

THE STATIONERY TRADE REVIEW BOOKSELLERS' JOURNAL

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"Facts are chieles that winna ding,
An' daurna be disputed."

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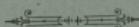
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THE STATIONERY TRADE REVIEW

AND BOOKSELLERS' JOURNAL

DEVOTED TO THE INTERESTS OF THE

Stationery, Book, and Fancy Goods Trades

VOL. VII., No. 2

EDINBURGH, MARCH

1887

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TRADE NOTES

Correction—Schafer, Scherer, & Co.

REFERRING to a Trade Note which appeared in our issue of January in reference to the firm of Schafer, Scherer, & Co., we are requested to state by Messrs Romanes & Munro, C.A., Edinburgh, acting for Messrs Scherer & Co., London, that the paragraph is incorrect, and that the firm Schafer, Scherer, & Co. was never carried on at 11 Tottenham Street, but that it was carried on at 74 Milton Street, and that the partnership was dissolved on the 15th of April last, when pursuant to the deed of dissolution, Mr Scherer took over the goodwill, stock, lease, assets, and liabilities of the firm, and continued to carry on the business under the style of Schafer, Scherer, & Co., until the 30th of October last, at 74 Milton Street, when he adopted the style of S. Scherer & Co., and that it is incorrect that the business of Schafer, Scherer, & Co. will be carried on by Mr Henry Schafer.

We have pleasure in announcing that Mr James Glass, late editor of this journal, arrived at Melbourne on the 14th ult., greatly the better of the voyage.

REMOVAL.—John Tait & Sons, paper rulers, Edinburgh, have removed from 10 Hunter Square to, more commodious premises at 42 Hanover Street.

MESSRS JAMES BERTRAM & SONS have orders for a new paper-making machine, as also for other machinery for Balbirnie Mill, Markinch.

EDINBURGH.—Mr Thomas F. Marr (Marr, Downie, and & Co., Glasgow) will be at the Edinburgh show-room of the firm, No. 60 Princes Street, till the end of the month. Mr Marr will be assisted by Mr J. A. Downie, M., D., & Co.'s amiable and obliging resident representative.

EDINBURGH.—Messrs E. & S Livingstone, Teviot Place, have commenced the publication of a new weekly penny periodical, entitled "College Echoes."

KIRKCALDY.—We understand that the old-established bookselling and stationery business of Thos. Ness & Co. has been disposed of to Mr William Fergus, of Glasgow.

PENICUIK.—Alex. Cowan & Sons.—Mr John Smith, from the Esk Mills, has been appointed foreman at the Valleyfield Mills, in the place of the late Mr James Robertson. Before leaving Esk Mills the workpeople presented Mr Smith with a writing case, and Mrs Smith with a gold brooch.

TOON.—The business of the late Mr John Hight, bookseller, &c., Troon, has been acquired by Mr Charles Murchland, of the *Irvine Herald*, Irvine.

NEWCASTLE-ON-TYNE.—The business of the late Mr W. E. Franklin will be carried on under the same name by Mrs Franklin.

BRISTOL.—Mr T. Thatcher, stationer, &c., 44 College Green, has purchased the entire stock and good-will of the old established bookselling, stationery, and newspaper business, carried on by Messrs R. W. Bingham & Co., at 8 and 9 Broad Street, Bristol. Mr Thatcher will continue the said business in connection with his own business at his present address.

LONDON.—On 1st February last Mr James Blackwood retired from the publishing business which he had carried on successfully for nearly forty years in Lovell's Court, Paternoster Row. His business there, including stock, plant, and copyrights, was taken over by Mr William Paterson, of Edinburgh who in conjunction with his own publications, will carry on the business in the same premises. As is well known, Mr Blackwood's publications are of a popular character, and have had a large sale all over the Globe. Mr Blackwood acquired his knowledge of the book trade when in the service of William Collins, of Glasgow. He came to London about forty years ago to open a branch for Mr

Collins. In a few years he started the publishing business on his own account. One of Mr Blackwood's most successful publications was "The Adventures of Mr Verdant Green," the third part of which he printed from the MS., and subscribed 20,000 to the trade on publication. Mr Blackwood also started a series of diaries, the first one having been published in 1861. This property was sold to Messrs Griffith, Farran, & Co. about two years ago. After many years of close application to business, and hard work and enterprise, Mr Blackwood may be classed among the successful publishers.—Communicated.

LONDON.—Waterlow Brothers, & Layton, Printers and Stationers, Upper Thames Street, and Bircham Lane, E.C.—Following the death of Mr Alfred J. Waterlow, this business has been converted into a joint-stock company, with a capital of £120,000. No charge has been made for the goodwill, as the vendors take a large interest in the company. The purchase-money paid for stock-in-trade, machinery, debts, &c., amounted to £99,790, 1s. 4d. The will of Mr Alfred J. Waterlow has just been proved, the amount of the personality being upwards of £120,000.

LONDON.—The business of Messrs S. Hildesheimer and Co., of London and Manchester, publishers of Christmas cards, chromos, &c., is to be converted into a joint-stock company, and applications are invited for 13,500 shares of £5 each. The authorised capital is £100,000, and the vendors are to receive in payment for the good-will £12,500 in cash and £12,500 in shares, while the stock-in-trade is to be taken over at a valuation.—*British and Colonial Stationer.*

UNDER the title "Imperial White Books," Messrs Cassell & Co. have begun the issue of a summary of blue books and other official documents, which will meet a want much felt. Nobody has time to cope with the enormous mass of printed matter issued by the Government in the course of the year, and the new work is intended to give a comprehensive view of all such documents. Moreover, it will form an index to Parliamentary papers, and as such will prove invaluable to all who require to consult them textually.

THE International Press Company has just been formed to purchase, or otherwise acquire, print, and publish newspapers or other publications in the United Kingdom and elsewhere, and to carry on the business of newspaper proprietors, printers, publishers, advertisement contractors, and literary and advertising agents. The capital is £50,000 in £1 shares.

THE quaint printing-press which attracted much attention at the sign of "Ye Leadenhalle Presse" in the Old London Street at South Kensington, has been secured by the "Old London Street" Company of New York, who have reproduced this representation of ancient London as a special exhibition.

Mr R. A. SAYER has changed his address from 12 Chapel Street, and Southbrook Works, Lee, to Southbrook Works, 117 Bunhill Row, E.C., where warehouse and works are combined.

MR WILLIAM S. WRIGHT, for many years with Collins, Sons, & Co., Limited, London, has been appointed agent in Scotland for the Basted Paper Mills, Limited (W. Monckton & Co.), Kent. Mr Wright's address is 19 Union Street, Glasgow.

COLLINS, EDWARD, & SONS, Kelvindale Mills, Maryhill, near Glasgow.—The will of Mr Edward Collins, a late member of this firm, has been proved, the personality being over £94,000.

THE *Chatham and Rochester Observer* has been permanently enlarged, and is now a newspaper of fifty-six columns.

The Monifieth Review and Local Advertiser is the title of a demy 4to four-page paper issued gratis by Mr David Macrae, bookseller and printer, Monifieth. The paper is well got up, excellently printed, and altogether it reflects great credit on the spirit and enterprise of the publisher.

DENISON PAPER MANUFACTURING COMPANY, Mechanic Falls, Maine, U.S.—A special cablegram from New York announces, on the 3rd inst., the failure of the Denison Paper Manufacturing Company, Mechanic Falls, Maine, United States. The Company owns the seven following mills: "Eagle," "Star," "Diamond," "Union," "Poland," "Androscoggin," also the Canton Chemical Fibre Mill at Canton, in the same State. They worked four machines, principally in turning out news and book papers. The liabilities are estimated at £90,000.—*Paper Makers' Circular.*

ACCORDING to the report of the Belgian consul in Beyrouth, the only Turkish paper mill—that at Antelias, near Beyrouth—produces annually about 40,000 ft. worth of paper, all inferior wrappings.

MR BRETT, a son of George E. Brett, the manager of the American house of Macmillan & Co., has (says the *Boston Literary World*) started for Australia for the purpose of investigating the state of the book market there. Australia consumes yearly, more books than the innocent observer might imagine, and many of them of the most expensive sort. Messrs Cassell & Co. find that their house in Melbourne has been one of their most profitable branches. The American branch of the same firm has increased its business 33 $\frac{1}{3}$ per cent., and often 50 per cent., each year under the progressive management of Mr O. M. Dunham, who is arranging more and more for American publications.

In connection with the Phonographic Jubilee, Mr Isaac Pitman, inventor of the popular system of shorthand, is issuing a new set of instruction books. The "Teacher" has been re-cast, and the "Exercises in Phonography" incorporated with it. The work is much improved. Two changes are introduced into the system—the first, the use of a double circle for sw, as in sweep; the other, the reversion to an old form for the digraph wi, as in wide.

CHEAP LITERATURE.—A step in the popularising of the works of prominent authors has just been taken by an Edinburgh clothier, who is selling a complete and well-printed edition of Sir Walter Scott's "Rob Roy," at the price of one penny. Within recent years the works of Dickens and other authors have been sold in the streets of London at a penny, with the result that hundreds of thousands have been disposed of.

THERE are now published in the United Kingdom 2135 newspapers, distributed as follows:—England—London, 435; Provinces, 1246—total, 1681; Wales, 84; Scotland, 191; Ireland, 158; Isles, 21. There are in England, 145; in Wales, 5; in Scotland, 20; in Ireland, 15; and in the Isles, 1, published daily. There are 1462 magazines published, including the quarterlies, of which 360 are of a religious character.

THE gigantic work which is being issued by the Government to illustrate the scientific results of the Challenger Expedition has already reached twenty-seven volumes in quarto, and it is thought that seven more will be required to complete it. It has cost to the country already £65,000, and the sales so far have amounted to £12,000. But the immense value to the cause of science of the results of the Expedition cannot, of course, be measured by any such rough calculations of debtor and creditor.



MESSRS JOHN WALKER & Co., London, are as prolific in novelties as ever. The "Canvas" and "Brown Holland" blotting papers are among their latest, being embossed in imitation of the materials after which they are named. These blottings will be found to absorb the ink readily, and thus avoid smearing, and no doubt now and again the latter word with the "m" upside down.

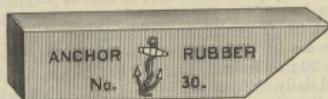


THE VICTORIA JUBILEE PEN, by the same firm, is one of the reservoir order. It is made in the different degrees of point, and may be had in 6d. or gross



boxes. Although pens are so numerous now as to have become almost a nuisance, still there is always room for a good one.

THE "ANCHOR RUBBER" has been before the trade for some time, and has now an established reputation as a first-class rubber. Its shape is most convenient; its quality all that can be desired.



It may now be had in a very tasteful and attractive counter case, containing the various sizes priced 1d., 2d., 3d., 4d., and 6d., which stationers will find difficult to refuse to buy. The trade price is 14s.

STILL another smart and neatly-arranged case is that of the "Anchor" series of drawing pins. It contains six divisions containing different sizes of pins, which are priced from 4d. to 9d. per dozen. The trade price is 9s.

BUT the novelties and conceits of Farrington House are inexhaustible. The "Ball and Racket" spring ink is (as we express it in the North here) "a treat;" we would also draw attention to the paper knife, 1308, as an article the fancy trade should see.

THE "Canvas" Note lately introduced by J. W. and Co. has, by its success, induced them to try another venture on the same line, and now we have the "Brown Holland" note and envelopes. This line, we venture to say, will not be disappointing.

THE JUBILEE ACCESSION NOTE, Messrs Alexander Pirie & Sons, a specimen sheet of which accompanies our present issue, is a high-class, cream-wove paper, with a dull surface, very pleasant for writing on. It contains as water-mark a double portrait of Her Majesty, and the name of the note paper, artistically treated, on each 8vo sheet. All inquiries as to price, &c., will be supplied by Messrs Alex. Pirie & Sons, Limited, Stoneywood Works, Auchmill, Aberdeenshire, or Farrington Street, London.—See page 60, "Jubilee Note in Court."

MESSRS GEO. STEWART & Co., Edinburgh, have prepared—in view of the subscriptions which are being made towards the formation of an Imperial Institute of the United Kingdom in commemoration of the Royal Jubilee—sheets ruled and printed with a most artistic heading, for collecting the Jubilee fund.

The advantage of having appropriate and uniform subscription sheets will be at once apparent. The work of the collectors will be greatly facilitated, and the sheets can be bound up and retained as a memento of the occasion.

These sheets can be had either blank, or with the town, parish, or district printed in.

MR THOMAS STEVENS, Coventry, has produced quite a list of specialties for, and in commemoration of, the Royal Jubilee, all of which are well worthy the notice of the Fancy Trade.

First, there is an admirable portrait of Her Majesty the Queen, wrought out in woven silk in bright and tasteful colours by Mr Stevens' wonderful and beautiful "Stevengraph" process. These portraits are mounted with gilt bevelled card mounts, ready for framing, 4s. per dozen, or in velvet stand frame, 8s. per dozen. The same portrait is issued as "The Jubilee Book Mark," embellished with the Royal arms, the Royal Standard and Union Jack flags, and the words, "Victoria, Queen of an Empire on which the sun never sets," all woven in bright-coloured silk. These are done in two sizes, at 4s. and 8s. per dozen. The "Jubilee Birthday Cards" are something quite new. On one side is a chromo

birthday card, with appropriate verse ; the other side is covered with silk, or velvet padded and fringed, to the centre of which a lady's brooch or gent's scarf pin is attached. The brooch or pin consists of a neat gilt or silvered ornamented rim, the centre being of silk, whereon is woven the Imperial crown or Royal arms, and the word "Jubilee." These trade at 9s. and 12s. per dozen. The brooches and pins are to be had separately, at 4s. and 8s. per dozen. The "Jubilee Rosettes" are exceedingly tasteful, and are sure to be in demand as fancies for Jubilee demonstrations, assemblies, &c. This is one of those things which are never to be got when wanted. They are never thought of till the end, and then the milliner usually gets them to do, and the result is often unsatisfactory.

In addition to the above, Mr Stevens has got up a Jubilee pincushion—a neat present, both ornamental and useful, and a Jubilee scent-bag, &c.

The portrait of the late Fred Archer has been added to the new series of Stevengraph portraits.—*See Advt.*

MESSRS COLLINS, SONS, & CO.'S JUBILEE GOODS ARE many and varied, and all highly commendable. We would specially direct attention to their "Empire Box of Stationery." This is a line which will outlive the year of Jubilee. The box itself is highly ornamental ; on the top is represented the figure of Britannia standing on the British Isles, while round the sides are figures representing India, Africa, Australia, New Zealand, Canada, &c., printed in colours, in excellent taste. The contents of the box are very superior, and consist of two quires of extra superfine cream wove vellum note, with thirty envelopes to suit. The same paper is issued in 5-quire packets, in attractive wrappers, dark blue ground printed in gold.

