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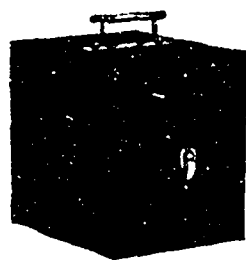
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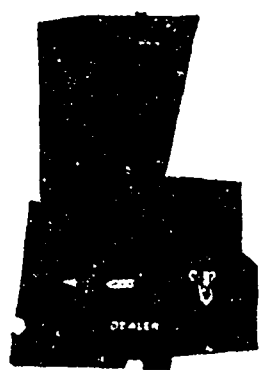


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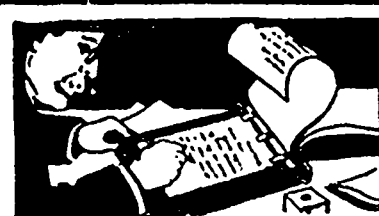
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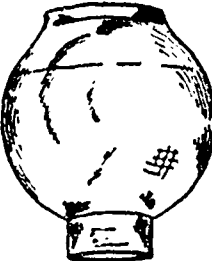
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THE Bookseller and Stationer

Vol. XVIII.

MONTREAL AND TORONTO, CANADA, DECEMBER, 1902.

No. 12.

TOPICS OF THE DAY

THAT there are to be certain changes in the Canadian Post Office regulations shortly is well known, but there is still some doubt as to their nature. Rumor has it that what is known as the remailing privilege is to be withdrawn from Canadian news agencies. Under this arrangement the news companies have, up to the present, been able to re-mail their importations to their customers at the rate of 1c. per lb., the same rate as applies in the United States. The new rule, it is said, will raise this rate to 2c. per lb. As it is, the news agencies bring in the great bulk of their importations by freight and mail them from their offices. It is threatened that if the rate is doubled these agencies will simply give directions to their sources of supply to mail direct to the agencies' customers in Canada. This will consequently withdraw a large revenue from the Canadian Post Office Department. On the other hand, the Government may feel that the agencies will simply have to receive the change with the best grace possible. If the agencies act as they threaten to do, it would mean that United States publishers would secure the lists of Canadian purchasers of their publications, and after that it would be comparatively simple for them to take over that business themselves. The rumored action of the Government will, doubtless, be strongly opposed by the agencies, but it is quite probable that they will have to accede to the altered state of affairs.

Many Canadian boys have been lamenting the death of George Alfred Henty, the inimitable writer of stories of travel and adventure, which occurred on board his yacht, the Egret, in Weymouth Harbour on November 16, 1902. He had been in a delicate state of health for the past year, and two weeks before his death he had suffered from a paralytic stroke.

Mr. G. A. Henty was born on December 8, 1832, and was educated at Westminster and at Caius College, Cambridge. He left the University before graduation to take a commission in the Purveyor's department during the Crimean campaign. On the conclusion of hostilities he retired into private life and assisted his father in the management of a colliery. Later he proceeded to Sardinia as manager of a mine there, which proved a failure. On his return to England he became first a


corrector on the press and then a member of The Standard staff. His work consisted mainly of reviewing and special war correspondence. In his capacity as war correspondent he witnessed Garibaldi's campaigns in Italy, he travelled with Lord Napier to Magdala and with Lord Wolseley to Koomassie. He saw a little of both sides of the Franco-Prussian war. He was in Spain during the Carlist risings, and he accompanied the British expedition to Khiva.

Latterly he became editor and proprietor of The Union Jack, a boy's paper, for which he wrote several serial stories. This brought him into prominence, and, when the magazine ceased publication, Messrs. Blackie, of Edinburgh, published his stories and made arrangements with him for bringing out several tales annually. Under this agreement Mr. Henty has written prolifically ever since and his name is to-day on the title-page of nearly one hundred volumes.

A recent consular report to the United States Government from John L. Bittinger, Consul-General at Montreal, contains some interesting details about the stationery business in Canada. He states that stationery imports from Great Britain and the Old World countries are considerable, and are growing rapidly, while, he adds—what we don't like much to hear—that "imported goods are generally chosen in Canada in preference to those of home manufacture." Evidently the Consul-General speaks on good authority and has, himself, carefully examined the matter. Nevertheless, it comes a little hard at a time when so much is being said about supporting Canadian industries, that it should appear to a foreigner that we prefer goods of foreign manufacture to home-made articles.

An important decision has just been handed out by Judge Street, of Toronto, in the suit of A. & C. Black, of Edinburgh, vs. The Imperial Book Company, Limited, of Toronto, involving the question of copyright. The suit was instituted for the purpose of securing an injunction, restraining the Book Company from importing and selling a pirated United States edition of the Encyclopædia Britannica. Owing to a technicality in regard to the registration of the copyright in London, Judge Street has decided not to grant the injunction. The case will, no doubt, be appealed.

**Injunction
Refused**



BOOKS OF THE HOUR

THE FAT MASCOT. By Robert Rudd Whitney. New York: J. S. Ogilvie Publishing Co. Illustrated. Price 25 cents.

This is a book of wit and humor, comprising articles written for and published in *The New York Sun* on baseball. The story is based on the experiences of the fat ex-mascot of the Lightfoot Lilies.

THE LITTLE WOPAN IN THE SPOUT. By Mary Agnes Byrne. Akron, Ohio: The Saalfield Publishing Co.

A charming little story for children about a modern Cinderella, beautifully prepared in a pretty binding and nicely illustrated. There are no unhealthy romancings in the book, but everything is sweet and simple, teaching a little lesson of kindness and charity.

ROLLICKING RHYMES FOR YOUNGSTERS. By Amos R. Wells. Toronto: Fleming H. Revell Co. Illustrated. Price \$1.00.

Gay and lively rhymes to the number of over one hundred grace the pages of this handsome volume. They have been collected from many children's and young people's publications, in which they first appeared, and are here republished in attractive form. An additional feature is to be found in the red and black illustrations by L. J. Bridgman, which accompany the rhymes.

LARRY BARLOW'S AMBITION. By Arthur M. Wingfield. Akron, Ohio: The Saalfield Publishing Co. Price \$1.00.

Larry Barlow's ambition was to be a metropolitan fireman, and the book tells how he achieved his desire. There is a very serious intrigue against him carried on through the story, which at times threatens to destroy him. How he escaped from the wiles of his enemies and finally brought them to justice forms very exciting reading. It is a good lively book for a boy and touches on a life dear to every boyish heart.

LADY BEATRIX AND THE FORBIDDEN MAN. Anonymous. Bell's Indian and Colonial Library.

Lady Beatrix lays bare her heart, in a very naive and charming manner, in the pages of this book. Though she moves in high society in London, she is nevertheless a whole-souled, buoyant personality, who in her young womanhood views the world and man from a decidedly human standpoint. She is shown up in sharp contrast to her mother, a dignified and repellent personality, who casts a blighting influence over an otherwise happy family circle. In her various contretemps with the sterner sex, with which the book is largely concerned, Lady Beatrix is delightfully frank, both with herself and her admirers.

IN MANY KEYS. By J. W. Bengough. Toronto: William Briggs.

Mr. Bengough's new volume of poems, "In Many Keys," is placed on the market just as we go to press by William Briggs. As the title implies, it covers a wide range of subjects, in which full play is given to the versatility of the author—and who is more versatile than J. W. Bengough?—caricaturist, humorist, elocutionist, chalk-talkist, single-taxist, and we know not how many other—ists, in addition to his genuine

power as a poet. The new volume is a decidedly better volume than Mr. Bengough's first venture, "Motley." It is also a large and handsome book, and would make a capital gift-book for the holiday trade. It is copiously illustrated by the author and by half-tone engravings.

POEMS OF POWER. By Ella Wheeler Wilcox. Chicago: W. B. Conkey Company. Price \$1.00.

This volume contains in the neighborhood of one hundred of Miss Wilcox's latest poems. Throughout them all runs the theme of that divine power which is born in every human being and the recognition of which is the secret of all success in life. Her work is both eloquent and technically correct. The rhythm of her verses is well-balanced, and there is sufficient variety in their form and metre to keep them from becoming at all monotonous. Her subjects are both well-chosen and well-handled and there is no doubt the book will add much to the reputation of the authoress.

WITH FORCE AND ARMS. By Howard R. Garis. New York: The J. S. Ogilvie Publishing Company. Price, cloth, \$1.00.

"With Force and Arms" is a tale of the "To Have and To Hold" variety and in many respects is quite the equal of that once popular book. It is a story of the early colonial days, with the scene laid principally at Salem in Massachusetts, and, just as Mary Johnston seized on the historic incident of the cargo of maidens sent out to Virginia, so Mr. Garis has made equally effective use of the Salem persecutions for witchcraft about the close of the seventeenth century. The style of the book is admirably in keeping with the times described, and the author shows skill in his working-out and description of the more absorbing incidents with which the book abounds.

LETTERS FROM A SELF-MADE MERCHANT TO HIS SON. By George Horace Lorimer. Toronto: William Briggs. Price \$1.25.

That delightful humor which pervades the pages of "David Harum" and "Mr. Dooley" and makes them sparkle with life and animation is to be found in abundance in these letters as well. Here, also, it is mingled with that common-sense philosophy so characteristic of the elderly "Yankee." The two together form a strong combination, which, as a teaching force, possesses many excellent qualifications. The twenty letters in the book are despatched by John Graham, pork-packer of Chicago, to his son Pierrepont during that crucial period in the latter's life when college days are over and he is called on to face the world. A great deal of sensible advice is bestowed on the young man, illustrated by apt allusions to the lives of other people. For the modern youth the counsel of the old pork-packer will be found most helpful.

THE INVISIBLES. By Edgar Earl Christopher. Akron, Ohio: The Saalfield Publishing Co. Price \$1.50.

Mr. Christopher must be complimented on the skill with which he has clothed a most improbable subject with such an air of plausibility. It is questionable whether that inimitable

deceiver, Jules Verne himself, could have accomplished his purpose better. The whole plot centres about the secret machinations of a marvellous secret society, known as the Invisible Hand, whose object was the complete destruction of Russian despotism. Cosmopolitan in its nature, the society had its headquarters in some wondrous underground caverns near Chattanooga, U. S., where its treasures were stored, protected by the most elaborate scientific contrivances. The story proper follows the adventures of an Englishman, who joins the order through the instrumentality of one of its apostles, named Valdermere. Valdermere, himself a strong and well-conceived character, is shadowed by a famous French detective, Deneau, who eventually discovers the secret of the caverns. Then there is a grand denouement in which all the principals are involved in a terrible natural upheaval in the caverns. This climax is alike thrilling and effective.

