacturers, provided a sufficient quantity is taken, and the enterprise always meets with success. It gives confidence in the dealer's goods to customers to know that certain lines have been specially selected by him as most suitable to his trade. And it is usually easier to effect sales of such lines, not only because the customer feels greater security in buying something of the merchant's own get up, for most people never think but that the dealer has stood over the manufacturers and directed their every movement, but there is also an impression that such goods, which are exclusive to the dealer, are also, in a measure, exclusive to themselves. One or two Montreal stationers have gotten out some very handsome writing paper in this way, and the department stores make a good deal out of their private brands. One stationer has gone much further, and has several lines of notepaper, writing pads, foolscap, etc., done up under his own name, and with special names and designs of his own choosing.

* Notes of Canadian Trade *

THE retail fancy goods business of J. L. Meikle, at the "Bazaar," Port Arthur, has been transferred to a new firm, Armstrong, Butcher & Greenland. Mr. Meikle will devote his whole time to his wholesale business. The members of the new firm are well known. W. H. Butcher has for several years been one of the most active and trusted employes of Mr. Meikle. Associated with him are his brother-in-law, H. G. Greenland, who recently settled in Port Arthur after a successful business career in the Western States, and John Armstrong, for the past two years with the jewelry house of A. Ross & Co., Port Arthur, and formerly for several years with Ryrie Bros., Toronto. According to the agreement the new firm will assume control on June 1, 1902. Under the same roof will be conducted the separate piano, organ and sewing machine business of W. H. Butcher & Co.

The Winnipeg Telegram announces that J. C. Saul, M.A., has resigned his position as English master at the Collegiate Institute to accept a position with The George N. Morang Publishing Co., of Toronto. He will leave Winnipeg on June 1. His work will be chiefly in the text-book department. He has been a prominent figure in educational and literary circles in Winnipeg, in which city he has lived for 22 years.

R. Uglow & Co., of Kingston, have sold their Smith's Falls branch to W. H. Kerfoot.

L. G. Derome and L. J. A. Richards, booksellers and stationers, St. Lawrence street, Montreal, have assigned on demand of L. W. Sicotte, jr. The assets amount to \$1,600, while the liabilities total about \$7,000.

Edward Britnell, of Congdon & Britnell, Richmond street booksellers, Toronto, has arrived home from the Old Country, where he has been for the past two months, purchasing for his firm.

Miss Mary Brooking, who kept a fancy goods store in Berlin, has assigned to James G. Strong. Several Toronto firms are interested.

A seizure of Henty's books was made at the Toronto Customs House last month.

The publishers of these books are Blackie & Son, of Edinburgh, and they control the copyright for the Canadian market, which they are determined to maintain. An Ontario dealer has brought in copies of Henty's "Sturdy and Striving," which is in the copyright list, but a pirated edition of which has been brought out by Mershon & Co., in New York. The trade are also warned that the same firm publish a book called "The Young Midshipman" by Henty, which is also in the copyright list, under the title of "A Chapter of Adventures." Any dealers ordering any of Henty's books in unauthorized editions are, therefore, liable to have them seized.

Mr. Mortimer Goodall, senior member of the well-known English firm of Chas. Goodall & Sons, was in Montreal recently on a trip through Canada in which business and pleasure are combined. It is three years since Mr. Goodall was here before. Mr. T. S. Cockburn, who formerly represented the firm in Canada and other British colonies, is now looking after the trade in the city of London.

There is fresh litigation over the familiar pictures, "What We Have We Hold." Henry Graves, of London, England, has the copyright for these pictures, and has been trying for a long time to prevent George T. Gorrie, of Adelaide street, Toronto, from producing them. The case has been tried in three Canadian courts, and each one of them has decided that the British copyright does not extend to Canada. Now the London firm is taking the suit direct to the Privy Council. Henderson & Small have been retained by Mr. Graves and Herbert Denton is acting for Mr. Gorrie.

We regret to announce the death, at his residence in North street, Toronto, May 2, of Mr. Moses Staunton, president of the well-known wall paper manufacturing firm of Stauntons Limited, 944-948 Yonge street. Mr. Staunton, who was in his sixty-fourth year, was born in Belfast, Ireland, and came to this country and settled in Toronto when about 20 years old. He followed the same occupation during practically the whole of his residence in town. He leaves a widow and several children, including his sons who conduct the busi-

ness. The funeral took place on May 5 to Mount Pleasant Cemetery. The funeral services, both at the house and the graveside, were conducted by Rev. John Neil. Among the many floral tributes were a beautiful "Gates Ajar" from the employes of the factory and a large wreath from the travelling staff.

The British Columbia Book Co., of Vancouver, made up a present of books and magazines for the soldiers who went from there recently to join the new contingent.

The partnership of McFarlane, Son & Hodgson, wholesale stationers, Montreal, has been registered.

C. Rourke, stationer, Kamloops, has assigned to Chas. S. Stevens.

A. L. Kent is the curator of the Cadieux & Derome estate, Montreal. The assets of the estate are to be sold.

C. W. Papst has sold his book and stationery business at Seaforth, Ont., to I. V. Fear.

G. W. Liddle, of Fort William, has sold his stationery business to E. Tailon.

D. B. Palmerston, a partner in the firm of W. B. Tomlinson & Co., Simcoe, is dead.

H. W. B. Douglas is removing his stationery business from Portage la Prairie, Man., to Edmonton, N.W.T., and G. H. L. Bossange is removing his from Edmonton to Wetaskiwin.

William Mason was acting suspiciously in W. Tyrrell & Co.'s store, on King street, Toronto, and was arrested on a charge of stealing a book. Mr. Tyrrell was not anxious to have the youth sent to jail, but the magistrate imposed a sentence of 30 days.

As noted elsewhere, Mr. Saul, M.A., of Winnipeg, English master in the Collegiate Institute, is joining Morang & Co.'s business staff. He leaves Winnipeg June 1 for Toronto, and his work will be in connection with school text books. Mr. Saul will be on the road part of the time, and will visit the West frequently he expects. He has been a resident of Winnipeg for 22 years, having removed there from Ottawa as a lad. He is a graduate of Manitoba University.

