

THE
Canadian Bookseller

DEVOTED TO THE INTERESTS OF THE

Book, Stationery and Fancy Goods Trades.

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VOL. I.]

TORONTO, AUGUST, 1888.

[No. 5.]

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Devoted to the interests of the

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The following dealers have been in town since our last issue :—Geo. Hynds, Acton, J. H. Jackson, Georgetown, A. A. Wilson, Tilbury Centre, T. J. Day, Guelph, R. T. Wallace, Woodbridge, I. J. Lockwood, Napanee, W. F. Ray, Otterville, R. Uglow, Ottawa, Jas. Hope, Ottawa. A. A. Wilson, Tilbury Centre, has joined the noble army of Benedicts.

Strange to say the printers of New York are working hard to push the copyright bill through Congress.—*The Newsman.*

Strange to say the printers of Great Britain are working hard to stop the passage of the copyright bill through Congress. Put these two strange things together, brother Daly, and you may be able to see that the New York printers are level-headed fellows, and know what they are about !

With over five millions of dollars invested in the paper, publishing and printing industries of Canada, surely our government will not pass the proposed amendment to the Copyright Act without inserting a clause compelling manufacture in Canada (as the present act requires) in order to secure Canadian Copyright ?

We know that many of the members of the trade are away on fishing excursions or otherwise enjoying the brief respite from business which is allowed about this time of the year. We are too busy working on our September fall announcement number to get away ourself, but, gentlemen, we will promise to keep a small corner in that issue in which to record the biggest catch. Now send along your records and samples, please !

In announcing the removal of *The Newsman* from Boston to New York, the Editor says : " In removing to New York we plant our guns near the centre of the enemy's works, and shall load to the muzzle every time." And John J. Daly can fire hot shot when he gets worked up to red heat, and make no mistake about it ! So, now that the decks are cleared for action, get out your telescopes and watch the progress of the fight, as the wind lifts the smoke to one side and gives us an occasional view of the combatants locked in the deadly struggle ! By the way, it is little wonder that the *Newsman* is such a smart paper, for it is not only published Monthly, but is edited by a Daly. See !

In a speech to the Canadian rifle team, Colonel Burt, representing Great Britain, said " there was no stronger desire in their hearts than to be as brethren to the citizens of Canada."

Shake hands on that, Colonel ; and might we whisper in your ear that your Canadian brother has arrived at a legal age now—in fact he is getting to be a "broth of a boy," as our rol-

licking Irish brother would say—and it is about time that our British publishing brethren allowed us to have a word or two to say before trying to rush such a bill as the Berne Copyright treaty through our parliament! If you won't recognise the fact that we are growing a big boy, don't blame us if we gently, but firmly, call your attention to the fact!

At a dinner in London, to celebrate the twenty-first anniversary of the Dominion, Lord Knutsford, among other things, said: "If the government failed to show sympathy with Canada it was through an accident. The Mother Country was proud of her Domini n child, and was prepared to meet all her wishes as far as consistent with Imperial interests."

Thank you, my Lord, and allow us to assure you that Canadians heartily reciprocate your sentiments. The CANADIAN BOOKSELLER trusts that you will look into the Copyright question, and we are certain that we shall then soon have your sympathy. That secured, it would not be very long before we should have the benefit of your valuable influence in assisting us to pass a law which shall do justice to Canada in this matter.

The advent of the CANADIAN BOOKSELLER has been heralded far and wide by the various trade journals, and we have to thank our brethren of the press for the kindly notices bestowed upon it. These notices have brought us sample copies of many trade journals from our Yankee cousins, from our English brethren, and from France and Germany, while the other day we received a copy of the May issue of *El Poligrafo*, published at Buenos Ayres, Brazil. Being printed in Spanish we had to avail ourselves of the assistance of our foreign editor, who informs us that *El Poligrafo* is the organ of the Graphic Arts, is well written and excellently printed, and that it is published by a company of which Signor Rodolfo Soucup is the managing director. We shall take occasion to send a few copies of this issue of the BOOKSELLER to Signor Soucup and ask him to spread a knowledge of Canada abroad, by distributing them among the trade in his locality. *Nosotros seremos muy contentos, si V nos hace el favor?*

The CANADIAN BOOKSELLER extends its most hearty congratulations to the Hon. George W.