CASTLE CRANEYCROW. By George Barr McCutcheon. Toronto: McLeod & Allen. Price \$1.25.

With a license worthy of Anthony Hope, Mr. McCutcheon has in "Castle Cranecrow" made a daring raid on modern European society, and, in consequence, has produced a decidedly romantic and engrossing tale. The rescue of a beautiful American heiress from the hands of a wicked Italian prince, to whom she is affianced, through the instrumentality of a former lover, comprises the groundwork of the story. The scene is laid first at Brussels and latterly at Castle Cranecrow in Luxembourg, an old feudal castle owned by Lord Saxondale, an English nobleman, whither the heiress is abducted by her lover on the eve of her marriage. The earlier struggles for the girl between the prince and the young American lover, aided by their several adherents, and the final coup by which the girl is saved are exceedingly well handled. Not only is the plot itself excellently designed and perfected, but the character sketching and the skilful fencing between the hero and the heroine are deserving of much praise.

SIGNORA, A CHILD OF THE OPERA HOUSE. By Gustav Kobbe. New York: R. H. Russell, 1902.

The fascination of the Bohemian life of the theatre pervades this beautiful book, with its wealth of lovely illustrations. Fact and fiction are interwoven in its pages, and, while we recognize many names and can associate them with real personalities, yet the waif-child so strangely brought into the life of the theatre is surely a product of the imagination. Left an infant at the stage door, little Signora becomes the peculiar property of Yudels, the handy man of the opera house, and grows up in the theatre, the favorite of all the opera singers. The description of her first trip into the outer world is delightful, for everything to her mind is associated with the sights and scenes with which she has been familiar. The author has woven about the waif-child much absorbing matter about life behind the scenes and on the road, not the life of the ordinary troupe but of grand opera artists.

THE LONG STRAIGHT ROAD. By George Horton. Toronto, McLeod & Allen. Price \$1.25.

That there is romance even in the most commonplace of lives is ably demonstrated in the pages of this book. Mr. Horton has attacked a most prosaic and unpromising subject—that of married life—and has succeeded in imparting to it just such a charm as only a really clever author could inspire it with. He has traced in its completeness a marriage of mistaken impulse and has thrown into sharp contrast with it a marriage of helpful and loyal hearts. To the first pair, and especially to the man, accustomed in his earlier days to a life of freedom and pleasure, the matrimonial state becomes a wearisome and bitter grind—a veritable "long straight road." To the second pair the passing years serve but to revive a perennial youth and make each dearer in the eyes of the other. The atmosphere, the sights, the sounds, the life of a great city

are about them and in this metropolitan air, well-depicted by the author, this drama of life runs its course. "The Long Straight Road," let us confess, is an admirable portrayal of city life to-day.

FUEL OF FIRE. By Ellen Thorneycroft Fowler. Toronto: William Briggs.

In her latest book Miss Fowler has attempted more plot-action than in any of her former works. In fact, "Fuel of Fire" is the nearest approach to a genuine novel which she has yet produced. Whether we like her better in it than in the more epigrammatic "Isabel Carnaby" or "A Double Thread," is a matter of doubt. However, there is sufficient of the old-time witty and clever dialogue to commend it to all admirers of the English authoress. The tale hangs about a slender thread. Baxendale Hall in England, the ancestral home of the Baxendales, has been destined by an ancient curse to be thrice burned, first by the King, next by the State, and finally by a power greater than either of these. Twice was the prophecy fulfilled to the letter, and it is about the third burning that the story deals. Miss Fowler weaves much circumstantial evidence against Laurence Baxendale, the young owner. His poverty, the presence of a highly-insured library in the Hall, his devotion to Nancy Burton, all seem to point to his guilt. There is a mysterious loss of keys and many other peculiar circumstances concerned with the burning. Finally the mystery is solved in a most ingenious and unexpected manner, and all suspicion is cleared away from young Laurence. However well Miss Fowler has developed this plot, it must be admitted that she is more at home in her depiction of such an inimitable character as Lady Alicia, mother of Laurence Baxendale.

CECILIA, A STORY OF MODERN ROME. By F. Marion Crawford. Toronto: The Copp, Clark Company.

It is seldom that an author gives the name of an old book to a new one. Yet this is what Mr. Crawford has done—"Cecilia" also being the title of Miss Burney's once-famous book. Whether Mr. Crawford's "Cecilia" will become famous remains to be seen. At present, at any rate, it is in the list of best-selling books. Cecilia Palladio is a wealthy Italian heiress who takes up her residence in Rome with her mother. Besides wealth, she has beauty, is a student of philosophy, and quotes Kant and Nietzsche, but only on appropriate occasions. Lamberto Lamberti and Guido d'Este—two bosom friends and honorable men—fall in love with her. Guido's aunt, the Princess Anatolie, and the girl's mother have already arranged to bring about the union of the two, and his suit is successful, while Lamberto, sacrificing himself for his friend, reveals to no one his love for Cecilia. But Lamberto nightly dreams about her, and she in turn nightly, of her own volition, goes into a sort of hypnotic state, during which both are in spirit carried to the house of the ancient vestal virgins, Cecilia, while in this hypnotic state, being transformed into the last of that ancient religious order. "She had a dual existence, and dreamed herself into the other every day." On becoming engaged to Guido, Cecilia, finally, after a severe struggle, breaks herself from her hypnotic practice, but only to dream of Lamberto in her natural sleep. The result, of course, is a final breaking of the engagement with Guido and her marriage with Lamberto. The book is full of dramatic interest, stirring incidents and striking climaxes, and one is indisposed, after taking it up, to put it down until the end has been reached.

OTHER BOOKS RECEIVED, RESERVED FOR NOTICE IN NEXT MONTH'S ISSUE.

THE LADY OF THE BARGE. By W. W. Jacobs. London: George Bell & Sons.

UNCLE CHARLES. By John Strange Winter. London: Geo. Bell & Sons.
THE QUEEN'S ROSARY. By Alice Davis Van Cleave. New York: R. H. Russell.

THE TWO VANREVELS. By Booth Tarkington. Toronto: William Briggs.

❧	BOOK BREVITIES	❧
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MR. MORGAN is rapidly pushing to completion an important work entitled "Types of Canadian Women, Past and Present." The first volume is now in the press (William Briggs), and is expected to be ready in January. It will present portraits and biographical sketches of some three hundred and fifty women, and will be followed later by a second volume, fully as large.

A Year Book for the Methodist Church in Canada will be published early in December by William Briggs.

"The Two Vanrevels," "Stillman Gott," "Fuel of Fire" all are proving fast-selling books. "Beautiful Joe's Paradise" and "EmmyLou," also, are in big demand.

"The Homely Virtues," by Ian Maclaren, author of "Beside the Bonnie Brier Bush," etc., is published by The Copp, Clark Company. It contains some timely articles on such practical subjects as "Kindness," "Thrift," "Gratitude," "Courtesy," etc.

"Master of Appleby," by Francis Lynde, is a romance of the Carolinas. One cannot read a dozen pages without realizing that the author has mastered the rare magic of the storyteller's art. Illustrated by Thulskup and published by McLeod & Allen, of Toronto.

George N. Morang, of Toronto, issues a handsome little booklet containing a list of his recent publications, illustrated and accompanied by brief press notices. The booklet bears the appropriate title, "Chests of Gold," and is divided into sections: Fiction, books relating to Canada, biography, juvenile, and miscellaneous.

"The Little Organist of St. Jerome" begins and gives its title to a collection of short stories by Mrs. Annie L. Jack, of Chateauguay Basin, P.Q., well-known as a contributor to the magazines. The book is now in the press, and will be issued before Christmas by William Briggs.

William Briggs has secured the Canadian market for "Lovey Mary," the new story by Alice Caldwell Hegan, author of "Mrs. Wiggs of the Cabbage Patch." It will be issued in February. It is said to possess the qualities of its predecessor, and even excel it in some respects.

"Castle Craneverew," by the author of "Graustark," Geo. Barr McCutcheon, is still having a phenomenal sale, and is now in its fourth Canadian edition. Once you pick the book up it is impossible to put it down until finished. It is another of McLeod & Allen's numerous publications.

Ralph Connor's new story, "Glengarry School Days," has just been published by The Westminster Company. The first edition of 10,000 copies was purchased in equal quantities by William Briggs and The Revell Company. Mr. Briggs reports the bulk of his edition as taken up by advance orders.

George Horton has given us another novel, entitled "The Long, Straight Road," which is delightfully illustrated by "The Kennneys." It is a vivid transcript of life in a great American city, appealing both to the critic and to "the man in the street." McLeod & Allen, Toronto, are the Canadian publishers.

William Briggs has placed on the market Andrew Carnegie's new book, "The Empire of Business." It is a large volume, selling at \$3. The chapters were originally published as articles in The North American Review, The Forum, Macmillan's Magazine, The Youth's Companion, and other influential journals.

Writers of fiction seem to succumb as frequently as artists to the charms of French life. S. R. Crockett is taking a holiday in the north of France. His new book, "Flower o' the Corn" (Copp, Clark), is full of lovely descriptions of that country. It is rich in interest and excitement, and it contains two brilliant pieces of portraiture in Yvette Foy and Maurice Raith.

Sir Gilbert Parker, author of "The Right of Way," is engaged in putting the finishing touches to a dramatization of his story, "When Valmond Came to Pontiac," which has been done by an American woman, Mrs. Nash. His novel, "The Right of Way," has achieved the unusual distinction among novels of the day of still being one of the best-selling books a year after publication.

Recent fiction has given us two remarkable dogs worthy to be remembered among the best dogs of English literature, which is consolingly rich in good dogs. Job, in "The Confessions of a Wife," is surely a most deserving and lifelike dog. As for Porthos, there may be nobler dogs in literature, but there surely has been none at once more doglike and worthier of human affection.