New Stationery Items.

THE COPP, CLARK CO. report a big business with their splendid range of Christmas cards and calendars. The travellers have been sending in largely increased orders over former years, and it is not surprising with the line they have. The number, beauty and style they show is enormous. A specialty is the getting up for the trade of cards with local views; their travellers will be pleased to show samples of this line and go into details. It will pay the trade to interest themselves; wherever these cards have been shown they have had a very large sale. Something particularly nice in cards for souvenir trade, which had a ready sale at Summer resorts with the touring public, can be had for delivery in July. These include cards of a Canadian character, hand-painted maple leaves, Canadian coat of arms, Provincial coat of arms and views of Canadian scenery, souvenir greetings, which may have the name of any town, for instance, Souvenir from Montreal, etc.

In with this line of import goods a large range of tally cards, from the well-known samples of the C. R. Gibson Co., are shown. Many novelties are included and the prices run from 35 per cent. up, and may be had with or without tassels.

Japanese napkins is another seasonable line; very beautiful effects are shown both in Japanese and crepe tissue. The patterns and prices are very low, the cheapest being \$1 per 1,000.

The crepe-paper napkins are fast superseding the imported napkins, their superiority being conceded by every user. They have the advantage of being absolutely clean and free from all impurities, as they are printed by press and not by hand, as those of the imported lines—Japanese and Chinese. The paper napkins are increasingly used; if you have not marketed them give them a trial.

• • •

The Copp, Clark Co. state that their stock of flags is now very complete and they also have a splendid line of decorations, which make very effective displays combined with flags and lanterns, of which they also have a very large range, as low down in price as \$1 per gross. A good assortment of lines to retail at 5, 10, 15, 20 and 25c. new and showy patterns. These goods are beginning to move as Victoria Day is close at hand, and with the extra holiday, Coronation Day, Dominion Day and the business the Summer brings with it stock ought to be looked up and replenished with these lines.

• • •

The Copp, Clark Co., Limited, are placing on the market a splendid line of the

popular game of ping-pong or table tennis, of which they are the manufacturers. We have just seen samples of these, and it strikes us as being a particularly fine line. The retail prices will be 25, 50, 75c. \$1, \$2 and \$3 per set. The matter of value and finish seem to be ahead of the imported line.

The 25c. edition is put up in a nice box, printed label, and contains two parchment paper bats, netting and balls. The 50 and 75c. lines have superior racquets and fittings, best celluloid balls and very handsome labelled boxes, lithographed in colors and gilt.

The attractive manner in which these are gotten up will, no doubt, greatly assist in their sale. Two better qualities are known as the "Rex" Nos. 1 and 2. These are fitted with very neat woven nets, clamp fixtures, which are easily attached to the table; racquets are very handsome in appearance, well made, real parchment skin, best grade. The quality of skin put into these racquets is of such a nature that it will not loosen. The boxes are strong and nicely labelled. The sets with parchment racquets are considered to be the most satisfactory for home use, as the table is not so liable to be injured as with wooden racquets.

They also show a nice line of tennis bats, made of wood, which are considered by experts to be the best bat to use. No. 10, at \$1.80 per dozen, is a nicely turned bat, fancy handle, sandpaper facing. No. 11, at \$2.75 per dozen, a better finished article with walnut handle; No. 12, at \$1.80 per dozen, is a heavy varnished bat, double veneer.

This house also handle ping-pong balls of the best English make. As this game seems to be here to stay and shows likelihood of being played out-of-doors this Summer, there should be a steady sale.

• • •

NEW PREMISES.

Buntin, Gillies & Co., Hamilton, Ont., have secured suitable premises in the building formerly occupied by The Consolidated Pulp and Paper Co., No. 4 Cote street, Montreal. Mr. T. B. Little, who is in charge of this branch, will be pleased to see his old friends and customers in his new location.

• • •

The manufacturers of the well-known "Dancing Girl" brand of crepe paper have reduced the price, so that this article can now be profitably sold retail at 10c. Buntin, Gillies & Co., Hamilton, Ont., carry a large stock of this paper and can supply the trade.

• • •

School slates have been very scarce for some months past, some lines, owing to

a fire in one of the large factories, being unprocurable. Buntin, Gillies & Co., Hamilton, Ont., can now supply all sizes and grades.

• • •

The "Giant Niagara" clip, in the small size, has become very popular, and owing to the increased number of uses to which the "Giant" size can be put, a large trade is predicted for this new article.

SCHOOL SUPPLIES.

THE trade are always looking for something new in the way of exercise books and scribbling book covers and those that have something new and novel, that pleases the scholars, get the trade. We notice among the advanced samples being shown by The Copp, Clark Co., something entirely different from anything before issued, and it seems to us that they have struck something that is going to make good and have a large sale. The travellers are out with these lines now and will call upon their customers in due time.

We were particularly struck with the designs and also with the large variety of covers, among which were "Rookwood," which is a very striking cover showing an Indian's head, "Playmates," shows a group of kittens; "Home Friends," shows a collection of dogs' heads; "Nature Study Series" shows farmyard and barnyard scenes; "Boy" and "Girl" are two separate designs of a unique and comical nature; "Student's Journal" is a very neat design, imitation of a blank book; "Homespun," "Royal Stuart," "Dominion," "La Canadienne" and "Royal Canadian" are a few of the other designs.

The range of exercise books retail at 2, 3, 5 and 10c., while the scribblers retail from 1c. up to 5c. and are made in royal, demy and 16c. sizes in pencil paper, and pen and pencil paper.

The trade should consider the matter of supplies of foolscap papers for the coming examinations. We learn that this year the candidates for all departmental examinations will be required to use the regulation examination book, but the 12 and 11 lb. single sheets, marginal foolscap paper is to be used in the other examinations. It will pay the trade to call upon the High School and Public School inspectors and interview their principals, so that they will be in a position to know what stock will be required.

The Copp, Clark Co., Limited, are giving special attention to these supplies. They are issuing a circular, which is being sent to the trade, containing full information, and they will be very pleased to furnish samples upon request.

CREPE PAPER TINTS.