Ross for the grand patriotic address which he delivered at Chautauqua Park on Dominion Day. It was an address brimful of facts and statistics calculated to gladden the heart of the man who has the true interests of Canada at heart, and to send the blood coursing through his veins when he reflects on the grand future which is in store for his country. "We have a vast extent of territory; in shipping, we are the fifth power in the world, being ahead of France, Russia, Italy, and some of the other great powers; we have the longest line of railway on earth; in every way we are holding our own with nothing to be ashamed of, and everything to be proud of. Those now living might see this country a nation powerful among the nations of the earth."

Hip, hip, hurrah! And, yet, Mr. Ross, with all this grand possibility before us, we have to go begging to the Home Government in the matter of copyright! As there will certainly have to be an alteration some day, we submit, that in justice to Canadian interests, that alteration should be made without further delay.

Most Important.

The next issue (September) of this journal will be the fall announcement number. Publishers of books, manufacturers of stationers' goods and novelties, and importers and dealers in fancy goods are invited to co-operate with us and to render us their assistance in producing a number which shall be a credit to the interests represented, and a valuable trade reference list for use by the trade generally. Rates of advertising furnished on application.

Canada First.

The following sentences are from a lecture, entitled "Canada First," delivered by the Rev. George Grant, and published in *Canadian Leaves*, a volume issued under the editorship of Mr. Geo. M. Fairchild, Jr., of the Canadian Club of New York. "It is perfectly clear that Great Britain will not repeat the mistake of last century. In every conceivable way she has declared that our destiny is in our own hands. Our stand point should be that indicated in the title of this paper, of Canada first. This means the settled conviction that the honor of Canada must always be maintained, no matter what the cost, and that

Canadian interests are of first importance." The man who penned those sentences is honored and revered by tens of thousands of his fellow countrymen. Let us remember his words when dealing with the question of copyright—"Canadian interests are of first importance." Let that thought be the key-note to all our actions, the foundation stone in all our undertakings.

We Pause for a Reply.

F. P. Keese, 966 Queen West, tobacconist, is branching out into books and stationery.—*Books and Notions for July.*

Here is a problem which we respectfully submit to the Booksellers and Stationers Association of Ontario: "Is it more immoral, or more against the interests of the legitimate trade, for a dry goods dealer to go into the book business, than for a tobacconist to do the same thing?" If not, why should one be written and talked against, and the other passed over without comment? Perhaps the writer of the now historic "unmitigated falsehood" article can give some information on this point.

More Protection Needed.

The multiplicity of small stores, handling books and newspapers, that have been opened in Toronto within the last few years, is bringing the question of protection home to the large retailers. Why should the small store, carrying only a few dollars worth of goods, and dabbling in cigars and other goods outside the legitimate business, be able to buy, in small quantities, as low as the man who keeps a stock of thousands of dollars, and confines himself to the legitimate trade? Under the present system, a new dealer carrying a fifty dollar stock, or even a pedler carrying no stock at all, can go through the wholesale houses, and pick up a single copy of a new novel, or a single one of a new toy, and buy them as low as the man who buys twenty copies of the novel and a dozen of the new toy. This, of course, is encouraging the people with hardly any capital to enter the already overcrowded field and compete with the old established man who is carrying a good stock. Might not this be a live question to discuss at the next meeting of the Ontario Booksellers' Association.

A. F. Stevenson, of Aurora, has presented the Toronto Zoo with a pair of foxes. Next!

The Berne Copyright Bill.

"One who has made a thorough study of the subject," (as the editor of *Books and Notions* informs us), to wit: one "F.G.H.," has given to the world an article on the proposed Copyright Bill. Now, as that article gives probably as good a defence of the proposed Bill as can be put forward, I propose to examine some of the arguments advanced in its favor, and to see how far they will bear inspection when the light of day is turned on them.

There is a very general feeling among the manufacturers of books that their interests would have suffered had the proposed Bill passed. It is said that this apprehension is groundless. Now, as this is a most important point to have settled, I will undertake to arrange a meeting of the printers, bookbinders, and others interested, at any time that may be agreeable to Mr. "F.G.H." if that gentleman will undertake to lay his views before the meeting, and will allow me to reply to him. As Mr. "F. G. H." has "made a thorough study of the subject," I trust he will take an early opportunity of having this question fully discussed before those who are so deeply interested in its settlement.

It is admitted that most new books issued in England are too expensive to have any large sale in this market. Well, yes, rather so, and not much wonder either, when we consider that the British publisher has a most extensive Library clientele to supply, not to speak of Lords and Nobles and Sirs galore, while the Canadian publisher has to issue something that the *ma ses* can buy. But read another argument, and a smile "both child-like and bland" will illumine the countenance of those who know what the law is at present. Exclude the American reprint, "and it will be to the interest of the English publisher to have a special cheap edition for this market, and it will further be to his interest to have the book printed here, otherwise the edition could be re-exported to England and he would be undersold in his own market, whereas if the book be printed here it cannot be imported into Great Britain, as such importation is prohibited." Now there are two points here to which I wish to call particular attention.