Mr. Barrie's new book, "The Little White Bird," published by The Copp, Clark Company, has been given first place among the fiction of the Autumn season by the readers of The London Academy. The story is tender, fanciful and poetic, with a novelty of conception and a range also of humor and pathos for which even Mr. Barrie has not prepared his readers. The critics in one voice say it is "Barrie at his best."

Perhaps no book in recent years has had a sale so remarkable as that of "Mrs. Wiggs of the Cabbage Patch." For nearly a year it has held its own in sales against the many popular novels that have since been issued from time to time, and the demand seems to have diminished very slightly. The Canadian publisher, William Briggs, has prepared for the holiday trade an edition in brown leather covers, each in a box. It should find ready sale.

Among the many charming Christmas books published by The Copp, Clark Co., Toronto, may be mentioned Paul Leicester Ford's "Wanted a Chaperon," Henry Van Dyke's "The Blue Flower," "Barnaby Lee," by John Bennett, and "A Maiden of Many Moods," by Virna Sheard. For the young people there is J. Macdonald Oxley's stirring story, "With Rogers on the Frontier," Mr. Riley's "Book of Joyous Children" and "A Captured Santa Claus," by Page.

A volume memorial to the late Dr. E. W. Dadson, a prominent divine of the Baptist Church in Canada, has been prepared, and is now in course of publication by William Briggs. The editing committee consists of Professors Farmer and Cross, of McMaster University, and the Rev. S. S. Bates. The book is divided into three parts, the first biographical, the second giving selections from Dr. Dadson's writings, and the third consisting of representative sermons and addresses. It is intended that the proceeds of sales shall be devoted to the establishment of a Dadson Scholarship in McMaster University.

A volume of sermons by Rev. Dr. Thomas, who recently resigned from the pastorate of the Jarvis street Baptist Church, Toronto, will shortly be published by William Briggs, with the title, "The Secret of the Divine Silence." Dr. Thomas

has long enjoyed the reputation of being one of the strongest and most popular preachers in Toronto. His retirement from the active ministry of the Jarvis street church, which takes effect in April next, after 21 years of continued service, is regarded by the congregation with the deepest regret. His volume of sermons will doubtless have many appreciative readers.

The keen wit and sound sense of the "Letters From a Self-Made Merchant to His Son" are, to use a trite phrase, "all the talk" these days. The book is having a sale that promises to outdistance most, if not all, of its rivals this season. No one can read a page of the book without being caught at once by its cleverness, its brilliancy, and the reader makes the best sort of advertiser, for he cannot help talking of it to his friends. Merchants are purchasing this book in quantity to give to their clerks, and no gift could promise better returns. The book is bristling with wise maxims, pointed with humor altogether irresistible. The bookseller who can't sell 25 to 100 copies of this clever book by showing it to his customers and giving them a taste of its contents should seriously wonder if he hasn't missed his calling.

William Briggs has secured the Canadian market for General Dewet's story of the Boer War, of which he was himself by far the most conspicuous and picturesque figure. The volume comprises 500 pages, with a splendid frontispiece portrait of the author by John S. Sargent, plans, maps, etc. It will sell here at \$2.00. The book is said to present the plain, bluff, unvarnished story of General Dewet's experiences and doings in the great struggle which took place between the Boer and the Briton. The simplicity of the narration, its sincerity, its soldierly fairness and its unconscious eloquence will make the book appeal to all who enjoy a story of action; while the light it throws upon military operations and battles hitherto known only from the English viewpoint gives it a genuine historical value. This is by far the most interesting volume on the war yet issued.

William Briggs announces the issue about December 10 of a booklet of unique interest, entitled "Canadian Singers and Their Songs." It will present 20 superior half-tone portraits of leading Canadian poets, and accompanying each a poem in fac-simile of the author's own hand. The whole will be printed on fine plate paper and will be attractively bound, with the title embossed in red and gold. A stout manila envelope ready for mailing will enclose each copy, a great convenience to the bookseller as well as the purchaser. The trade will do well to secure a supply early, as there is sure to be a popular demand for this pretty little souvenir. Among the poets represented are: William Wilfred Campbell, Dr. Drummond, Chas. G. D. Roberts, Frederick George Scott, Dr. Goldwin Smith, Dr. Rand, Charles Mair, "The Khan," Ethelwyn Wetherald, Mrs. Jean Blewett, E. Pauline Johnson, Mrs. Harrison ("Seranus") and others.

THE HISTORICAL DRAMA "TECUMSEH."

IN the November number of The British Empire Review a page and a half is occupied with a commendatory review of Mr. Mair's drama, "Tecumseh," and the miscellaneous poems which are included with the new edition of it. Of the drama, it remarks that "it is most interesting as a collection of vigorous character sketches, portraying for us not only the genuine loyalists of the day and the newly-independent American of a century since, but, above all, the aboriginal Indian, with his savage instincts and his gross superstitions, but also with all his natural nobleness of character, his generosity, bravery and purity of life. . . . The author has shown true power in his drawing and contrast of characters, his subject is interesting as dealing with a (to us) little known, but vital and important, historical episode, and in very many cases the verse rises to a high level of merit."

It is to be hoped the trade will keep this thoroughly Canadian book well before their patrons during the coming Christmas season. Mr. Mair excels in the expression of patriotic sentiments. The following passage from General Brock's speeches will serve to illustrate:

"BROCK. You have no faith! Then take a creed from me!
For I believe in Britain's Empire, and
In Canada, its true and loyal son,
Who yet shall rise to greatness, and shall stand
At England's shoulder helping her to guard
True liberty throughout a faithless world
Here is a creed for arsenals and camps,
For hearts and heads that seek their country's good,
So, go at once, and meditate on it!"

"But odds he not
In numbers only, but in spirit too—
Witness the might of England's little isle!
And what made England great will keep her so—
The free soul and the valour of her sons,
And what exalts her will sustain you now
If you contain her courage and her faith."

"Our death may build into our country's life
And failing this, 'twere better still to die
Than live the breathing spoils of infamy,
Then forward for our cause and Canada!
Forward for Britain's Empire—peerless arch
Of Freedom's raising, whose majestic span
Is axis to the world! On, on, my friends!
The task our country sets must we perform—
Wring peace from war, or perish in its storm!"

Such lines as these, written almost 20 years ago, are faithful expressions of sentiment in Canada to-day.

IMPORTANT LITERARY WEDDING.

The Copp, Clark Company announce the marriage of "Barbara Ladd" and "Donovan Pasha," which will take place in "The Heart of the Ancient Wood" among "The Kindred of the Wild." The bride will be attended by "Cecilia" as maid of honor, while the groom will be supported by "Belshazzar," his best man. The bride will carry a large bunch of "Flower o' the Corn." A unique musical entertainment will be rendered by "The Little White Bird," assisted by "A Speckled Bird." The bride has been made happy by "The Confessions of a Wife," and "The Right of Way" has been given. Contrary to the usual custom, however, the bride will not be given away, but may be found with the other participants of the affair at all the bookstores.

CHRISTMAS NUMBERS.

Canadian Magazine—Distinctly national in tone, with a handsome emblematic cover. It contains six good stories by Canadian authors and many articles of general interest.

Delinctor—A large number, full of good things, chiefly relating to the woman and the household.

Everybody's—The December number contains many excellent stories, some of which are beautifully illustrated in colors.

Frank Leslie's—A double number, redolent of Christmas. The stories are absorbing and numerous, and the illustrations are excellently executed.

The Book Lover—For people of æsthetic literary tastes, The Book Lover of New York is a welcome arrival. It is a fine example of the typographic art and its contents appeal to every bibliophile. Among its features may be noted an illustrated paper on book-plates and a series of reviews of well-known books by their own authors.

From R. H. Russell, of New York, comes a picture of Lord Roberts mounted on his white charger, quite a striking picture, oddly executed and one which would look well in any bookseller's window.

WINDOW AND INTERIOR DISPLAY

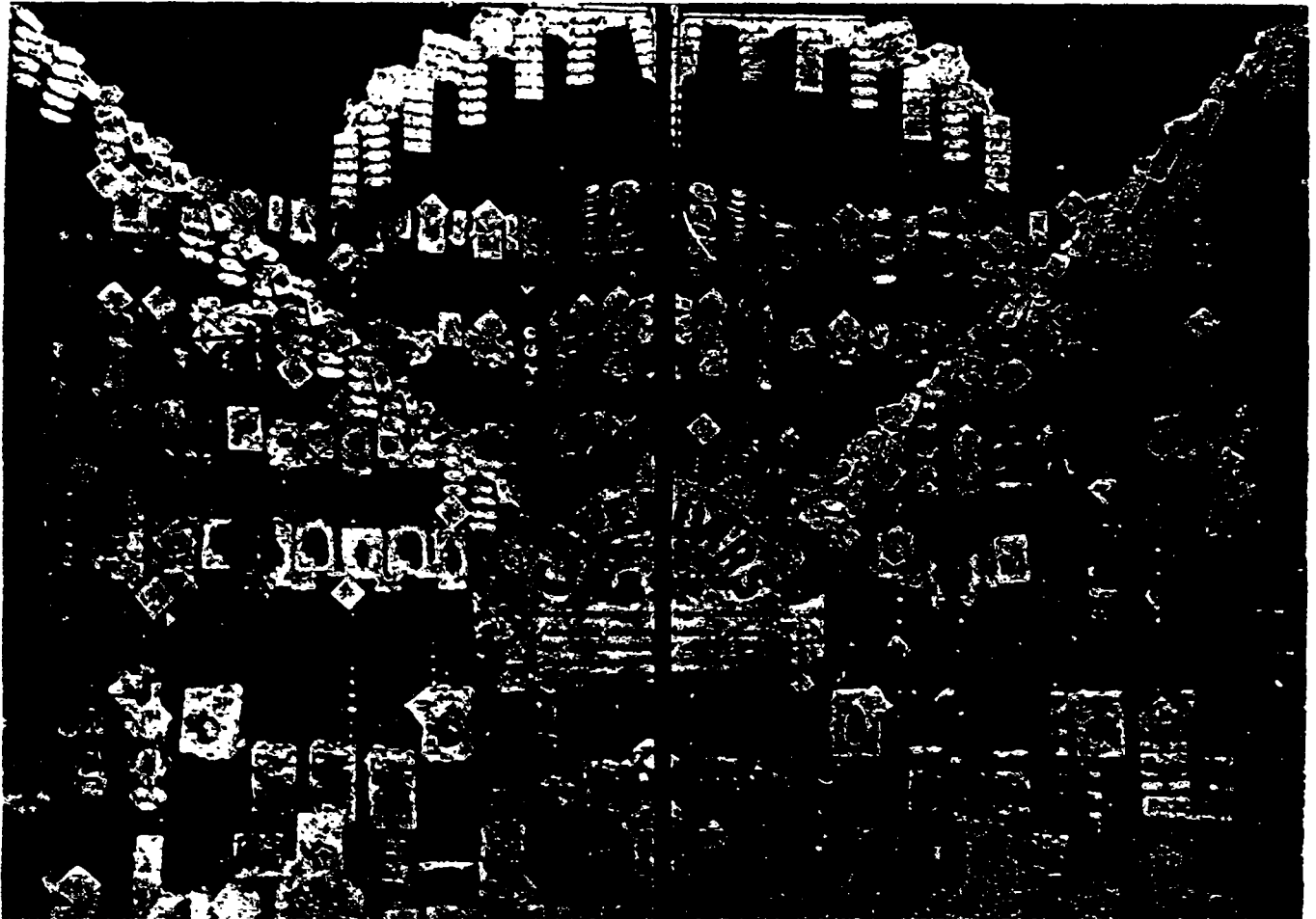
CHRISTMAS displays are now in order, and the windows of the booksellers and stationers have become the chief centres of interest throughout all the towns and villages of the country. He is a wise merchant who realizes the capabilities of his windows and spends some time and thought on them. Accompanying these notes appears a picture of a window filled with cards and calendars, arranged simply and artistically. This display can be readily reproduced by any bookseller.