ACCORDING to one authority the Summer girl will continue the exercise of her ingenuity in making articles of beauty from crepe paper. Last year she made a long series of decorations, including hats and sunbonnets, which proved unexpectedly becoming, and were, therefore, exceedingly popular. The Summer girl has heretofore confined the bulk of her efforts to manipulating black and white paper, and manufacturers are wondering what will happen to them this year. In past seasons demand has frequently exceeded supply in these two colors. This year there are indications that other and brighter colors will also be used, though it is best to admit that whatever prediction is made respecting the probable action of the Summer girl, the prophecies may fail to materialize, and the prophet runs imminent risk of stoning, figuratively speaking. In this case fashion's arbiters assert that the proposition is true. Generally the tips sent out by fashion's prophets are more certain than those spread broadcast from Wall street, therefore it may be wise to consider the matter of stocking considerable quantities of assorted crepe patterns in anticipation of Summer wants.

Crepe has been put to many uses, both ornamental and decorative. For the making of lamp shades it is particularly adapted, the cosy and warm effect given to a room by means of a lamp shade of crepe paper is immense; the light is softened and the rays spread a charm. Unsightly, cheap flower pots are transformed by means of crepe tissue. For the display of goods to the best advantage it is the cheapest and most effective material that can be used, the large range of shades enabling the decorator to choose the most becoming and attractive color to suit the goods or articles to be displayed. Tables may be covered by picnic parties at a cost not worth considering, and the saving of household linen, no carrying back the soiled cloth. It also makes excellent table napkins. Black can be used for funeral decorations. Dresses have been made of different colors, and in cases of fancy dress balls the paper has proved quite as attractive as brilliantly-colored fabrics. In fact, the possibilities are endless, and stationers can add materially to their profits by offering attractive assortments and making suggestions regarding the use of the paper. The Bainbridge line, which includes all the latest art shades in full-length rolls, is an admirable cheap tissue for work of this kind at 6½c. per roll, or \$5.75 per 100. There is a good profit for the retailer to sell at 10c. per roll. The Copp, Clark Co., Limited, are Cana-

dian selling agents. A complete list of colors and shade-card may be had on request.

IMPROVED ESTABLISHMENT.

One of the recent and most notable improvements in Toronto establishments is that reported from the manufacturing departments of The Copp, Clark Co., Limited, on Colborne street. Their extensive premises have been enlarged by the addition of a new flat, which will increase the facilities of the various branches of manufacturing. The company consider that now their combined printing, binding and lithographing plants are the best in Canada. This department is managed by Mr. E. H. Harcourt.

New German Notions.

To facilitate erasures on type-written matter various inventions are already in the market. They are all of the stencil pattern, and in this respect the latest novelty of this class does not differ from them. A great drawback of the old erasing shields has always been the capacity of the material they were made of, as it sometimes happened that the opening was accidentally placed over the wrong letter. New shields I have recently inspected are made with gelatine with seven perforations of different sizes. As they cost only about half as much as the old metal erasing shields, they are suitable for gratis presentation to customers, more especially since advertisements printed on the gelatine look well in gold, silver or bronze.

Penholders made entirely of wood generally have circular incisions into which the pen is slipped. The core, which is produced by this incision, is hollowed out in a new penholder, and as the tube thus formed is not rigid like the solid core, it becomes easier to insert as well as to remove nibs than hitherto.

Endeavors to improve paste or gum bottles still animate the inventive among the benefactors of mankind, and the latest consequence is that a gentleman from Silesia has just introduced a new one which appears to be so perfect that other inventors in the same line have all reason to abandon further attempts in despair. This wonderful bottle possesses a very wide opening into which a funnel is fitted, the inner portion of the latter, through which the brush is inserted, shows an opening of the shape of an asterisk, between the prongs of which the brush is relieved of all superfluous paste or gum.

An ink well which closes automatically every time the nib has taken a dip would be a nuisance, unless the opening took place likewise automatically. "Such an ink well has been invented," I was told the other day by one of my friends in the

ink-stand line. "Has it," I replied. "and may I ask whether you have to ring a bell or simply to whistle whenever you want the ink-pot to open its lid voluntarily?" My friend appeared rather indignant at that, and said that it was not a joking matter at all, but a very simple American invention. Whoever would believe that an automatically opening and closing ink-well would be a simple thing? And yet it really is. The inventive Yankee has constructed a funnel ink-pot, the opening of which is closed by a glass ball. The latter is, however, inserted in a special cavity in the side of the funnel, from which it can never wholly emerge, although completely covering the opening of the ink vessel. As soon as the nib knocks against it the ball is partly driven into that cavity, from whence it rolls forth again immediately the pen is withdrawn. The only question with regard to the usefulness of this invention is, whether it will not cause a great waste of nibs.—Berlin Correspondent Stationery Trades Journal.

PIONEERS PASS AWAY.

THE death is announced from Toronto of Moses Staunton, the head of one of the oldest manufacturing establishments in that city, who passed away on the 2nd instant. Many years ago the father of Mr. Staunton left his home in the North of Ireland and came to America, starting a wall paper business in Canal street, New York. But he was too much attached to British institutions to remain long under the flag of the Republic, and leaving New York he went to Toronto and established a wall paper manufacturing business there. After his death the business was carried on by his two sons, Messrs. Moses and Albert Staunton. Some years later Albert Staunton retired from the business, and of recent years it has been conducted by Moses Staunton and his two sons. A short time ago a change was made and the business has since been carried on as a company under the style of Stauntons Limited, the management being in the hands of Moses Staunton's two sons, T. H. Staunton and E. G. Staunton. Although Mr. Staunton had been an invalid for years and his death was not unexpected, it came as a shock to the wall paper trade of Canada, among whom he was known as the head of the oldest wall paper manufacturing business in the Dominion.

Death has been busy the last few years among the wall paper manufacturers of Canada. About two years ago Mr. Foster, of Watson, Foster & Co., of Montreal, died, and following closely after the fire which did so much damage to the factory of Colin McArthur & Co., of Montreal, last Fall, came the death of Colin McArthur, which was succeeded in a few weeks by that of his son. With Mr. Staunton the older generation of wall paper manufacturers in Canada may be said to have about passed away, the only one left being his brother, Albert Staunton, who resides at Montreal, but who has now for a long time been engaged in other lines of trade.—St. John Sun.

