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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. 4

EDINBURGH, JULY

1887

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TRADE NOTES

ABERDEEN.—Messrs G. Cornwall & Son, Aberdeen, have, we understand, secured the contract for printing the Valuation Roll of the county.

ALLOA.—Messrs Macgregor & Steedman (successors of Mr S. N. Morison), printers, and publishers of the *Alloa Journal*, have dissolved partnership. The business will be carried on by Mr Steedman.

BRECHIN.—Mr Hew Morrison, teacher, has been appointed Librarian for the Edinburgh Free Public Library.

EDINBURGH.—Messrs Morrison & Gibb have removed their printing staff to their new and extensive premises at Tanfield. The new building consists of four large compartments, viz.:—machine room, case room, binding and warehouse, stock room, with outbuildings consisting of boiler and engine house. The total area occupies in all 58,000 square feet. The rooms are of the most spacious description, and are well lighted and ventilated. The firm has been established for 50 years, so that the removal to the new office marks the date of their Jubilee. On the invitation of the firm, a large and influential company assembled to inspect the premises, and in the evening the employees were treated to supper in honour of the occasion.

GLASGOW.—Messrs A. Baird & Son of Kelvinbridge have opened a branch establishment at No. 177 Sauchiehall Street.

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GLASGOW.—MESSRS G. A. H. Douglas & Co., 172 Hope Street, have recently made large additions to their printing plant, both litho. and letterpress. G. A. H. D. & Co. are now in a position to work for the Trade, a line of business they have a desire to cultivate.

KINGHORN.—On the 19th July the freedom of the burgh was conferred on Mr William Nelson, publisher, Edinburgh. The occasion was the unveiling of a statue to the memory of King Alexander III. Mr Nelson, who passed his boyhood in Kinghorn, had shown great interest in the work, and what is more to the purpose, had contributed a handsome donation towards defrayment of the cost. Mr Nelson is doing similar good work in Edinburgh, thus following in the steps of Mr Andrew Carnegie, by whom he is hailed as a fellow-worker towards the "Triumph of Democracy."

LINLITHGOW.—Mr John Lang, for many years connected with the printing business of the late Mr George Waldie, has begun printing on his own account at No. 86 High Street.

NEWBATTLE.—A fire broke out at Newbattle Paper Mills on Saturday 25th ult., but was happily confined to the smiths' shop and boiler-house.

THURSO.—Miss Russell, bookseller and stationer, Traill Street, has assumed Mr Robert Leslie as partner, and in future the business will be carried on under the name of "Russell & Leslie."

LONDON.—The twenty-fourth anniversary dinner of the Newspaper Press Fund was held on June 11th, at Willis's Rooms, Mr F. C. Burnand (the editor of *Punch*) occupying the chair. The company, numbering upwards of 200, included Sir Algernon Borthwick, M.P. (President of the Fund), the Earl of Onslow, Viscount Melville, Lord Crewe, Lord Ventry, etc. etc. The chairman in the course of his address, said that the outcome of the past twelve months had been very satisfactory, as the Fund was admirably and conscientiously administered, and though Journalists were said to be an improvident set, this Fund proved the contrary. Sir Algernon Borthwick congratulated those present on their choice of a chairman, and said there were 15,000 Journalists in England, if only half of them were members of the Fund, it would be in a state of very advanced prosperity. Mr Rider Haggard also said a few words, and the entertainment concluded with a programme of songs, under the direction of Colonel Mapleson. During the evening subscriptions to the amount of £1,100 were announced by the Treasurer.

LONDON.—Messrs W. H. Hayden & Co., 10 Warwick Square, have been appointed sole London agents for E. J. J. Dixon's "Eureka" and "Star" Welsh Slate.

LONDON.—The Copying Apparatus Company, Limited, have removed from Farringdon Street to more commodious and centrally situated premises at No. 123 Cannon Street, E.C.

BIRMINGHAM.—Mr John Feeney, one of the proprietors of the *Birmingham Post*, has generously presented to the local Art Gallery, a large collection of Art work. Mr Feeney procured the collection whilst travelling abroad some years ago.

BRISTOL.—At a meeting of the committee of management of the Press Association, Limited, held on the 7th June, Mr William Lewis, of the *Bristol Mercury* was elected chairman of the Association for the ensuing year; Mr G. Harper, of the *Huddersfield Chronicle*, was elected vice-chairman; and Mr J. R. Forman, of the *Nottingham Guardian*; and Mr J. Duncan of the *South Wales Daily News*, Cardiff, were chosen members of the Finance Committee.

MESSRS YABSLEY & COMPANY having disposed of the business successfully carried on by them for the past ten years at Burlington House, Sale, Manchester, will shortly commence as wholesale educational stationers and general school furnishers at Exeter House, College Green, Bristol, where all future communications must be addressed.

NEWCASTLE-ON-TYNE.—By a fire which occurred in the printing office and workshops of Messrs R. Robinson & Co. the well-known wholesale stationers, on Saturday the 18th ult., damage to the amount of £25,000 was occasioned. While all fires are calamities, more or less, this one is particularly unfortunate, as the Messrs Robinson were full of work, partly owing to their contract for the printing of the official catalogue, &c., for the Exhibition. The works and stock were fully insured, but the loss to the firm will nevertheless be considerable. They have our best sympathy.

LEEDS.—Messrs Taylor Brothers, have removed to new and extensive premises in Sovereign Street.

LIVERPOOL.—Messrs B. Dellagana & Co. Limited, the well-known stereo and electro-typers, have opened branch works at 35 Atherton Street.

Mr GLASS, of Messrs Ormiston and Glass, Edinburgh, has returned home—having completed his tour round the world. He visited Melbourne, Adelaide, and Sydney, in Australia; then sailed round New Zealand, calling at all the principal towns. From Auckland he crossed the Pacific to San Francisco, and returned home via the United States and Canada. The primary object of his tour was health, which, we are happy to say, he has regained, and we also learn with satisfaction that he has opened up a large export trade for the productions of his firm.

BRUSSELS.—A banquet was recently given by the Belgian Press Association, in honour of the talented authoress, Madame Popp, who has just completed her Jubilee as Editor of the *Journal de Bruges*.

COPENHAGEN.—An Exhibition of Agriculture, Industry and Art, under the patronage of the King of Denmark, will be held in Copenhagen next year, opening 18th May. British manufacturers are invited to exhibit.

THE Government of the Colony of Victoria have decided to hold an International Exhibition of Arts, Manufactures, Agricultural and Industrial processes, &c., next year, in celebration of the Centenary of the Settlement of Australia. The Exhibition opens on 1st August 1888, and closes on the 31st of January 1889. The London office of the Commission is at 8 Westminster Chambers.

THE firm of Sutton & Sons, the famous seed merchants of Reading, are large consumers of paper. For four months of last year, they received from 1200 to 1500, and despatched about 2000 letters a day, and during the rest of the year about 500 a day. They send out 150,000 catalogues, and 200,000 circulars every year, and about a ton of parcels a day. Their expenditure in six months in stamps was £3411, and during the same time they sent by small postal orders £1468 and £520 in stamps without a single loss.

THE following is given on the authority of the *Christian Age*.—"The circulation of the Scriptures in the whole world since the beginning of the present century is estimated at 200,000,000 copies, of which 120,000,000 are placed to the credit of the British, 50,000,000 to the American, and 30,000,000 to all other Bible Societies."



THE BERLIN PHOTOGRAPHIC COMPANY, 43 New Bond Street, London, W., send us their illustrated price list, a list we commend to the notice of our friends who deal in Art Photographs. The high-class character of the photographs and photo-engravings published by this firm is well known, although many of the provincial towns might do well to have a better acquaintance with them. The subjects published are "Religious," "Historical," "Mythological," "Fancy," "Landscape and Marine," "Sporting" and Portraits. Photos, taken direct from the originals in the great galleries of the continent—Florence, Dresden, Berlin and the Louvre, Paris, as well as the National Gallery, London, are also published by the company, and these in all the different sizes, from cabinet, $3\frac{1}{2} \times 5$ in., to the extras, about 24×32 in.

BOND'S CRYSTAL PALACE MARKING INK.—This wonderful firm (of whom all the world have heard) seems to be ever fruitful of novelties. Scarce a month passes but we hear of something new in connection with the well-known ink. Last month, in honour of the Royal Jubilee, a Royal Linen Marker, Card, &c., was presented to the purchaser of a shilling bottle. This month, "two complete sets of India Rubber Letters, also Pad and Holder for marking linen" are given away gratis, with an "Enlarged Bottle of Marking Ink for One Shilling." Could mortal expect a shilling to do more? This is a capital chance for stationers in search of a genuine novelty to advertise.

MESSRS CAMERON & FERGUSON, in the exuberance of their loyalty, have this month produced no less than four new lines, all savouring of Royalty. First there is the "Jubilee Packet of Stationery," the "Good Child's Jubilee Cabinet," and the "Queen's Own Correspondence Cards." The Jubilee Packet, which retails at $4\frac{1}{2}$ d., consists of 36 sheets Note, and 36 Court envelopes.—E. S. Antique, or, as the wrapper informs us, "Rich Cream Vellum, as used by the Court." Well, while we admit the packet is fair value for the money, we are surprised at the taste of the Court in the matter of stationery. We confess we have no knowledge of the usages of the Court in the matter of writing material, but if this packet is a representation of it, as a Stationer, we have no desire to be better acquainted.