First—That under the present law, an English publisher has only to arrange with a Canadian publisher, who will then print the book in Canada and thus exclude the American reprint. The proposed bill would first exclude the American reprint, and then—well it is said that the English publisher would *then* find it to his advantage to arrange for the printing of an edition in Canada. Ah, yes, but there is an old legend to the effect that one bird in the hand is worth two in the bush, and so in order to keep the bird we have in hand, we will slip in a little sentence *compelling* the manufacture of the edition

in Canada, as we have it at present. If, as is so confidently asserted, the British publisher will find it to his interest to have the book printed here, what possible objection can there be to have the clause inserted compelling Canadian manufacture? Our courts of law are full of lamentable evidences of the fact that business morality is at a very low ebb, and that it is decidedly safer to have a thing down in black and white than to leave it optional, as the proposed bill would have done.

Secondly—and this is a most important point—the Imperial Parliament long ago passed a law prohibiting the importation into Great Britain of reprints of British copyright books. Now I submit that this is a very shabby way for the mother country to treat her Dominion child, especially when it is remembered that that child has a clause in her copyright Act, (which was inserted at the special request of the Imperial authorities, so as to protect their publishers,) which reads as follows, “But nothing in this Act shall be held to prohibit the importation into Canada from the United Kingdom of copies of any such work lawfully printed there.” So that under the operation of these laws, a Canadian publisher may pay a good round price for the Canadian copyright of a British book, and a few months after he may find his market flooded with a cheap British edition of that very work, while the Canadian publisher is not allowed to send a single copy of his edition into the British market. Does it not seem as if there is a great lack of the much-lauded British fair play and love of justice in such a one-sided arrangement as this? I really think I shall have to call the attention of my Lord of Knutsford to this want of sympathy towards her Dominion child on the part of the mother country!

Then again it is admitted that Canadian publishers have found it difficult to buy the right to produce British books, because, forsooth, “the American publisher when buying advance sheets of new and popular works, stipulates that he shall have the privilege of supplying the Canadian market.” Yes, and is it not simply outrageous that such a thing can be done? Speaking with a good knowledge of the Canadian trade, I can tell our British publishing friends that this very action on their part has caused a great deal of hard feeling to arise against them. Here is Canada, a part and parcel of the mighty British empire, and yet the British publisher deliberately passes over us and sells our market to a foreign publisher! Fancy the French allowing the German publishers to control their market! Fancy the Canadians allowing the American publishers to control their market! No, thank you, we are Britons, or the sons of Britons, and for the future we intend to take Tennyson’s advice and to “hold our own.”

Then it is asked “If English publishers find it worth their while to license Baron Tauchnitz to print editions for the European markets, what possible reasons can they have for refusing to make a similar arrangement for Canada?” Very good, and that is just what a few Canadian publishers would like to know. It is acknowledged that the Canadian publisher knows the market and is on the spot, and that the Canadian right must be worth more to him than to the British publisher. Of course it is, and therefore the Canadian publisher knows what will be a fair price for a book, and competition is already keen enough among the Canadian publishers to ensure as much being paid for the book as the market is worth. This being the case, neither British author nor British publisher will suffer, and it will thus be seen that our contentions are perfectly reasonable.

The contention that a book should be printed in this country in order to secure copyright, is nothing but a just and reasonable one. Such a course will extend this principle which has already worked very well with us. The paper makers, the employing printers, the journeymen printers, the bookbinders, the stereotypers, and other trades are thus given a large amount of work which they would not get were there no such provision. To talk of confiscation is simply begging the question. If, as is asserted, it will not pay one author in twenty to produce his book in this country, so much the better for the country say we, for it is very certain that Canadian publishers are at all times prepared to pay a fair price for any book which is likely to have any kind of a sale here. I am very sorry indeed to see that this man with the mystic initials has such a very poor estimate of the worth of nineteen-twentieths of the books issued in Britain. And once again the poor author is dragged in, as though anyone wanted to wrong him. Will this gentleman who is so anxious about the author please read the following extract from a recent number of the *Paper Makers’ Circular*, of London, in talking of the probable passage of the Chase Bill: “Those authors who have not yet acquired a marketable name will be very near as much at the mercy of their publishers as they are at the present time.” What, can it be possible that Mr. Meeson is an actual reality, and not a creation of Haggard’s brain?