The use of price-cards and window-cards ought always to be carefully regulated. There is frequently a danger that an

case. Whenever possible, the merchant believes in clearing out congested matter and giving his customers breathing space. Stores are more open, less crowded up with stock, and the goods show to far better advantage.

Frequent changes of window displays are often rendered impossible about Christmas time on account of the rush of business, which demands the attention of all hands in the shop. A good scheme to overcome this difficulty is to so arrange the window in the first place that without altering the general proportions a change can readily be effected in some portion of it. The general outline of the window, such as the drapery and the fixtures, may be retained throughout, and the additional features added rapidly and easily.

The Christmas rush also suggests preparation beforehand. When December once comes round, it is too late for any person, except a born genius, to contrive successful schemes for showing his goods. The merchant or window-dresser should



DISPLAY OF CARDS AND CALENDARS.

otherwise artistic window is marred by the introduction of cards that clash with the general effect of the display. In no other business is it so essential to keep out the commercial suggestion. Clothing and food are bought because of stern necessity, but most of the booksellers' wares appeal to a far different taste. They are accordingly better advertised by what they are themselves than by anything a show-card can say about them.

A few years ago the tendency was to crowd stores with stock, so that every available inch of wall, floor, and even ceiling space was utilized. Nowadays, quite the reverse is the

spend time away back in the Fall reading up and thinking over plans, and then, when the critical time comes, he is in a position to do justice to his business and his stock.

Albert Britnell, the second-hand book dealer of Toronto, has moved across Yonge street from his old stand on the west side. Second-hand businesses are usually associated with dingy, ill-lit stores, but Mr. Britnell's new stand is a model of brightness and cleanliness. The windows are white in effect, well-lighted, and capable of being used effectively for book-displays.

Letters from a Self-Made Merchant To His Son.

By George Horace Lorimer,
Editor of "Saturday Evening Post."

Old John Graham's Sayings

"While you are at it, there's nothing like picking out a good-looking wife, because even the handsomest woman looks homely sometimes, and so you get a little variety; but a homely one can only look worse than usual. Beauty is only skin deep, but that's deep enough to satisfy any reasonable man."

"You can trust a woman's taste on everything except men; and it's mighty lucky that she slips up there, or 'd pretty nigh all be bachelors."

"Repeattee makes reading lively, but business dull."

"Sausage is the one subject of all others that a fellow in the packing business ought to treat solemnly."

CLOTH, \$1.25.

THE SIMPLE LIFE

By Charles Wagner,

with an Introduction and Biographical Sketch of the Author.

"The Parisian author who attempts to allure us with the beauties of 'The Simple Life' is Charles Wagner, one of the most eloquent, intellectual and forceful preachers of modern France. A pastor of one of the largest of the Protestant congregations of the Great Capital he has exercised a profound influence, both by his lectures and his writings on the educational, ethical and social movements of his country. It contains a message for the man of our time which is like a tonic of wine."—Evening News.

CLOTH, GILT TOP, \$1.00.

CANADIAN SINGERS AND THEIR SONGS

An Album of Portraits and Autograph Poems. One of the prettiest and most acceptable gifts for the approaching Christmas, undoubtedly, will be this interesting and unique booklet.

25c. NET.

IN MANY KEYS

New volume of Poems by J. W. Bengough.

A welcome assuredly awaits this new volume from Canada's veteran and versatile poet, humorist, and cartoonist. This new book contains the best of Mr. Bengough's verse written since the publication of "Moley," and, in quality of material, marks a decided advance on that book. It is fully illustrated by Mr. Bengough's inimitable pen and ink drawings, and by numerous half-tone engravings, portraits, etc.

CLOTH, \$1.25.

William Briggs,

PUBLISHER,

29-33 Richmond St. W., TORONTO.

POINTER FOR BUSY MEN.

A SHORT TALK

BY

LONG DISTANCE TELEPHONE

OFTEN SAVES

A LONG WAIT.

TRY IT.

THE BELL TELEPHONE CO. OF CANADA.

Standard Commercial Works.

Matte's Interest Tables,

At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, \$3.00.

Matte's Three Per Cent. Interest Tables,

By the same author. On fine toned paper and strongly bound. Price, \$3.00.

Hughes' Interest Tables and Book of Days combined,

At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, \$5.00.

Hughes' Supplementary Interest Tables,

Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3½ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ¼ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ¼ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ¼ per cent. rates. By CHARLES M. C. HUGHES. Price, \$2.00.

Hughes' Interest Tables,

At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace, for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14" x 9½") strongly bound. Price, \$1.00.

Hughes' Savings Bank Interest Tables,

At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1/12 part of a year; by CHARLES M. C. HUGHES. Price, \$1.00.

Buchan's Sterling Exchange Tables,

Converting sterling into Canadian currency, and vice versa, advancing by 8ths and 16ths, with other useful tables; by EWING BUCHAN. Second edition. Price, \$1.00.

Buchan's Sterling Equivalents and Exchange Tables,

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc., by EWING BUCHAN. Price, \$1.00.

Buchan's Par of Exchange (Canadian),

Giving sterling into dollars and cents and vice versa, from £1 upwards, also sterling equivalents, Canada into New York and vice versa; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,

A hand-book of advances of sterling costs in decimal currency from one penny to 1,000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, \$1.00.

The Canadian Customs Tariff,

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, France, German Rixmark, at Canadian Customs rates, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap & vo, cloth. Price, 50c.

MORTON, PHILLIPS & CO., PUBLISHERS.

1755 and 1757 Notre Dame St., MONTREAL.

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



CHATELAINE BAGS.

THE BROWN BROS., Limited

ARE SHOWING A COMPLETE LINE OF

Fancy Leather Goods FOR HOLIDAY TRADE.

CATALOGUE UPON APPLICATION.

HEADQUARTERS FOR

Fountain Pens.

51-53 Wellington St. West,
TORONTO.



WRIST BAGS—ALL SIZES AND PRICES.



THE book and stationery stores of Montreal have now assumed their Christmas appearance, and very pleasing, indeed, they look. The Christmas numbers of the English illustrated papers are now out with their magnificent colored supplements, and these have been used to splendid advantage in decorating windows and store interiors.

The outlook for Christmas and holiday trade is considered by all retailers to be decidedly bright. Business has already commenced at a lively rate with early buyers of novelties and presents for the season of good cheer, and it is a pleasing feature of this year's trade that the sales of the very expensive articles are noticeably on the increase.

The Christmas books are being well put forward, but the trade are not neglecting fancy stationery and stationers' sundries. W. Foster Brown made an attractive display recently with fancy stationery, giving special prominence to those handsome boxes, with photo-engraved covers, which were a selling line last year, and appear to be just as good this Christmas. Although there is the usual big assortment of novelties in Christmas cards, and they are on view in all the stores, only one or two as yet have made them an important feature of their window displays.

Among the books which seem to be in the greatest demand for the holidays are two of Copp, Clark Co.'s., "The Blue Flower," by Henry Vandyke, and Barrie's "Little White Bird," and Kipling's "Just So Stories" (Morang). The first book, a series of nine short stories, of which the first is called "The Blue Flower," is illustrated in colors. "Glengarry School Days," by Ralph Connor, is another good seller this month, and "Dorothy South, a love story of Virginia just before the War," by George Carey Eggleston, gives promises of very good sales. Other good holiday books are "A Prince of Good Fellows," by Robert Barr; "Belshazzar. A Tale of the Fall of Babylon," by Wm. Stearns Davis; "Barbara Ladd," by Charles D. G. Roberts, and "The Kindest of the Wild," by the same author, and S. R. Crockett's "Flower o' the Corn." All these are going well.

Wm. Drysdale & Co. are showing Ellen Glasgow's two works, "The Voice of the People" and "The Battleground," boxed together in a style to sell well—which is what they are doing. Another pair are Lewis and Clark's "Journals of Early Travels in Canada," which are accompanied by some old engravings. "The Best of Balsac" and "The Best of Robert Louis Stevenson" are two books containing extracts from the works of those two celebrities, which are very suitable for Christmas gifts. They belong to the Commonwealth Library.

The Toronto Art League Calendar this year is a beauty, and has taken well. The illustrations are pen-drawings by some of the best black and white artists in Canada, of scenes in the various large Canadian cities. The book can be opened out so that the months are shown above and the illustrations below, in which manner they are displayed in many of the stores.

R. G. Matthews' pictures of famous actors and actresses, artists, musicians, etc., who have visited Montreal, have

been gotten together in folio form and make a beautiful production, indeed. The drawings are mostly in crayon, and all from life, the subjects having all favored Mr. Matthews' with sittings while in Montreal. Art cover paper of various shades has been used, and "Men and Women, Merely Players," as it is called, is taking the buyers of beautiful things by storm. The price is \$3.