The "Good Child's Cabinet" is a very neat box,

tastily got up in the form of a Noah's Ark, and contains cream laid Court envelopes, tinted No. 4 envelopes, tinted note paper and correspondence cards, note book, pencil with protector, pen, rubber and slate pencil, a very complete assortment; and we commend it to the Trade as an example of ingenuity in getting rid of old stock. The price is 4s. per doz. trade, which certainly is very cheap.

The "Court Cabinet" is a well-got-up and attractive ls. box, of a new pattern, the label of the box being a dark green bevel-edged card, with the title handsomely blocked in gold. It contains 2 quires of large post wove vellum, 16mo. size, and 50 large Court envelopes to match. The envelopes in this way will take in the note paper without folding. The retail price is 1s, which also is exceedingly cheap.

The "Queen's Own Correspondence Cards" are neatly boxed. The cards—15 in number—are of assorted tints, and each is stamped on the corner in relief with the words, "A few words in haste." The envelopes are burnished cream laid, palace shape. The trade price is 4s. per doz.; and this, we think, is the cheapest and best 6d. box of correspondence cards in the market.

MESSRS CAMPBELL & TUDHOPE have published what they style the "Jubilee series of Certificate Cards." These school certificates are, without doubt, "Certificates of Merit." The designs are all simple, but most artistic; and the printing—gold and colours—is all that could be desired. The cards vary in size from No. 1, $7\frac{1}{2} \times 5\frac{1}{2}$ to No. 17, $13\frac{1}{4} \times 10\frac{1}{2}$, while the prices, considering the quality of the work, are exceptionally low. A very neatly printed "Illustrated Guide to the Jubilee series" may be had on application, showing the various designs (reduced), and giving particulars of sizes and prices. School stationers would do well to become acquainted with this series of certificates.

We have also pleasure in drawing the attention of our readers to the same firm's Sunday-school Reward Cards, which for novelty, price, and general excellence of the printing and designs, cannot well be surpassed.

A series of wall texts entitled "Precious Truths," size, $8\frac{1}{4} \times 6\frac{1}{4}$, with suspenders, and printed in three colours, to retail at 1d. are also worthy of inspection.

MESSRS COND BROTHERS, Birmingham, have made a name for themselves as artistic printers, wholly through the merits of their work. We have before us their new book of Memorial Cards. There is no novelty about them, but the patterns command attention because of the taste, neatness

and simplicity of the designs, and the high-class workmanship they display. While this is so, the prices are surprisingly moderate.

These remarks also apply to their book of cards for Invitation, Menu, Ball Programmes, &c., only that the designs are necessarily more elaborate and varied. The prices go to prove that cheapness is not now-a-days inconsistent with good work.

Messrs C. B. have issued another book (Pattern Book No. 3) of their latest novelties in Circular Borders. This book is in nothing behind anything of the kind that has yet been published, but will be found to contain as meritorious work, as appropriate and tasteful borders as either of the former works. Nothing better could be had for an opening circular, or, indeed, for advertising purposes of any kind. A book of patterns already got up for the Jubilee year has also been issued by Messrs Cond Brothers, which are of the same character as the foregoing. Jubilee Menus and Ball Programmes are also among the latest, but it is, perhaps, a little late in the day to notice them now.

MESSRS TILLYER & COMPANY, 430 Oxford Street, London, W., send us specimens of their Fan shaped stove screens, which we have no hesitation in saying are the best we have seen. Why, the very sight of a fan suggests coolness, and what could be more appropriate—what more pleasing in these broiling hot days, than, in place of the fire, to see a beautiful fan displayed in front of the bars. The Patent Accordion Fan Screens are made in two qualities, and in no less than 26 colours and designs, and trade at 17s., and the better quality at 36s., per dozen. "The Patent Circular Screen," which might be described as a double fan, makes a very pretty and effective stove ornament. It is made in 5 sizes, viz. :—16 in., 20 in., 24 in., 28 in. and 32 in. diameter, and trades at 12s., 16s., 20s., 26s. and 30s. per doz. respectively. Messrs Tilyer & Co. also provide an ingenious stand for the Circular Screen, which is supplied at 7s. per doz.

"THE ROYAL CIRCLE AT WINDSOR—FOUR GENERATIONS." Raphael Tuck & Sons, London.—This is one of the very best *souvenirs* of the Royal Jubilee that has yet been published—one, too, which is likely to be treasured in many a household long after the events of the Jubilee have been forgotten. The Royal group, containing no less than 48 portraits, all authentic and faithful likenesses, is produced in the highest style of chromo printing, and forms a very handsome and most interesting picture. It is mounted on a very thick cardboard panel ($16 \times 10\frac{1}{2}$ in.), with gilt bevelled edges and strut at back. A key to the group is printed on the back of the

panel, along with some excellent verses to "Victoria." Each panel is sent out in a box in which it may be kept, the box itself being a handsome table ornament. The picture is produced in three sizes, and may be had in a gilt frame, or in oak and gold.

* * *

JOHN WALKER & Co. have ready some good selling lines for the autumn trade, which their travellers are now showing. The popular "Canvas" and "Brown Holland" notion now appears in the shape of Correspondence Cards, Visiting Cards, &c. The Correspondence Cards are issued in three sizes, "Regina Court," "Court Octavo," and "Princess's Court." The boxes are of a neat and new pattern; on opening the lid the cards are seen lying in a tray, while the envelopes are contained in a drawer underneath. These correspondence papereries, made up in either "Canvas" or "Brown Holland," and all sizes trade at 8s. per dozen.

The "Canvas" and "Brown Holland" Visiting Cards are also smartly got up in neat boxes. They are issued in all the sizes, Small—Reduced Small—Extra Thirds and Thirds, and may be had either with plain or gold edges. With all the novelty and neatness attaching to the cards, they are not more expensive than the well-known plain ivory, while they will be found to print better in card printing machines.

J. W. & Co.'s papereries are many and excellent—too many to notice separately. The most noteworthy are—"The British Lion," a box containing 6 sheets and 6 envelopes stamped in bold relief with the figure of a Lion. The die is large, but beautifully cut, and the embossing is most admirably done. The "Embroidery," so named, we suppose, because the paper and envelopes being the "Canvas," the embossed flowers appear as if they were embroidered thereon. This box contains 10 each, note paper and envelopes. The "Butterfly" contains 12 each, note and envelopes, the tip of the envelope is shaped and embossed in gold and colours to represent a butterfly with extended wings. The effect is very pleasing. This line trades at 20s. per doz. The "Holly" and the "Mistletoe" contain each 9 sheets and 9 envelopes embossed in colours, with, in the one case, a holly branch—green leaves and red berries,—and in the other a sprig of mistletoe. These two trade at 8s. per doz., and should be good selling Christmas lines. Another style, which will find a ready market, contains 20 sheets and 20 envelopes, embossed with a horseshoe and the words "Good Luck."

In all these papereries the quality of the paper is most superior, while the general get-up is neatness itself. The "Fan" papererie contains a complete assortment of juvenile stationery of various sizes, embossed with fancy devices. Trade, 8s.

THE "MAK SICCAR" ENVELOPE.—This is the name given to the latest production of Farrington House. The name is evidently more than enough for some of our friends in the south. We notice a contemporary interprets it to mean "make secure"—not a bad pun when the article under notice is an envelope. It is claimed for the envelope (which is patented) that it is "the only envelope which ensures perfect security against tampering with private correspondence." We believe this, as the "Mak Siccar" is "fearfully and wonderfully" made. The quality of the paper is most excellent. These envelopes are made in all the usual sizes. Note paper exactly corresponding with the envelopes is also issued, neatly boxed with artistic labels in Albert, Post, and Large post 8vo sizes.

* * *

THE New Pocket Atlases of England, Scotland and Ireland, published by John Walker & Co., London, are without exception, the best things this fruitful firm have yet produced—nothing hitherto, even approaching them has been seen in the Trade. The fact that the first edition of England—the first of the series issued—is already out of print, speaks volumes. These books are the very essence of neatness, and are so light, and of so convenient a size ($6 \times 4\frac{1}{2}$ in.), that the presence of one in a coat pocket could scarcely be felt. The maps are by John Bartholomew, F.R.G.S. of this city—the prince of geographical engravers,—and this fact is a sufficient guarantee of their accuracy. The plates are clearly printed, and are easily read, although very full of names. We notice that in the general index of names of places shown on the maps of the Atlas of Scotland, there are no fewer than 2,600! In addition to the maps of the counties and environs of the largest towns, there are interesting and instructive maps showing the "Orographical Sections" (height of the land above sea level), "Distribution of Pasture Land," "Distribution of Land under Crops," "Distribution of Population," "Mean Annual Temperature and Rainfall," and "Railway Systems." The Statistical Tables are also most complete and valuable. These give the temperature and Rainfall for the various counties, the area and population of counties, population of the largest towns, growth of population, number of births, marriages and deaths (1881-85), table of emigration for Scotland, summary of occupations, education statistics, agricultural statistics, leading industries, principal railway companies, vessels entered and cleared at the principal ports, physical statistics,—and all this for one shilling. Marvellous!