"Jubilee Note-Books" well deserve the attention of the trade. These are simply oblong note-books of the orthodox "Metallic" pattern, covered in leather, semi-limp, with elastic band. What is remarkable about them is their low-selling prices—viz., 6d., 9d., and 1s. each. The books are blocked in gold on side with medallion of the Queen—an embellishment which, in our view, they would be better without. A cheaper series in leatherette, to sell at 3d., 4d., and 6d., is also of extraordinary value.

The "Jubilee Purse." A lady's purse in real morocco, well made, with three expanding pouches, gold pocket, stamps, cards, &c. pockets, and silk-covered note-book. The trade price is 7s. but such is the quality and style of it, that Her Majesty herself need not be ashamed to wear it.

The Messrs Collins in their Jubilee "get ups"

have not forgotten the children, and in their scholar's "Jubilee Desk" seem to have determined that nothing better or more complete should be produced. It is certainly a marvel of cheapness. The frame of the desk is of wood covered with cloth, and it is filled with all a scholar can desire—viz., a slate, slate-pencils, combination holder, penholder, pencil, twelve steel pens, rubber, sponge, ruler, note-book, blotter, post 8vo exercise book, 'cap 4to exercise book, note paper and envelopes, 8vo essay paper, 4to essay paper, and multiplication table. The desk and contents sell for 1s. 6d.!! The Jubilee series of 4to exercise books is also an amazing example of what can be done for 1d. in this year of Jubilee, 1887. A 'cap 4to in printed covers, with 20 leaves, sells for 1d. ; with 56 leaves, 2d. ; or with better paper, 16 leaves, 1d., and 32 leaves, 2d., in stout lined covers ; post 4to, 26 leaves, 2d., and 34 leaves, 4d., in stout lined covers.

APROPOS of the Jubilee, Messrs Marlborough, Gould, & Co., have published a new portrait of Her Majesty in chalk. The portrait is in every respect admirable—indeed, the Queen herself has expressed her entire approval of it, and has sent her autograph in order that it might be exhibited to the prints. Stationers would do well to secure early copies of this, as the sale is sure to be large, and the later impression may not be so good.

ONE of the most unique souvenirs yet issued in commemoration of the Jubilee is the series of reliefs in colour, published by Birn Brothers, 12 Milton Street, London, E.C. The series is entitled, "The Heroes of the Victoria Cross," and consists of twelve pictures in relief from paintings by Mr Harry Payne, "pourtraying the various deeds of daring valour performed by Britain's soldiers from the Crimean War to the present day." The pictures are full of life and spirit, the printing being both wonderful and admirable. The cover of the series is in itself a work of art.

MESSRS MISCH & STOCK, Jewin Street, London, have just published an excellent relief, containing two portraits of the Queen, 1837 and 1887, which ought to be greatly used in Jubilee decorations. The price is surprising (6d. retail), considering the superior workmanship. These may also be had in flat chromos, same price. M. & S. have also sheets of "Queen's heads," 8 or 16 on, to retail at 1d. Sheets of chromos, with from 20 to 112 on, of portraits of Her Majesty are also published by this firm.

THE ROYAL JUBILEE STATIONERY CABINET is the title of a highly decorated box of plain stationery, brought out by Charles Goddall & Son, London. The box has a jolting appearance, being printed in gold-like colours. A portrait of the Queen in 1837 adorns the top, while round the edges portraits of the Prince Consort, Duke and Duchess of Kent, &c., and views of Windsor, Osborne and Balmoral are introduced. The contents are of good quality.

MESSRS FRANCIS ORR & SONS, Glasgow, have also produced a "Jubilee Box," and while the box is not so richly ornamented as some we have noticed, still it is an excellent shilling's worth. The lid is covered with a really good portrait of the Queen. A space is reserved on the label for customer's imprint. The "Jubilee Note," by the same firm, has the same portrait on the 5-cent. wrapper. The paper is a thick cream laid, glazed, and when written on with a turned-up pen, is very agreeable. The calligraphic pen—another production of F.O. & S.—is a cheap, turned-up and therefore smooth writing pen.

THE "Anchor of Hope" (No. 236) and the "Haven of Peace" (No. 234) are the titles of two new sixpenny packets of Reward Cards (Marcus Ward & Co.). Each contains twelve pictured cards, with hymns on the back by Dr M'Duff, which we do not remember to have seen before.

BIRTHDAY CARDS.—Marcus Ward's new book of Birthday Cards contains an unusually choice collection. The more attractive patterns are Nos. 6124 (48s. gross) Rural Scenes, and No. 6167 (48s. gross), exquisitely printed bouquets, both of cards with fold-over corners, which conceal appropriate mottoes. The Hampers (series Nos. 6135 and 6138, 48s. gross) with dogs, cats, and other animals, which had such a run as Christmas cards, are again made to do duty for birthdays. Of No. 4136 (32s. gross) there are four sorts; all are pansies, and the flowers look almost life-like, so well has the deep rich velvety bloom been reproduced.

"When found make a note."—Captain Cuttle.

NEWSPAPER CUTTINGS.—So far as we know, Messrs Marcus Ward & Co. were the first to publish scrap-books specially for newspaper cuttings. They at least first introduced them to the Trade in attractive form and at popular prices. That is a long time ago, but the series proved a decided hit, and these books have continued to be very saleable ever since. Newspapers daily become more and more literary, and contain many paragraphs and columns

that are worthy of preservation. Not seldom, however, it happens that the special extracts selected may refer to some sombre or severely business-like concern, and as gay binding is out-of-keeping in such a case, a neat plain book has been a desideratum. To meet the requirement Messrs Marcus Ward & Co. have now issued a new News-cutting volume. The size is demy 4to; there are eighty pages, and the binding is stronger.

THE PRIMROSE ALBUM.—Messrs Marcus Ward & Co. have published a cabinet-sized photo album with the above title, and the appropriate couplet from Wordsworth—

"Long as there's a sun that sets,
Primroses will have their glory."

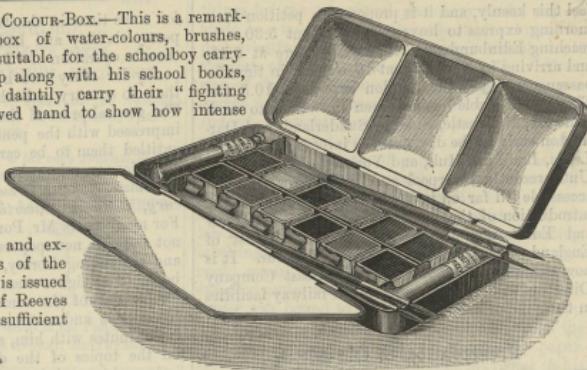
The illuminations, which are in the conventional decorative style, in which the Belfast house is always so successful, represent wreaths or groups of primroses, sweet and spring-like, and therefore appropriate for the season. Although a political significance is not necessarily connected with the book, a good deal may be made out of it as a special souvenir of the 19th of April for dames and knights of the Primrose League. There is an assortment of handsome bindings, both plain and with a stamped primrose inlaid in colours on the outside. The prices are very moderate for such a high-class album.

FIRE-SCREENS.—Four handsome fire-screens, to retail at 4s. and 5s. each, have been issued by Messrs Marcus Ward & Co. The designs are original and very effective. Two are illustrative of the Wedgwood and Renaissance school of decorative art, a third represents tapestry, and the fourth, is a landscape. There was an opening for something decidedly superior and novel in this class of goods.

PENLEY'S PATENT PEN GUIDE.—E. Wolff & Son, London.—This is a most ingenious contrivance for the teaching of writing. The advantages of it are—it keeps the hand and fingers in a proper position when writing or learning to write; it gives the writer greater command over the pen; it prevents the fingers from becoming cramped, and it forms a pen-rest when not in use. Scholastic stationers should get samples of this article.

MESSRS HOWLETT & SONS' new patterns of menu cards defy criticism. Of the folding patterns, Nos. 627, 628, and 631 are perhaps the best. They are printed on embossed silver and colour, and are simply exquisite. Nos. 626 and 630 are specially designed for Masonic festivities.

REEVES'S PUBLIC SCHOOL COLOUR-BOX.—This is a remarkably neat and complete box of water-colours, brushes, &c., in a compact tin case, suitable for the schoolboy carrying in his satchel or strap along with his school books, or the young misses who daintily carry their "fighting tools" in their neatly gloved hand to show how intense is their devotion to the fine arts. In nothing has such strides been made as in the cheapening of really good artists materials, and this box is another instance of how far the old and inexpensive articles are things of the past. It retails at 5s., and is issued by the well-known house of Reeves and Son, whose name is sufficient guarantee of quality.



THE "KENTISH HAND-MADE DECKLED-EDGED THICK NOTE" is the name given to a real English hand-made in 8vo sheets. The paper is of excellent quality—hard, and pleasant to write upon. It is done up in boxes with envelopes to match (Papeterie, No. 60). The envelopes may be had either Palace or Court-shaped. The trade price is 20s. per dozen. For stationers doing a first-class trade, this is a line well deserving their attention.

MAP CALENDARS FOR 1888—Ruddiman Johnston, & Co., Limited, Edinburgh.—This is a new idea for calendars excellently wrought out. One of Ruddiman Johnston's maps, printed in colours on a sheet $20 \times 13\frac{3}{4}$, round the margin of which are displayed the months, illustrated with sketch representing the months and seasons, such as skating, shooting, fishing, hunting, the seaside, &c., while an ample space is left for the imprint of the party issuing the sheet. There are in the series six maps—viz., The World, showing the British Possessions, Europe, British Isles, England, Scotland, and Australia. These calendars will be found most useful, as well as most attractive; and, if merit goes for anything now-a-days, are bound to have a large sale.

We have received from Messrs Caslon & Co. a very comprehensive list and specimen book of type and printers' materials. We have had no opportunity of testing these materials, but so far as appearance goes, they seem to be excellent. Appearance is all a printer wants; it lies at the very root of printing—the materials by which he can obtain (everything being considered) the best appearance, and which will longest preserve that appearance, are the ones he chooses. Messrs Caslon are to be congratulated on complying so well with this condition.

The East Coast Railway Service

A circular of EDINBURGH TO NEWCASTLE.

THE following circular—which has just been issued by the Scottish Branch of the United Kingdom Commercial Travellers Association—refers to a matter of the utmost importance to the wholesale trade in Scotland. The fact that the journey from Edinburgh to Newcastle, as at present arranged, consumes a whole day, should be sufficient to enlist the sympathy of merchants, and secure their aid in the endeavour of the travellers to get this much-needed improvement in the East Coast Service. At present the morning train from Edinburgh (we speak from experience) seldom reaches Newcastle much before two o'clock—an hour when the Newcastle folks are either away, or going, to dinner, and business, at least so far as "commercials" are concerned, over for the day. All they can hope to do is to make appointments for the following day. We bespeak for this movement the hearty support of all interested; for "time is"—now more than ever—"money":

EDINBURGH, February 1887.

"Great inconvenience has long been experienced both by commercial men and the public through the want of early railway communication with the important centre of Newcastle and the county of Durham. While, through the enterprise of the London and North-Western Railway Company, one can now get to Carlisle by 8.30, and, thanks to the London East Coast Expresses, to Aberdeen by 10 o'clock, one cannot possibly arrive at Newcastle till nearly 1 o'clock. This is a matter of serious importance to business men, because half the day, and the better half, is lost before the destination is reached. Glasgow and Edinburgh mercantile men

feel this keenly, and it is proposed to petition for a morning express to leave Glasgow about 5.30 A.M., reaching Edinburgh at 6.40, leaving there at 6.45, and arriving in Newcastle at 10 o'clock, in time for passengers to join the London express at 10.5 A.M. This would enable business men and others to reach Alnwick, Newcastle, Shields, Sunderland, and Darlington early in the day, and the important towns of Leeds, Bradford, Hull, and York by 1 or 2 o'clock. Until recently Liverpool and Manchester were inaccessible till far on in the afternoon, but since the introduction of the morning express from Glasgow and Edinburgh, any part of the north-west of England can be reached at a reasonable hour. It is now earnestly hoped that the East Coast Company Directors will similarly improve the railway facilities in their important district."



Preservation of Old MSS.

A USEFUL discovery is announced whereby the faded ink on old parchments may be so restored as to render the writing perfectly legible. The process consists in moistening the paper with water and passing over the lines of writing a brush which has been wetted in a solution of sulphide of ammonia. The writing will immediately appear quite dark in colour, and this colour, in the case of parchment, it will preserve. On paper, however, the colour gradually fades again, though it may be restored at pleasure by the application of the sulphate. The explanation of the chemical action of this substance is very simple; the iron which enters into the composition of the ink is transformed by reaction into the black sulphate.



DEATHS OF EDINBURGH STATIONERS.

About the time of our last issue three Edinburgh stationers were removed by death, all rather suddenly, none of them having been much over a week absent from business. We refer to Mr Thomas Greig, Earl Grey Street; Mr James Anderson, Marchmont Road; and Mr Martin Porter, Howe Street. The two first were comparatively young men, but Mr Porter was well advanced in years, at least for a man who had been heavily handicapped by nature with an originally feeble frame. He was one of the oldest newsagents in the town, having started business in April 1854, succeeding the late Mr W. F. Cuthbertson, on his removal from Howe Street to the South Bridge. Mr Porter was thus

for some time in the trade "before the flood" of penny dailies, and had experience of the system then in operation of "lending out" the papers at a penny for every two hours, and then disposing of them to country and other subscribers at half-price. The general price of the papers was 4d, all being impressed with the penny newspaper stamp, which entitled them to be carried free through the post-office for several weeks. The principal papers were *Scotsman*, *Scottish Press*, *Witness*, *Caledonian Mercury*, *Courant*, *Advertiser*, and *Edinburgh News*. For many years Mr Porter had a thriving business, not only in newspapers, but in books, stationery, and circulating library, to which he added many books of a higher class and price than was usual for libraries of the same standing. He had many old friends and customers who delighted to spend a few minutes with him, and have bracing "crack" on the topics of the day; for he was a man of independent opinions, and was widely read and well-informed, and could express himself clearly both by voice and pen; by the latter in occasional newspaper letters. With his trade brethren he delighted to indulge in reminiscences of his early business career, and of the meetings at the newspaper offices—now all changed—and at "Robinson's" and "Menzies." The shop of the latter was then at 61 Princes Street, the Trade department being in the back shop, and entering from the adjoining common stair. The still flourishing Mr Turner, and the late John Moffat (may his memory be green), were his principal assistants. "Shall we not meet, as heretofore, some summer morning?"