146-8 Front St. W.,

NERLICH & CO., Toronto, Ont.

Opposite the Union Station.

FLAGS :—For the Coronation Celebration, Union Jacks, Canadian and Red Ensigns, Bunting, Flags, Flag Sticks, etc.

Flags are of good color and material.

HAMMOCKS :—Cross Bar ends, Wire-Woven Slat Hammocks, Baby Hammocks, Cotton Hammocks, Cradle Hammocks. In plain and fancy colors.

PATRIOTIC JEWELRY

Reproduced in correct colors and designs. The different patterns are well-cut and distinct, and the enamelling is of the best. For **SOUVENIR GOODS** these are not surpassed by any. Are quite suitable for engraving and equal in appearance and wearing quality to Sterling Silver.

Brooches, Hat Pins, Belt Buckles, Fob Chains, Chatelaine Brooches, Pendants, Match Safes, Cuff Links, Cordial Cups, etc.

**Camp Stools and Beds.
Picnic Baskets.**

A good range of Children's two and three-piece **Garden Tool Sets.** Made of cold rolled steel and polished wood.

Sand Pails, Sand Spades and Sand Sets.

Watering Cans.

Paper Lanterns, for Lawns, etc.

Toy Sail Boats, neat, well-shaped models, correctly made.

SPORTING GOODS

We draw attention again to our SPORTING GOODS.

SPALDING BATS, BALLS, MITTS and SUNDRIES.

Special value in our own lines of popular-priced BATS and MITTS.

LACROSSE STICKS, GOAL NETS, BALLS, etc.

TENNIS NETS, RACQUETS, BALLS, POLES, etc.

FOOTBALLS, Association and Rugby, SHIN PADS, etc.

BOXING GLOVES and STRIKING BAGS. CROQUET.

Leather Chatelaines and Wrist Bags

BEADED CHATELAINES

Montreal Office :—

NERLICH & CO.,

301 ST. JAMES ST.

Toronto, Ont.

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE.

1. "Right of Way," by G. Parker. Copp.
2. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
3. "Audrey," by M. Johnston. Morang.
4. "Marietta," by F. M. Crawford. Copp.
5. "Kate Bonnet," by F. R. Stockton. Copp.
6. "T. Racksole and Daughter," by Bennett. McLeod.

CHARLOTTETOWN.

1. "Right of Way," by G. Parker. Copp.
2. "The Man from Glengarry," by R. Connor. Briggs.
3. "The Eternal City," by H. Caine. Morang.
4. "Kim," by R. Kipling. Morang.

GODERICH.

1. "Audrey," by M. Johnston. Morang.
2. "Right of Way," by G. Parker. Copp.
3. "Hound of the Baskervilles," by C. Doyle. Morang.
4. "The Man from Glengarry," by R. Connor. Briggs.
5. "Captain Ravenshaw," by R. N. Stephens. Copp.
6. "Lives of the Hunted," by Thompson-Seton. Morang.

GUELPH.

1. "Dorothy Vernon," by C. Major. Morang.
2. "Audrey," by M. Johnston. Morang.
3. "Right of Way," by G. Parker. Copp.
4. "The Conquerors," by G. Atherton. Morang.
5. "Kate Bonnet," by F. R. Stockton. Copp.
6. "T. Racksole and Daughter," by Bennett. McLeod.

HAMILTON.

1. "Audrey," by M. Johnston. Morang.
2. "Hound of the Baskervilles," by Conan Doyle. Morang.
3. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
4. "One of My Sons," by A. K. Greene. Copp.
5. "Right of Way," by G. Parker. Copp.
6. "The Man from Glengarry," by R. Connor. Briggs.

KINGSTON.

1. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
2. "The Battle Ground," Musson.
3. "Dorothy Vernon," by C. Major. Morang.
4. "Kate Bonnet," by F. R. Stockton. Copp.
5. "Hound of the Baskervilles," by C. Doyle. Morang.
6. "The Methods of Lady Walderhurst," by F. H. Burnett. Briggs.

LONDON.

1. "Audrey," by M. Johnston. Morang.
2. "Hound of the Baskervilles," by C. Doyle. Morang.
3. "The Man from Glengarry," by R. Connor. Briggs.
4. "Dorothy Vernon," by C. Major. Morang.
5. "House with Green Shutters," by G. Douglas. Copp.
6. "Methods of Lady Walderhurst," by F. H. Burnett. Briggs.

MONTREAL.

1. "The Man from Glengarry," by R. Connor. Briggs.
2. "Dorothy Vernon," by C. Major. Morang.
3. "Velvet Glove," by S. Merriman. Copp.
4. "One of My Sons," by A. K. Greene. Copp.
5. "The Lady Paramount," by H. Harland. Briggs.
6. "Kate Bonnet," by F. R. Stockton. Copp.

MONCTON.

1. "Dorothy Vernon," by C. Major. Morang.
2. "Audrey," by M. Johnston. Morang.
3. "Sir Richard Calmady," by L. Malet. Dodd.
4. "The Man from Glengarry," by R. Connor. Briggs.
5. "The Colonials," by A. French. Briggs.
6. "Velvet Glove," by H. S. Merriman. Copp.

OTTAWA.

1. "Audrey," by M. Johnston. Morang.
2. "Dorothy Vernon," by C. Major. Morang.
3. "One of My Sons," by A. K. Greene. Copp.
4. "The Battle Ground."
5. "Count Hannibal," by S. Weyman.
6. "Right of Way," by G. Parker. Copp.

PETERBOROUGH.

1. "Audrey," by M. Johnston. Morang.
2. "The Man from Glengarry," by R. Connor. Briggs.
3. "Black Rock," by R. Connor. Briggs.
4. "Sky Pilot," by R. Connor. Briggs.
5. "The Right of Way," by Parker. Copp.
6. "House with Green Shutters," by G. Douglas. Copp.

SARNIA.