As to author’s rights, let it be distinctly understood that the action of Canada on such a question will not be retrograde. I do not know of any person who is agitating for a just Canadian Copyright Act, who is not prepared to give the author every reasonable protection.

But it is when the question is argued from the bookseller’s point of view that one enjoys the fun the most. “Without the American reprint is shut out the book trade as such, will cease to

exist," says Mr. Apologist. Dear me, but how those horrid American reprints do trouble that worthy gentleman! And of course, where there are no American reprints, and where a just and equitable copyright law (such as the British, for instance), is in operation, there we may reasonably look for the bookseller's paradise! And yet it seems to me that I have heard that everything is not just as nice as it might be in the British book trade. In fact I think I am justified in saying that although the book trade in Canada is not in a particularly flourishing condition, the retail booksellers of Canada make as much, if not more, money on the amount of their sales, than do their British brethren. Ask almost any one who is conversant with the British retail book trade, and they will tell you that the custom of giving twopence and even threepence discount on the shilling, has just about "knocked the bottom" out of the business, to use a slang expression. And as to dry goods houses selling books at five cents, no copyright law can alter that. I doubt if I am far wrong in asserting that the giving away of books by the tea stores in England has done more harm to the book trade there, than the selling of books in dry goods houses has in America. I know of one tea firm which became bankrupt a few years ago and had the enormous amount of £30,000 worth of books on hand at the time of the failure. Fancy the crash that would make in the book trade! Our retail booksellers may not have everything just as they want, but let them move slowly in this matter, consider the whole thing carefully, and to use Hamlet's words, "rather bear those ills we have than fly to others that we know not of."

Finally, imitating the language of one of the most brilliant editorial writers in Canada, when he announced that his paper had enlisted in the Prohibition cause, I may say that the CANADIAN BOOKSELLER has enlisted under the banner that has been raised in behalf of a just Canadian Copyright Act, we have shouldered the musket of Fair Play, we have buckled on the belt from which hangs the Sword of Justice, and whether victory come in one year or not for five years we have sufficient faith in the truth and righteousness of the cause to persevere to the end.

R. T. LANCEFIELD.

About School Books.

And now a word to retailers about School Books. If you intend to keep school books, make it a point to keep a good stock on hand. The publishers and wholesale dealers will give you every reasonable assistance for sorting up purposes, by keeping open at night while the rush is on. But in justice to your own interests you should begin now and make up your orders for what you think you can sell. You are the

best judges of your trade, and as there will be no change in price of any of the books, you need have no fear upon that point. There being no competition in publishing school books for use in the schools in this Province, the publishers are not called upon to keep their lists before the Trade in a Trade journal. But as circulars have such an exasperating habit of getting mislaid just at the time when they are most wanted, we would take this opportunity of calling the attention of the publishers to the fact that, as this journal is carefully filed by every bookseller, it would only be a matter of courtesy to the Trade, and be an exceedingly handy reference list for them, if the publishers would furnish for insertion in the next number of this journal, a full list of the school books issued by them.

Trade Chat.

Newsdealers will do well to keep a supply of *The New York Illustrated News* on hand. It is a good seller, is a capital paper to show in the window, and as it is returnable there is no risk in keeping it for sale. Newsdealers can buy from their nearest News Company, or the publishers will allow a discount for subscriptions paid in advance.

Messrs. Hart & Company, Toronto, will soon have ready the *Pocket Gazetteer of the World*, a Dictionary of General Geography, edited by J. G. Bartholomew, of Edinburgh. The number of places mentioned in separate entries is about 35,000. Great care has been taken to insure accuracy, and to give the most recent information as regards statistics, political divisions, new discoveries, and other geographical changes. It will retail at \$1.00, in cloth, and is certainly the cheapest Gazetteer published.

Brown Brothers have now ready their well-known Counting House Diaries for 1889, in all sizes and with the latest improvements. This is the twenty-fifth year of publication. Just think, a quarter of a century!

"In Ye Olden Time," issued by A. G. Watson, Willard Tract Depository, is evidently going to be one of the favorite art books of the season. Orders are already far in advance of the most sanguine expectations.

Do you want something which looks big value for the money? If so, see the new edition of Standard Fiction offered by the Toronto News Company. There are some eighty different books in the series, comprising all the old favorites, and although neatly bound in cloth and gilt lettered, they are offered at the absurdly low price of \$28 per 100 copies. Another specialty of the same firm is a new edition of the Poets, with red lines, and beautifully bound in Padded Russia, offered at \$1.20 per volume.