A most effective show-bill for the window is sent with these books, artistically printed in colours on deep blue ground. These books will need no pushing, they will sell themselves.

VARNISH FOR RELIEF STAMPING.—Messrs Geo. Stewart & Co. have just put on the market a specially prepared Varnish for Relief Stamping which they are making at their Sealing Wax Factory. The sample submitted to us is of a beautiful light amber colour and quite transparent. Messrs Stewart claim for it that it will not affect the most delicate colours, that it dries quickly, is easy to work, does not clog the die, and leaves a nice gloss on the finished work. The specimens of stamping which we have seen fully bear out all these claims. The price, we are informed, is 10s. per gallon, or 2s. per bottle, and samples may be had on application.

THE BIRMINGHAM STATIONERY COMPANY, Ellesmere Works, Birmingham. This firm send us a "few samples of our leading Stationery novelties" for notice. Well, we do not like to pass over any article sent in to us without comment—favourable comment, if we can find a single point of merit in them at all, but the business of the reviewer is a painful one when confronted with "leading novelties" such the B. S. Co. have sent us. Evidently the goods are not intended for the home trade, but possibly for some country where a shell is as good as a shilling—where still a book may be "a book, altho' there's nothing in't." We refrain from describing the "leading novelties," in the hope that the B. S. Co. may improve their manufactures. We shall be happy to notice anything good they may bring out, but sincerely trust our nerves may be spared the shock occasioned by the inspection of such another parcel as the present.

Xmas & New Year Cards.

MESSRS CARR & MASON, Brunswick Works, Leamington, excel in what are known as *made up* Christmas cards, though some are not—strictly speaking—cards at all, but very natty Christmas gifts. The fringed folding Christmas cards are got up with exceeding good taste, nothing the least vulgar being observable. These cards are a sort of combination of the fringed folding cards and the old-fashioned scented sachet; the perfumes employed are very delicate, the rank and offensive scents of former times being wholly absent. Another series of cards are mounted on pads of plush, with cardboard back, and have struts for standing. These make very effective ornaments, and are likely to last long after the festive season has passed away. The neatest of Messrs C. & M.'s productions are distinctly the series of wall letter-pockets, which are made up in a variety of materials—plush, combined plush and silk, satin, &c. These pockets

which are tasty to a degree, and combine the ornamental with the useful, only need to be seen to be appreciated. We have pleasure in noticing the manufactures of this firm as most saleable productions. The price is also very low.

Messrs H. J. DRANE & Co's. book of Christmas cards, &c., contains a very creditable collection. A series of "Household Texts and Hymns," printed on cardboard (Demy 4to), in three colours, is very good and very cheap. The Christmas cards, which grade from 8s. per gross, comprise all the usual subjects, Flowers, Figures and Landscapes, and are mostly printed on cards with gilt or silver bevelled edges. The Flower and Figure subjects are very good, and of clever designs, but the landscapes are not so good as they might be.

Mr J. TAYLER FOOTE, 18 Poland Street, London, W., has introduced a series of what he styles "Happy Months" Christmas cards—the only *unhappy* thing about them being the name. Every one in the series is a decided and clever novelty—novelties which—unless we are greatly mistaken,—will sell themselves. What, for instance, could be more taking for a Christmas card than a mince pie? Well, one of the series is a mince pie, beautifully modelled, well *fired*, and so like unto the real pie that one's teeth water on beholding it. The top crust lifts off, showing the mince meat inside, and also exposing the sham, a wish being printed on the inside of the crust. *This line is sure to sell.* Then we have exact imitations of a slice of plum pudding, a slice of ordinary white bread, and a very accurate imitation of a small cake of shortbread—the latter, we are informed, has been specially designed for the Scotch market. The neatest and happiest idea is the "Merry Thought," or "Lucky Bone"—the well-known breast bone of a fowl. This interesting *bone*, which is always one of *contention* and round which superstition lingers, is most faithfully copied, it is neatly mounted on a dark-coloured card, on which is printed appropriate wishes. Each of the articles are neatly boxed, and are altogether well got up, and are, above all, *most saleable.*

MESSRS HAMILTON, HILLS & Co, 22 Paternoster Row, London, have produced a most admirable collection. Messrs H. H. & Co. inform us that their desire has been to produce cards "not more artistic but more uncommon" than the ordinary chromo cards. Well, they have succeeded. Not only are the designs most uncommon, but they are also most artistic. The collection comprises chromos, etchings, embossed and hand-painted

cards. Among the cheaper cards the corners are very good, although we fear the Jubilee series will be somewhat out of date before they come to be used. The "Hard times" notion is well used up. The "Luggage Label" and the "Only Brown" (a penny embossed in copper bronze on corner of card), are the best examples. The most original notion, however, in the collection, is the card on which the pathetic legend is printed, "Stumped! All I have left," on which is mounted a veritable cigar end. This card is truly uncommon, though we fear it is also unclean. One of the best ideas of the lot is a neat folding card, which encloses a pocket intended to hold a gent's or lady's visiting card. This series should take well.

The hand-painted cards are particularly well done, the landscapes and flowers being quite exquisite.

The prices, notwithstanding the excellence and undoubted originality of the designs, are very low. They are not subject to any large discount, however, but this fact will keep these cards among the better class stationers—cutting-houses, drapers, &c., having no large margin to play with.

MESSESS Poulton & Son, Taunton Road, Lee, Kent, London, S.E. The photographic specialities produced by this firm are of surpassing merit, and as we do not think they are as well known—in Scotland, at least—as they deserve, we have pleasure in drawing the attention of our readers to them. The ordinary cards, from the C. de V. size to large imperial, strike one at once as faultless photographs. The subjects are mostly flowers, and the beautiful photo-prints are enriched by the delicate and truly natural tints with which they are coloured. The photos are mounted on stout mounts, while the sizes above cabinet are on coloured mounts, with gilt bevelled edges. All have very appropriate Christmas wishes, or well-selected verses printed in gold. These cards have an advantage over ordinary Christmas cards inasmuch as they are easily preserved in the ordinary photo-album, which is now-a-days to be found in every household. The larger sizes are such that the receiver would cherish, if not for the sake of the sender, certainly for the beauty of the gift. But Messrs P. & S. do not confine themselves to photos on cards, for this year they have brought out a series of photos on opal, which, because of their exquisite beauty, we feel it almost a sacrifice to attempt to describe. There is no doubt whatever that *Artists* were engaged in the production of these real works of art. The opals, of which there are six sizes, are mounted on cushion-like mounts of rich silk plush, with strut at back, and present an exceedingly pleasing and handsome appearance. These opals, if one may be allowed to say so, show the development of the Christmas Card into the Christmas Gift, for while

the smallest size ($4\frac{1}{2} \times 4\frac{1}{2}$ in.) might, without stretching the imagination, be said to be a card, the largest size ($14\frac{1}{2} \times 12\frac{1}{2}$), would not be out of place as a work of art and ornament in the richest drawing-room. The subjects painted on the opals are, Landscapes, River Scenery, Marine Views, Flowers and Figures. No Christmas stock can be considered complete this next season that has not a selection of the productions of this firm.

MESSESS SMITH & MACKINLAY, have a collection that proves their great experience in these goods, and enables them, a new firm, at once to take a leading position amongst Christmas and New Year Card manufacturers and dealers. Amongst their own productions we will notice their "Floweret" series as something new, neat and novel. Each card is beautifully decorated with small sprays, such as Forget-me-not, Lilies, Heaths, Ferns, &c., and look just the goods to have a large sale.

The "Useful" cards are a combination of cards and useful articles, artistically arranged—little pocket-companions, fitted up for pins, needles, &c., and with penknife; others fitted with pencil, also comb, mirror, scissors, &c. Pin-cushions in endless shapes, needle-books, spills, watch-pockets, text-books, and a host of other little taking nick-nacks.

This firm has a very strong collection of cards with Local Photographs, and also with Transfer Views. In opals, which were immensely popular last year, we understand they have made great efforts to be at the front. Their own special designs include a series of Artistic Landscapes, Yachts, Castles, Cathedrals, Heads, Figures, Flowers, &c., all at popular prices. But the strongest part of the firm's productions is the high-class collection of Hand-painted cards, brimful of novelties in cards and combinations, and of beauty in designs, and so uniform in excellence, that out of the extensive variety, it is difficult to select any one series for special mention. Altogether the entire range gives evidence of enterprise guided by experience and taste, and will probably well repay the trouble and care expended.

We are afraid that ordinary Chromo cards will have hard work to hold their own against the new and splendid array of cheap cards being supplied by this firm in packets, boxes, &c. It appears a pity such value is possible; however, cheap packets are now an established branch, and likely to continue, so long as such value and novelty is offered.