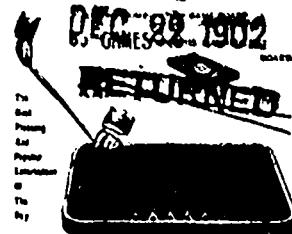
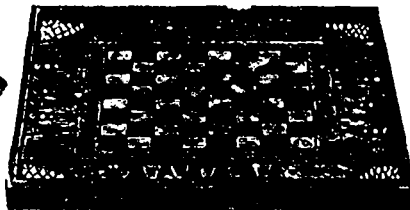
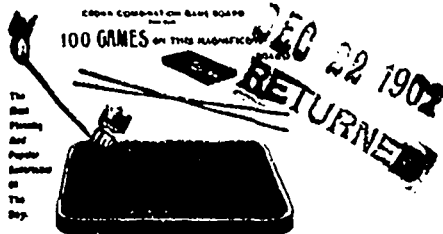
"Montreal" is a pretty little booklet for Christmas, giving photographic views of scenes in the Canadian metropolis and is going very well. Two pictures, appropriate to each month, with well-written descriptive text. It is also includes a large picture of Montreal, being a photograph of the city from the mountain, taken at sunset. This is one of the most artistic photographs yet shown. Another Canadian calendar is illustrated with photographs of Canadian life, sports, etc., by N. M. Hinshelwood, whose previous work has received much praise.

One of the most elaborate publications on the market for Christmas is "The Coronation Book," published by Cassels & Co.; price, \$3.50. It is a full and accurate account of the Coronation proceedings of His Majesty King Edward VII., "King of all the Britains and Emperor of India," as he is styled on the cover, and many of the illustrations are in color, showing the dress of the various court officials, peers, etc.

The annuals, "Young Canada," "Chums," etc., are well to the front and handsomer than ever. None of the Montreal dailies have come out with their Christmas numbers yet, but The Toronto Christmas Globe is selling in all the stores, and a great many are being sent by Montrealers to their friends in the Motherland and the other colonies.

HOLIDAY BOOKS.

FLEMING H. REVELL COMPANY report a wonderful success in bookmaking this season. Looking into their "Unique Holiday Catalogue"—which, by the way, is one of the daintiest catalogues ever sent out by a publishing house—we find a veritable host of splendid books, of which we can only take time to mention a few. Their leaders are "Glengarry School Days," by Ralph Connor, "My Dogs in the Northland," by Egerton R. Young, and "Janet Ward," by Margaret E. Sangster—who, by the way, is the author of "Winsome Womanhood," which is out in the de luxe—which makes a very delightful Christmas gift for a young woman. Following very close in popularity comes "Musings by Campfire and Wayside," by the late editor of The Interior. This makes an ideal gift book for a gentleman. "Fool's Gold" and "Two Wilderness Voyagers" belong to books of the year that have come to stay for a while. "This is For You" is yet the daintiest gift book. It is a collection of love poems of the saner sort. The verse selected is of sweetest sentiment and highest literary value. In its make-up it is as dainty and inviting as such a gift book should be. Miss Laughlin's "The Evolution of a Girl's Ideal" is a fascinating study, a sort of revelation: an interpretation—frank, ingenuous and original. The dreams and fancies and prophecies of womanhood that come to every girl are set forth with a charm and candor that find their way to the reader's heart. Then we turn to the books for the young folk, which are, without exception, the best of their kind. We will just mention a few of the titles. "Rollicking Rhymes for Youngsters," "The Gift of the Magic Staff," "The Chinese Boy and Girl," "Chinese Mother Goose Rhymes," "When Jesus was Here Among Men," "Topsy Turvy Land," "The Queen of Little Barrymore Street," etc.

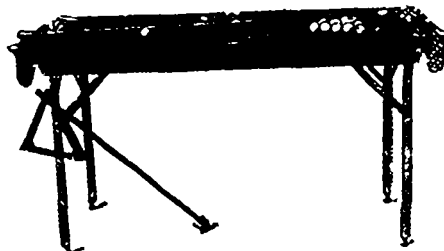


The **CARROM-ARCHARENA** Game Boards are so popular in the United States that our main factory over there is turning out 1,500 completed boards every day, and is still compelled to disappoint many a customer. Every dealer finds them profitable merchandise. Through intrinsic merit and judicious advertising they have become staple articles in the States, and for exactly the same reasons they are rapidly becoming popular and profitable throughout Canada. If you would like a share of the profits, write us.

While it is important to have them for Christmas, the best months for the sale of these boards are January and February.

all returned to.

Dec 27/02

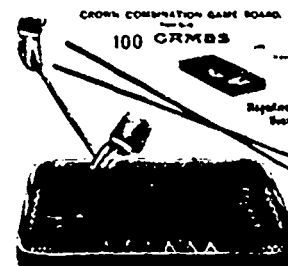


Our **CARROMA** Billiard and Pool Table is unquestionably the best portable table on the market. To see it and to try it is to prove its many points of superiority.

Our Illustrated Catalogs cost us 25 cents apiece, but you're more than welcome to one if you're interested.

CARROM-ARCHARENA CO.

Canadian Office and Factory: **LONDON, CANADA.**



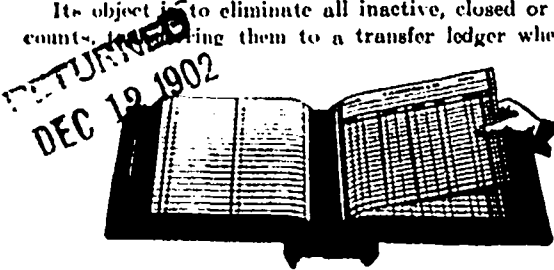
THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

OFFICE ACCESSORIES.

HARI & RIDDELL, manufacturing stationers, of Wellington street, Toronto, are introducing the Opalla Loose-Leaf Ledgers. The cut below shows this new office device unlocked ready for removal or insertion of sheets. The Opalla Loose-Leaf Ledger works easier, looks better, lasts longer and costs less than any other expanding ledger.

Its object is to eliminate all inactive, closed or dead accounts, by transferring them to a transfer ledger where sheets



can be kept in their same relative position ready for reference at all times, leaving the current ledger free from all except active accounts.

In the loose-leaf ledger the account is always under the proper tab, as the index is distributed through the entire ledger in the proper order, saving time. The insertion and removal of its sheets makes of the loose leaves a perpetual ledger.

CHARTERED ACCOUNTANTS.

We note the organization of the Dominion Association of Chartered Accountants, which will embrace the members of all other Canadian accountant institutes and associations. Following, we quote from the Act of Incorporation:

"The objects and powers of the Association shall be to promote by all lawful means the practice of accountancy, and for the said purposes:

- (a) To hold such examinations as may be found expedient;
- (b) To grant certificates of efficiency to its members;
- (c) To establish classes of membership;
- (d) To determine the rights, privileges, terms and conditions of said classes.

"3. The association shall be composed of all members in good standing of existing provincial incorporated institutes and associations who shall apply for membership within one year after the passing of this Act, and of any other persons whose qualifications and fitness the council approves.

"4. The Association may take, purchase and hold any personal property, lands, buildings and hereditaments for the purpose of the Association, and may dispose thereof, but so that the Association shall apply all its profits, if any, or other income in promoting its objects, and shall not at any time pay any dividends to its members. The provisions of this section shall not prevent the remuneration of members of the council or officers of the Association for services rendered out of any surplus remaining after the ordinary expenses of the Association have been met.

"5. The affairs and business of the Association shall be managed by a council consisting of not less than six and

not more than 21 members, to be constituted in such manner as may be provided by by-law.

"6. The first general meeting of the Association shall be held during the year 1902 at such time and place and upon such notice as the council may decide. Subsequent general meetings shall be held as the by-laws of the Association may provide, but at least once in each calendar year. At the general or special meeting members may be represented and vote by proxy, but no such proxy shall be exercised by a person who is not a member of the Association.

"7. The objects and powers of the Association shall be carried out and exercised under by-laws and resolutions passed by the council, but every such by-law, unless in the meantime confirmed at a general meeting of the Association called for the purpose of considering the same, shall have force only until the next annual meeting, and in default of confirmation thereof shall cease to have force; provided always that any by-law passed by the council may be repealed, amended, varied or otherwise dealt with by the Association at any annual general meeting or at a special general meeting called for the purpose.

"9. The Association may affiliate with any association or corporation having the same or similar objects.

"10. If any person ceases for any reason whatever to be a member of the Association he shall not, nor shall his representatives, have any interest in or call against the funds and property of the Association."

UTILITY OF WANT BOOK.

How many dealers are there who keep a "Want Book?" A want book is practically a ledger made up from the stock account and shows at a glance what may be needed. Dealers frequently fall into a habit, and a very careless one it is, of waiting until a traveller comes along, and then going over his stock in a listless sort of a way with the object of finding out what is needed. What they need most of all is a record of what they want or are likely to want at any given date. If goods in any line run low, or there is apt to be a demand for them in excess of present supplies, jot the item down on the book and see that they are ordered at the first opportunity. Don't wait for the traveller to point out your necessities, although he is a very valuable assistant in your line of business at times, and is always worth cultivating for the knowledge that's in him, but use the book as a sort of automatic memory and look into it at regular intervals. No one can be expected to remember all the daily wants that come up for filling.

ABOUT OUR WANT COLUMN.

We have every disposition to aid such of our friends as happen to be seeking positions. Many employers are reading our papers and we consider we can best serve all concerned by inserting advertisements of "Situations Wanted" under such headings. We are doing this and here call particular attention to the fact, believing that the wanted and wanting may come together to mutual advantage if they will use the columns of our magazines for their purposes.

To those who wish to employ office help our columns offer opportunities to reach a very large audience of interested, intelligent workers.



THE TIME TO INSURE IS **NOW** While you are WELL, STRONG and INSURABLE.

The Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY. PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. BRATTY, Esq.,
President.

W. D. MATTHEWS, Esq.,
Vice-President.

FREDERICK WYLD, Esq.,
Vice-President.

W. C. MACDONALD,
Actuary.

J. E. MACDONALD,
Managing Director.

Head Office, - - Toronto.