Warwick & Sons.

That Toronto has a great future before it as a wholesale and manufacturing centre, is a self-evident fact. The country merchant who visited this city a few years ago, would, with few exceptions, find the wholesale men cooped up in old-fashioned, ill ventilated warehouses. To-day, this is all changed. The leading firms are now ensconced in one or other of the many handsome new warehouses, which have sprung up as if by magic within a few years, covering what had heretofore been vacant lots. These new warehouses and business palaces, are magnificent specimens of the architect's skill, and an indisputable evidence that Canadians are permeated with that spirit of energy and enterprise so characteristic of the Anglo-Saxon race. One of



THE LATE WILLIAM WARWICK.

the most notable examples of this new style of buildings is that of Messrs. Warwick & Sons, 68 and 70 Front street west, adjoining the Queen's Hotel. This fine new building, designed in modern Romanesque style of architecture, is four and a half stories high, and rises to a height of 70 feet. The depth of the whole building is 200 feet, with a frontage of 32 feet. Every care has been taken to render the establishment fire-proof, and as a still further precaution the front and rear portions have been entirely isolated. The front building will be used for the wholesale stationery and book departments only, running back 100 feet in depth to an open area 12 feet wide. Immediately in rear of this is the manufacturing department, the area between the two

buildings being covered over with an iron roof filled in with thick plate glass at the level of the ground floor, with iron bridges on the upper stories from one building to the other. The manufacturing department is equipped with all the latest and most modern improvements in the various departments of printing, book-binding, blank-book manufacturing, etc. The ground and buildings have cost nearly \$50,000. Mr. E. J. Lennox was the architect.

William Warwick, the founder of this house, was born in Montreal in 1833. In 1849 he began in a small way in the book and stationery business in Woodstock, Ontario. Under his careful management the business grew and prospered, until finally he determined to remove to the "hub" of the Province and to confine himself to the wholesale exclusively. Accordingly in 1869 he opened up in Toronto, and had a remarkably successful career. Whether it was luck, or close attention to business, or a peculiar aptitude for knowing the right goods to buy, or whether it was a combination of all three, certain it is that the business kept forging ahead, growing year by year. In 1880, Mr. Warwick was thrown out of his buggy while driving around the exhibition grounds, sustaining such severe injuries as to cause his death a few weeks later. His son, Guy F. Warwick, then assumed the control of the business, and proved himself fully equal to the great trust which was thus unexpectedly thrown upon him. In 1885, his brother George R., was admitted a partner, when the firm name was changed to Warwick & Sons. Again in 1887, A. F. Rutter, who had been with the firm for fifteen years was taken into partnership, the firm name remaining the same. In their new building, with every convenience and facility that money and experience can provide or suggest, it is not unreasonable to expect that the firm will enjoy even a still greater share of the confidence of the trade than has been accorded to them in the past. It is an old saying that success follows success, and we feel that this firm will find that it is not only an old but a true saying.

Monthly Record of Canadian Publications.

Publishers are asked to send to the Editor a copy of any book or pamphlet published by them, so as to ensure correct entry in our list.

- Bourinot, J. G., A Manual of the Constitutional History of Canada. Dawson Bros., Montreal.
Farmer's Advocate and Home Magazine for 1887. Vol. 22. William Weld, London.
Griswold, J., Fire Insurance Agents' Text Book. R. W. Smith, Montreal.
Horner, Rev. Ralph C., Voice Production. William Briggs, Toronto.
International Day and Night Signals. Flashing signals with Ball and Bright Light. By Joseph Wall. Babcock & Son, Montreal.

Kellogg, Rev. S. H., *Premillennialism: its relation to Doctrine and Teaching.* Pamphlet, 15 cents. Willard Tract Depository, Toronto.

Lord Stanley (Governor-General of Canada). Photographs of, by Livernois, Quebec.

Menzies, J. H., *On Banks and Banking in Canada.* Williamson & Co., Toronto.

Oliver, T. J., *Guide to Quebec and Environs.* C. E. Holiwell, Quebec.

Paterson, J. T., *Survival of the Fittest.* George Bishop Engraving Co., Montreal

Tourist Guide to St. John and Province of New Brunswick. Canadian Railway News Co., Montreal.

Waters, Frank, *The Water Lily: An Oriental Fairy Tale.* Cloth, \$1. J. Durie & Son, Ottawa.