MESSESS TOWNSEND & THOMPSON, Ernest Street, Birmingham, offer a series of Christmas and New Year Cards executed in solid brass. The cards are highly polished and lacquered to prevent tarnishing, and constitute permanent and almost inde-

structible works of art. Certainly, to the lover of the antique in metal work these productions should afford the greatest pleasure. The series consists of five subjects, "Ye Yule Log," "Ye Mistletoe Gatherer," "Ye Boar's Head," and "The Annunciation." These are done up on a variety of mounts—cardboard, velvet, and plush—in all, seven different styles, which assortment Messrs Townshend & Thompson announce they will send post free, as samples for 6s. 6d. The prices range from 5s. 6s. to 25s. per dozen retail, subject to a long discount.

MESSRS JOHN WALKER & Co.'s collection is, like everything else J. W. & Co. bring out, something entirely their own. No other set of cards we have yet seen, are at all like them, and they are, therefore, not to be compared with any other lot in the market. We feel altogether unable to describe them as they ought to be described; they must be *seen* in order that their superlative merits may be *felt*, for, no matter how devoid of good taste—or any taste—the beholder may be, he could not help *feeling*, on looking over this collection, that he had something before him altogether out of the common run of such things. These cards *should be seen*, if for no other purpose than educating one's mind in all that is beautiful in such productions. Nothing appears but what is in the most exquisite taste; nothing even approaching the vulgar, nor anything which savours of the comic, or trusts to a joke for its success. Every card is a work of art, and that of a very high order. While we strongly advise our readers to see the whole of the collection, we cannot help drawing their attention to a few of the more striking lines. The "Fine Art Ivories," evidently from the other side of the Atlantic, are of rare beauty. They seem to be printed from steel plates, engraved in that charming manner which our American cousins have made us so well acquainted with. The Ivories on which they are printed, we are informed, are of a nature that will not cockle with heat like some Gelatine cards, and this fact should help the sale of this series. The "Fine Art Etchings" are another noteworthy series. They are done up in boxes, to retail at 1s., and are of four different sizes. The boxes are all in the form of books, the smallest size containing 6 etchings and 6 envelopes, and the largest 3 of each. *This is the cheapest series in the collection.* A series of Hand-painted Cards on satin panels, and a smaller series painted on delicately coloured calf, are most luxurious and really beautiful. The painting is most natural, and the grouping of the flowers, &c., very artistic. Each card is enclosed in a neat box, book form, and, to outward appearance, looks like a neat and handsome volume. The "Panel Ivories," &c., are also enclosed in folding

cards, on which are printed the greetings, wishes, &c.

There are many cards in the lot we should like to notice, but, as these patterns have come in at the last moment, and time presses, we must leave our readers to form their own opinion of them, presuming, as we do, that no first-class Stationer will consider his stock complete without a good selection of J. W. & Co.'s patterns.

MESSRS SOCKL & NATHAN, London.—The Christmas cards of this firm, and also those of

MESSRS MISCH & STOCK were noticed in our last issue, and we beg to refer our readers to it.

Calendars, 1888.

MESSRS ARMITAGE & IBBETSON, Bradford, issue a very complete assortment of Calendars for 1888. While they are all of the chromo-picture description, the subjects chosen for illustration are most attractive—a very essential feature in this class of work. The sizes range from the 8vo to the folio. As a striking advertising card we can conceive of nothing better than those calendars named "Electric"—a female figure holding aloft an electric lamp, against a dark blue background. This design is certain to meet with a ready sale. The only other pattern to which we would draw attention is that styled "A Group of Songsters," the ornamental head-piece being a group of five birds in bright plumage, printed in most natural colours. The sheet is of large size, measuring 17 × 13 in., and in addition to the usual calendar it has very full post-office information, gardening for each month of the year, &c. It has also monthly tear-off sheets, the date figures on which are very bold, being nearly $\frac{3}{4}$ inch high, with a broad face. A most useful calendar either for the office or the home.

MESSRS COND BROTHERS, Birmingham.—The productions of this firm are well worthy of notice. Of their Sheet Almanacs, or, as they are styled in the price list, "Presentation Pictures or Calendars," Nos. CB 500 and 505 are the most striking. These two numbers are the same in design, the prominent feature of which is, in the case of CB 500, a very faithful and beautifully executed portrait of Her Majesty in monochrome, while CB 505 has a similar portrait of H.R.H. the Prince of Wales. Surrounding the portrait is a representation of a handsome gilt frame; the foreground is filled in with an effective group of flowers printed in full colours, while the background and distance show hill tops and sky. The size is 22 × 17 in. No. CB 510 shows another portrait of Her Majesty printed in colours, surrounded by a wreath of laurel and oak

leaves surmounted by a crown. Underneath the portrait is a picture representing the Coronation. The ground of the whole design is solid gold, and the whole effect is pleasant, light, and taking. The prices, considering the excellent workmanship, are very low. Of their Card Calendars we cannot say so much. While they are all artistically designed and printed, every one as they ought to be, still there is a want of effect about them which it is difficult to describe. The designs are so arranged that spaces are left in which to mount illustrations, which in the case of stationers, represent account books, copying press, &c., and if an ironmonger be the purchaser, house furnishings, lamps, lawnmowers &c. Wine merchants, seedsmen, and others, are also provided for. These illustrations are printed on separate sheets, and are mounted on the calendars to suit the trade of the customers. The plan is a good one from a printer's point of view, but will it take? The calendars are all uniform in size ($12\frac{1}{2} \times 9\frac{1}{2}$ in.), and are neatly fitted with monthly label dates, to tear-off.

CALENDARS FOR 1888.—Messrs Goodall & Son's Calendars for 1888 are really a splendid assortment, and one which will maintain to the full the fair fame this firm has earned for excellent work. There are something like thirty different numbers on the list, each of an entirely different design, and comprising all the usual sizes, viz.:—Royal folio, royal 4to, imperial 8vo, and a host of smaller sizes, folding and flat. Of the royal folios there are two designs. The first (No. 27), named the "Victoria," is a most artistic and highly effective design, faultlessly printed in gold and colours, on enamelled card-board, tinted either pink or primrose. This calendar is fitted with revolving dates and index pointer. The second Royal folio is the "Office," of simple but attractive design, the figures are large and distinct—an important point in office calendars. Of the royal 4to there are, in all, five designs, the prettiest being without doubt, No. 65, "Finches and Foxgloves." This pattern has the monthly tear-off large figures, as well as the calendar for the year. Nos. 56, 64 and 68 are all most tasteful, and will find many admirers. No. 67, "Auld Lang Syne," is the poorest of the lot—is, in fact, a silly attempt to illustrate the scenes depicted in the words of Robbie's deathless song. The imperial 8vos. are a capital series, in which there are five designs all rich in colour and artistic effect. Nos. 71 (apple blossom), 70 (snow calendar), and 66 (chrysanthemum), are perhaps the best of the series. Nos. 72 (river Thames) and 73 (crocus calendar), though equally effective, are, in our opinion, less original in design. Of the small sizes there is an ample selection. Four of the patterns are flat, the backs of which

may be used for advertising purposes, fifteen are folding—one four-fold pattern, and the well-known "Porte Monnaie" Calendar. The designs are all produced with spaces for the imprint of the purchasers, which may be printed in by the Messrs Goodall, or supplied blank if so desired.

MESSRS TAYLOR BROTHERS, Chromo Lithographers, Leeds.—The Card Calendars produced by this firm are worthy the attention of the Trade. Alike for the striking originality of the designs, and the faultless printing by which they are produced, these Calendars command attention. They are all about Royal 4to in size, and are in full colours. While all are most excellent, some are more effective than others; for instance, No. 42 has a most accurate and beautiful view of the Thames Embankment and Cleopatra's Needle, the river, bridge, &c., by moonlight. This design should be a most successful one. No. 22 has a marine view—a Ship under Canvas,—also by moonlight. The sea in this picture is worked out most admirably,—the foreground is filled in with shells, sea-weed, &c., printed in most natural colours. No. 40 has for its head piece the artist-haunted, and much-pourtrayed Haddon Hall, with foreground of wild flowers. This pattern is, perhaps, the prettiest of the lot. Lago Maggiore, Italy (No. 44), and No. 41, a woodland scene with rocky rivulet will also meet with many admirers. For stationers and kindred traders these calendars are very suitable.

MR JAMES UPTON, Cambridge Street, Birmingham.—No less than twenty-three patterns of chromo calendars are shown in the book of this high-class printer. These calendars, or, more correctly, chromo-pictures, are evidently representations of pictures by artists of no mean order. The pictures are all figure subjects, full of life and beauty, and appeal at once to the senses by their natural truthfulness. Mr Upton supplies the wholesale Trade only. We have pleasure in recommending our wholesale friends who trade among grocers, &c., to see this really high-class collection.

The *Century Magazine* has "struck ile" with its war papers. The circulation is now 240,000 as compared with 135,000 in November 1885.