1. "The Man from Glengarry," by R. Connor. Briggs.
2. "Secret Orchard," by G. Castle. McLeod.
3. "Right of Way," by G. Parker. Copp.
4. "Tarry Thou Till I Come," by G. Croly. Briggs.
5. "T. Racksole and Daughter," by Bennett. McLeod.
6. "Marietta," by F. M. Crawford. Copp.

ST. CATHARINES.

1. "Hound of the Baskervilles," by C. Doyle. Morang.
2. "Audrey," by M. Johnston. Morang.
3. "God Will's It," by W. S. Davis. Copp.
4. "Dorothy Vernon," by C. Major. Morang.
5. "Mr. Dooley's Opinions," by F. P. Dunne. Copp.
6. "The Right of Way," by G. Parker. Copp.

ST. JOHN, N.B.

1. "Audrey," by M. Johnston. Morang.
2. "Arms and the Woman," by McGrath. Copp.
3. "Kate Bonnet," by F. R. Stockton. Copp.
4. "Hound of the Baskervilles," by C. Doyle. Morang.
5. "Red Chancellor," by Magnay. McLeod.
6. "Right of Way," by G. Parker. Copp.

TORONTO.

1. "Audrey," by M. Johnston. Morang.
2. "Hound of the Baskervilles," by C. Doyle. Morang.
3. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.

4. "The Red Chancellor," by Magnay. McLeod.
5. "Arms and the Woman," by H. T. McGrath. Copp.
6. "The Battleground," Musson.

VANCOUVER.

1. "T. Racksole and Daughter," by Bennett. McLeod.
2. "The Velvet Glove," by H. S. Merriman. Copp.
3. "House with Green Shutters," by G. Douglas. Copp.
4. "Angel."
5. "The Red Chancellor," by Sir W. Magnay. McLeod.
6. "The Right of Way," by G. Parker. Copp.

WINNIPEG.

1. "Hound of the Baskervilles," by C. Doyle. Morang.
2. "Audrey," by M. Johnston. Morang.
3. "Right of Way," by G. Parker. Copp.
4. "Maid and Matrons of New France," by M. S. Pepper. Morang.
5. "The Conquerors," by G. Atherton. Copp.
6. "The Man from Glengarry," by R. Connor. Briggs.

CANADIAN SUMMARY.

Points.

- | | |
|---|-----|
| 1. "Audrey," by Mary Johnston..... | 109 |
| 2. "The Right of Way," by Gilbert Parker... | 64 |
| 3. "The Man from Glengarry," by R. Connor | 63 |
| 4. "Hound of the Baskervilles," by C. Doyle | 62 |
| 5. "Dorothy Vernon," by C. Major..... | 55 |
| 6. { "Mrs. Wiggs of the Cabbage Patch," by
A. C. Hegan..... }
{ "Kate Bonnet," by F. R. Stockton..... } | 32 |

UNITED STATES.

1. "Audrey," by M. Johnston.
2. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan.
3. "The Right of Way," by G. Parker.
4. { "House with Green Shutters," by G. Douglas.
"Sir Richard Calmady," by L. Malet.
5. { "The Man from Glengarry," by R. Connor.
"The Fifth String," by Sousa.

BEST SELLING MUSIC.

The Anglo-Canadian Music Publishers' Association, Limited, find the best selling music of the month to be as follows :

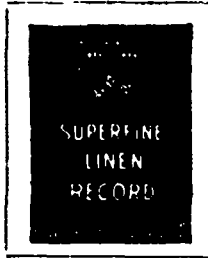
1. "After the Harvest," song, by Hamilton Gray.
2. "God's Slumberland," song, by Hamilton Gray.
3. "The Blacksmith," song, by David Dick Slater.
4. "Coon Land Revels," instrumental, by Abe Rawlings.
5. "Dans les Fleurs," instrumental, by Rodolphe Berger.
6. "The Empire March," instrumental, by E. Boggetti.

The music that sold best during the month for Whaley, Royce & Co. is as follows :

1. "On a Saturday Night," song, by Howard Emerson.
2. "In the Sweet Summer Time," song, by Harry S. Marion.
3. "Baby's First Love Letter," song, by Chas. F. Geutlinger.
4. "Fleurs de Mai," instrumental, by Arthur Wellesly.
5. "Winora," instrumental, by Arthur Wellesly.
6. "Arlene," instrumental, by Arthur Wellesly.

JUST OUT.

The swellest line of boxed high-grade Note Paper and Envelopes in the market.



White ^{Key} or Azure.

Fac-simile of the label on the box.

RETURNED JUN -5 1902

RETURNED JUN -5 1902



Key-Cream. Antique finish.



Each brand made in three sizes—Small 8vo. Large 8vo. and Empire.

Very "Chic"—the acme of good style and quality.

Ask your wholesale house for it as it is **Sure to be a good seller.**

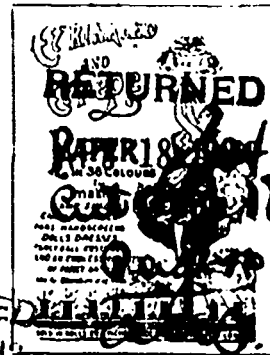
The Rolland Paper Co.,

High-Grade Paper Makers,

QUEBEC.

MONTREAL.

TORONTO.



CRÊPE PAPER

"Dancing Girl Brand" In 40 plain colors.

For Coronation Decorations use the Red, White and Blue striped paper, in broad or narrow stripes.

Also Just Out, Mill 39, Union Jacks—

3 on a roll, each 19 x 27 inches, No. 1902
12 on a roll, each 8½ x 12 inches, No. 1903

made on Waterproofed Crêpe Paper, Fast Colors.

WHITE AND COLORED TISSUES, in over 300 shades.

COPYING PAPERS, in White, Buff and Blue, glazed and unglazed. Best qualities, lowest prices.

Jas. R. Crompton & Bros.

Canadian Agent,
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ELTON MILLS, Limited
Near Bury,
Lancashire, England.

Our High-Grade Products Demand Your Attention



"EUREKA" and Standard (Yellow Box) "M.M."

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Wall Paper and Decorations.

A NOVEL PROGRAMME.