The Right Hand of the Sales Department.



From time to time the Print Shop of St. Catharines has issued a little magazine known as "Impressions" advocating good printing and advertising.

It has met with so much success that we have decided to issue it every month and embody in its table of contents each issue special features by experts on the various phases of advertising; for instance, in the January number will be found:

Cover design by Gatchel & Manning, of Philadelphia.

The Follow Up System for Advertisers by J. B. Hendrickson, the card index expert of Rochester.

To the advertiser who is unacquainted with this plan this article is worth many times the subscription price. It contains information that has cost a number of firms hundreds of dollars to find out.

A Criticism of Trade Paper Advertising by Lillian Gorraule Keyes, of New York. Miss Keyes, who conducts the campaign of advertising for the Semi-Ready Clothing Company is certainly an authority whose articles will be of great value to all advertisers.

As I See It by E. St. Elmo Lewis, of Philadelphia. A great many of you have "asked Lewis about it," and you found his advice sound.

All of which should prove to be a wonderful help to your sales department.

When you consider that this publication is issued by the Print Shop, whose work as printers of Deluxe editions of advertising is so well known, it is a guarantee that each issue will inspire readers to do better and more profitable work along advertising lines.

In fact, do you know where you could spend a dollar to better advantage? Just fill out one of the coupons and send it in.

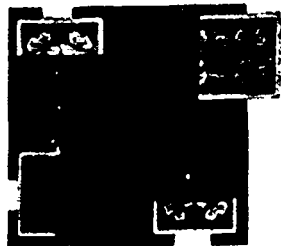
THE PRINT SHOP, ST. CATHARINES, ONT.

Kindly send sample copy of "Impressions" at no cost to me	Enclosed find \$1 for which send "Impressions" for one year to
Name.....	Name.....
Street.....	Street.....
Town.....	Town.....
Province.....	Province.....

FANCY GOODS AND STATIONERY

DUPLICATE WHIST.

A GAME of duplicate whist is no longer looked upon as a waste of time, or simply as a pleasant way of spending an evening, but is becoming more and more recognized as a game of education and instruction, and is being introduced into homes and families where card-playing, in the ordinary sense of the word, has been for ages prohibited.



Warwick Bros. & Rutter, Toronto, are offering the trade a new set of duplicate trays, a cut of which is shown herewith, and every dealer should take up the sale of these goods, and have a sample set at least on display, as the sale of whist sets is only commencing in Canada

and promises to augment the stationers' sales and profits not only in the sale of the sets themselves but also in connection with playing cards, score pads, etc., etc.

The "Congress" trays made by Warwick Bros. & Rutter are recognized as the standard tray by all whist clubs and leagues, and when they may be retailed for three dollars per set it will be seen that they are within the reach of anyone who enjoys a game of cards, and no gift would be more appreciated by any whist player than a set of these handsome boards.

BOOK SUPPORTS.



Buntin, Gillies & Co., Hamilton and Montreal, are showing a new line of japanned sheet metal book supports. They cost the trade 90c. per dozen.

WHY IS BUSINESS GOOD?

IN going round the wholesale houses in Toronto, THE BOOKSELLER AND STATIONER's young man hears on every hand that "Business is good," and after hearing the same story so many times from different people it sets him thinking as to why "business is good" and what constitutes "good business."

"There are many reasons why "business is good." In an agricultural country like Canada the chief reason is possibly good crops. The consumer has the money to spend and he wants to spend it. But however abundant the crops may be, if the goods the public want are not forthcoming business will be bad for the unlucky dealer who is unfortunate enough not to be well supplied with seasonable stock.

Now, the purpose of THE BOOKSELLER AND STATIONER has always been to note for the benefit of the dealer where the seasonable lines may be picked up; and, as the holiday season is here, it would be as well to say that a very desirable line of wrist bags and chataleine bags were noticed at Brown Bros., Limited, Toronto. These goods are made in all styles and finishes, long and short chains, gold, silver, gun metal and oxidized frames, etc., prices up to the very best. Then there are

also writing portfolios in every style of leather; leather toilet cases fitted with silver-mounted fittings, or plain, as desired; military brush sets for men; collar and cuff cases for men; ladies' purses, in great variety of leathers and prices; men's card cases, and bill pocketbooks. In fact, every desirable line in fancy leather goods suitable for the holiday season may be bought at The Brown Brothers, Limited. The firm issue a very neat catalogue, which they will send upon application.

REGAL PLAYING CARDS. CONGRESS CARDS.



King Back.



Queen Back.

In four designs—King Edward, Queen Alexandra, Prince and Princess of Wales—are selling fast. Buntin, Gillies & Co., Hamilton and Montreal, offer these to retail at 50c. per pack.

THE NEW AGENCY.

GOODALL'S new Toronto agency is now an accomplished fact, and A. O. Hurst, the Canadian agent, is in attendance in the pretty, bright office of the firm at 84 Wellington street west. Mr. Hurst's line of samples is hardly complete as yet, but by the New Year he expects to have everything in order. While in New York recently, he was so successful as to pick up some nice new samples in papeteries and fancy goods and these, with Goodall's regular lines, form a most comprehensive collection.

Mr. Hurst assures THE BOOKSELLER AND STATIONER that he is going to make the "Imperial Club" the standard 25c. playing card for the Canadian trade. This card gives the jobber a good profit. Mr. Hurst has also done very well with the "Concord" card; and in papeteries he is pushing an excellent line at 25c.

The interest being taken by the leading travellers and others in his goods is shown by the special window display at present on exhibition at the Harold A. Wilson Company's premises on King street west, Toronto. The display is one of the finest ever seen in the city, showing over 100 varieties of Goodall's playing cards, besides two styles of playing card showcases (revolving and showcase tops), and an assortment of 20 different lines of club cabinets. Around the sides and the back appear the trade sign of the hand holding the "bob-tail flush," with another hand in a different position holding the "royal straight." The latter represents Goodall's line complete, because a "royal straight" can't be beat.

A LAST CHANCE.

IN accordance with their announcement in last month's BOOKSELLER AND STATIONER, Messrs. F. & E. W. Kelk, of Toronto, are at present carrying on an extensive clearing-out sale. In fact, as Mr. Kelk stated, they are fairly giving away their stock. These reductions have been rendered necessary because next month the firm intend altering their premises considerably. The stock is still large enough for those desirous of securing Christmas goods at low rates to make excellent selections. There are all manner of toys, both tin and wood, horses, carts, magic lanterns, dolls, cups and

The Auer Gas Lamp

"Turns night-time
into day-time."

New Models. Lower Prices.

Would you buy a lamp which
doesn't smell or smoke?

Would you buy a lamp which
will save you
half your ex-
pense for
coal oil?

Would you buy
a lamp which
shows your
goods in day-
light colors?

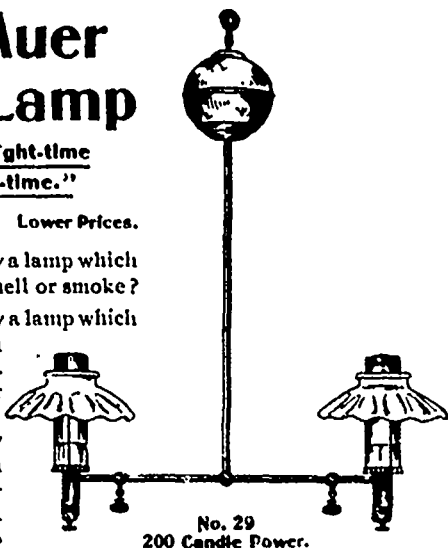
Would you buy a lamp which you can return, for full price,
if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.



Those Who Make the Nation's Gaiety.



"THE SOCIAL LADDER,"
by C. D. Gibson.

"The Social Ladder."

By **Chas. Dana Gibson.**

Price, \$5.00 net

Mr. Gibson's most
brilliant success in
social satire.

"Observations by Mr. Dooley."

By **F. P. Dunne.**

Price, \$1.50.

Wittier, wiser, more
kindly and more en-
tertaining than ever.

"The Girl Proposition."

By **George Ade.**

Price \$1.00

The funniest of
Ade's books on the
most popular of all
subjects.

"Her Majesty the King."

By **James Jeffrey Roche.**

Price, \$1.50.

One of the Master-
pieces of American
humor. Pictures by
Oliver Herford.

"The Tiger and the Insect."

By **John Habberton.**

Price, \$1.20 net.

A richly humorous
and delightful sequel
to "Helen's Babies."

"Abeniki Caldwell."

By **Carolyn Wells.**

Price, \$1.50

A clever and enjoy-
able burlesque of the
modern historical
novel.

Finely Illustrated Annual Catalogue sent free to
any address on request.

R. H. RUSSELL,
3 W. 29th St., N.Y.

BOOKS FOR BOOKGIVERS

Manitoba Free Press says: "'Confessions of
a Wife' is a book which is well worthy of
the great success it has had."

BELSHAZZAR

CECILIA

THE CONFESSIONS OF A WIFE.		
Mary Adams, - - -	\$1.25	
A SPECKLED BIRD.		
Augusta E. Wilson, - -	1.25	
A MAID OF MANY WOODS.		
Virna Sheard, - - -	1.25	
WITH ROGERS ON THE FRONTIER.		
J. M. Oxley, - - -	1.25	
DONOVAN PASHA.		
Sir Gilbert Parker, - -	1.50	
BARBARA LADD.		
C. D. G. Roberts, - - -	1.25	
THE KINDRED OF THE WILD.		
C. D. G. Roberts, - - -	2.00	
CECILIA. F. Marion Crawford, -	1.25	
THE LITTLE WHITE BIRD.		
J. M. Barrie, - - -	1.25	
FLOWER O' THE CORN.		
S. R. Crockett, - - -	1.25	
BELSHAZZAR. W. S. Davis, - - -	1.25	
THE BLUE FLOWER.		
Henry Van Dyke, - - -	1.50	
WANTED: A CHAPERON.		
Paul L. Ford, - - -	2.00	

A Tale
of
Modern
Rome.

The Copp, Clark Co., Limited
Publishers, - TORONTO.

saucers, salad dishes, mugs, shaving cups, toy tea sets, glass vases, water sets, and many other articles, all in good condition.

THE "CHANCELLOR" PEN.