A CENSUS return as to the manufactories, etc., in New Zealand shows that the printing establishments in that colony number 135, employing 1999 men and boys, and 108 women and girls. The annual value of the produce of the different offices is given as £273,886. There are 161 registered newspapers in the colony. A capital of \$1,660,000 is invested in the printing business alone.—*Stationer and Printer.*

"Ye Old Tolbooth," Ayr.

ANOTHER has been added to the many excellent buildings, consecrated to the Book-selling and Stationery Trade, which are so noticeable in most of our Scottish towns. S. Irvine & Sons, the old-established and well-known stationers and booksellers of Ayr, having found their antiquated and historical premises altogether too cramped to admit of carrying on their large and increasing business with anything like comfort, resolved a year ago to have the "Auld Shop" taken down, and to rebuild it in a style which would at once be an ornament to the town, and a credit to themselves and the Trade.

The *Ayr Observer*, in noticing the opening of the premises says,—“The site has many natural advantages. Apart from its being the best in Ayr, the building which formerly occupied it formed part of the Old Tolbooth of Ayr; and with this fact in view Mr Irvine directed plans to be prepared in the old Scotch Baronial style, for which its position as a corner house is so well adapted. Now that the building is completed we are able to judge of the admirable manner in which the architect, Mr Allan Stevenson, has given effect to his client's wishes. The building presents an elegant and dignified frontage to both High Street and Newmarket Street, rising to a height of three storeys, with attics and turrets. At a slightly higher elevation—not by any means a disadvantage—a niche has been provided for the statue of Sir William Wallace, which was an interesting figure in the old building. Besides enhancing the appearance of the building by replacing the monument at some expense, Mr Irvine is to be commended for his public spirit; for old records show that it was from a window near this spot that the Scottish hero escaped from a room or cell in which he had been imprisoned by his English foes. The ground floor consists of one large shop, with two windows facing High Street, and two Newmarket Street, in which Mr Irvine will carry on his bookselling and stationery business. The shop has been handsomely fitted up, and in order that our readers may form an idea of how well the ranges of shelves and glass cases have been stocked we must recommend them to pay the premises a visit. A large cellar underneath will be utilised as a store-room. The building is of white freestone, the dressed stone being from a quarry near Stirling, and the rubble from Belston quarry, near Ayr. The whole of the shop fittings are of mahogany, and have been fitted up by Messrs Cumming & Son of Edinburgh. A feature of the premises is the manner in which they are lighted up by a new system, whereby the illuminating power of the gas is greatly increased without the aid of enriching materials, and the results obtained are said to be treble those secured by ordinary methods. The first test of the “Wen-

ham” patent lamps, by which the windows are lighted, turned out on Saturday to be highly successful. A further advantage has been secured by Mr Irvine by the windows being all airtight and dust-proof, the brilliant light shining through a glass plate at the top on to the articles on the window shelves. The whole premises are in every way well adapted for the carrying on of an extensive and growing business like that of Mr Irvine's and while the expense connected with such a gigantic undertaking must have been very considerable, there is every reason to believe that in the course of a year or two the public-spirited proprietor will discover his money to have been well spent.”



At 41 Castle Street, Forfar, on the 7th inst., WILLIAM SHEPHERD, bookseller, aged 72 years.

With the death of Mr Shepherd the bookselling trade in Scotland has lost one of its oldest and most respected members. Indeed, there is no name in the trade which is so well known as that of "Shepherd Forfar;" no bookseller or stationer brought up in any of the wholesale houses in Scotland during the past half century but is familiar with that name.

The *Dundee Courier*, in announcing the death, says:—"This well-known gentleman died about half-past seven o'clock yesterday morning at his residence in Castle Street. For some months back he had not been feeling very well, and recently went to reside at Edzell, in the hope that the change would be beneficial; while there, however, his health completely broke down, and about a week ago he had to be removed home, and since then had not been able to be out of bed. Mr Shepherd, who was a native of Brechin, came to Forfar nearly half-a-century ago, and set up as a bookseller. About fifteen years later he added the printing business, and soon succeeded in establishing an extensive and successful trade. He was of a retiring disposition, and took no part in public affairs, but was nevertheless highly respected by the community. Deceased, who was 72 years of age, leaves a widow and three of a family. He is succeeded by his son, Mr William Shepherd."

At South Queensferry, on the 7th inst., DAVID MASON, bookseller and stationer, in his 65th year.

CRYSTAL PALACE BONDS GOLD-MEDAL-MARKING-INK.
 PREPARED BY THE DAUGHTER OF THE LATE JOHN BOND.

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 HONOUR TO EVERY PURCHASER OF A 1/- BOTTLE
 OF A ROYAL LINEN MARKER IN CASE
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**The Stationery Trade Review and
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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.

Jubilee

SINCE our last paper on this subject was issued the event has come and gone, and with fitting pomp and circumstance was celebrated at Westminster.

After all, something more Imperial might have been done as a Jubilee. It cannot come often in the history of an Empire; it has not often happened in the history of this country. Why, therefore, should there not have been one day held all over the Empire and dependencies, on which large and striking works of benevolence might have been done,

so that the remembrance of the day would have dwelt in the memory of the people long after that of a mere procession in one corner of this vast Empire was forgotten.

It has been amusing—from a literary point of view—to watch the efforts made by Journalism fitly to describe the various pageants and processions. Journals like the *Scotsman* have forsaken the paths of fact and prose, and soared into poetry—shade of Yellow Plush—no more "high falutin" style, or more "flunkeyism" of sentiment, was ever seen in "Jeames's Diary," than has been witnessed in this Jubilee gush. But then the other side has not been behind, a radical Edinburgh evening paper talked of Royal personages as "mere bubbles on the sea of humanity." We presume, however, that some really good and sedate historical pen has been engaged to give to posterity a faithful and historical account of such an unique and interesting event. We are safe to have from Mr Lockhart's brush a worthy rendering of his side of the picture—Scotland again to the front.

...
 In our previous paper we gave some sketches of

the progress made in the various arts and manufactures we represent, and the increased use by the people of the means of education and knowledge. At the root of all this lies paper-making; without paper it would be difficult to imagine a state of society like the present, and without the means of indefinite expansion in its manufacture, the wheels of the printing press would have been clogged, if not entirely stopped.

It may be interesting to give, from a paper read to the recent meeting of the Balloon Society, a short history of the invention and introduction of this famous "world-compelling" machine.

"It was in the year 1799 that a humble clerk, Louis Robert by name, employed in a small paper-mill at Essones, first conceived the idea of making a continuous web of paper. A small model he produced to his employer, M. Didot, caused that gentleman to purchase the patent which the Government had granted for the invention. M. Didot undertook to perfect and complete Robert's crude idea; but, after many efforts, he finally despaired of obtaining in France any assistance, monetary or otherwise, in carrying out his object, and in 1802 he came over to this country. He found in England that enterprise his native country had failed to afford. The invention was taken in hand by the Messrs Fourdrinier, who went to an enormous expense and trouble over it. With the assistance of an engineer, Bryan Donkin, they produced the first paper machine ever established, and which was set up in Hertfordshire, at Frogmore, in 1803. This machine, however, was necessarily very imperfect, and the Messrs Fourdrinier devoted the remainder of their lives and fortunes to its improvement and development. The great costs incurred in this work threw them into the Bankruptcy Court. Obligated to ask Parliament for an extension of the English patent, the House of Commons granted them fourteen years, which the House of Lords subsequently cut down to seven. This, however, under the circumstances was a matter of very little importance to the unfortunate patentees. Thanks to the enterprise and indomitable perseverance of these unwearied merchants, the first paper machine in the world was, as I have said, erected in Hertfordshire. In 1811, no less than eight years later, a paper machine after the English model was set up in France. In this it will be seen, as in other instances, England has always been first in industrial progress, other nations being content to witness the advent of and copy those grand inventions that have given her a position among the countries of the world unparalleled in the annals of the human race. I need hardly say how prodigious was the impetus given to every class of industry, every section of arts and sciences, by the introduction of this most beneficent invention. Only five years after the patent expired there were no less than sixty Fourdrinier machines working in the United Kingdom. There were about 490 hand-mills in operation at the same time, making, roughly speaking, 550 paper-mills in all. In France, at the same date (1822), there were five only. Since then the development of the paper-making industry in England has been very rapid. It is true, the number of paper-mills is smaller than it used to be; but they are better appointed, and much larger in extent. It is true that we are equalled, if not excelled, in one or two sections of our manufacture; but taking it all round, I may say that the paper industry is no exception to the pre-eminence that Great Britain has obtained for so many of her industries. This may be grieved by some cavillers; but while foreign manufacturers pay English mill-owners the compliment of counterfeiting their water-marks and forging their trade labels, no one can easily dispute the reputation, at least, which we have justly acquired for this class of our productions."

We may add that different engineers have contrived variations of construction but the general principles are the same. The machine exhibited by George Bertram of Edinburgh at the International Exhibition in 1862, was universally acknowledged to be by far the most complete and perfect. The productive power of the most recent machine is very great, it moves at the rate of from 30 to 70 feet per minute so that the stream of pulp flowing in at one end is, in two minutes, passing out finished paper at the other. It has been computed that an ordinary machine, making webs of paper 54 inches wide, will turn out 4 miles a-day, and that the total production of all the mills in Britain in 1883 was not less than 6,000,000 yards, or 3,400 miles daily, and since then it has increased.