Witter, Mary L. T., *The Edomites: Their History as gathered from the Holy Scriptures.* S. Selden, Halifax.

Waghorn, James R., *Guide to Manitoba and the North-West.* Winnipeg.

Young, Jacob, *The Progressive Art Guide.* J. B. Young & Co., Toronto.

The Case of Doctor Plemen. Rene de Pont-Jest, 35 cents.

The Fortunes of Phillippa Fairfax. F. H. Burnett, 25 cents.

The Ironmaster, or Love and Pride. Georges Ohnet, 30 cents.

The Silent Shore, or the Mystery of St. James' Park. J. B. Barton, 25 cents.

National Publishing Co., Toronto. All in paper covers.

A Dead Past. Mrs. H. L. Cameron, 30 cents.

Beautiful Jim. J. S. Winter, 30 cents.

Beyond Compare. C. Gibbon, 30 cents.

By Misadventure. F. Barrett, 30 cents.

Old Blazer's Hero. D. C. Murray, 30 cents.

The Heir of Linne. Robert Buchanan, 30 cents.

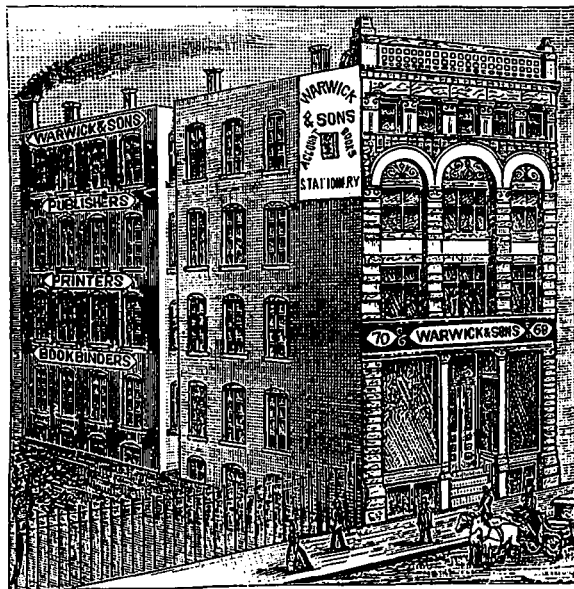
The Hon. Mrs. Vereker. The Duchess, 30 cents.

Bootle's Children. J. S. Winter, 25 cents.

In All Shades. Grant Allen, 30 cents.

The Mystery of a Turkish Bath. Rita, 25 cents.

The Pride of the Paddock. Captain Hawley Smart, 30 cents.



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Beauty's Eyes. Words by Weatherly, Music by Tosti.

Elaine Waltz. By Caroline Lowthian.

Fiddle and I. Words by Weatherly, Music by Goodeve.

The Beateous Song. Words by Lennox, Music by Barri.

The Dove Waltz. By Fabian Rose.

The Song of Florian. Words by Carpenter, Music by Godard.

There are None Like to Thee. Words by Bingham, Music by Temple.

By William Bryce, Toronto. All in paper covers.

Dr. Glennie's Daughter. B.L. Farjeon, 25 cents.

Eve. S. Baring Gould, 40 cents.

Geoffry's Victory, or the Double Deception. Miss Georgie Sheldon, 25 cents.

Rose Publishing Co., Toronto. All in paper covers.

A Heart's Idol. Bertha M. Clay, 30 cents.

Female Life in Prison. F. W. Robinson, 30 cents.

John Fahey's Crime. Detective Story, 30 cents.

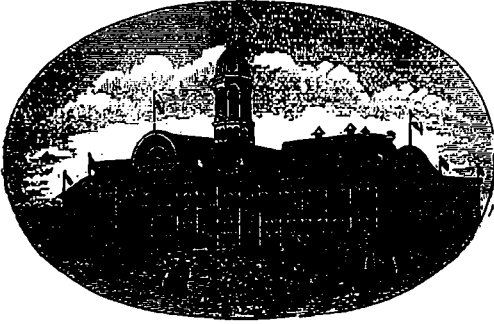
Maiwa's Revenge. H. Rider Haggard, 30 cents.

Mr. Meeson's Will. H. Rider Haggard, 30 cents.

Napoleon Smith. 30 cents.

By command, Mr. Loftie's KENSINGTON, PICTURESQUE AND HISTORICAL, to be issued by subscription during the coming autumn, is dedicated to the Queen, which is the third work from the Leadenhall press thus honored. Beautifully illustrated on every page, we learn that the production of this sumptuous work has already cost a large sum represented by four figures. Messrs. Scribner & Welford are to be the American publishers.