The "Chancellor" fountain pen, which Warwick Bros. & Rutter have had made for them, is one of the most perfect and up-to-date fountain pens on the market. It is simple in mechanism—any child being able to take it entirely apart and again assemble without the slightest difficulty. This in itself



The "Chancellor" Pen.

is a valuable feature, as the pen can be easily kept clean and in perfect working order.

The variety of styles made in the "Chancellor" covers every imaginable requirement in the way of a fountain pen. They are made in all styles and sizes, with mottled or black, plain or chased holders, and with all grades of points. The series also contains a complete line of presentation pens, each size being made with gold bands, and several exceptionally choice styles are shown where the barrel of the pen is all chased gold, and another where the entire holder, barrel and cap are of gold.

These pens are absolutely guaranteed to give perfect satisfaction, and as the parts, nibs and cell accessories may be procured on the shortest notice from Messrs. Warwick Bros. &

Rutter, the trade will find it to their great advantage to handle a line of such desirable goods which are looked after so near at home.

A PATENT INKSTAND.

Warwick Bros. & Rutter, Toronto, are just in receipt of a shipment of "Gardiner" inkstands and can supply the well-known office stand in all sizes and styles. Patent inkstands, as a rule, are to be rigidly avoided if a dealer wishes to make any profit out of his office trade, but the "Gardiner" stand

has stood the test and is acknowledged as a superior office inkwell in every respect. Price list will be forwarded any dealer on request.

THE CANADIAN DIARIES FOR 1903.

The Canadian Pocket Diaries for 1903 are now on sale throughout Canada, and advance orders are all filled. Any dealer who is thinking of selling diaries—a very reasonable line at this time of the year—would do well to write to The Brown Brothers, Limited, Toronto, for a copy of their diary catalogue and price list. Or, if time is too short, ask for an assortment amounting to the sum you wish to invest in these goods. They have 200 lines to select from and 16 sizes.

BEST SELLING BOOKS OF THE PAST MONTH

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE.

1. "The Virginian," by O. Wister. Morang.
2. "Cecilia," by F. Marion Crawford. Copp, Clark.
3. "Letters of a Self-Made Merchant," G. H. Lorimer. Briggs.
4. "The Man from Glengarry," by R. Connor. Revell.
5. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.

BRANTFORD.

1. "Glengarry School Days," by Ralph Connor. Revell.
2. "Donovan Pasha," by Sir Gilbert Parker. Copp, Clark.
3. "Kindred of the Wild," by C. G. D. Roberts. Copp, Clark.
4. "Miss Petticoats."
5. "Henty's Works."
6. "Temporal Power," by Marie Corelli. Briggs.

GODERICH.

1. "Castle Cranecrow," by G. B. McCutcheon. McLeod & Allen.
2. "The Blazed Trail," by S. E. White. Morang.
3. "Hearts Courageous," by H. E. Rives.
4. "Glengarry School Days," by R. Connor. Revell.
5. "Letters of a Self-Made Merchant," by C. H. Lorimer.
6. "Donovan Pasha," by Sir Gilbert Parker. Copp, Clark.

KINGSTON.

1. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
2. "Fuel of Fire," by Ellen T. Fowler. Briggs.
3. "The Vultures," by H. S. Merriman. Copp, Clark.
4. "Kindred of the Wild," by C. G. D. Roberts. Copp, Clark.
5. "The Little White Bird," by J. M. Barrie. Copp, Clark.
6. "Barbara Ladd," by C. G. D. Roberts. Copp, Clark.

MONTREAL.

1. "Highway of Fate," by Rosa Noochette Carey. Macmillan.
2. "The Virginian," by O. Wister. Morang.
3. "The Vultures," by H. S. Merriman. Copp, Clark.
4. "A Speckled Bird," by A. E. Wilson. Copp, Clark.
5. "The Blazed Trail," by S. E. White. Morang.
6. "Wanted, a Chaperon," by P. L. Ford. Copp, Clark.

OTTAWA.

1. "Intrusions of Peggy," by Antony Hope. Harpers.
2. "The Virginian," by Owen Wister. Morang.
3. "The Little White Bird," by J. M. Barrie. Copp, Clark.
4. "The Two Vanrevels," by Booth Tarkington. Briggs.
5. "Cecilia," by F. Marion Crawford. Copp, Clark.
6. "Confessions of a Wife," by Mary Adams. Copp, Clark.

PETERBORO.

1. "Temporal Power," by Marie Corelli. Briggs.
2. "The Mississippi Bubble," by E. Hough. McLeod & Allen.
3. "The Virginian," by O. Wister. Morang.

4. "Castle Cranecrow," by G. B. McCutcheon. McLeod & Allen.
5. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
6. "Flower o' Corn," by S. R. Crockett. Copp, Clark.

QUEBEC.

1. "Banner of Blue."
2. "Wages of Sin."
3. "With Rogers on the Frontier," by J. Macdonald Oxley. Copp, Clark.
4. "The Blue Flower," by Henry Van Dyke. Copp, Clark.
5. "Beautiful Joe's Paradise."
6. "With Kitchener in the Soudan."

TORONTO.

1. "The Blazed Trail," by S. E. White. Morang.
2. "The Two Vanrevels," by Booth Tarkington. Briggs.
3. "Letters of a Self-Made Merchant," by G. H. Lorimer. Briggs.
4. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
5. "Confessions of a Wife," by Mary Adams. Copp, Clark.
6. "The Virginian," by Owen Wister. Morang.

CANADIAN SUMMARY.

- | | Points. |
|---|---------|
| 1. "The Virginian," by Owen A. Wister..... | 37 |
| 2. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan..... | 26 |
| 3. "Blazed Trail," by S. E. White..... | 23 |
| 4. "Letters of a Self-Made Merchant," by G. H. Lorimer..... | 19 |
| 5. "Glengarry School Days," by Ralph Connor..... | 16 |
| 6. "Castle Cranecrow," by G. B. McCutcheon..... | 16 |

UNITED STATES SUMMARY.

1. "The Virginian," by O. A. Wister.
2. "The Two Vanrevels," by Booth Tarkington.
3. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan.
4. "Donovan Pasha," by Sir Gilbert Parker.
5. "Fortunes of Oliver Horn," by F. H. Smith.
6. "Captain Macklin," by R. H. Davis.

ENGLISH SUMMARY.

1. "Fuel of Fire," by E. Thorneycroft Fowler.
2. "The Vultures," by H. S. Merriman.
3. "The River," by Eden Phillpotts.
4. "Love and the Soul Hunters," by John Oliver Hobbes.
5. "In King's Byways," by Stanley J. Weyman.
6. "Highway of Fate," by Rosa N. Carey.

SCOTCH SUMMARY.


1. "Fuel of Fire," by E. T. Fowler.
2. "Just-So Stories," by Rudyard Kipling.
3. "The Great Boer War," by Conan Doyle.
4. "The Vultures," by H. S. Merriman.
5. "Love and the Soul Hunters," by John Oliver Hobbes.
6. "The Intrusions of Peggy," by Antony Hope.

**A Gift Worth Giving
and
A Present Worth Having**

**WEBSTER'S
INTERNATIONAL
DICTIONARY**

The One Great Standard Authority
Useful. Reliable. Attractive. Lasting.
Various Styles of Binding.
The New Edition has 25,000 new words and
phrases. 2,364 pages. 5,000 illustrations.

NEVER DEAD STOOK.
Imprinted circulars furnished to dealers
free of expense on application to
G. & C. MERRIAM CO., Pubs., Springfield, Mass.



**THE C. G. YOUNG CO.,
RUBBER STAMPS
AND SUPPLIES.**
No. 1 Adelaide Street East, Toronto.

WE MIGHT TAKE A WHOLE PAGE
to tell you about WHITFIELD'S CARBON PAPERS—how they give so much
better satisfaction than any other. Especially the Typewriter Carbon.
But we couldn't convince, nor get the business, by "telling" half so easy as we
can by "showing."
Our samples are our salesmen—they show what they can do, and how they do it—
they do the "telling" and get the order every time.
If you think you have a "good enough" Carbon Paper now—get Whitfield's
samples and special prices to the trade—they'll "tell" you different.
You'll probably be surprised to find that such good results could be secured
with Carbon Paper. Better write to-day—no use waiting.
Whitfield Carbon Paper Works, 123 Liberty Street, New York.

**WESTERN ASSURANCE
COMPANY.**
Incorporated 1851.

FIRE AND MARINE.

Capital	-	\$2,000,000.00
Assets, over	-	2,900,000.00
Annual Income	-	3,000,000.00

Head Office: TORONTO, ONT.

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

CLOCKS Jewellers' and Stationers' Supplies.

We are headquarters for all kinds of specialties in Silverware:

**STERLING SILVER NOVELTIES.
IMITATION EBONY GOODS.
TOILET SETS.
SILVER-PLATED NOVELTIES.
MIRRORS. PHOTO FRAMES. ETC.**

These are all dainty goods of high quality, at moderate cost.

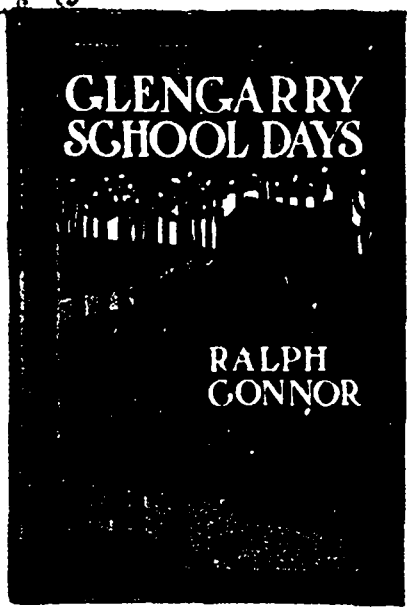
E. W. Gilmore & Bro.,
86 BAY STREET TORONTO.

ARE YOU SURE?

that your order for

**Glengarry
School Days,**
RALPH CONNOR'S NEW NOVEL

RETURNED
E.B.B. 190
Already Delivered



Will Last Thro' the Holidays.

We promise to supply your
demands promptly

Over 750,000

copies of Connor's "Black Rock," "The Sky
Pilot," and "The Man from Glengarry" have
now been sold. You will also be interested to
know that they are still selling well.