* * *

MR SAMUEL WHITE, stationer, Armagh, died on Wednesday, 2nd inst. Mr White was one of the oldest, as he was one of the most respected and esteemed, citizens of Armagh, where he had been in business for sixty years. The *Ulster Gazette*, in a notice of the deceased, says:—"We have known him as a business man and a leading citizen for over forty years, and during that period never once did the deceased citizen swerve from the integrity of purpose and straightforward conduct for which he was remarkable. As a business man he was very successful. Mr White was a staunch Presbyterian, but he was not of that narrow-minded class whose religion is the "ism" alone. He had a liberal mind and a big heart, so large that he could and did wish every Protestant brother "God-speed." For his Roman Catholic neighbours he entertained the feelings of friendship, and never exhibited an intolerant spirit. Indeed, all who knew the deceased gentleman esteemed him; and now that one of our oldest inhabitants has gone, it will, as we say, be most difficult to fill his place."

**The Stationery Trade Review and
Booksellers' Journal.**

PUBLISHED EVERY ALTERNATE MONTH.

SUBSCRIPTION—1/6 PER ANNUM, POST FREE

A RECORD of the progress of Trade in the various branches of the STATIONERY, BOOKSELLING, PRINTING, and FANCY GOODS TRADES.

"The Stationery Trade Review" is the only Journal in the Trade published in Scotland.

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[In our next issue we intend publishing an exhaustive article on the progress of trade during the reign of Her Majesty Queen Victoria.—ED.]

 E are not likely to be allowed to forget that this is the Jubilee year of Queen Victoria's glorious reign. Any new thing—every new thing has in some way or other to be identified with it. Our trade journals teem with it—especially in the advertising columns—and our morning papers have something fresh to report to us daily in connection with it; from the great Imperial Institute movement, with the Prince of Wales at its head, down to a new village pump. We read of public parks, schools, colleges, and even a cemetery in one case, being established in commemoration; and again we hear of ladies' dress improvers, which on being "sat upon," play a verse of the National Anthem; but the "Jubilee packet of Epsom salts" is the most "tasty" idea we have yet come across. But in no trade has the Jubilee craze taken a stronger hold than among manufacturing stationers, and two well-known paper makers have even had a fight over it. The number of articles which come under the designation of stationery that have the word "Jubilee" prefixed to the names are innumerable, and of the most varied description. Some are really good, some as really bad. In the case of Jubilee note-papers and Jubilee boxes of stationery, the evident desire of some firms has been to give the best possible value for the price asked, while others seem to have thought an extra profit might be secured under the spell of the word "Jubilee." We must admit, however, that there are few of this latter class, and that most of the makers have done themselves credit by their Jubilee productions.

These last fifty years have certainly done great things for the paper and stationery trade, and no trade has made such remarkable strides during the past eventful half century. One can scarcely credit the state of things which existed in 1837. "Every step of the manufacture and sale of paper was conducted under the surveillance of the revenue officer. Indeed, it might have been supposed by any one who was ignorant of the origin of the tax (paper duty), that the making of paper was a criminal act, which the Government, unable to repress entirely, had determined to check and regulate to the utmost of their power. The numerous provisions of the law as to the entering, folding, weighing, sorting, labelling, and removing, were more than any man could retain in his memory, while compliance was enforced under numerous penalties. The paper mill owner was bound to give twenty-four or forty-eight hours' notice (according to the distance at which the exciseman lived) before he could change any paper. He was compelled to have the different rooms in his manufactory, and every engine, vat, press, and chest numbered. Labels had to be pasted on every ream, and if one label happened to be lost, the paper maker was liable to a penalty of £200. One paper maker informed Mr Poulett Thompson that he generally wrote a request for 500 labels to the excise at one time; and that if any person had got into the mill to steal or destroy them, the penalty would be £100,000. In addition to this, he was compelled to admit the exciseman at all hours of the day or night, or pay £200; he had to keep sufficient scales and weights, and allow the officers to use them, or forfeit £100. He had to help the exciseman to do his work, or, on refusal, forfeit £50; he had to enter daily in a book an account of the paper sent out of the mill, the penalty for any forgetfulness on this point being £50; he had to abstain from sending out any paper not tied up in wrappers properly labelled, or forfeit £20. If he had two mills, he could not move a ream of paper from one to the other without notice, under a penalty of £50; and he was compelled to abstain from opening a stationer's shop within a mile of his manufactory under a penalty of £200."—See "Cassell's Hist.," vol. vii. Such was the happy condition of the paper maker when Queen Victoria ascended the throne, but the publishers had a merrier time of it. "Such is the encouragement given to literature (says M'Culloch's "Dictionary of Commerce," 1834, art. "Books"), such the facilities afforded to the diffusion of useful information by the popular Government of England. All other businesses meet with very different treatment. Dealers in gin or brandy, for example, may lodge their goods in bonded warehouses, and are not obliged to pay any duty upon them until they are sold for home consumption; but such privilege is denied to the bookseller, though the article in which he deals be a

thousand times more capricious. He must pay the duty on the whole impression of every book before bringing a single copy of it to the market, so that he not unfrequently pays duty upon 1000 volumes, though unable to sell above 150 or 200, except as waste paper! Even this is not the whole injury done him; for upon an advertisement announcing the sale of a 6d. pamphlet, as heavy a duty is charged as if it announced the sale of an estate worth £100,000!" These were the good old times which we sometimes hear our present-day bookseller sigh for, when 2d. off the shilling was unknown.

LOCAL NOTES

ABERDEEN

If the stationery trade is at all influenced by the state of the weather, as we sometimes fondly hope when both are very bad, it ought to be very good just now. We are having delightful weather, fresh spring mornings, genial summer days. Fine weather, notwithstanding there is a good deal of grumbling at the general dullness of trade, since the advent of the New Year. Of course, a quiet time is to be looked for at this season, for money is very scarce. "Commercials" are not, however, neither are the "leettle bills" they send on before they come themselves, to remind us in February that St Valentine hasn't gone to sleep just yet. These tokens of the undying affection of our southern friends could easily be dispensed with meantime; but although the average Aberdonian is credited with a very hard head, he has also a very susceptible heart. There is no other help, therefore, but to reciprocate the feelings of his loving friends with an extract from his cheque book.

The valentine trade this year, although not quite defunct, was comparatively small. The great increase in recent years in the sale of Christmas and New Year cards has, of course, everything to do with this marked decrease, as the one season comes so close on the back of the other. Unless some one in the interests of the trade can prove that the real St Valentine's day is farther on in the calendar, I am afraid it will get "smaller by degrees and beautifully less."

I believe the wholesale dealers still did a fair amount of business with their country customers. It will be a good few years yet before the amatory "country John" fails to take advantage of the lover's saint's day in expressing his pent-up feelings for his "bonnie Jean."

It was gratifying to note that the "long comic" monstrosity no longer disfigured the windows of stationers generally, but was relegated almost completely to the shops of a few obscure dealers.

This is the Queen's Jubilee year, and stationers at least ought to know it. We get credit for a modicum of loyalty in this part of the kingdom, but whether it will survive the enormous strain which manufacturers of stationery and fancy goods are subjecting it to, in connecting every possible article with Jubilee, is a question I cannot pretend to solve.

Perhaps retail stationers will find on their shelves at the end of the year more mementoes of Her Majesty's Jubilee than they will care for, and will then find considerable difficulty in converting them into more appreciated souvenirs of Her Majesty's reign, commonly associated with a *till*.

One or two changes have been made in the bookbinding trade during the last couple of months. Messrs Cormack & Co. have succeeded Mr Joseph Knox, Castle Street, who couldn't come to satisfactory terms with his creditors. Another new firm has started business in Castle Street as trade binders — Messrs Middleton & Emslie, the former having been many years bookkeeper to Mr George Robb, printer, &c., while the latter was for several years foreman to Mr Knox.

A movement among the School Board teachers to abolish the sale of books in schools was brought before the last meeting of the Board. At present the school-books are supplied to the Board by various booksellers at the ridiculous rate of 30 per cent. discount off published prices. The scholars buy the books from the teachers at 2d. off the shilling, and the Board appropriates the extra profits. The old system was that the head teacher of each school supplied the scholars with books, and pocketed the profits himself. As long as they were permitted to do so, they made no objection to amateur bookselling, but now that they have no pecuniary interest in the business, they find it is below the dignity of a dominie. The matter will be discussed at the next meeting of the Board; and as several members indicated at last meeting that they were inclined to abolish the sale of books in the schools, the trade will be interested in its decision.

BIRMINGHAM

So far as a judgment can be formed of the present year at this somewhat early period of its life, there appears every indication of the Jubilee of Her Majesty the Queen being the commencement of a new era of British prosperity; possibly, however, it is not wise on my part to "gush" forth in so hopeful a strain so early in the year, but somehow or other I have caught the infection from the members of the trade, all of whom, save those endowed with the strongest of pessimistic views, are full of hope, and strong in the belief that 1887 will be a year of prosperity.

There is, of course, a light and a dark side to every picture; and although it is quite clear that the elements are in favour of a return of good times (which seem to have partly forsaken these shores of late), the fact that prices in many articles show not the slightest improvement is only too apparent.

To learn something of the low prices which prevail, it is only necessary to inquire of the paper makers and merchants, and from them you will learn that a reduction in prices is taking place almost daily. They were down very low at Christmas, but since then they have gone considerably lower.

Now, this is no doubt a source of continual anxiety on the part of those connected with the paper trade, and, as is very natural, they look askance at the reports given of an improvement in commerce, but I would commend to their notice the fact that time and only time can bring about any improvement in prices; it is always a much easier matter to take a penny or three-halfpence per pound off the price of paper, or anything else, than it is to add that sum, and competition is so strong, that until an actual necessity arises, mills will be loth to run up the price.

As regards the orders in hand by paper makers here, there is no complaint whatever. I was with Mr Mitchell of Bordesley the other day, and from him learnt that all hands were actively engaged, but the work in hand was priced at an exceptionally low rate. The same remarks will, I believe, apply to Messrs Smith, Stone, & Co., and John Inshaw & Sons, both of whom are great at grocers' "crowns," sugars, &c.

From the Paper Trade I turn to one which finds more followers in Birmingham, from the closer alliance of its productions to hardware. I allude to the cabinet-case and stationers' hardware branch, and herein I find manufacturers actively engaged and less concerned over prices. Mr John S. Downing has the same number of hands he found employment for in the busiest months of last year, and from his traveller's return-sheet it appears the January journey of 1887 has resulted in more orders being booked than in 1886. Mr Downing is now engaged on two or three novelties which will add to his fame. Among them I may mention the Simplex Toilet Fixture, which is produced to retail at 1s. Messrs Smith, Moore, & Company, Limited, although perhaps not quite so active as their competitor, are finding sufficient for their work-people, and according to what I learn, are hopeful of several big indents finding their way into their hands. Other manufacturers of whom passing mention may be made are—Messrs C. J. Adie, E. Lloyd & Son, Rendall, Underwood & Co., Aldridge & Son, &c.

To the importance of the pen trade the citizen of Birmingham points with no small degree of pride, and it is therefore very gratifying to him to find that this branch of commerce keeps up its briskness, and is unabated in its vigour. Messrs Gillott, Mitchell, Brandauer (thanks to Browne and his press pens, the coming man in the trade), Hinks, Wells & Co., Myers & Son, Leonardt & Co., &c., &c., are one and all active to a degree.

Of stationers' sundries, the multiplicity of their numbers may no doubt in some measure account for the activity of those who "handle"—as the Yankees put it—these goods. It is quite certain that if a stationer's sundriesman is not fairly well supplied with orders, trade must be at a very low ebb indeed. At the time I am writing these notes, however, there is perhaps more than usual activity in these circles. Messrs Johnson Brothers are making good headway with the pure rubber band agency formerly held by Lawrence of London, and are not behindhand with general sundries. Setten & Durward, from whom I have good accounts of both home and colonial trade, are to the fore with the most striking of novelties. Jubilee goods form a large section of the articles this firm are now "running," and they have many noticeable for their appropriateness. One of their cards of Requisites bears the following very suitable wording:—"A Toast for all. The Queen, for fifty years the first lady of the land; she sits enthroned in a nation's heart." That John Heath's hands are fairly well employed goes almost without saying. Other firms who devote their attention to this branch are—Messrs Perry & Co., Turnor & Co., J. S. Reynolds, Lowe & Willets, &c.

The manufacturing stationery branch, which until quite recently was represented almost solely by Messrs Reynolds & Madeley, has now another candidate for favour in the Birmingham Stationery Company, whose specialité is cheap goods.

Scotch tartan wood work was at one time much in request for various fancy goods, and in those days the firms of W. & A. Smith, and Wilson and Campbell, found employment for a number of people. Fashions, however, change, and whatever merit of beauty may belong to an article, when by fashion's stern decree the edict goes forth that its race is over, no amount of lauding will bring about its resurrection. Scotch tartan lived to see many contemporaries rise up and die off, but at last the time came when Scotch tartan lost its hold on the public, and now those manufacturers who were the leading spirits of the trade devote their attention to the production of white wood goods.

With the advent of Board schools there sprung up a demand for school furniture, which has rapidly developed, till it now forms an important Midland industry. Time after time innovations are made in the old-fashioned desks and forms, and there are, perhaps, no children under the sun whose health is more studied by inventors and manufacturers than those of England. Discoveries have been made by learned professors as to the secret of short-sight which unhappily has become somewhat prevalent among school children, and it has resulted in the production of a desk which not only prevents short-sightedness, but also stooping. This desk, which is made under the superintendence of an eminent Birmingham professor of ophthalmia, by the Midland Educational Company, Limited, is gradually making itself known all over the country, and I hear the Leeds School Board seriously contemplate furnishing their schools with this desk. The general trade in school furniture is just now looking up after the holidays, and manufacturers are for the most part well off for orders. Hodkinson & Co. and Fisher, West Bromwich, are firms who may be mentioned in this branch.

If what I hear is correct, manufacturers of cloth tallies will have to look to their laurels, for I learn on the best authority that a certain maker will before long put in the market a tally which is well-nigh self-adjusting, one that can be fixed almost instantaneously, a feature which in large factories, where many parcels are packed every night, will be considered with due regard to its importance.

The Birmingham Typographical Society held their ninth annual soiree at the Town Hall on the 19th ult., when the company numbered over 600. The programme of amusements was exceptionally entertaining. The Alabama Minstrel Troupe contributed in no small measure to the amusement of the visitors, and among other interesting features were a number of microscopes lent by the Birmingham Microscope Society, through which those who were not inclined for dancing could find much amusement. Experiments in electricity were also amusing and interesting, as was the type-writer which was exhibited.

A rather serious charge was preferred against a man named Tayler and his son, both journeymen printers, at the Birmingham Police Court last week. These men were, it appears, employed by a grocer in a large way of business, who did his own printing, and by him charged with stealing type and paper.