Judging from good data, this manufacture has more than trebled since the abolition of the paper duty.

In addition, however, to the increase in number and speed of the paper-making machines, we must see what has been done to provide raw material for their insatiable demands. Long ago it was seen that the supply of the "Rags" would be quite inadequate to meet the demand for paper, and this, of course, set clever and enterprising men to find out other materials for the purpose, and no chapter in the history of patient and skilful research is more eloquent than the search for paper-making "stuffs." We have jotted down a few data showing the wide range and duration of the quest.

The most important of these is, of course, Esparto, the patent for which was taken out in 1856 by Mr Thomas Routledge of Sunderland, and the introduction of this material revolutionised the trade. The amounts imported at various times are—

Esparto imported	1863,	18,000 tons.
"	"	1870, . 100,000 "
"	"	1883, . 206,000 "

The list opens with Nathaniel Bladen, who, in 1680, took out a patent for "an Engine, Method and Mill to make Hemp, Flax, Cordage, Cotton, &c., and all sorts of materials into paper and pasteboard," and since then we have had the following:—

Various Substances.	Dates of Patents.
Aloe Fibre,	Berry, 1838; D. Harcourt, 1838; Small, 1838; May, 1852; Bark, 1855.
Asbestos,	Maniere, 1853.
Bagging or Sacking, .	Stiff, 1853; Wheeler & Co., 1854; Rossiter & Co., 1854; Smith & Co., 1855.

Various Substances.	Dates of Patents.
Banana Fibre, . . .	Berry, 1838; Lilly, 1854; Jullion, 1855; Burk, 1855; Hook, 1857.
Barks of various kinds, .	Koops, 1800; Balmano, 1838; Nerot, 1846; Coupier, 1852; Johnson, 1855; Kelk, 1855; Lotteri, 1855; Niven, 1857; Broad, 1857; Hope & Co., 1857.
Bean Stalks, . . .	D. Harcourt, 1838; Brocman, 1855.
Cocoa-nut Fibre, . . .	Newton, 1852.
Cotton,	Williams, 1833; Coupier, 1852; Crossley, 1854; Sibley, 1857.
Manilla Hemp, or Plantain Fibre,	Newton, 1852.
Straw,	Koops, 1800; Lambert, 1824; Zander, 1839; Coupier, 1852; Stiff, 1853; Poole, 1853; Helin, 1854; Fraser, 1854; Cauchard, 1856; Castelain, 1856; Broad, 1857; Wheller, 1857.
Thistles,	Koops, 1800; Lord Berriedale, 1854; Lillie, 1854.

American, and Continental makers. Although pens made wholly of metal began to be manufactured at the beginning of the century, they were so imperfect and expensive (costing 2s. 6d. each) that little progress was made in their use. In 1820, Mr Gillott introduced considerable improvements into the manufacture, but in 1821 the price of steel pens was still £7, 4s. per gross. In 1830, Mr Perry patented certain improvements, and these were developed by Josiah Mason, and this was followed by additional patents by Joseph Gillott in 1831. It is remarkable and unusual to find—after the lapse of so many years, and the competition which has changed almost every other business—that these two firms still hold their own as the chief makers of the article. But what changes must they have experienced! Mr Gillott has said that he now sells a better pen for 6d. per gross than he made in 1821 at £7, 4s., and the output of pens over the world must have increased at an untold rate. It is impossible to give exact data for this increase, but we find that the two firms mentioned consume weekly ten tons of finest Sheffield steel in making over 300 million pens, and there is no apparent sign of decrease either in the quantity or variety of pens. Not a single eccentricity of writing can be indulged in but a pen is made for it—not a single fad but has been tried, and all seem to have a certain success. The latest development—that of the pen which carries its supply of ink—opens up a new departure, and one which our American cousins have taken the lead in developing. There is evidently in this convenient form of pen and ink a considerable future. . . .

Occupying a much less important position than Paper in the development of our trade, Pens are, however, the next article deserving of more than a passing notice.

When Her Majesty's "hand" was being formed to write the *Victoria R.* now so familiar, it must have been with the quill—for steel pens were not in use when she went to school. Well do we remember the days of "quill driving"—when the mending of the pens was a serious portion of the day's work to every Dominic. A pen was a pen in those days, and dearly did our backs pay for it if we brought one of them too soon, or too often, to be mended. Now all is changed! The quill is only seen in the "clubs," or used by a few antediluvians who think it looks "the thing" to be seen flourishing it.

The rapid advance in education, and the necessity for a cheap and ready instrument with which to put ink on paper, produced the Steel Pen, which, in every variety of shape and style, pours out in millions daily from the factories of English,

Next to Paper and Pens comes Ink, and while we can, during Her Majesty's reign, note in the former articles a distinct advance over old methods, we are not so sure if this is the case with Ink. We have seen documents written in the twelfth and thirteenth centuries, where the ink was almost as brilliant and fixed as the day on which it was written. We doubt if much of the Ink in the present day will look as well in A.D. 2300—we fear not, for it is obvious that many of the most recent Inks owe their quality and colour to fugitive dyes instead of pure and permanent ingredients.

It is curious to find in this connection that the indefatigable James Watt, of Steam-engine fame, appears in 1780 taking out a patent for a copying-ink, and since that time the use of ink for copying purposes has been continued. More recently, however, inks have been invented which can be used either as copying or writing inks, and this no doubt adds much to their convenience in use, although it does not by any means add to their permanency. When the art of copying letters by the now well-known process of damping and pressing in the "Letter Book" and Copying Press was not so well

understood, amusing mistakes were made. We recollect of hearing a learned Judge severely comment on a witness, who admitted having dispatched a letter which he had thus copied without comparing it word for word with the original MS.!

While there has not been any really scientific advance in writing inks, it is different with printing inks. There the greatly increased demand has spurred up chemists to new efforts and the result is that to-day better printing inks are produced for a tenth of the cost of a more inferior article 50 years ago. We have always been of opinion that too little is heard of the inkmaker in the production of books. Without a really permanent and workable ink, the best machinery in the world will not produce good printing; and while endeavour should be made in the direction of cheapness, still more attention should be given to quality, it is a false economy that spoils a book for a saving of 6d. per lb. in the ink. The recent history of the manufacture of this article would form an interesting chapter in the Trade history of our time. Many a large printing ink factory of to-day had its rise in very small beginnings. We remember how the head of one of the largest makers of to-day used to make the ink with his own hands, take samples to London, and, having sold the lot to the *Times* and other papers, hurried home the same night to make another lot. All honour to such perseverance; these are the men who have made our business assume the proportions and position, in the country and the world, that it has done.

Such is a very hasty sketch of the advances made in these three staples in which our trade is concerned during the reign of Her Majesty, and whose Jubilee has been our text. Will the next fifty years mark an equal rate of progress? We will not be there to see; but let us hope it will, for there is no limit to the invention of man, and there is no wider and nobler field for the exercise of his powers than in the promotion of these arts of peace and wisdom with which our Trades are identified.

THE 175 employés of the New York *Staats Zeitung* received recently their annual dividend of 10 per cent. on their total earnings for the year. Mr Ottendorfer has shown his appreciation of his employés' services in this way for the last seven years.

A PUBLISHER of New York says that on an average he has five books, in manuscript, offered to him every day. These literary efforts are for the greater part novels and poems.

"This work is so easy," the Novelist cried,
 "I write my three volumes with speed."
 "If so easy to write," the Reviewer replied,
 "You might make them easy to read."

Mother Goose.

WE extract the following from an American Journal (*Geyer's Stationer*) believing this piece of biography will be new to our readers:—

"Mother Goose's maiden name was Elizabeth Foster. She was born in Charlestown, Mass., in 1635, and married Isaac Goose, of Boston, in 1693. She was his second mate, and began her maternal life a stepmother to ten children. She added six more to that number. Think of it! Sixteen goslings to a single goose! Is it any wonder that she poured out her feelings in the celebrated lines:

'There was an old woman who lived in a shoe,
 She had so many children she didn't know what to do!'

Yet her family cares sat lightly upon her and she survived father Goose many years. Still she staid by her nest and led and fed her flock until they were able to swim by themselves. One of her daughters married Thomas Fleet, a printer by trade, with whom she went to live and insisted on being a nurse to his children, and there she lived and sang from morning until night,

'Up stairs and down stairs,
 And in my lady's chamber.'

Thomas Fleet sold songs and ballads at his printing office, and one day a happy thought struck him. So, while she sat in her armchair or shuffled about the house lost in sweet dreams, he carefully wrote down what he could of her rhymes which fell from her lips. Soon he had enough to make a volume. These he now printed and sold under the title of 'Mother Goose Melodies for Children. T. Fleet, Printer, Pudding Lane, 1719. Price, two coppers.' The Rev. J. M. Manning, D.D., formerly Pastor of the Old South Church, Boston, at a festival not many years since spoke very truly, to my mind, when he said: 'Not Homer or Shakespeare is so sure of immortal fame as Mother Goose. Considering the love in which her melodies are everywhere held, their freedom from anything which might corrupt or mislead the infantile mind, their practical wisdom, their shrewd mystery and motives of human conduct, one is in all soberness forced to admit that her name is among the brightest of the jewels which adorn the brow of the Old South. Let us hope that the day is not far distant when a memorial statue will be erected to this venerable lady in one of the parks or squares of Boston.'