FLEMING H. REVELL COMPANY
PUBLISHERS, IMPORTERS, BOOKSELLERS.

25, 27 Richmond Street West,
(Booksellers' Row.) **TORONTO.**
CHICAGO, NEW YORK, LONDON and EDINBURGH

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of
November, 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.

13458. *Light for Daily Living. Studies in the Building of Character.* By John Maclean, Ph.D. William Briggs, Toronto.
13459. *The Seller Abroad. Sermon* by Rev. Frank De Witt Talmage, Chicago, 2nd November, 1902. William Baily, Toronto.
13460. *Laughing Eyes. Three Step.* By Arthur Gottschalk. The Canadian American Music Co., Limited, Toronto.
13461. *Thoroughbreds. Book.* By W. A. Fraser. George N. Morang & Co., Limited, Toronto.
13462. *Marching Song.* Words by Louis Stevenson. Music by Mabel Wood Hill. The John Church Co., Cincinnati, Ohio.
13463. *Envoy.* Words by Louis Stevenson. Music by Mabel Wood Hill. The John Church Co., Cincinnati, Ohio.
13464. *Young Night Thought.* Words by Louis Stevenson. Music by Mabel Wood Hill. The John Church Co., Cincinnati, Ohio.
13465. *The Wind.* Words by Louis Stevenson. Music by Mabel Wood Hill. The John Church Co., Cincinnati, Ohio.
13466. *Shadow March.* Words by Louis Stevenson. Music by Mabel Wood Hill. The John Church Co., Cincinnati, Ohio.
13467. *My Shadow.* Words by Louis Stevenson. Music by Mabel Wood Hill. The John Church Co., Cincinnati, Ohio.
13468. *Farewell to the Farm.* Words by Louis Stevenson. Music by Mabel Wood Hill. The John Church Co., Cincinnati, Ohio.
13469. *Map of that part of the Province of Manitoba, being within a radius of twenty-four miles of the City of Winnipeg.* D. A. Ross, Winnipeg.
13470. *Canadian Progress.* October, 1902. J. J. Hart-Halifax.
13471. *The Moon. Volume 1. Number 23.* Toronto. November 1, 1902. The Moon Publishing Co., Toronto.
13472. *Ontario Provincial Governors, 1792 to 1902. Lithograph.* The Globe Printing Co., Toronto.
13473. *The Little White Bird; or, Adventures in Kensington Gardens.* By J. M. Barrie. The Copp, Clark Co., Limited, Toronto.
13474. *Fuel of Fire. Book.* By Ellen Thorneycroft Fowler. William Briggs, Toronto.
13475. *Princeton's Orange and Black.* Words by M. Temple. Music by E. M. Grant. Emeline M. Grant, Kingston.
13476. *Constitution. March and two-step.* By C. D. Henninger. Arranged by Lee Olean Smith. Whaley, Royce & Co., Limited, Toronto.
13477. *Aunt Hanna's Bread Book.* Charles Austin Bates, New York.
13478. *The Westminster.* November, 1902. The Westminster Co., Limited, Toronto.
13479. *Cecilia: A Story of Modern Rome.* By F. Marion Crawford. The Copp Clark Co., Limited, Toronto.
13480. *Exercices Francais bases sur Elements de Grammaire Francaise et Progressive French Reader, Part I.* By L. E. Lawless et H. H. Curtis. H. H. Curtis and Miss L. E. Lawless, Montreal.
13481. *The Dark Days, My Dearie.' Song.* Words by Frank L. Stanton. Music by J. Lewis Browne. The John Church Co., Cincinnati, Ohio.
13482. *A Song of Hope.* Words by Adelaide Anne Proctor. Music by Albert Fox. The John Church Co., Cincinnati, Ohio.
13483. *How I Read Carlyle's French Revolution.* By D. Heggie, M.D., Brampton.
13484. *Alseeta. Waltzes.* By Alberta Holden. W. H. Hodgins & Co., Toronto.
13485. *Under the Union Jack. March.* By H. Trenwith. W. H. Hodgins & Co., Toronto.
13486. *The Moon. Volume I. Number 29.* Toronto, November 8, 1902. The Moon Publishing Co., Toronto.
13487. *The Last of the Canadian Buffaloes. Photo. No. 580.* Steele & Co., Limited, Winnipeg.
13488. *The Last of the Canadian Buffaloes. Photo. No. 581.* Steele & Co., Limited, Winnipeg.
13489. *Blood Indian Squaws, Papposes, Ponies and Travois at Macleod, Alberta. Photo. No. 824.* Steele & Co., Limited, Winnipeg.
13490. *King of the Jews. Sermon* by Rev. Frank DeWitt Talmage. Chicago, November 9, 1902. William Baily, Toronto.
13491. *Supplement au Code Municipal de la Province de Quebec. Annoté.* Par J. E. Bedard, C. Camille Theoret et J. E. Bedard, Montreal.
13492. *Letters from a Self-Made Merchant to His Son.* By H. C. Lorimer. William Briggs, Toronto.
13493. *Official Telephone Directory, Sault Ste. Marie.* November, 1902. The Bell Telephone Co. of Canada, Limited, Montreal.
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INDEX TO ADVERTISEMENTS.

	Page.
Anglo Canadian Music Pub. Assn	Inside front cover
Auer Light Co.	2, 15
Barber & Bros., Wm	Inside front cover
Bell Telephone Co.	9
Bond's Marking Ink Co., John	Inside front cover
Biggs, William	9
Brown Bros., Limited.	0
Bunton, Gillies & Co.	Outside back cover
Canadian-American Music Co.	Inside front cover
Carrom-Archarena Co.	11
Collins Ink Eradicator Co.	13
Confederation Life Association	13
Consolidated Safety Pin Co.	Inside front cover
Cooper, Dennison & Walkden	Inside back cover
Copp, Clark Co. Limited, The	15
Cox, A & Co.	Inside front cover
Gilmore, F. W.	17
Goodall & Sons, Chas.	2
Kirk, F. & E. W.	2
McArthur & Co., Colin	19

	Page.
Merriam Co., G. & C.	17
Mittag & Volger	Outside back cover
Morton, Phillips & Co.	9
Moyer & Co., E. N.	Inside front cover
Payson's Indelible Ink	Inside front cover
Pen-Carbon Manifold Co.	Inside front cover
Pirie & Sons, Limited, Alex.	Inside front cover
Print Shop, The	13
Revell, Fleming H.	17
Russell, R. H.	15
Stauntons Limited	19
Taylor, J. & J.	13
Turkish Steel Pen Co.	Inside front cover
U. S. Playing Card Co.	Outside front cover
Warwick Bros. & Ritter	1
Weese & Co.	Inside front cover
Western Assurance Co.	17
Whitfield Carbon Paper Co.	17
Young Co., The C. G.	17

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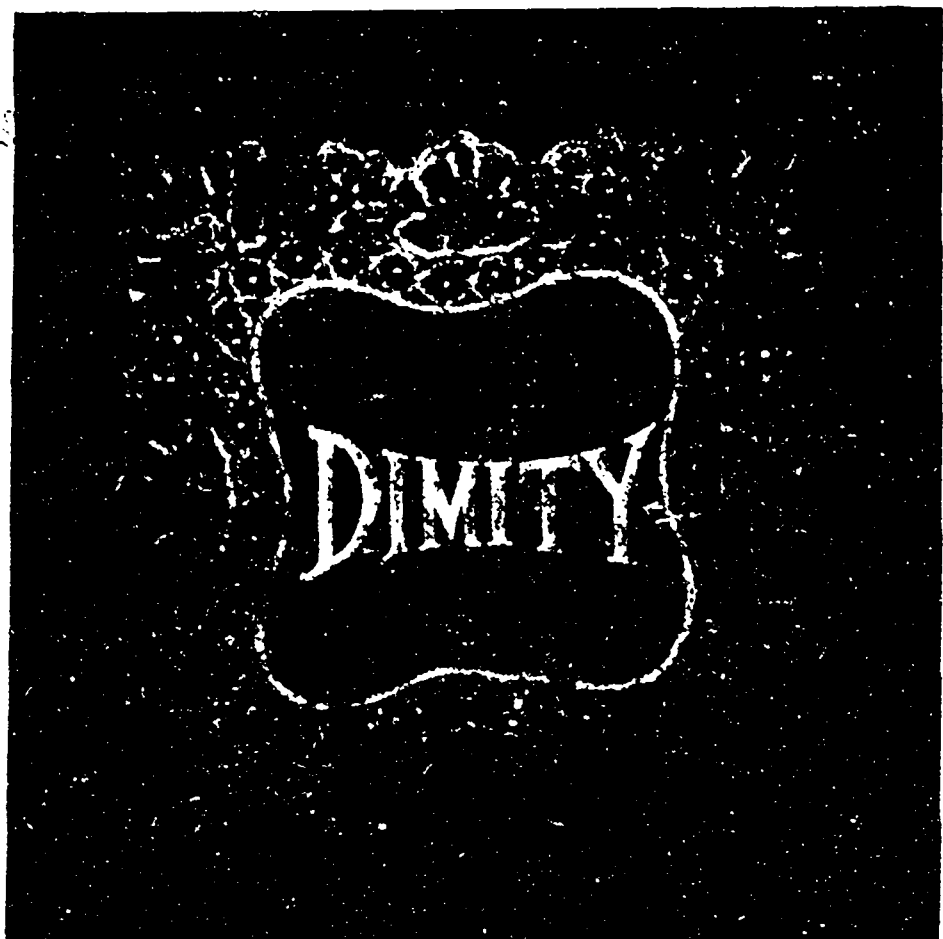
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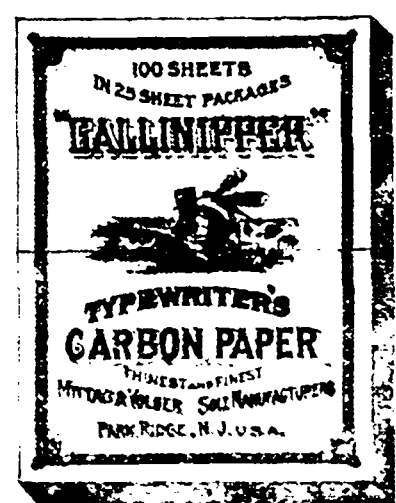
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