The business of bookselling, from a statement of Mr Henry Lowe, of John Bright Street, who recently

had to place his affairs in the hands of his solicitors, is not all "beer and skittles." From the statement of affairs which I have just had placed in my hands, I learn that the following are among the list of creditors:—W. H. Allen & Co., £17, 6s. 6d.; G. Bell & Son, £88, 7s.; Bradbury, Agnew, & Co., £22; Bickers, £16, 9s.; Blackie, £12, 17s. 6d.; W. & R. Chambers, £16, 5s. 7d.; Chapman and Hall, £50; Smith, Elder, & Co., £20, 10s.; J. S. Virtue & Co., Limited, £36; Ward, Lock, & Co., £18, 12s.; Routledge, £12, 18s. 2d.; Bentley and Son, £10, 4s. 10d.; Cassell & Co., Limited, £10; Chatto & Windus, £10, 14s. 8d.; Groomebridge and Sons, £10, 7s. 6d.; Hamilton, Adams, & Co., £10, 5s. 10d.; Lippincott, £10, 12s.; Macmillan and Co., Cambridge, £10; Jefferies & Sons, Bristol, £10; Nimmo, Hay, & Co., Edinburgh, £11, 9s. 6d.; J. Grant, Edinburgh, £36, 14s.

EDINBURGH

THE trade in Edinburgh during the last month has been anything but cheering; indeed, the trade is the one topic stationers will not speak about, so disagreeable is the subject. But while this is so, the subject is forced to the front sometimes, and this has been the case lately over two fairly large estimates which were issued here last month, and which have been both secured by the same firm. Of course, there is nothing very remarkable in this but that the prices were—well, we will say, not profitable. We are sorry that the facts are not obtainable here for publication, as is the case with most of the public companies in the south, else we might leave the figures to speak for themselves; but the common report is, that the present contractors have taken the estimate some 25 per cent. less than the last purveyor, who declares that even at the old prices it did not pay. It must be said, however, that the last contractor is a retail stationer, while the present are a firm of wholesale—verily, verily, what shall become of the poor retailers?

But though business is flat, the Edinburgh Trade do not allow that simple fact to damp their spirits. This is the season when the larger firms indulge in all sorts of mirth making. Messrs Cowan & Co. began the festivities by a grand soiree, concert, and ball on 4th February. John James Cowan, Esq., occupied the chair, and presided over a very pleasant gathering of about 500. The *Evening News* employees followed next in the Waverley Hall, and spent a successful and happy evening. Geo. Stewart & Co.'s employees and their friends, to the number of 430, held their fifth soiree, concert, and assembly on the 4th inst. Geo. Stewart, Esq., presided. This meeting, which is known as one of the best, was this year more successful than ever. The assembly was a most

brilliant affair. The Messrs Waterston's employees followed on with theirs on the 11th inst.; it was also a most enjoyable meeting.

From all we hear there is no one branch of the Trade brisk. But this is the Jubilee year, and we hope on.

Manufacturing stationers are, as a rule, fairly well employed. Lithographers also enjoy "fair trade." Letterpress printers are not busy, bookbinders ditto. Engineers who are specially engaged on paper making machinery are, we understand, full of orders.

GLASGOW

To report on the trade and its prospects in Glasgow is, indeed, not an easy task at present, because, so far as stationery is concerned, trade is nearly at a stand-still, and this has been the case ever since the year began. As to the prospects—well, it is a fact that most of the shopkeepers are most hopeful, and believe the worst is past, but there is none of them that can give an intelligent reason for this faith that is in them.

The wholesale houses, who do not depend so much on the city, but draw their trade from the whole country, are all well employed. The printing trade is very quiet.

The employees of Mr William Lyon, Sauchiehall Street, held their annual assembly on 25th February in the Queen's Rooms. It was, as usual, a great success.

INVERNESS

NOTHING very special going on here; business much as usual at this season. We look for a quiet quarter from January to March.

Mr Charles Keith, of Church Street, the oldest bookseller and stationer here, has given up the book and miscellaneous fancy goods departments, and is now giving his attention exclusively to the wholesale stationery and manufacturing departments.

Mr James Keith, of Dingwall (brother of Mr C. Keith), has retired from business. I understand the business is to be taken over at valuation by the assistant who has been in the service of Mr Keith for a number of years.

All the trade here are now supplying school-books to pupils at 2d. off the shilling.

The "Life of Rev. Dr Kennedy, of Dingwall," lately published by Nelson & Sons, has gone very well here—5s., or 4s. 2d. cash. Our friend in Dunlop Street advertises it at 3s. 9d.

We have been favoured with lovely spring weather, plenty of March dust, with sunshine. Outdoor work well forward, and vegetation rather too far advanced; but last night a fresh snow-storm came on us, and snow has fallen continuously all day, with bitter east wind. We all wish it a speedy departure, and the sunshine back again.

LONDON LITERATURE

THE bookselling trade here in London during the past two months has been excessively quiet. Stagnation best describes the state of affairs during the greater part of the time. There are, however, as it appears to me, signs of an immediate improvement. Books can hardly be considered as actual necessities of life, and a general depression of trade is apt to bear more heavily on those branches which are concerned with what may be called luxuries than with those which deal with the more material needs of existence. We hear of a general improvement in some of the greater industries of the country, and if this is sustained, we may reasonably expect a reaction in favour of those trades which interest themselves in such luxuries of civilised life as books and pictures.

With the death of Mrs Henry Wood, we have lost perhaps the most popular lady-writer of the day. Every one of her novels—and there are about thirty of them—show marvellous constructive power and keen character insight. "Danesbury House" appeared in 1860, gaining the £100 prize offered by the Scottish Temperance League for the best temperance story. "East Lynne" was Mrs Wood's first long story; it was published in 1861, and it has always been the greatest favourite with the public; its annual sale far exceeding even such popular works as "The Channings," "Roland Yorke," "Oswald Cray," "Mrs Haliburton's Troubles," and "Lord Oakburn's Daughters." Over 151,000 copies of "East Lynne" have been sold. The shrewd kindness and subtle humour of the short stories grouped under the title "Johnny Ludlow" are very taking. There are people who prefer these charming tales to Mrs Wood's longer novels. Messrs R. Bentley & Son have always been the publishers of Mrs Wood's writings, her earliest work appearing in "Bentley's Miscellany," and her latest novel is now running in their popular monthly—the "Argosy."

More underselling! Mr Stoneham has taken a shop in the Borough opposite Mr Grattan's, and Mr Grattan retaliates by cutting down prices in a terrible fashion. Shilling books are being sold at 8d., sixpenny books and magazines at 4d., and other prices in the same ratio. I hear he has sold a very large number of Whitaker's Almanack at 8d. per copy. This means 2d. profit on every thirteen copies sold, and with certain magazines these prices are actually under cost. One would think that such a policy as this must end in total collapse, and really as one means of rooting out the evil, it appears almost desirable that it should do so. I have no ill-feeling for Mr Grattan, but for the sake of the trade generally, I certainly should like to see his new tactics turn out an utter failure.

"She," by H. Rider Haggard, has undoubtedly been one of the most successful books lately issued. It is a very mystical story, and appeared originally in the "Graphic," where it excited a good deal of attention. It is now published by Longmans as a one-volume novel at 6s.; and although hardly likely to reach the extreme popularity of the same author's "King Solomon's Mines," it has already had an excellent run. Another novel by Mr Haggard, entitled "Jess," which has been running in "Cornhill," will be published immediately by Smith, Elder, & Co. in book form, whilst "Dawn," by the same writer, formerly published in three volumes by Hurst & Blackett, has just been re-issued in one vol. at 6s. by J. & R. Maxwell. This will be followed, I hear, by a re-issue of "The Witches' Head," uniform in style and price to "Dawn," the previous edition at 2s. being abolished. Mr Haggard has certainly leaped into fame at a bound, and it is "King Solomon's Mines" that has done it.

Mr Browning's new book, "Parleyings with certain people of importance in their day," seems to have exercised the critics considerably. They one and all appear to have experienced the greatest difficulty in understanding his meaning, though, perhaps, this is not so very unusual in the case of Mr Browning. It certainly strikes one oddly that "the certain people of importance" are for the most part such strangely unfamiliar names. In spite of the fact that—as the "Spectator" says—"Mr Browning is determined to give his readers more trouble than ninety-nine out of a hundred readers of poetry will take, in catching even a glimpse of what he means to say"; in spite of this, his new volume has had a far larger sale than usual. Smith, Elder, & Co. publish the volume, price 9s. People with a taste for intellectual gymnastics, who wish to study "Browning," might do well to get from Messrs Jarvis & Son, 28 King William Street, Strand, London, a pamphlet they have just published, entitled, "Robert Browning, Chief Poet of the Age," an essay addressed primarily to beginners in the study of Browning's poems. The price is one shilling.

Still another new series to be issued in monthly volumes, Messrs Vizetelly & Co. announce an Unexpurgated Edition of the Best Plays of the Old Dramatists, to be called "The Mermaid Series," and to be published one volume per month at half-a-crown. The first volume, which will appear immediately, is "Marlowe," with a general introduction to the series, dealing with the Elizabethan drama, by J. A. Symonds. This will be followed in due course by "Massinger," "Middleton," "Beaumont and Fletcher," &c., &c. I look forward to the appearance of this series with some interest, and believe it will do well. Booksellers should apply to the publishers for a supply of prospectuses to

circulate amongst their customers. By this means a good *clientèle* for anything really genuine can usually be secured. By the next issue of this journal the first two volumes of the "Mermaid Series" will be in the hands of the public. We shall then be able to speak more positively as to the success of the venture.

MANCHESTER

BUSINESS has not been up to the mark this season. The very foggy weather was much against us at Christmas time. Some say they have had a good time of it, others grumble. Personally, we have not had such a good year. Possibly the different versions resemble the story of the English sportsman in Scotland who was hearing such glowing reports of the size of the fish caught higher up the river—said Donald to the fisherman, "It's no' the fishes that are bigger; its their bigger le'ers up the river."

Our old esteemed friend, William Heywood, died on the 25th of January last, and was buried at Brooklands' Cemetery on the 28th, aged 52. Mr Heywood was respected and beloved by every one who knew him. He was genial, courteous, and kind. The commercials and friends will miss the old face for a long time.

Mr Fargie, the Church bookseller, has removed his shop to 20 Cross Street, where we trust he will prosper.

PAISLEY

LITTLE of interest to the Trade has taken place since last issue. Being in the midst of the *dead* season, I have not much beyond the common humdrum of business life to report.

Our local Liberal Club, wishing to add about £40 worth of books to their library, placed lists of these in the hands of half-a-dozen firms in town. Keen competition may be expected, with the result that very little *fat* will be got out of the transaction.

One of our local papers is defunct—*The Paisley Chronicle*, a weekly newspaper published at a half-penny, commenced September 1885. The editor, in his valedictory address, made it appear that it had commenced in 1885, or a few hundred years before printing was introduced. Of course, this was too good to pass unnoticed, and several of our West Country papers had their little joke over this statement. The death of this newspaper, however, gave birth to one of greater pretensions. On the 19th February 1887, *The Radical Times* first saw the light of day. It emanates from the same office as the *Chronicle*, but it takes the world as its field. *For a baubee a week* we give a tone to the politics of Europe, and enlighten the world in general!



Poor St Valentine is now-a-days forgotten. Where are the beautiful and highly-perfumed sachets of years ago? and where are those hideous blabs of later years? Neither are seen in our stationers' windows in February; even the hucksters' shops that dealt largely in those of the mock tribe have given them up as a bad job. Christmas and New Year cards have fairly taken the wind out of the sails of the valentines. I wonder if the time will come when they too will be played out.

STIRLING

As the early part of spring is our dull or meditating time, there is nothing very bright to write about. As we are never busy at this season, we cannot, therefore, say business is in any other condition than what we expect.

Stirling was in the happy possession of about a dozen "commercials" over two days last week. It was amusing to see them dodging, one after the other, round the Trade, and then up to the Commercial Room for a rest, a soda, and then off again. It would be interesting to know who got the most fun out of the two days—the Trade or the travellers—and the number of new inserts that were required for their order books.

As we are among "commercials," I think it would only be expressing the opinion of almost every member of the trade in the North, when I say the Jubilee Year will long be remembered as the year in which a number of our best friends on the road went on to new ground, and some retired from active life. As we all know the gentlemen to whom I refer, and their good qualities as well, there is no necessity of any one trying to do the subject full justice, and therefore I will leave it in the hands of those who know what they have lost.

It may be interesting for the Trade to know that the schoolmaster (overpaid and underworked official of our island) has found out another way of taking the butter off our bread, or, I might say, the bread along with the butter. Not being satisfied with trying to become bookseller and stationer in the hours our friend is paid for teaching, I have come across a schoolmaster who has added to his trade, bookselling, stationery, and printing. Having spent £30 to £40 on his printing department, he is doing his best, as would be expected, to do our printers out of their work. It is a wonderful case of what can be done with perseverance. This schoolmaster picked up all his instruction by sneaking about a printing office, and never once said he had any intention of starting printing. When the schoolmaster had been in business as a printer for about a year, I had the good fortune to see the "anxious inquirer" among the machines, and asked the printer if he was teaching him the trade. After the busi-

ness was explained you may know the result, and the last I heard of it was all the printers in this district are sending the tramp printers to see if they can get a job. A printer may think it is a punishment to have to drive these poor creatures away without giving them a job, but I am afraid, after what you have heard, you will agree with me it will not give the schoolmaster the amount of pain it would give even to a printer.

Mr Ruskin's Books

DEVOUT disciples of Mr Ruskin can scarcely do other than possess themselves of the index to "Fors Clavigera," which has just been issued by Mr Ruskin's publisher, Mr George Allen, Orpington. The index, which is said to have been compiled by Canon Faunthorpe, Principal of Whitelands Training College, is described as a monument of patient toil. So discursive a work as the "Fors" was next to useless for reference without some classification, and this index will therefore be of immense value to the student. As Ruskin's books go, it is comparatively cheap—500 pages for ten shillings. That, however, puts it out of the reach of the "workmen and labourers of Great Britain," for whom the letters were originally written. By the way, it would be interesting to know how many "workmen and labourers" Mr Allen had on his list of subscribers for the "Fors," and how many began at the beginning and remained faithful to the end. Their acquaintance would be worth cultivating.

There seems no immediate prospect of Mr Ruskin modifying his "doctor's fee" idea, and bringing out his books at a moderate price. At present his influence is maimed by the absurd restrictions with which he hedges them round, and by the extremely high prices. And, if ever man felt the pressing necessity of influencing his fellow-men, surely it is he. Yet, how far does his voice carry, except in an indirect way, beyond the gushing coteries calling themselves Ruskin Societies? Setting on one side, for a moment, the question of their inherent value, his books as marketable productions are no more worth the arbitrary "doctor's fee," which he sets up as a standard, than the books of a score of modern authors, which can be got, as well printed and as well bound, for about a third of the price. These men have a real chance of influencing the world at large, which Mr Ruskin can never have under present circumstances.—*Athenaeum*.

A SINGLE sheet of paper 72 inches wide and 7½ miles long was made without a break at the Remington Paper Company's mill at Watertown, New York, a few days ago. The sheet weighed seven pounds over a ton.