A WALL PAPER programme was the dainty novelty of a recent party. The young hostess was at a loss for her programmes for the dance. She was tired of the usual cards provided by the stationers. The inspiration came while she was looking over the new designs in wall paper. This design had a pattern of red poppies scattered singly over its surface. These individual poppy blossoms were carefully cut out and pasted smoothly upon the white bristol board. The bristol board was then cut, following the outline of the flower. This gave a firm back to the wall paper, and so asthetic were the poppies themselves that they looked as though painted upon the bristol board. The programmes were lettered upon white papers, also cut in the poppy outlines, and the whole tied together with a red silk cord. The same idea could be carried for golf or ping-pong scoring cards, as the new wall papers are exceedingly "sporty" in design. — Geyer's Stationer.

MAKING WALL PAPER IN CANADA.

Editor BOOKSELLER AND STATIONER,— My attention has been drawn to the article entitled "A New Wall Paper Factory," which appeared in the February issue of BOOKSELLER AND STATIONER in which it is stated that "Some representatives of a small wall paper factory in the United States have been looking over the ground for a site to establish a factory at Niagara Falls, Ont., and are endeavoring to interest Canadian capital, but that all such attempts had previously failed, as it was never clearly shown that there is any room in Canada for a fourth factory." It also goes on to say "that the three wall paper factories already established in Canada have facilities for turning out 25,000,000 rolls of paper per annum, and, as the consumption of wall paper in Canada, including Canadian and imported goods, is under 12,000,000 rolls per annum, it is easy to see that the present factories are only running at about half their capacity. Under these circumstances, we hardly think there is room for a fourth wall-paper industry."

As the above statements were undoubtedly inspired by one of the Canadian wall paper manufacturers and widely circulated among the wall paper trade of Canada through your influential publication, and, as such statements are erroneous and misleading,

the directors of The Star Wall Paper Co. (Incorporated under the laws of the State of New Jersey, with an authorized capital of \$250,000, as you will see by the inclosed prospectus, for the purpose of manufacturing wall paper in Canada for domestic use and export), have instructed me to rectify the statements herein referred to as prejudicial to our interests in view of the fact that we intend to offer some part of the stock for public subscription in the near future.

I might state that as practical wall paper men with a long experience in the wall paper manufacturing industry of Canada, we are well posted and are in a position to prove by figures and facts that there is plenty of room for another wall paper factory in this country, and that it is one of the best-paying industries in the Dominion at the present time.

One of the Canadian factories turned out \$397,000 worth of wall paper last year, another \$225,000, and the third one about \$175,000, which makes a total output of \$800,000, and, as the average per roll is generally estimated at 8c., this amount represents about 10,000,000 rolls of the paper consumed annually in Canada, this leaves about 2,000,000 rolls of imported paper, of which we expect to get a very large share, besides a good share of the amount now manufactured in Canada, and there is a wide field for export to the United States, Australia and the South-American continent. The statement that the present factories are only running at half their capacity is also a mistake, as any wall paper man knows perfectly well that the whole three factories are working full blast the whole year long, and from January to about the middle of March they have to work overtime in order to keep up with the ever-increasing demand (see previous number of BOOKSELLER AND STATIONER for verification of this statement). I trust that with your sense of fair play and straightforward business methods, you will kindly give the above the hospitality of your interesting columns, and greatly oblige,

Faithfully yours,

J. A. DUBREUIL,
Secretary Star Wall Paper Co.,
Maisonneuve, near Montreal.

THE COMING SEASON'S TRADE.

During the past two months, Stauntons' wall paper factory, Toronto, has been the scene of particularly interesting develop-

ments in the designing and perfecting of several entirely new lines of wall papers, which are now approaching completion, and will shortly be ready for putting into the hands of their representatives on the road. These new ideas in colorings, designs and effects are far in advance of anything heretofore offered to the trade. For novelty and originality they stand alone, and will prove a great attraction to any dealer's stock. Some of the finer details of these lines are now being completed, and will be offered in good time for the approaching season's trade. Dealers who cannot wait for their travellers can have sample sets as soon as completed by writing Stauntons for them. The company are also busy in their trade department with sorting up orders from dealers who keep their stocks well up to the standard.

QUESTION OF MUSIC COPYRIGHT.

ON the subject of infringement of copyright on music, Messrs. Boosey & Co., write to the English papers: "We are anxious to draw attention to the serious position of music publishers owing to the sale of pirated music. The publication of pirated editions of popular songs is rapidly on the increase, owing to the inefficiency of the present law to protect the owner of copyrights, and the absolute impunity with which syndicates of unprincipled persons traffic in such pirated versions. The principal difficulty is to find the printers, as no name appears on these pirated copies. The only redress is the civil court, which has been found to be quite inadequate to deal with the vendors of these pirated versions in the streets and markets. The cost of an action in the civil court is considerable, and, as the printers and vendors of these pirated songs are, as a rule, men of straw, it is difficult to obtain any damages or costs; therefore, it is only an encouragement to them to continue this illegal business. This is well known to the offenders, and to such an extent is this traffic carried on that at the present time there are as many as six pirated editions of single songs on sale in thousands, not only in London, but all over the provinces. * * * A deputation of American music publishers in business over here recently waited upon Mr. Choate, the American Ambassador, to know what steps would be taken to protect their interests. The United States give us proper protection, and it does seem humiliating that we cannot do the same for them. * * * What is required is that the Government should give facilities for the passing of a short Bill to enable music publishers to deal with the printers and vendors of pirated copyrights in a summary manner before a magistrate."

WATSON FOSTER CO.



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GOODS CAN BE OBTAINED?