SCARCELY a newspaper existed in Japan twenty years ago and now there are 551. The book trade has also made a remarkable advance with the advent of printing in Japan, there being 3538 book shops supplying the wants of the inhabitants of that Empire.—*Stationer and Printer.*

LOCAL NOTES

(FROM OUR OWN CORRESPONDENTS).

ABERDEEN

THE "Granite City" was not in any way behind the rest of Her Majesty's dominions in showing loyalty on the occasion of the Jubilee. In fact, we had a double jubilation.

The Town Council, in its wisdom, appointed the Saturday previous to the real date, and, as all shopkeepers know, it could not have been fixed on a more inconvenient day for them. They rebelled; and, in public meeting assembled, agreed to shut their shops and "do" the holiday on the proper day. The result was, that the city was in a Jubilee mood and a Jubilee dress from the Saturday till the Tuesday, with illuminations on both these evenings.

In spite of the dull times, some of the stationers vied with their neighbours in decorating their establishments for the occasion, while others went on the principle of "nature unadorned, adorned the most."

Trade has been rather better in our line for a month or so back, and I hear the term accounts have been fairly well paid.

If the summer tourist doesn't spend all his cash before coming to Aberdeen, but reserves a little for the laudable purpose of reducing our stock of summer goods, there will be a chance of our being able to afford a short holiday this year yet.

A young man from the country, with the full sense of the responsibility of a father, and with the experience of many a sleepless night, called on a local stationer with the query, "Hev ye ony bone gum rings for bairns?" "No, sir." (Our friend, who does keep an immense assortment of miscellaneous articles under the category of general stationery, draws the line at "gum rings"). Customer, after thinking a minute, "But ye'll keep the *Christian Herald*?" Was it as a substitute?

After all, "gum rings" are as elegant, and perhaps as necessary articles of stationery, as "jubilee pails"—warranted painted iron, 6d. each,—which some of us have to adorn our windows with until the new volume of the *Encyclopedia Britannica* is published.

Back-shop printing has proved a very profitable branch of business to stationers in other towns, and would be so here if we didn't begin to cut one another's throats over it already. When the public can be supplied with 10 dozen Antique Note Paper, printed with any address, for one shilling, one is apt to think that the printing as well as the paper must be rather antique.

BIRMINGHAM.

IT is now the retailer's time to make hay, and if sunshine and heat are any help in the making of the golden harvest which is the due of the shopkeeper, he may be said to be specially favoured. The heat is indeed intense, but as it is this kind of weather the shopkeepers have been wishing for, it only helps to encourage their efforts to push a trade, an exertion which requires a considerable amount of energy and a Spartan-like nature when the barometer registers about 100° in the shade.

* * *

THE activity of the retail trade is, at the time I write, of a very pronounced type, and it is quite cheering to notice that spite of the black cloud which has overhung the general trade of the district for some time past, there is a section of traders who have little, if any, cause to complain. The trade in outdoor games—tents, garden-seats, etc.—which is principally in the hands of Messrs Barnaby & Co., Joseph Solomon, and H. Gore & Co., is at its brightest. Lawn tennis racquets, balls, and other requirements of the game are dealt in by almost everybody, the outfitters seeming to have taken quite a fancy to this trade.

* * *

IN stationery, correspondence cards and fancy note paper take the lead, and at Mr Blackett's, Messrs Gore & Co., Osborne & Son, and Barnaby's wonderful selections are seen.

* * *

PHOTOGRAPHS of the Queen are still selling well, and many of the leading stationers devote considerable window space to their display. The photographs of Goupil et Cie. are also a good saleable line. Hagelberg's chromos are making good headway. Some of the series are well spoken of down here.

* * *

THE personnel of the trade has not for a considerable period undergone any important changes, until the last month or so, when by some chance or other two or three changes have taken place almost simultaneously. First Messrs Stanford & Mann open a new stationery establishment in New Street, then Mr Willey's old news-agency business is transferred to Houghton & Co., Limited; and, in between, Mr Berkley, of rubber stamp fame, removes from Congreave Street to Livery Street; and while at Handsworth to-day, I noticed the new establishment of Mr Arthur O'Neill was in course of building. Mr O'Neill, who now combines the several trades (or professions) of printer, stationer, postmaster, and

income-tax collector, tells me his new place will be ready for occupation in September, and he further informs me that he is going to leave the "fancy" field to his neighbours Thwaites & Stanford.

As Birmingham is more closely related with the stationery trade through its manufacturers than its retailers, a review of the trade of the district without any mention of its manufacturing houses would be like the play of *Hamlet* with the erratic Prince of Denmark left out.

To begin with the most important industry of pen-making, I may say the manufacturers in this branch are among the most lucky of individuals, for not a solitary one has any complaint to make regarding the state of commerce. In this trade the making of a name is everything, and as the building of Rome was not accomplished in a day, neither is the building up a fame as a pen-maker accomplished without waiting for many years. Take the names of the whole of the pen-makers in the town, and it will be found almost without an exception that all are old firms who have been in existence for years. John Mitchell, William Mitchell, Joseph Gillott & Sons, Josiah Mason (now Perry & Co., Limited), are all found in a directory I have before me of 1837; while Hinks, Wells, & Co., M. Turner & Co., Baker & Finemore, George W. Hughes (the late chief of which travelled for Thomas Lowe, whose business is now in the hands of John Heath, the gentleman who originated the trade in stationers' sundries), won their spurs years ago. M. Myers & Son are a firm of many years standing, and Mr C. Brandauer's firm is not a young one.

In connection with the pen trade I have a couple of little incidents which have come under my notice that I think deserve to be made known, if only for the purpose of acting as an antidote to the screeches of the agitator who would make the working man believe that the capitalist is his worst enemy. Both of the incidents are in connection with the observance of Jubilee day in Birmingham. The first took place at the works of Messrs Baker & Finemore in St Paul's Square, where the proprietor, in answer to a request from his employes to open his works on Jubilee day, said he would be sorry for the workpeople to lose their wages for that day, and he would grant them the privilege of making up the time lost by overtime. An action like this is generous to a degree. But Messrs Gillott's workpeople fared even better than this, for the firm, in addition

to paying their extensive staff for the 21st ult., every person was presented with a week's wages as a Jubilee gift. All honour to a firm like this who sought to scatter with a lavish hand such a gift as would enable their workpeople to exhibit their loyalty to their Sovereign without the feeling being present that their wives and little ones at home would be deprived of some needed comfort by the loss of a day's wages.

QUITE an antithesis to the pen trade is to be found in the branch most closely allied, *i.e.*, the pencil case trade. Here in both best and common, a scarcity of orders is felt, and nearly every maker you come across raises his voice in lamentation.

THE trade in stationers' sundries, which now-a-days includes almost anything, has remained particularly bright all throughout. Just now the home trade is dropping off, and many of the firms connected with this important branch of commerce have commenced the half-yearly stock-taking. Jam pot covers appear to be a line which has "struck it," and from Mr Sellers I hear very good accounts of this particular line. The sales of imitation parchment are, however, on the wane.

STATIONERY CASE making, which is just now out of season, as it were,—it goes on the appearance of the lamb and re-appears with the partridges—still finds employment for a number of hands at Mr. J. S. Downing's. They are very busy, considering the time of the year.

PRINTERS are, as a body, well employed on general work, and some of our first-class houses are quite busy. The jobbing trade is, however, not so good as it might be, and the smaller men are not keeping their presses working with such regularity as, with present prices, it is necessary to do to keep moving in the right direction.

This system of giving one's self away, as it were, to catch a customer is growing to almost an alarming extent, and there is no knowing to what lengths it may yet extend. Only the other day I had an instance of the insane folly of the printer of to-day. A man wanted a few cards, bill-heads, &c., had prices quoted by several travellers, and when, with the keenness which characterises the purchaser of 100 bill-heads just as much as it does a man who orders 20,000, the buyer sought to beat down the price, the traveller almost immediately said,—"*Give me the order, and I'll cut the blocks for nothing.*"

The said blocks being worth at least 6s. to engrave, and as I happen to know what the estimate for the whole job amounted to, I am in a position to say that the "drummer's" expenses will barely be covered by the profit.