"Kind Fate Protect us."

A GOOD many if not all the troubles that afflict the bibliophile are included in a contribution in the American *Book Mart*, entitled "The Book Lover's Litany," and signed H. L. We append a few of the chief verses:—

From set spoilers and book borrowers and from such as read in bed, Kind Fate protect us.

From plate sneaks, portrait filchers, map tearers, and from book thieves,

Kind Fate protect us.

From such as read with unwashed hands; from careless sneezers and snuff takers; from tobacco-ash droppers, grease slingers, and moth smashers; from leaf pressers and all unclean beasts,

Kind Fate protect us.

From margin slashers, letter-press clippers and page misplacers; from half-title wasters, original cover losers, and lettering mis-spellers; from gilt daubers and all the tribe of botcher-binders,

Kind Fate protect us.

From heat and damp; from fire and mildew; from book-worms, flies, and moths,

Kind Fate protect us.

From careless servants and removal fiends, and from all thoughtless women and children,

Kind Fate protect us.

From book-droppers and book wrenchers: from ink and pencil markers and scribblers, and from such as write their names on title pages,

Kind Fate protect us.

From "Bowdlerised" editions; from expurgators and all putters forth of incomplete editions,

Kind Fate protect us.

From "appliance" lunatics, and library faddists; from "fonetic" cranks, and all that have shingles loose,

Kind Fate protect us.

From wood pulp paper and all chemical abominations, and from those that manufacture faint ink,

Kind Fate protect us.

From books that have no index, and from index makers in general,

Kind Fate protect us.

From all booksellers who are ignorant and pig-headed, and from them who do not advertise,

Kind Fate protect us.

—*Publishers' Circular.*

"Jubilee Note" in Court

TOWGOOD v. ALEX. PIRIE & SONS, LIMITED.

THIS case, which has evoked considerable interest in the trade, was heard before Mr Justice Chitty in the High Court of Justice, Chancery Division, on 4th February. It appears that the Messrs Towgood, with commendable foresight, two years ago registered the water-mark, "The Jubilee Note," and the purpose of this action was to interdict the Messrs Pirie from making or selling paper so marked. The following is *The Times'* report of the case:—

The parties to this action are both paper manufacturers in an extensive way of business. The plaintiffs applied for an interim injunction to restrain the defendants from applying, by watermark or otherwise, to any paper not of the plaintiffs' manufacture the plaintiffs' registered mark, "The Jubilee Note," or the title, "The Jubilee Accession Note," or any other mark or title so nearly representing the plaintiffs' registered trade mark as to lead to the belief that the paper of the defendants was that of the plaintiffs' manufacture, and from issuing any boxes or packages of paper bearing such mark or title, and from doing any act or thing calculated to lead to the belief that paper not of the plaintiffs' manufacture was "Jubilee" paper. The defendants, it appeared, were selling paper under the title of "The Jubilee Accession Note," and they also made an application to the Court for an order to strike the plaintiffs' mark, "Jubilee Note," off the register of trade marks, on the ground that it was not a mark properly registrable, under the Patents, &c. Act, 1883, section 64, as "a fancy word or words not in common use." The plaintiffs had registered their mark in 1885. It was stated that there were a very large number of applications to register the word "jubilee" as a trade mark in connection with all sorts of articles. The present action had stood over, pending the hearing in the Court of Appeal of the applications "Re Van Dauer" and "Re Leaf, Sons, & Co." The result of those cases was that the Court of Appeal, on the 28th of January last, reversed the decisions of Vice-Chancellor Bacon, and held (*vide The Times*, January 29, 1887) that "Meltose" was not registrable under section 64 of the Act of 1883 as a mark when used in connection with "favourite hair restorer," nor "electric" when used with "velvet" or "velveteens" as a mark for cotton goods. During the hearing of the present case doubts were raised as to the propositions laid down by the Judges in the Court of Appeal, and it being stated that the Court of Appeal had based its decision on a proposition that to enable registration of a fancy word such word must be obviously meaningless as applied to the article in question (or,

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as one of the learned Judges added, obviously not descriptive of the article); or obviously and notoriously inappropriate as neither to be deceptive nor descriptive nor calculated to suggest deception or description. His Lordship, during the present hearing, asked the question to whom was the inappropriateness, &c., of an English word to be obvious, to the learned or to the unlearned?

Mr Aston, Q.C., and Mr Sebastian, for the plaintiffs, submitted that the word "jubilee" was, when standing alone, a meaningless word; and further, that its application as a name for notepaper was meaningless, and that "jubilee" being a word that was not intelligible by itself, unless joined with an epoch or recurring period, was when joined with notepaper a fanciful combination of words so as to be outside the ruling of the Court of Appeals.

Mr Romer, Q.C., and Mr Carpmael, appeared for the defendants.

Mr Justice Chitty said that although he had not read the judgments delivered in the Court of Appeal with careful inspection, yet he felt that he was able to state that the Court of Appeal had held that words to be registrable as fancy words must be obviously meaningless as regards the particular goods to which they were sought to be applied. The word "jubilee" was not obviously meaningless, as regarded paper or notepaper, because it might possibly signify that the paper was for use in the jubilee year. Moreover, the word "jubilee" was used by many English writers, including Chaucer, Dryden, Sir Walter Scott, &c. It was, therefore, a common English word. He held that the word "jubilee" could not be registered as a trade-mark for paper."

The Pay of London Reporters

THE Times, as the leading paper, naturally takes very little "dime" but pays 1*d.* per line for what it has, with one shilling as a minimum for a "par." The Standard pays the same rate, with a minimum of two shillings. The Daily Telegraph and Chronicle pays the traditional penny per line, the bar lines being paid for by the first, while the latter never gives less than a shilling per "par." The Daily News and Morning Post pay three half-pence, and the Morning Advertiser one penny and a third per line. Of the evening papers the Echo pays three-halfpence, and the Globe a penny farthing, while the Pall Mall and St. James' pay by merit for what little they use. The Central News and Press Association sometimes takes news from outsiders, and pays a minimum of five shillings. In nearly every case payment is made weekly on stated days. As a rule the society papers pay better, but the liners who supply them are recruited from a higher class, and expect half a guinea for each paragraph of moderate length.—London Letter.—Stationer and Printer.

Among the Books

"We have some queer orders occasionally," said a clerk in one of the largest book houses in Boston the other day; "and if I could remember half that happens in any year it would make a laughable story for the Herald. Here is a man, for instance, who wrote us to send him the price of a hundred books of about 360 pages each. Can you conceive anything more ambiguous? It reminds me of a lady of the shoddy aristocracy who ordered a bookcase filled by a dealer, her only stipulation being that the books must be of a uniform size, and bound in blue covers. We had an order last month from a gentleman on the frontier to send books to eight of his friends, whose addresses he gave, the volumes to cost 5*d.* each. As we did not know his friends, it is possible that we made some incongruous selections."

"It is common for us to receive directions by mail about Christmas time like this: 'Send me a book costing about 2*d.* which would be suitable for my husband.' Not knowing whether the husband is a clergyman or a faro-banker, it is rather hard to decide what would be 'suitable' for him. We usually select some work of high moral tone, to be on the safe side, but very likely the man would prefer 'Schenck on Poker' or one of Zola's works if he had his choice. Sometimes people write: 'Send me the latest thing you have,' leaving us in the dark whether to forward a book of poems, a novel, or a volume of sermons. Some of our customers have the autograph rage. One of them wrote a little while ago asking if we would please get Mr Owen Meredith to send his name in his own handwriting. This customer seemed to think that the late Lord Lieutenant of India and earl in the English peerage was in the habit of dropping into our store once or twice a day."

[In connection with this subject of the proper book to be recommended when left to the assistant to select, we have a good story from an old friend, who tells with glee one of his earliest sales when "serving his time" to the book trade. A gentleman came in and hurriedly called for a suitable book for a marriage present. The youth, taken aback, glanced over the full morocco shelf, and triumphantly produced Buchanan's "Comfort in Affliction!" Not bad, though only Scotch, and not Yankee.—ED.]

"Book buyers often get a wrong idea of a work from its title, as in the case of several agriculturists who have sent to us for 'Sheepfolds,' under the impression that it relates to the companions of the small animal that Mary allowed to follow her to the academy, when in reality it is a work on church architecture. A shoemaker's wife purchased Ruskin's celebrated work on political economy, entitled 'Unto

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This Last,' thinking it had something to do with the boot business, and returned it disgusted on ascertaining her error. A man who was told to buy 'Enoch Arden' asked for 'In a Garden.' We happened to have a horticultural work of the latter name, and he took it, but the person who sent him came to make the change, and that is how we learned of his messenger's mistake. Titles are often very misleading. We recently had a pamphlet called 'Letters from Hell,' and orders fairly poured in from orthodox societies, they supposing that it was an endorsement of the fire and brimstone theory. But the author, who was a pronounced liberal, took skeptical ground; and it is probable that each of those societies had a package ready for the junk man the next time he called. Many people have bought 'Joseph Cook's Sermons' thinking that they were discourses on the culinary art; and a recent number of our trade paper contained an account of an occurrence in Cleveland, where a farmer bought 'Cook's Synopsis of Chess Openings,' under the impression that it contained recipes for making table delicacies. It is no joke, but a solemn fact, that a teamster dropped in one day to ask whether we would recommend Goldsmith's 'Greece' for waggon axles. He had seen it advertised.

"A lady wrote for a copy of 'Agnes of Toronto,' thinking, probably, that Mrs Stowe's heroine was a girl who wore snow-shoes and rode down toboggan slides. Another wrote: 'I see in your catalogue that you have 'Fern Leaves.' Please write me the price of the leaves by the hundred, and whether you make any discount to Sunday schools; we wish them to trim our vestry.' A lady, who evidently wished for Nathaniel Hawthorne's 'Grandfather's Chair,' asked us the other day, 'Have you 'Grandfather's Clock,' by Daniel Hawthorn?' There are two or three chestnuts that you might work in, which are always funny. That one about the country liberal list, which announced 'Mill on Political Economy, ditto on the Floss,' is too good to die. Elderly gentlemen never tire of discussing the relative merits of Worcester and Webster, as it gives them a chance to wind up with, 'Well, I always voted for Daniel; and I go in for him every time.' I believe that the story about the man who asked for 'Webster on a Bridge' is gospel truth.

"About April 1 our new boys catch it from practical jokers. They are sent hunting for such well-known works as 'Buckle on Straps,' 'Hen on Laying,' 'Bacon on the Pig,' etc. I suppose you have heard of the fellow who surprised his French friend by bringing him a book in the Gallic language which he had picked up at a sale. 'Something about cannibals,' he explained. It was 'Paul et Virginie.' Early in the holidays a boy and his mother—sometimes I should say a mother and her son, but this was a boy and his mother—were look-

ing over the stock on our counter. 'Here is what Charlie wants,' cried the lad. 'You know he is crazy over wild animal stories.' I did up the book for them. It was 'Montcalm and Wolfe.'

The clerks in music stores often have laughable experiences. A young lady walked into one of the largest on Washington Street and said, or seemed to say, "I want Willie Nye." A boy was sent to scour the store for William, and when the young gentleman presented himself it would be hard to say whether he or the girl looked the more astonished. "Did you ask for Will Nye?" "Certainly not," she replied. "I want that new song, 'Will and I'." An entirely new clerk at another store came near fainting several times during his first day behind the counter. He had hardly taken his position when a young lady, with blonde tresses and eyes which seemed made of bits of Italian sky, walked up to the counter. Fixing her orbs upon him, she said, "Kiss Me, Darling, Ere You Go." They had to take him out and place him under a faucet, while another clerk gave the customer the piece of music she desired. He had hardly recovered enough to resume his place, when a maiden of perhaps seventy winters remarked to him: "Ah! Would that I Could Love Thee Less!" During the severe illness which followed, his hair turned a raven black. But to-day this clerk is the most calloused man in the store. All day long girls talk to him like this: "I Want a Beau!" "Give Me Back My Heart, My Love!" "O, Tell Me That You Love Me!" "Come, Birdie, Come and Live With Me!" And he merely replies: "Fifty cents, please!" and wraps up the bundle. One can get used to anything, in time.—*Ex.*

"Slick" Telegraphy

TOWARDS the close of the first half century of the existence of the telegraph, the Wheatstone automatic transmitter achieved the great feat of transmitting 1,500,000 words from London on the night when Mr Gladstone explained his plan of giving self-government to Ireland. On April 8, 1886, 100 Wheatstone's perforators were used in the Central Telegraph Office in London to prepare the messages. Thirty of these perforators punched six slips at once, thirteen punched three slips at once, thirty-one punched two slips at once, and twenty-six punched single slips. The largest number of words previously transmitted in one night was 860,000; and to give some idea of what 1,500,000 words represent, it may be added that, if an average quick speaker like Mr Gladstone were to speak without any stoppage for a week, night and day, that would just be about the number of words that he would utter, or that another person could read aloud.—*Wm. T. Jeans.*

Preservation of Bookbindings

BOOKBINDINGS become deteriorated in many ways. I have looked about for something which might preserve or renew the suppleness of my leather bindings, and in general keep them and any other bindings in the best possible condition. At last it occurred to me, about twelve months ago, to make use of vaseline, which has the advantage of being a mineral substance, and is, therefore, very much less liable to decompose than anything belonging to the animal or vegetable kingdom.

I have used it with every kind of binding—whole bindings (calf and morocco), half binding, with cloth or marbled paper sides, and cloth bindings. I have found it to succeed admirably, and I can at once single out by their appearance, and especially by the brightness of the gilding, the books which I subjected to process.

It answers better, however, with leather and cloth than with the marbled sides or edges of books, though even these I have not found to be in any way damaged by the treatment. It might be thought that an unpleasant greasiness would be produced, but this is not so—at least not for more than a few hours. The bindings seem to drink up the vaseline as if they knew it would do them good. Neither does the smell of vaseline persist for long. . . . At the same time it is well to be cautious, and any one who is disposed to make trial of the plan here recommended would in the first instance do well to confine his attention to elderly or valetudinary binding.—*Notes and Queries.*



Colonial Newspaper Life

We have received from South Africa a curiosity in journalism. It is a copy of the *Barberton Herald and Transvaal Mining Mail* of Tuesday, January 4, published at Barberton, De Kaap, Transvaal. What the *Barberton Herald* may be like on ordinary occasions we do not know, but the appearance of this particular number is decidedly interesting. It consists of three small sheets of various sizes. Two of these are blue and the other white, and the paper has evidently been intended for commercial purposes, as it is ruled with blue and red lines. How this delightful variety occurs is explained by the editor in a leading article headed "Ourselves." Barberton, though making great strides in the march of progress, has not yet been supplied with a paper manufactory, and it is far from the base of supplies. "It is just possible," the editor remarks, "that our readers may have noticed that occasionally our issue is somewhat variegated in colour, and oftentimes is printed on foolscap, and more rarely on blotting paper. Now,

that is really not our own fault, for our ordinary printing paper has been a considerable time on the road, and its non-arrival must be attributed to the 'Shoot,' bad roads, inclement weather, scarcity of transport, and the acts of Providence generally."