Canada's Great Fair.



TORONTO INDUSTRIAL EXHIBITION, SEPTEMBER
10TH TO 22ND, 1888.

This Exhibition having become one of the recognized institutions of the Dominion, we gladly do our part towards securing for it as wide publicity as possible. This will be the tenth annual Exhibition under the auspices of the Industrial Exhibition Association of Toronto, and it is most gratifying to record that each successive year has witnessed a marvellous development in every department. Determined to maintain if not surpass the records of previous years, Mr. H. J. Hill, the energetic Manager and Secretary, with his assistant, Mr. A. E. MacKay, have been hard at work for some months perfecting the necessary arrangements, and the directors are now confidently looking forward to a most successful Exhibition. A carefully arranged seventy-two page prize list has been prepared, a copy of which will be sent to any address on application.

Several well-known houses in the Trade have already applied for space, and we trust that every one who manufactures or is the exclusive agent for anything pertaining to paper and printing, will make a point of exhibiting the same. Entries for this class will close on Saturday, August 18th, so that those who have not yet applied for space should do so at once. There is no charge whatever for space, the only expense being 25 cents for each entry. The Exhibition will be opened officially at 2 o'clock on the afternoon of Tuesday, the 11th of September, and His Excellency the Governor-General and many other distinguished persons have been invited to attend.

And now a word to the Trade throughout the Dominion. Most of you come to Toronto once a year, at least. Let that once be in September, in future. Come when this Industrial Exhibition

is in full swing: you will then meet more of your confrères than is possible at any other time of the year, you will find the wholesale houses well stocked up with goods, and you will be able to see not only the Exhibition itself, but the many special attractions which are provided at a cost of many hundreds of dollars.

Put this entry then in your diary: Sept. 8th, See about going to the Toronto Industrial Exhibition. (Mem.—Must take the wife along to see the sights and enjoy the fun with me.)

Personal.

John Young, of the Upper Canada Tract Society, is selling a pair of photographs which are attracting some attention. One is the "Battle of Dunclogh," and a companion entitled "Scottish Covenanters at Worship upon the Mountain Side." Size of each 13x20 inches Price \$1.25 the pair. Mr. Young has also a ten cent edition of Pilgrim's Progress, just the thing for distribution among the people.

The Copp Clark Co. have also ready their popular Dominion series of Office Journals for 1889, in many sizes and styles. Full lists furnished on application.

It is understood that the consideration paid by the Government to McLean, Roger & Co. is \$10,000 for the cancellation of the printing contract and \$6,000 for rent of the premises and plant for one year from July 1.

E. P. Roe, the author, is dead. Taking the deaths of other well-known authors as a criterion, it will now be in order for the trade to stock up on Mr. Roe's books, so as to be prepared for the demand which is sure to arise.

W. J. Gage is off to Europe. As this number will probably reach Mr. Gage in London, we take occasion to wish him bon voyage!

Since R. W. Douglas bought out the old established Piddington business, he has been constantly making improvements, until to-day he carries probably a larger stock of new and scarce books than any other house in the Dominion. Recently he has taken the adjoining store and filled it with a first-class stock of stationery, giving him the finest store in this line on Yonge Street.

J. Ross Robertson, publisher of the *Telegram*, was elected, at the recent Masonic conclave in this city, to the position of Deputy Grand Master of the Grand Lodge of Canada.

H. B. Brough, of Brough & Caswell, printers, Toronto, was married on June 20th, to Louise Grace, youngest daughter of Edward Capp.

Observations on Men and Things.