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May 1902

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of
April, 1902

*** 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.

12893. The Quebec Legal Chart, 1902. Henry Cartwright, Toronto.
12894. Talmage and Death. Sermon of Dr. Talmage, dated March, 1902. William Baily, Toronto.
12896. McAlpine's Nova Scotia, Magdalen Islands and St. Pierre Directory, with Business Directory of Newfoundland, 1902. McAlpine publishing Co., Halifax.
12897. Groupe des Hommes de la Congregation de Ville Marie de Montreal. (Photo.) Joseph Amedee Dumas, Montreal.
12898. Guide Parlementaire Historique de la Province de Quebec, 1792 to 1902. Par Joseph Desjardins, Lexis, Que.
12899. Cours d'Hypnotisme de l'Institut Hypnotique de Montreal. Louis Fortier et A. E. Prud'homme, Montreal.
12900. Careno Waltz. (Espagnol.) By William Theodore Thompson, St. Catharines.
12901. The Siege of Quebec and the Battle of the Plains of Abraham. By A. Doughty, in collaboration with G. W. Parmelee. Volumes I, II, III, IV, V, VI. Arthur Doughty, Quebec.
12902. The Quest. Text by Randolph Hartley. Music by Ethelbert Nevin. Church Co., Cincinnati.
12903. Silence in Heaven. Sermon of Dr. Talmage, dated April 6, 1902. William Baily, Toronto.
12904. One Way and Another. (Book.) The Sultana Manufacturing Co., Montreal.
12906. Sunny Susan. March Two-Step. By Harold L. Frankenstein. Whaley, Royce & Co., Toronto.
12907. From the Great Lakes to the Wide West. By Bernard McEvoy, Toronto.
12908. A Star Song. Lyric Rhapsody for Solo, Quartet, Chorus and Orchestra. Text by Henry Bernard Carpenter. Music by Horatio Parker, Op. 54. Church Co., Cincinnati.
12909. Become Your Own Landlord. (Pamphlet.) Alexander McEwan Campbell, Toronto.
12910. Wiping Off Majuba. (Sketch.) The Slater Shoe Co., Montreal.
12911. La Revue Legale. Par J. J. Beauchamp, B.C.L., C.R., Avocat; et L. Belanger, N.P. Tome VII, 1901. (N.S.) Camille Theoret, Montreal.
12913. The Artists' Serenade. Waltz. By Henry J. S. Owen. Winnipeg.
12914. Prior Engagements. Sermon of Dr. Talmage, dated April 13, 1902. William Baily, Toronto.
12915. The Rose and the Dewdrop. Words by Eugene Field. Music by Clayton Johns. Church Co., Cincinnati.
12916. You Were More Fair. Words by Arthur O'Shaughnessy. Music by Clayton Johns. Church Co., Cincinnati.
12917. The Magistrates' Manual. (4th Edition.) By S. R. Clarke. Carswell Co., Toronto.
12918. Canadian Mutual Burial Association. (Pamphlet.) William V. Halliday, Chesley, Ont.
12919. The Englishman in Canada. (Book of cartoons.) By A. G. Racey, Montreal.
12920. The Consumer's Guide. George Vere Kneen, Montreal.
12921. The Conqueror: Being the True and Romantic Story of Alexander Hamilton. By Gertrude Franklin Atherton. Morang & Co., Toronto.
12922. Conferences et Discours de Nos Hommes Publics en France. Recueillis par Georges Bellerive, Avocat. Georges Bellerive, Quebec.
12923. Little Tillie Twinkle. Words by Andrew B. Sterling. Music by Lee Orean Smith. Whaley, Royce & Co., Toronto.
12924. Sons of England Benefit Society Directory, 1902. Benjamin Hinchcliffe Brown, Toronto.
12925. Break o' the Year. Words by William Lucius Graves. Music by Harold Osborn Smith. Church Co., Cincinnati.
12926. The Gleaners. Words by Elizabeth Akers Allen. Music by J. C. Bartlett. Church Co., Cincinnati.
12927. Varsity. Society waltzes. By Theodore Brill. Harry H. Sparks, Toronto.
12928. Arrival of the Bride. March. By Terry Miles. Harry H. Sparks, Toronto.
12929. Canadians to the Front. Words and music by William Westbrook. Harry H. Sparks, Toronto.
12930. Autumn Days. Waltz. By E. M. Grant. Whaley, Royce & Co., Toronto.
12931. Lloyd's Architects', Builders' and Contractors' Directory, Montreal, 1902. Benallack Lithographing and Printing Co., Montreal.
12932. Although Dead He Yet Speaketh. Sermon by Dr. Talmage, dated April 20, 1902. William Baily, Toronto.
12933. The Impressions of Janey Canuck Abroad. By Emily Ferguson. Mrs. Arthur Murphy, Toronto.
12934. The Hadlock Handy Calendar. Harry W. Going, Brockville.
12935. Phoebe. Southern Serenade. Words and music by Albert W. Noll. Canadian-American Music Co., Toronto.
12936. Lindy. March two-step. By L. V. Gustin. Whaley, Royce & Co., Toronto.
12937. I'm so Tired of Livin', I Don't Care When I Die. Words by Andrew B. Sterling. Music by Lee Orean Smith. Whaley, Royce & Co., Toronto.
12938. Filial Tribute to Late Dr. Talmage. Memorial Sermon by Rev. Frank De Witt Talmage, D.D., Chicago, April 20, 1902. William Baily, Toronto.
12939. Dorothy Vernon of Haddon Hall. By Charles Major. Morang & Co., Toronto.
12940. Richardson's War of 1812. With notes of a Life of the Author. By Alexander Clark Casselman. Historical Publishing Co., Toronto.
12943. Best. The Story of the Messenger Hours. By Amy Parkinson, Toronto.
12944. From Quebec to Pretoria with the Royal Canadian Regiment. By W. Hart McHarg. William Briggs, Toronto.
12945. The Crisis. March. By R. B. Hall. Church Co., Cincinnati.
12946. The Miner Conservatory Guitar Method. Composed and compiled by Merrit M. Miner, London, Ont.
12947. The Law of Christ. Sermon by Rev. Frank De Witt Talmage, D.D., Chicago, April 27, 1902. William Baily, Toronto.
12949. High School History of England and Canada. By Arabella B. Buckley (Mrs. Fisher) and W. J. Robertson, B.A., LL.B. Copp, Clark Co., Toronto.
12950. Writing for Junior Forms in Public Schools. By W. H. Shaw. Wm. Henry Shaw, Toronto.
12951. The Old Folks are Waiting at Home. Words by Frank Graham. Music by H. W. Schubert. Frank Graham, Toronto.
12952. Sweethearts for Life. Words and music by John Gowan. Canadian-American Music Co., Toronto.
12953. Papers Read Before the Engineering Society of the School of Practical Science, Toronto, 1901-1902. No. 15. Engineering Society of the School of Practical Science, Toronto.
12954. The Nineteenth Century Series: The Progress of Australia in the Nineteenth Century. By T. A. Coghlin and T. T. Ewing. Volume XI. Bradley-Garretson Co., Toronto.
12955. The Nineteenth Century Series: Inventions in the Century. By William H. Doolittle. Volume XVI. Bradley-Garretson Co., Toronto.
12959. A Pertinent Query. Sermon by Rev. Frank De Witt Talmage, Chicago, May 4, 1902. William Baily, Toronto.
12960. The Rose and the Nightingale. Words by Philip J. Bailey. Music by Frank Jones. Frank Jones, Toronto.
12961. Azimuths of the North Pole Star. Latitude 38 North to Latitude 55 North. For use until the year 1915. By Sydney Archibald Roberts, Victoria, B.C.