But the *Barberton Herald* has a neighbour—the *Gold Fields Times*, and they occasionally do each other a friendly turn. The former has lately borrowed three reams of paper, and the latter has now and again received in loan the "galley press." The *Herald's* paper not arriving in time for the last publication of 1886, the proprietors were in desperate straits, and sent their agents to the *Times* to ask in "dulcet tones" to be favoured with another loan. This was refused, "and now," says the editor, "our respective staffs are not even on speaking terms." The *Times*, however, soon found it necessary to ask again for the loan of its contemporary's galley press, but "our foreman being well acquainted with the selfish spirit displayed by the *Times*, declined any further interchange of civilities." Then followed a declaration of war. The *Times* sent its contemporary a claim for £5, 5s., the price of three reams of paper, and for a further sum of £150, "being damage and loss sustained through your failing to return the above-mentioned paper within the time promised, thus causing my client's week's delay in issuing their paper." This claim was to be met at once, on pain of legal proceedings. The *Herald* considered "the tenor of this letter to be nothing but an outbreak of puerile imbecility, its silliness being only equalled by its cheek," and sent a counter claim showing a balance of two shillings in its favour. It welcomes the threatened legal proceedings with "positive joy," and concludes with the announcement to its many readers that its new plant, "one of the finest north of the Orange River," will positively arrive within a month, when it will have plenty of scope to ventilate grievances, and give reliable mining information. Such are some of the incidents which give variety to colonial newspaper life.—*Glasgow Weekly Herald.*



Facts about Journalism in America

THERE are now published in the United States 14,160 newspapers and periodicals of all classes. The net gain of the year has been 666 (says the *Printing Press*). The Daily Newspapers number 1216, a gain of thirty-three. Canada has 679 periodicals. There are about twelve hundred periodicals of all sorts, which, according to the ratings and estimates of the editor of the *Directory*, enjoy a circulation of more than five thousand copies each. The increase in the weekly rural press, which comprises about two-thirds of the whole list, has been most marked in states like Kansas and



Nebraska, where the gain has been respectively 24 and 18 per cent. Kansas also shows the greatest gain in daily newspapers. The weekly press is gaining in Massachusetts, while the magazines and other monthly publications are losing ground there. The tendency of such publications toward New York city, as the literary centre of the country, is shown by the establishment there of not less than twenty-three monthly periodicals during the year.

Some of the curiosities of newspaper statistics are worth a paragraph. There are 700 religious and denominational newspapers published in the United States, and nearly one-third of them are printed in New York, Philadelphia, Boston, and Chicago. New York is far ahead in this respect, but Chicago leads Boston. Three newspapers are devoted to the silk-worm, six to the honey-bee, and not less than thirty-two to poultry. The dentists have eighteen journals, the phonographers nine, and the deaf and dumb nineteen. There are three publications exclusively devoted to philately, and one to the terpsichorean art. The prohibitionists have 129 organs to the liquor dealers' eight. The woman-suffragists have seven, the candy-makers three. Gastronomy is represented by three newspapers, gas by two. There are about six hundred newspapers printed in German, and forty-two in French. The towns which have most French periodicals are New York, New Orleans, and Worcester, Mass.—four apiece. There are more Swedish prints than French. Two daily newspapers are printed in the Bohemian tongue. The toughest names are found among the Polish, Finnish, and Welch press; for instance, the *Dzienswiety* and the *Przjaciol Ludi* of Chicago, the *Yyhdysvalta* in Sanomat of Ohio, and the *Y Wawr* of Utica, N.Y. There is one Gaelic publication, one Hebrew, one Chinese, and one in the Cherokee language.

All of these facts have a direct interest to philosophers and students of sociology. There is no better gauge and register of American civilisation than the newspaper directory.

THE report for the year of the New York Society for the Prevention of Vice gives some very interesting facts, among them the destruction of forty-five tons of vile printed matter, obscene photographs, pictures, and other immoral articles. When one considers the rank improbability that these figures, vast as they are, represent a tithe of the products which the vicious and immoral have kept from destruction, the enormity of the evil with which the society is contending can be measurably apprehended.

AFTER all the maxims and systems of trade and commerce, a stander-by would think the affairs of the world were most ridiculously contrived.—*Swift*



R. S. SHEARER'S NEW ILLUSTRATED HISTORY OF STIRLING AND DISTRICT. With Maps, Woodcuts, and Ten Steel Engravings. Stirling: R. S. Shearer.

THIS is a book which ought to be prized, not only by tourists and visitors, but by the natives themselves. It is no mere guide-book, but is what it claims to be—a history. The information is full and complete, and in this last edition has been brought up to date. To Mr Shearer the work has been a labour of love, nor will Stirling and its neighbourhood ever have a more faithful historian. The book is beautifully illustrated, and handsomely bound. A useful present, and a most desirable volume.

MUSIC AND MUSICIANS AT THE EDINBURGH INTERNATIONAL EXHIBITION. By Mr Robert A. Marr. Edinburgh: T. & A. Constable.

THIS is a painstaking performance, and contains a great deal of information regarding the bands which discoursed sweet music to the assembled crowds at last year's Exhibition, and about the more prominent leaders of these bands. It has been well done, has all the charm of novelty of design and treatment; and if every member of the different bands mentioned purchases a copy, cannot fail to be successful.

"ANNE GILCHRIST: HER LIFE AND WRITINGS." Edited by her son, Mr Herbert H. Gilchrist, and prefaced by a "Notice" by Mr W. M. Rossetti. London: T. Fisher Unwin.

THIS work, which is illustrated, ought to prove of more than ordinary interest, as besides Mrs Gilchrist's own correspondence, it contains many letters from Carlyle and his wife, from the Rossetti family, George Eliot, G. H. Lewes, Walt Whitman, and others, nearly all of which have never yet been published. The conversations of Mr and Mrs Gilchrist with Carlyle are a feature in the work.

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The Rev. Richard Newton, of the Episcopal Church, Philadelphia, is one of the ablest and most interesting writers of books for the young with whom we are acquainted, and his previously issued volumes in this country are well known to the Trade, and by nearly every Sunday-school teacher here. Messrs O., A., & F. have done well, therefore, to reprint Dr Newton's "Bible Warnings," and "Rays from the Sun of Righteousness," which are quite as good, and sure to be as useful, as any of their predecessors.

Annie S. Swan (Mrs Smith) is a prolific and successful writer, but she has never done better work than in her last story, "Gates of Eden," the scene of which is laid in Fifeshire. From first to last it is an entertaining and instructive story, with a strong grasp of Scottish character, in its strength and weakness, and sure to retain its popularity with every class of reader.

A new edition of "Ursula Vivian," by the same authoress, has been added to the popular shilling series. This book, it will be remembered, tells of the early struggles, troubles, and victory of a young orphaned authoress; strong-minded, full of strong common sense and high spirituedness, not untempered, however, by gentleness and sweetness, so that all love and esteem her. The story is told with quiet power, is full of touching points, and has an unobtrusive vein of real sentiment running through it. It forms a day's most profitable reading.

Other two books are in the press, and will shortly be added to this excellent and handy series—No. 16, "Juvenile Wit and Humour," edited by Dr Shearer, and No. 17, "Strathrahan; or, The Crofters' Revolt," by Bower Wattan.

"Vita Vinctis" is a literary offering by three well-known writers—Robina F. Hardy, Mrs Saxby, and Annie S. Swan, to a mission connected with the Church of Scotland. It is none the less interesting and valuable on this account, and has already received a warm welcome from the public as a work well calculated to increase the interest in foreign missions.

GAZETTEER OF THE BRITISH ISLES. By John Bartholomew, F.R.G.S. Edinburgh: Messrs Adam and Charles Black.

No sounder piece of work has been done in Edinburgh for some time than this book, which contains a fuller list of names of places, country seats, and geographical features than any previous publication of the kind.

The maps which accompany the volume have all been specially prepared for it, and are designed to effectively illustrate the comparative features of the physical, statistical, and commercial geography of the country.

JOHNSTON'S ROYAL ATLAS OF MODERN GEOGRAPHY.
Edinburgh and London: W. & A. K. Johnston.

A NEW edition of this magnificent atlas has just been issued. This work—described by the *Times* as "the best atlas which has been printed in this country"—is beyond all praise. In addition to the mass of information it contains on all things geographical, the plates (which are constantly being revised) are brought up to date, and several entirely new maps have been added. It is evident that neither "labour nor expense has been spared" to keep the work up to the high standard of excellence to which it has attained.

THE PAPER MAKERS' DIRECTORY OF ALL NATIONS.
Edited and Compiled by Mr S. Chas. Phillips.
London: Dean & Son.

THE Editor of the "Paper Makers' Circular" has done well in bringing out a new issue of this handy and indispensable address book. It professes to contain, the title-page tells us, the address of every paper and pulp mill in the world. And this would seem to be the case, for no country—from Roumania to Cuba—has been omitted. A feature of the new issue is the addition of telegraph and cable addresses, wherever possible.

It contains a preface in the three chief languages of the Globe—English, French, and German. The information is brought up to date by a table of "occurrences during printing" in the front part of the volume. In regard to externals, the book impresses one favourably, being printed in a clear type on good paper with large margins, the binding is strongly and attractively done in bright red cloth.

Altogether it is a book which no stationer, paper maker, or paper agent should be without. We extract from the preface the following instructive table, showing the number of paper mills in each country of the world:

England and Wales	286	Turkey in Europe	1
Scotland	68	Turkey in Asia	1
Ireland	15	Australia	4
Isle of Man	1	New Zealand	2
France	533	India	7
Belgium	33	China	1
Germany	1305	Japan	6
Austro Hungary	402	Mauritius	1
Italy	233	Algeria	2
Spain	72	Egypt	1
Portugal	16	Dominion of Canada	54
Russia	149	United States	1124
Sweden	81	Mexico	11
Norway	55	Cuba	1
Holland	56	Argentine Republic	3
Switzerland	47	Brazil	5
Denmark	12	Chili	1
Andorra	1	Venezuela	2
Roumania	3	Demarara	1
Greece	1		
		Total	4597

LITERARY NOTES

By his paper on the profits of authors and publishers at the meeting of the Incorporated Society of Authors, Walter Besant, author of "All Sorts and Conditions of Men" and "Children of Gibeon," has brought quite a hornet's nest about his ears. It has done this good, however—given the public the assurance on the part of Murray, Macmillan, Longman, and other respectable publishing firms, that they have no objection whatever to show their accounts, if necessary, and have them duly attested and audited. Mr Besant is quite the most able and successful novelist at present, in respect of freshness and power to interest, and commands such a good price for his novels, that his advocacy of a better understanding between author and publisher is of some importance. But the rank and file of authors and journalists lag so far behind him, that they are fain to accept the publisher's terms, whatever these may be.

The Monthly Chronicle of North-Country Lore and Legend, which appears this month, is an interesting and somewhat novel experiment. The *Newcastle Weekly Chronicle* has devoted a considerable amount of space to antiquarian matters and to questions of general interest, especially such as touch the North of England. It has been decided to gather the more important and valuable of these into a monthly magazine under the above title, some other attractive features being added. Mr Walter Scott, of Newcastle and London, is the publisher.

GENERAL GRANT's early love-letters to his wife are to be published. It is said that they are matter-of-fact statements of the days of the General's early manhood. They describe, however, military life in active service in the United States some fifty years ago.

WITH the view of supplying "the key to the present situation in Europe," a new serial issue is published of "Cassell's History of the Franco-German War." The work contains some 500 illustrations. The same firm announce a similar issue of the illustrated edition of "Farrar's Life of Christ."

MISS WINNIE DAVIS, the daughter of Jefferson Davis, the ex-Confederate leader, is about to become a contributor to periodical literature. She has written an article on "Irish Patriotism" for "The North American Review."

THE book about Prince Alexander, by his chaplain, Dr Hoch, which was announced some time ago, will be published in this country by Messrs Whitaker & Co. Amongst other interesting matter, the work will contain the Prince's explanation of the submissive telegram he sent to the Czar after his return to Sofia, showing that he humbled himself personally in the manner he did in order, if possible, to save Bulgaria from the further consequences of the Czar's anger.—*Scotsman*.

MESSRS J. & J. H. RUTHERFURD, Kelso, have issued a very interesting "Short Border History," by F. Hindes Groome, editor of the "Ornance Gazetteer of Scotland," and now of the literary staff of Messrs W. & R. Chambers.

"THE ROTHSCHILDS; THE FINANCIAL RULERS OF NATIONS," by Mr John Reeves, with portraits and illustrations, will shortly be published by Messrs Sampson, Low, & Co.

MR LEWIS MORRIS will publish at Easter, through Messrs Kegan Paul, Trench, & Co., a volume of lyrics under the title of "Songs of Britain." The book will comprise, besides lyrics proper, three narrative poems of importance, derived from Welsh folk-lore, and resembling in style the author's popular "Epic of Hades."—*Scotsman*.

"PEN AND PENCIL" is the name of a new penny illustrated journal issued by MacLure and MacDonald, lithographers and printers to the Queen, 2 Bothwell Circus, Glasgow. Though issued without preliminary flourish of any kind, it is already well known to the Trade and the public, who regard it as certainly the best pennyworth of pictures and good literature at present in the market. Stories by William Black, Mrs Oliphant, and Nathaniel Hawthorne, have already appeared, whilst the padding is always entertaining.

NEW PLAY.—Mr Montagu Williams (husband of the once favourite actress, Miss Louise Keely) has found time amid his duties as a police magistrate to write a new play in collaboration with Mr F. C. Burnand, editor of "Punch." Mr Burnand, on his own account, will shortly contribute a farcical comedy to the Criterion, and has also written one for the Globe Theatre.

THE "Westminster Review" in its new form as a monthly magazine will cost half-a-crown. It appears on the 1st of April.

"PRINCIPLES OF ART," by J. C. Van Dyke, at one time editor of "The Studio," will shortly be issued by Fords, Howard, & Hulbert, New York.

MR MORLEY'S Mansion House Address on the study of literature is to be published by Messrs Macmillan in a complete form.

THE author of "The Life of a Prig" has another of his travesties of human nature in the press. It is entitled, "How to Make a Saint; or, The Process of Canonisation in the Church of England."

MR LLOYD C. SANDERS, editor of "Celebrities of the Century," has been entrusted with the preparation of the biography of the late Lord Iddesleigh.

SIR GEORGE CAMPBELL'S book on "The British Empire" will be published shortly.

AN etched portrait of Dr Oliver Wendell Holmes, with a biographical sketch, will appear in the next number of the "Atlantic Monthly."

The Carlyle Controversy

GIVE CARLYLE A REST.