Gentle reader, do you know of any one who has a few hundred dollars to invest in something that will swallow it up as surely as though it had been thrown into a quagmire? If you do, just tell your friend to open up another Book and News store in Toronto. If he knows nothing about the business, what matter? He will lose his money all the same. The fact is, this market is pretty full at present, and unless your friend is a particularly smart fellow, and knows the business from top to bottom, he better keep his money in the bank. And that prompts me to remark how foolish it is for the average person to suppose that he can go into this business and make money, even although he does not know the first thing about it. I have in my mind now a few instances which serve to show the fallacy of this. A man who had never been in the business, but who got the notion into his head that it was an easy life, opened up a nice store. Things went along for a time, but somehow or other the money didn't come in quite as fast as it went out, so he advertised a well established business for sale, and in a very short time he had landed a young man who was convinced that a fortune awaited the lucky proprietor of the business. So he paid over a good round sum, and entered into possession. But as the days flew round, once again the outlay was greater than the income, so he too looked around to see if he could get any one to "bite." And sure enough he did, for a party, fired with the ambition to run a nice respectable bookstore, and of course make a fortune in no time, was found, who not only bought the stock but paid some \$500 for the good-will of the business. And again the months flew round, but strange to relate the anticipated fortune failed to materialize. The only reward for long, weary hours of waiting was a sickening dread of the hated rent day, when the bank account had to be overdrawn to pay the landlord. Tiring of such a state of things, this party also determined to make a bold strike for liberty, and for a fish who would bite—and as usual a foolish fish soon nibbled at the bait. And now began the last act in this drama. For alas, this last fish was not so fortunate as his predecessors. Of course, he too soon found it would be to his interest to retire, but although his hook was nice'y baited, fish were scarce just then, and one day Mr. Bailiff walked in and closed the store. Friends, Canadians, Countrymen! You, who know nothing of the business, and think you could easily make a good living at it, take warning by the history of this one store! The business passing under the hands of four different owners inside of three years, and the last one falling into the hands of the bailiff! Don't let me frighten you, let me merely whisper the one word, Beware!


* * *


Ha, ha! And so it has struck the book trade at last, has it? We have been so accustomed to seeing the dry goods and other merchants adopt the most sensational modes of drawing customers, and the book trade has been so free from this sort of thing, that we were almost paralysed the other day to see the announcement of "A terrible slaughter in the book trade!" Just a few moments before we had happened to see a bill on the fence in which the words "stick the knife into them," stood out in big, bold letters. Come to read further we found that the proprietor had not killed anybody, but had simply stuck the knife into the profits, and knowing that money was scarce, was giving his goods away almost for nothing! Well, reading this about sticking the knife into him, and then about this terrible slaughter in the book trade, "Dear me," I said to myself, "why this is awful. I wonder how many of my friends have been killed. I must rush down town and see if I can be of any assistance." And lo and behold, no one had been killed, or even hurt, but the horrible carnage consisted in the fact that a dry goods house had bought a lot of old novels that the trade would not handle at any price, and had taken this sensational method of letting the public know what exceedingly enterprising fellows they were! All the same, a good many people are nervous, and on their behalf I crave a word with advertisers, and ask them for pity's sake to give it us a little milder! Come, gentlemen, tell as many lies as you like in your advertisements, but for goodness sake draw the line at murder and slaughter and sticking the knife into anything!


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From the same.—'The Case of Dr. Plemen,' by Rene de Pont-Jest. A French Detective story, in which lawyers, judges and doctors will take peculiar interest. A rich man dies: envious neighbors send an anonymous letter to the authorities hinting that poison had been used and that the wife was not above suspicion: the authorities act on this supposition, arrest the wife, bring her to trial, and she is only acquitted through the efforts of an old friend, who discovers that the husband could not have died of the poison which was said to have caused his death. The sequel is that the doctor who was in attendance acknowledges that he gave the deceased a poisonous infection by mistake, but

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

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Clarke's *Magistrate's Manual*, Second edition 1888. Cases since last edition take up more than 200 pages of present work, including digest of cases on Scott Act, etc.
Hodgins (W. E.), on *The Joint Stock Companies' Act*. Revised Statutes of Canada, chap. 119, and 50-51 Vic., chap. 20, relating to the incorporation of joint stock companies, and the issue of letters patent, with necessary forms, etc., 1888. Cloth. \$3.00.
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was afraid to acknowledge his error for fear that he would lose his reputation among the profession. The author cites many cases where innocent people have been allowed to suffer rather than that the judge or the doctor would acknowledge that they were in the wrong. Recent events in our midst would seem to uphold this contention, only emphasizing the fact that we cannot be too careful in pinning our faith to anything that is based on circumstantial evidence only. Paper, 35 cents.

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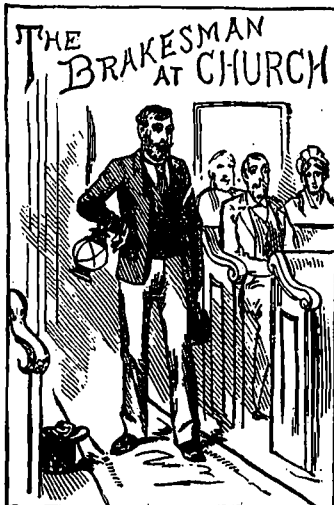
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