INTERIM COPYRIGHTS.

741. Souvenir de Normandie. Valse Caracteristique. Par Fernand Heintz. J. A. Lefebvre, Quebec.
742. At Bay. Statuette. John Sharpe, Ottawa.
743. The Last Voyage and Wreck of the S.S. Labrador. By the late Mrs. J. W. Smith. J. W. Smith, Hamilton.

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WALL PAPER MANUFACTURERS,

THE TRADE IN THE WEST.

From Our Own Correspondent.

WINNIPEG, May 1, 1902.

BUSINESS in the retail book and stationery trade is very good. Office supplies of all kinds and heavy stationery are much called for, and prices are fair.

Although this is housecleaning time, and usually a quiet one in the book trade, the demand keeps up. Just at present there are many books to choose from. "Audrey" is selling well, but the generally-expressed opinion is that Mary Johnson has injured, rather than enhanced, her reputation. "Audrey" is selling well on the reputation of "To Have and To Hold" and "Prisoners of Hope," but no future book of hers will sell because the buyer has read "Audrey." Had it been a first attempt it would have been pardoned, but, after the strength and witchery of the two preceding books from her pen, the disappointment is keen—so keen as to prejudice the reader against the book and obscure the many good points that are to be found in it. It is a pretty enough tale, but it lacks virility.

"The Hound of the Baskervilles" is having an enormous run at present, and is equal in interest to "The Adventures of Sherlock Holmes." Everybody likes a detective story, whether they are willing to admit it or not, and this is certainly a very prince of detective tales.

The death of Stockton has occasioned a considerable revival of interest in his books, and there has been quite a large sale for "Rudder Grange," "Pomona's Travels" and "The Casting Away of Mrs. Leeks and Mrs. Ayleshine." His last book, "Kate Bonnet," has not had a large sale here.

The cloth edition of "The Voyage of the Cachalot," at 25c., has had a great sale. Gilbert Parker's "Right of Way" is almost as much called for as it was at first, and "The Man from Glengarry" is having a steady sale.

"From the Great Lakes to the Wide West," by Bernard McEvoy, is just to hand in Winnipeg. It is a bright, breezy and correct series of sketches of the great Canadian West. In reading it, your correspondent was strongly reminded of pleasant chats with the author during his stay in Winnipeg last Summer. Mr. McEvoy has escaped, in great measure, the guide-book style, and, at the same time, has furnished plenty of valuable information about the country. The cover is happily conceived, and the book is a desirable one to send abroad to

those unfamiliar with the growth and prospects of the West.

"The Conquerors," by Gertrude Atherton; "The Dark o' the Moon," by Crockett; "Maids and Matrons of New France," by M. S. Pepper; "Dorothy Vernon of Haddon Hall," "Mrs. Wiggs of the Cabbage Patch," and "Guide to Nature Study," by Mattie Rose Crawford, are all books that sell well in Winnipeg. McHarg's "Quebec to Pretoria" has just arrived. Booksellers report quite a number of inquiries for it before its appearance in print.

Mr. Thompson, of The Copp Clark Co.; Mr. Gundy, of Gage's, and Mr. Morang, have all been in the city recently in connection with the question of free text-books. An Act was passed at the last session of the local Legislature, giving power to the Department of Education to furnish free readers to the pupils of the public schools up to grade three, the claim being made that as the Government in order to get schools started among them will be obliged to do this for Doukhobour, Galician and other non-English-speaking children, it is only fair that all public school children should be treated alike. The present Minister of Education, Mr. Colin H. Campbell, favors Morang's readers. Copp, Clark & Co. and Gage & Co. claim they have a 10-year contract with the Manitoba Government, of which only three years has run, to supply them with readers specially prepared for the Manitoba schools. From all that can be learned incidentally, argument ran pretty high during the recent discussion. The whole matter has been left in abeyance for the time being, and the representatives of the various companies have left for the east. It is well known there is considerable friction between the present Minister and his board of education, of which the end is not yet in sight.

Mr. J. C. Saul, who for many years has occupied the important position of English master in the Collegiate Institute here, has resigned his position, sold his house and furniture and is removing to Toronto to join the staff of Morang's, it is understood, as critical reader. Mr. Saul has done much to foster a love of good literature in the rising generation of Winnipeg, and has been most liberal with his time and talents in the matter of free lectures on literary subjects, and his removal will be keenly felt and deeply regretted.

Mr. R. L. Richardson, ex-M. P. for Lisgar, is bringing out a book, which is understood to be now in the hands of Morang for publication. The title and drift of the book are not known. Mr. Richardson has for many years been editor in chief of The Winnipeg Tribune.

Winnipeg is running to books these days. Mr. W. C. Bell, of The Copp, Clark, Co., is in the city on his regular trip west, and, it is understood, has had the MSS. of a novel on the West submitted to him for consideration. The author is not entirely unknown in the field of literature, and has had ample opportunity to study the subject treated at first hand.

Mr. Walker, of the Methodist Book Room, accompanied by Mrs. Walker, spent a few days in the city on their return from a trip to the Coast.

The representative of the Musson Book Co. has also been in the city this week.

E. C. H.

The Bookseller and Stationer

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