GIVE us a rest upon Thomas Carlyle, Crabbed in temper and crabbed in style.

He doesn't look pretty in Froude's big "picter," Parody-portrait of Jean Paul Richter;

Ever at war with the world as it is—

A cutter, a slasher, a smasher, a quix;

Turgid, bombastic,

Iconoclastic,

Grotesquely gymnastic,

Nausseously drastic.

Pet him to rest with his Cromwell and Freddy;

His fame has outlasted his uses already.

Philadelphia Record.

Much unadulterated rubbish is being written on both sides of the Carlyle controversy, and meaningless criticisms like that contained in the above lines are not wanting. What matters it if Carlyle was all that these words imply, if what he did and said was *right!* They deal only with the surface of the man, and therefore we may pass them bye unheeded.

Most of the allegations and charges that are brought against Carlyle are of the same description ; even if they were all true, they would affect our judgment of him very little. They are also founded on mere feeling, a misty idea, a formless whisper. Were they formulated, much of their strength would be lost. ("Oh ! that mine enemy had written a book !") It is on such airy nothings that Carlyle's

true reputation promises to be wrecked, at least for the present generation. And when you pose some one with this consideration, they assume an air of superior wisdom, and reply, "Oh ! but there is no smoke without fire."

"Carlyle," said a friend to us once, "always looked at everything in a distorted light." "On what do you find that?" we asked, "what have you read of him?" to which our friend replied, that he made a point of never reading *anything* of Carlyle's.

It may be thought that such criticism is quite beneath notice, and that we merely waste time in alluding to it, but we are persuaded that it is on such superficial ground that a generation now forms an estimate of her great men. Few people inquire the reasons for giving such and such a dog a bad name ; they accept the fact that is under their nose. Had these same rumours been working *for* instead of *against* Carlyle, his fame would to-day have been very different. The judgment, however, would have been just as worthless ; it would have been a mere accident that it was just.

If each one would consider it his duty in a matter of this importance to consider it seriously, to study earnestly both sides of the matter, then slowly and painfully to mature his opinion on it (and not accept unthinkingly the opinion of others), we should have little to fear and less to complain of, in this, as in all other like matters.

The Inventors of Printing

HERE is an old story about Faust, the friend of Gutenberg. As soon as the Bible, which these two pioneers of the art had printed, was complete, Faust took a number of copies to Paris to sell. The first copy he sold to the king for 750 crowns, and another to the archbishop for 600 crowns, and to less illustrious or less worthy persons he sold other copies for much smaller sums each one thinking that he possessed a marvel of penmanship. So delighted was the archbishop with his purchase that he took it to the king, who, in emulation, produced his volume. In spite of differences in the great initial letters, which were painted by hand, the text in both were found to be identical, down to the smallest details, which would be impossible in books written by hand. Other copies, too, it came to be known, had been sold. There was no way of accounting for the mystery except by magic, and poor Faust was committed to stand his trial for sorcery, and was imprisoned. Only upon a full disclosure of his process of printing, which had hitherto been jealously kept secret, did he obtain liberty ; and this he did not long enjoy, dying shortly after, of the plague, before he could return to his own country.

—Stationer and Printer.

The Subscription Book

CHICAGO produces the subscription book extensively, and in the country sitting-rooms, where the horsehair sofa, the marble-topped table, and the tintype album exist, will one class of the book be found. It exists under many titles, and its covers are of many hues, but its contents do not materially vary. "Pearls of Thought," "Golden Sands of Memory," "The Highway to Fortune," "Guide to Success," are the titles by which these volumes are known. What they tell us is this: How to get rich, how to grow famous, how to use one's knife and fork, and how people converse in polite society. In brief, the country subscription book is an entire guide to morals, manners, and finance.

Not infrequently this gorgeous and much-gilded book is the only volume except the Bible and the previously-mentioned album in the house. The "Pearls of Thought," and "Highway to Fortune" are luxuries, recognised and admitted as such.

How does it come about? Quite easily, quite naturally, and, indeed, one may say, quite fatally; for when the subscription-book agent meets his prey, it needs a skilled verbal fencer to make his escape.

"Madam," says the agent to the woman who opens the door to him, and who stands wiping her arms on her apron, "I have a little book here I would like to show you. I won't detain you but a minute; it is a book that every one should have, written by a number of the best writers in the country, who seek to set forth an infallible guide to all hard-working people how to become rich with their ordinary earnings, the best way of investing their money, and what to do with their fortune after they have made it, besides general advice as to conduct and etiquette in the higher walks of life to which they will soon be brought after purchasing this book, besides some fine selections from the best poets, and a recipe in the back for the cure of toothache, besides an excellent formula for the prevention of ingrowing toenails, and an economical recipe for cup cake. It is only \$1.50 a volume, and paid in instalments of a quarter a month, and I will call the second day of every month for it myself, madam; you won't be put to a bit of trouble, and you'll have a book which will be a light to the feet of the young, and a continual entertainment to the old. You'd better take it, one-quarter down; and I've sold copies at every house in the county so far."

The woman hears the water boiling over on the stove, she knows there is no escape, and she doesn't want to be thought meaner than other folk, so she gives him a quarter, receives the blue book edged about with maple leaves of mottled gold, which

support an apoplectic Cupid, lays it on the marble-top table, and Sundays after dinner gets Jacob, her oldest son—who has a fine swing in poetical selections—to read aloud from it. Fortunes have been made again and again from books of this nature, and are making to-day at a rate that would astonish the honest writer of artistic books. Some of these volumes are compiled from semi-religious writers, and others are the work of a corps of hack writers, who grind out chapters on "Courtesy," "Mother," "September," "Maidenhood," "How Jay Gould Got His Money," and "Digestible Cookery," with a fluency and versatility that the writer of comic plays might regard with envy. The books made up for city sale are apt to come in "parts." The wily agent holds forth that there are to be ten parts, to be paid for as received, the whole to make a magnificent volume comprising facts, fiction, and fancy for a price which is ruinously cheap. The man he is talking to doesn't want the book—tells him so; tells him he wouldn't pay for it if he took it; tells him he has an appointment to meet a man in five minutes; and ends by taking the book from sheer lack of physical stamina. Besides, fluency is convincing even when it is not eloquence, and a proper amount of talk warmly sustained will convert any one. The lady canvassers are soft of voice and gentle of tread, but they cling like the mortar to the brick, and they are apt to have their way. Their books also come in parts, it may be, but they go about with a bound volume, and the smaller the woman the larger the book. But, alas! though the agents promise that the book will be complete in ten parts, at 50 cents a part, it too often stretches out to twenty, and the unfortunate victim, who is perhaps walking to save car fare, curses the day he yielded to her persuasions. Some men prove easy prey, especially if the book is of the sort they want; but they, too, may be forced to become the creature of despair, for after the numbers have all been delivered a guileless-looking youth comes along, who takes them away to have them bound. Time rolls on. The guileless youth never returns. At length the man calls at the place where the agency has been, and finds the place given up to a wringer factory or an agency for "periodicals." The firm with the subscription book has left for New York. No one knows the address. The books have gone the way of the world—into nothingness.

There is a legend to the effect that the agents are made to practise their eloquence upon a wooden dummy set up for the purpose in the back offices of the agencies. They imagine the figure before them to be that of the most unimpressible of their customers, and harangue with the vehemence of an Antony and the pertinacity of a Demosthenes. After they have worked themselves into such a fine frenzy that the perspiration rolls down their faces,

and their voice rasps like a saw on the nail, they are considered efficient, and are sent out on a commission to invade the homes of America with their wares.

Of course there are many good subscription books, and there are many responsible firms in the business. It is only because the subscription plan has in many cases resulted in such immense profits that the field has been invaded by all sorts of operators.—*Stationer and Printer.*

The Pope's Jubilee

MESSES CHARLES L. WEBSTER & Co. hope, says the *Boston Literary World*, soon to publish the "Memoirs of Pope Leo XIII," that the fiftieth anniversary of the Pope's ministerial labours may be worthily celebrated by his American subjects, who are expected to exhaust the first edition—100,000 copies—of the "Jubilee" work as soon as it shall be offered them. The entire manuscript is now in the publishers' hands, and it is being set in type as rapidly as possible. While in Rome last summer Mr Webster secured the Pope's signature, a facsimile of which will be placed below the portrait of His Holiness, which is to form the frontispiece of the "Memoirs." The name of the Rev. Bernard O'Reilly, D.D., who has edited the work with the personal co-operation of the Pope, will appear on the title-page; and the subject of the "Memoirs" endorses the editor's labours in a paragraph stating that the volume "is set forth with the encouragement, approbation, and blessing of the Holy Father."

Handsome Gift to Glasgow

IT is stated that Sir William Collins has acquired from the Glasgow Improvement Trustees a site for a Social and Literary Institute on the ground adjacent to the Public Baths, in Collins Street, opposite Cathedral Square. The building will consist of three spacious flats, with a hall at the back extending the whole breadth of the building from north to south. On the ground floor will be two commodious dining-rooms, one for females and the other for males. The second flat will be occupied as a reading-room and library. The upper flat will be arranged as a recreation hall. It is believed it is the intention of Sir William to make a gift of the institute to the workers connected with the extensive firm of William Collins, Sons, & Co., Limited, of which he is the chairman, but it is probable that, on certain conditions, the benefits of the institute may be extended to other sections of the industrial classes in the North Quarter.

London School Board

THE Store Committee have accepted Messrs J. Spicer & Sons' estimate for the supply of Kindergarten Paper Material.

We subjoin the particulars, which will no doubt interest our readers:—

	Price. £ s. d.	Previous Price. £ s. d.
Cream Wove D. Foolscap, 24 lbs., cut into 8 inch exact squares and banded in 50's per ream	0 12 6	0 14 1½
Cream Wove D. Foolscap, 24 lbs., cut into 4 inch exact squares and banded in 50's - per ream	0 12 6	0 14 1½
Cream Wove D. Foolscap, 24 lbs., cut into 4 inch exact squares, gummed at back and banded in 50's - per ream	1 2 6	1 3 6
Cream Wove D. Foolscap, 24 lbs., cut oblong 7 in. by 2 in. and banded in 50's - per ream	0 12 9	0 15 1½
Flint Glazed Coloured D. Crown, assorted, cut into 4 inch squares exact and packed in 50's per ream	0 12 6	1 7 1
Flint Glazed Coloured D. Crown, assorted, cut into 4 inch squares exact, gummed at back and packed in 50's - per ream	1 0 0	2 6 4
Mats—1 inch Thick Blue, Manilla, banded in 50's per 100 packets	2 10 0	3 13 3
Mats— $\frac{1}{2}$ inch Thick Blue, Manilla, banded in 50's per 100 packets	2 5 0	3 15 6
Mats— $\frac{1}{4}$ in. Thin Black, banded in 50's - per 100 packets	2 0 0	2 3 9
Mats— $\frac{1}{4}$ in. Thin White, banded in 50's - per 100 packets	2 5 0	2 3 9
Strips— $\frac{1}{2}$ inch Stiff White, Pink, and Yellow, and banded in packets of 50 - per 100 packets	3 5 0	2 16 0
Strips— $\frac{1}{4}$ inch Thin Shaded Colours, assorted and banded in packets of 25 - per 100 packets	1 5 0	2 3 11
Strips— $\frac{1}{4}$ inch Stiff White, and banded in pkts. of 50 p. 100 pkts.	3 10 0	2 16 0
Strips— $\frac{1}{4}$ inch Thin White, and banded in pkts. of 50 p. 100 pkts.	2 5 0	1 11 8
Strips— $\frac{1}{4}$ inch Thin Shaded Colours, assorted and banded in packets of 25 - per 100 packets	1 10 0	2 3 11
Card Board—Cut 13½ inches by 17 inches - per gross pieces	0 4 10	0 7 1
Royal Printing, 40 lb. ruled in squares, cut 8½ in. by 6½ in., banded in 100's - per ream	0 10 9	0 18 9
Cartridge, cut 7½ in. by 5½ in., banded in 50's - per ream	0 6 6	New size
Cartridge, cut 3½ in. by 2½ in., punched and banded in 50's per ream	0 9 11	do.

A FIRE occurred at Messrs Barnaby's fancy store in the Great Western Arcade (Birmingham), which, but for the prompt measures taken, would have resulted in the total destruction of one of the finest buildings in the town. A couple of shops, both rented by Barnaby & Co., were damaged. The loss is somewhat considerable.

Travellers Wanted in Japan

THE British manufacturer has still an opportunity of regaining his position in Japan. The German flannel, although so popular for a time, is beginning to decline in public favour, because of its disappointing qualities in respect to wear. There is a deal of "shoddy" about it, and decline in the reputation of the German material is the British manufacturer's opportunity. Our Consular Agent urges what other authorities at home have done, the immediate despatch of energetic commercial travellers. These agents should not be confined to this particular branch of trade, but embrace every department in which we do business. They could ascertain the national and local tastes, and come in contact with the wholesale and retail dealers. A firm of London publishers has already acted upon the idea, and their agent succeeded in making satisfactory arrangements for the sale, through a Japanese bookseller, at a moderate price, of the educational works published by the firm, with the prospect of these works gaining a larger popularity. As to the expenses of an agent, apart from salary or commission, the following is given as a liberal estimate:—Return ticket available for one year by Peninsular and Oriental Company's steamers, £140; hotel expenses for nine months in Japan, 900 dols., equal to £150; wages for competent Japanese interpreters for nine months, 270 dols., equal to £45; travelling and entertaining in Japan, 1000 dols., equal to £160; servant's wages, 180 dols., equal to £18—or, allowing a large margin, say in round figures a total of £600 sterling. At the end of twelve months' residence the agent, if permanently maintained and of fair linguistic ability, might save the interpreter's salary.



American Bookselling

THE American Bookseller of February contains some interesting statistics of the book publishing business in that country during 1886. Its full list of all the books issued for the general trade during that period includes 3708 titles, of which 115 come under the head of biography, 117 pertain to art, 123 to history, and 127 to poetry and the drama, while travels are represented by 179, education by 398, religion by 471, and fiction by 482. The Bookseller also gives the lists of the popular "libraries," twenty-six in number. The volumes thus enumerated reach a total of 1551, and of these all but 69 are fiction. Not all of the paper-covered literature was pirated, however, for we (*Boston Literary World*) find that 508, of the dime novel order, were the product of native or neutralised energy. Still, the existence of the 1043 pirated volumes remaining ought to weigh heavily on the national conscience.

The Sealing of Letters

How were letters sealed before the invention of gummed envelopes? In one of the last numbers of *Le Livre*, Mr S. Blondel has an interesting article upon this subject, in which he describes all the methods of sealing that have been successfully employed from the remotest antiquity. The first seals consisted of a ring that was affixed to clay or bone, and later to chalk or *creta astaitica*, a mixture of pitch, wax and plaster. The use of wax did not begin to become general till the Middle Ages. Beeswax, rendered yellow by time, was the first material used. Then came sealing wax mixed with a white substance. Red wax began with Louis VI. in 1113, and green wax made its appearance about the year 1163.

In the thirteenth century, yellow, brown, rose, black, and blue were added to the foregoing colours. Black wax is a rarity met with in the seals of the military-religious orders.

Among the ancients, ring seals were used not only for sealing letters, but also, as small locks were not in common, for sealing caskets and chests that contained valuable objects; and they were even employed for sealing the doors of houses and apartments.

As regards the seals used by certain famous individuals when the use of wax was in vogue, *Le Livre* gives the following information:

Goethe, after his return from Italy, almost always sealed his letters with an antique head, such as that of Socrates, Minerva, or Leda. The astronomer Lalande's seal had a ship engraved upon it, and Meyerbeer's had a lyre, with the legend, "Always in tune." Victor Hugo had a very simple seal. At the sale of his effects Arsene Houssaye bought a seal with the initials V. H. so arranged that when inverted they formed the cipher A. H.—*La Science en Famille*.



"Early English"

OF the English language, Sir John Cheke wrote, in 1537, when there was a growing fondness for the tongue as against the Latin and Greek: "I am of opinion that our own tung should be written cleane and pure, unmixt and unmangled with borowing of other tunges, wherein if we take not heed bi tijm, ever borowing and never payeng, she shall be fain to keep her house as bankrupt. For then doth our tung naturallie and praisable utter her meaning, when she boroweth no counterfeittess of other tunges to attire herself withal, but useth plainlie her own with such shift as nature, craft, experies, and following of other excellent doth lead her unto, and if she want at any tijm (as being impersight she must) yet let her borow with such



bashfulness, that it mai appear, that if either the mould of our own tung could serve us to fascion a woord of our own, or if the old denisoned wordes could content and ease this neede we wold not boldly venture of unknown wordes."



Paper Tiles

A VALUABLE discovery, which bids fair to create a revolution in the ranks of the roofers' trade, is the recent utilisation of compressed paper pulp as a substitute for slate in the manufacture of tiles for roofing. The advantages gained are an inherent lightness, obviating the necessity of the present weighty frame support; a toughness and elasticity not possessed by slate, rendering breakage an impossibility; a singular power of resistance to intense heat or flame; and a readiness to receive nails to bind them compactly to the bed, and so closely together that high winds will not loosen or cause them to shift, as is frequently the case with slate tiling. The process of manufacture is simple yet complete. The mould is first prepared, into which the pulp is pressed, and allowed partially to dry. The crude tiles are then dipped into a solution to harden their fibres and render them water-proof. When thoroughly impregnated, they are dried by baking in an oven heated to a special temperature, then coated with an enameling mixture, upon which is sifted a thin coating of fine sand, coloured according to the tint desired, to fire proof them. They are subjected to heat a second time, and are then ready for use.



A Giant Cyclopaedia

A MOST extensive work is now being published in China, the giant cyclopaedia, "Tu-shu-tschi-ts'eng," comprising in 5020 volumes all the chief works of Chinese literature. The 5020 volumes contain 426,204 leaves, each leaf has eighteen columns, and each column twenty types or words, giving in all 153,433,440 words; but as there are many divisions and sub-divisions, titles, &c., a considerable number of words must be deducted; but making all allowances, there still remain more than 100 million words. The work has been printed under the government of Kien-lung, but only 100 copies were struck off, of which the Imperial Princes, the Ministers of State, and the officials watching the printing got one copy each, the rest being preserved at the Imperial Library. Seven more copies were given to three national libraries and to four great families, but these were lost during the Taiping revolution. One copy, printed on white paper, was sold for £2500, another on bamboo paper for £1500 to a Chinese firm, which is now printing a new edition of the Cyclopaedia from photo-lithographic reproductions of the original text, and promises to finish the whole work within three years.—*Ecc.*



WHEN WILL IT END?

SIR,—After sending out my Christmas accounts, I received a note to the following effect from a prominent local politician and town councillor:—

DEAR SIR,—I presume you are willing to allow the usual discount of 2d. in the ls. off my account. Mr _____ (another stationer) does this, and I suppose you will do the same. If so, please call round at my office any day next week, and your account will be paid you.—Yours truly.

I should state that the account was for a daily paper and the "Century" magazine, and had been allowed to run up during twelve months to over £2. To this note I wrote:—

DEAR SIR,—I beg to acknowledge the receipt of yours of yesterday's date, and to state that accounts are strictly nett.—Yours truly.

The next day I received the following from my customer:—

DEAR SIR,—I am sorry you cannot supply me with goods on the same terms as every other bookseller will do, and am therefore compelled, much against my wish, to discontinue my account on and after Saturday next. I would willingly have given you preference as far as it lay in my power to do so, but I cannot afford to pay *more* to you than I can buy at elsewhere.

If you will make up my bill for *everything* up to Saturday, and send here any time next week, it shall be paid you.—Yours truly.

To this I responded:—

DEAR SIR,—I am in receipt of yours of this date, and much regret that you should feel compelled to close your account with me. In acting as I am, and have done, I am unaware that I am departing from the usual custom regarding accounts. Discount is only given on *cash* transactions, in the book trade, and, in common with other booksellers, I am perfectly willing to allow discount on ls. magazines for cash. As to giving the discount on accounts, I am neither willing nor able to do so, any more than any other bookseller who does not want to work for nothing. In order to show you that this is really the case, I do not mind letting you into the secret of booksellers' profits. Every copy of the "Century" magazine costs the country bookseller 1s. 1d.; in addition to this, every copy costs 4d. for carriage, and then there is the cost of ordering, &c., and delivery. All magazines have to be paid for by the bookseller on *delivery*, or he incurs an extra charge. This brings the cost up to ls. 2d., and how any bookseller can pay this amount, and sell it at, deliver the magazine monthly, book each transaction, send out a quarterly account, and wait, perhaps six months for a payment, and still live, I am unable to see. Certain it is, I am not going to try the experiment. In asking for the payment of my account nett, I simply ask and charge a fair profit for my labours; and if, after reading the above, you think the charge still unfair, you are perfectly at liberty, as you know, to go elsewhere. You know from the first you have objected to pay the usual charge for delivery of the _____ Examiner, although every copy of the paper states I am entitled to it, and every other newsagent makes

the charge. However, having foregone this charge, you now ask—what I think I have shown it is impossible to grant—that I should forego the little profit I get on the magazine. To do that as I have said, I am not able; and I trust, after reading this, you will not press the matter further, and that upon reconsideration you will still accord to me the support I have hitherto tried to merit.—Yours truly.

Then came the following epistle:—

DEAR SIR,—I do not for one moment doubt that the sale of magazines is everything that you say, but the only fact I have to consider as a buyer is, that *I can get*,—and, in fact am offered by another bookseller—2d. per 1s. discount off magazines—“Century” being specially named—to be charged to current account, and paid quarterly. The same discount will be allowed to me off books, paid for under the same conditions. As regards newspapers (which, by the way, is a little outside our discussion), *I never paid* either for, on your papers, or those supplied to the Club or Cocoa Rooms, what you call, the “usual charge for delivery,” and I have had papers from four or five different newsagents during the last ten years. Under these circumstances, you will see that with every desire to put what I can in your way, it can only be done when the terms are equal to those offered me elsewhere.—Yours truly.

It is almost superfluous to add that the account was closed the following week.—Bookseller.

If all booksellers would act as our correspondent did, it would be greatly to their benefit, but, unfortunately, they will not. The abuse of discount, so far as bookselling is concerned, seems now to be common all over the British Isles. The booksellers have brought this evil upon themselves, and they alone can mend it.—ED.



A book for review was addressed by mistake to the chief of the printing department, and the answer came as follows:—“I have read your book as requested, and have found three typo : errors. Here they are—On page 16, Liszt is spelt Lizst, and the “s” is turned ; there is a turned u instead of an n on page 93, and the “Preface” reads “Perface.” The colour seems very equally distributed, and the margins seem correct, but page 240 is squabbled. The head and tail pieces are effective, but you will notice the one at the end of the first chapter is upside down. The literary matter is well punctuated, but too many caps, and italics are indulged in. I will do you a similar book for—” (Here follows an estimate.) This review was not printed in the “Perface” to the next edition.

THE value of our Stationery exports (other than paper) during February was £53,306, being a reduction of over 11 per cent. compared with the corresponding month last year.

In order to render glue insoluble in water, even hot water, it is only necessary when dissolving glue for use, to add a little potassium bichromate to the water and expose the glued part to the light. The proportion of bichromate will vary with circumstances; but for most purposes, about one-fifth of the amount of glue will suffice.

We regret to hear (says the *Athenaeum*) that the Treasury has cut down the grants to the various departments of the British Museum by some ten thousand pounds. This is the second time a Conservative Government has resorted to this shortsighted piece of economy. The purchasing power of the Department of Printed Books has been seriously crippled, the allowance being reduced by four thousand pounds.

It is written of Voltaire that when, in his painful effort to learn English, he discovered that the letters a-g-u-e spelt “ague,” a word of two syllables, but if you increased the length by adding two more letters, and so got p-l-a-g-u-e, the word became one syllable, and was pronounced “plague,” he threw the book across the room, fairly danced in rage, and wished in his own bitter way that one-half of the English nation might have the “ague” and the other half the “pla-gue.”

AMONG the many curious and interesting works in the largest library in the world, at Paris, is a Chinese chart of the heavens, made about 600 B.C. In this chart 1460 stars are correctly inserted, as corroborated by the observations of modern astronomers.

PRINTERS might like to know that the entire Scriptures contain 2,775,269 ems in diamond and 2,807,840 ems in nonpareil. It would take a printer a year and a half to put the Scriptures in type at the rate of 5000 ems per day. The quantity of metal required in nonpareil would be about 6500 pounds, in bourgeois 13,000 pounds, and in pica 26,000 pounds.

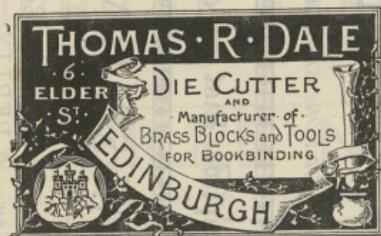
The Paris Post Office cannot very well complain of overwork. The ordinary average number of letters delivered in Paris per day is, we understand, 43,000. Compare this with one day's delivery in London, and 3,000,000 would be considered rather under the average than over.—*Paper Makers' Circular*.

T-H-O-U-SH, tho; n-e-i-g-h, na; b-e-a-u-x, boes; P-o-u-s-t-e-i-g-h-t-e-a-u-x, potatoes. If not, why not?

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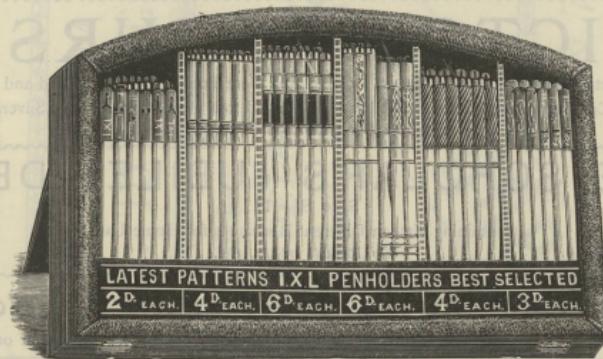
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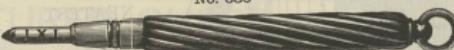
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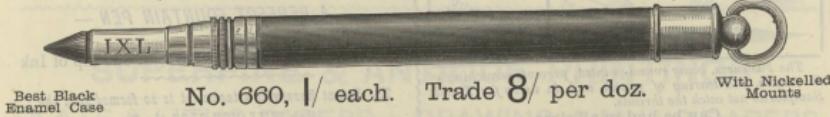
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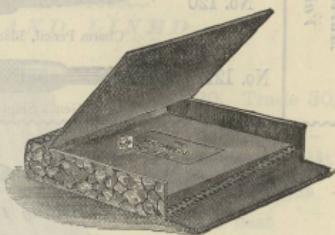
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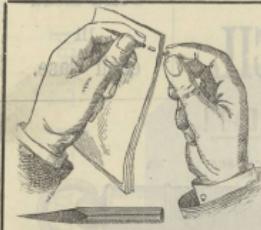
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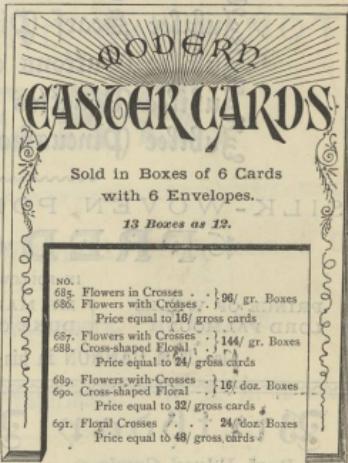
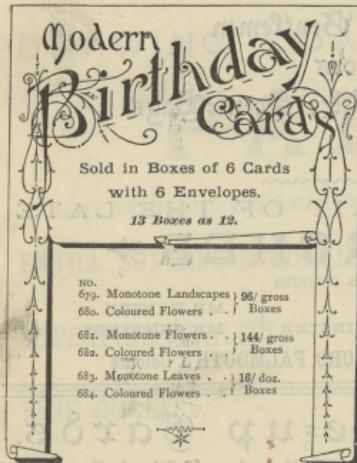
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+ GOD + SAVE + THE + KING +

All the Shops have it over the Doors, all the Children wear it in their Caps, all the Labourers in their Hats, and all the Sailors in their Voices! for they never approach the house without shouting it aloud, nor see the King or his Shadow without beginning to huzza, and giving out three Cheers."

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G.—Gold Medal Diploma.

S.—Silver Medal Diploma.

Catalogue No.	Name.	Address.	Award.	Exhibit.
1244	STEWART, GEORGE, & CO.	Edinburgh	G.	Completeness of exhibit, showing envelope-making, lithographic printing, and general stationery in process of manufacture.
1244	Do.	Do.	G.	Mann's "Climax" litho. machine.
526	Do.	Do.	G.	Sealing-wax.
1244	Do.	Do.	S.	"Leader" envelope machine.
1244	Do.	Do.	S.	Excellence of lithographic printing shown in plates of ancient Scottish flags.

The above is an Exact Copy of the Official List of our Awards issued by the authorities.

The Juries on our Exhibits were most painstaking, and acted with an evident desire to do their duty faithfully.

This was specially the case with the Sealing Wax Exhibit. They informed the Exhibitors of this article, that it being a speciality, they intended to send it for independent tests to several large users of the article, and to an eminent Chemist for analysis.

For this purpose, they directed us to lodge at their Offices, bulk SAMPLES OF THE BEST QUALITY OF WAX, OF OUR OWN MANUFACTURE, and this was done ; the result of this impartial and independent trial being, that Two Gold Medals were issued for this article, of which we obtained one.