THE examination of Willey, the wholesale news-agent, of Union Street, was a series of strange disclosures, and it would appear the debtor is entitled to sympathy. He stated, in answer to the Official Receiver, that the business which had always been carried on in Union Street was founded by his father, after whose death it was continued by his mother until 1882, when she also died, and he (the bankrupt) took out letters of administration and continued the business. He had two brothers and a sister, and the value of the business at the time of his mother's death being £400, the individual shares of the children came to about £100 each. He agreed to pay each brother and sister a certain sum per week out of the business, and in this way had paid them more than their shares. His sister took proceedings against him in 1885, alleging that the profits of the business were greater than he represented; and he had to pay in those proceedings £150 in costs. He lost at least another £150 by having to remove his business to the other side of Union Street while the original shop was being rebuilt. Owing to neglect of some process of law, he was committed to prison for contempt of Court, and to get out, he was obliged to make an arrangement with his sister, and in order to keep up that engagement, he had to pay out all the money made in the business. When he found he was insolvent, he consulted the largest creditor, by whose advice he continued to trade.

At a meeting of the creditors of Joseph & Son, of Birmingham, Port Elizabeth, and elsewhere, who recently "stopped" with very heavy liabilities, Mr Thomas Cond, the printer, spoke out in a manner which was evidently not at all appreciated by the Hebrews present. To tell a body of men that "they had not forgotten the lessons their forefathers learnt in the land of Egypt" was somewhat strong; but considering the treatment Mr Cond's firm received at the hands of the bankrupt firm, one cannot help feeling that it was called for. When a man gives a swell dinner party on the eve of his bankruptcy, and the printer of the menu and invitation cards is scheduled among the creditors, a man of types is apt to feel somewhat "riled."

AMONGST the presenters of addresses to the Queen was Mr Victor Milward, one of the proprietors of the *Daily Gazette*, who, with Mr Everitt, had charge of one from the county of Worcester.

A NEW limited liability company has just been formed under the style of Morris Bros. & Company, Limited, to take over the lithographic and letterpress printing works of Messrs Morris Bros. of Bishop Street. The capital is £5000 in £5 shares.

A NEW bye-law has just come into force which reads as follows:—"No person in a vehicle or on foot shall exhibit in any street any advertisement on any vehicle that may be used or constructed solely or chiefly for the purpose of exhibiting advertisements." And one of the first to be summoned under it is a perambulator maker, who had a small carriage drawn by four goats, perambulating the town. The plea that it was used to deliver goods because a few toy books, got up with the sole purpose of advertising the publisher were placed on the cart was not accepted.

ANOTHER relic of old Birmingham is about to be removed, in the premises now occupied by Messrs Webb, bookbinders and printers in Midland Passage, High Street, which were formerly occupied as a type foundry by John Baskerville. Diligent search will be made during the demolition of the building in the hope of finding some of Baskerville's type.

EDINBURGH

IT is pleasant to note that, with the bright weather of June, the shopkeepers of the city mostly confess to a brighter trade. This is the more satisfactory as the increase can hardly be attributed to strangers and tourists, who have not yet begun to throng our streets. With July the *tourist* trade usually commences, and continues on till October; but, as Edinburgh got such a large share of the attention of strangers last year, in consequence of the Exhibition, the flocks of these migratory customers may not this year be so numerous. General trade among stationers is still dull, although one or two of the manufacturing houses are known to be busy. The only excitement about seems to be in the ink trade. The American makers seem determined to drown old Scotland in ink; indeed, if we are to accept the stories of the representatives, the number of gallons and bottles sent here annually seems enormous. It used to be thought that the only liquid consumed in any quantity in Scotland was her own well-known "mountain dew," but in these days of temperance and talk, the inspiring fluid must give place (in the matter of quantity consumed) to this American black draught. All this, of course, on the authority of the drummers. But is it so? And are the American inks better than the best of our home *brewers'*?

The printers here are all well employed, and have been so for some weeks. In this connection it may interest your readers to know that Messrs Morrison & Gibb have just opened an extensive and additional establishment to their Queen Street works at Tanfield, Canonmills.

Lithographers are, generally, also fairly busy. Bookbinders are not busy.

Bonnington Paper Mills are again in motion after having been shut down for two months, repairing the damage done by the late fire.

The removal term produced no changes of any note in the Trade this year.

INVERNESS.

THE great Jubilee day is now a thing of the past. We in the "Capital of the Highlands" were favoured with beautiful weather, and had a very successful demonstration, with grand review of militia and volunteers in the afternoon. The *Illustrated London News* of the 9th inst. has honoured Inverness by producing a wood-cut showing the design of the handsome casket which contained the address that our worthy Provost had the honour of presenting to our Queen.

The Booksellers and Stationers are now putting their stock in order, for display during the Tourist season just commenced, and are hoping for a good season's trade.

Mr McLaren of the Inverness Station bookstall has opened stalls at Nairn and Dingwall Stations, and Mr Cornet, Inverness, has re-opened his bookstall at the famous Strathpeffer Spa. The Spa is already full of visitors.

Trade in general is still very quiet, the only branch of our Trade that I hear of as being busy is Letterpress printing.

LONDON LITERATURE.

I SUPPOSE it is due to the Jubilee shows and festivities that the book trade in London has been so unprecedentedly dull during the last six weeks or so. Except in lives of the Queen there has been next to nothing doing, and many of us will not be sorry when people's ideas return to ordinary channels.

Of Jubilee books there is no end, mainly "Lives of the Queen." I don't know how many of these have been published this year, but I should think not less than seventy. Many of them are mere paste and scissors productions, and will, as a natural consequence, have but a transitory existence.

Messrs Partridge were early in the field with their 2s. 6d. "Queen Victoria, her Life and Reign," by T. F. Ball, with the result that they sold large

editions of it while the market was comparatively clear. Mrs Valentine's "Queen Victoria, her Early Life and Reign," published by Warne at 1s. 6d. in cloth, is one of the cheapest and most useful that has appeared. Nisbet's book, "Story of the Life of Queen Victoria," by W. W. Tulloch, has had the advantage of being revised by the Queen herself, and may consequently be taken as an authoritative account of the principal events of the reign. Nisbet also publish another "Life," by Miss Marsh, author of "English Hearts and English Hands." This one is entitled "Our Sovereign Lady," and will no doubt be appreciated by those who prefer to dwell upon the private and domestic life of the Queen rather than upon the political history of her reign.

By far the most important of the Jubilee books is the comprehensive collection of papers published by Smith, Elder, & Co. under the title of "The Reign of Queen Victoria; a Survey of Fifty Years of Progress," edited by E. Humphry Ward, 2 vols., 32s. This is not a compilation, but a really valuable original work. Each subject is dealt with by men of the highest eminence in their several departments, as the following names will testify:—The Army, by Lord Walseley; the Navy, by Lord Brassey; Science, by Prof. Huxley; Literature, by Dr Garnett; India, by Sir H. S. Maine; Medicine and Surgery, by Mr Brudenell Carter; Law, by Lord Justice Bowen; Finance, by Mr Leonard Courtney; The Universities, by Mr C. A. Fyfe; The Theatre, by Mr W. Archer; Schools, by Mr Matthew Arnold, and other names equally striking.

While discussing Jubilee books one must not forget Mr Punch's "Victorian Era," pictorially arranged with annals of the time from the contemporary pages of *Punch*. This is to be completed in about ten monthly parts at 2s. each, of which two have already appeared. Reproducing the famous *Punch* political cartoons this work must necessarily be a success, but I cannot help thinking it would have been a much greater success if the parts had been issued at one shilling each instead of two. The immense sale of Mr Leech's pictures, published by the same firm in one shilling monthly parts should have impressed Messrs Bradbury with the great popularity of that price for a periodical publication.

There are, I suppose, few books in English literature that have received the same amount of critical attention as Boswell's "Life of Johnson." The Oxford Clarendon Press have just published Dr Birkbeck Hill's new Boswell in six vols. at three guineas. This will at once take its place as the best edition that has yet appeared. The notes are exceedingly full, minute, and comprehensive, and altogether the editor's labours are spoken of in the most eulogistic terms. In 1831, Macaulay, in a

review of Croker's Boswell, said—"The merits of Mr Croker's performance are on a par with those of a certain leg of mutton on which Dr Johnson dined while travelling from London to Oxford, and which he, with characteristic energy, pronounced to be 'as bad as bad could be; ill fed, ill cooked, ill kept, and ill dressed.' This edition is ill compiled, ill arranged, ill written, and ill printed." Yet in spite of Macaulay's tirade, Croker's Boswell has held its place at the head of all editions until the appearance of Dr Birkbeck Hill's this year. So much for the opinion of perhaps the most influential critic of his time.

In London alone Messrs Longmans subscribed about 11,000 copies of Mr Rider Haggard's new book "Allan Quatermain." This is said to be the largest number ever subscribed for a six shilling novel. Just at present Mr Haggard is the most popular novelist of the day, but I cannot believe that tales of impossible adventure like "She," "King Solomon's Mines," and "Allan Quatermain," will long hold the public taste. One could understand their *raison d'être* better if they were written professedly as boys' books of adventure. "Allan Quatermain" is not yet finished in Longman's *Magazine* in which it has been running for some time. It makes a rather thin six shilling volume, but it is well illustrated, and I have no doubt will have a very large sale.

There seems to be a growing impression that we are getting too many books about books. Fascinating reading as these undoubtedly are to people of literary tastes, there is considerable danger of the thing being largely overdone. At the same time papers on literature are very suitable as magazine articles, helping as they do to cultivate public taste. "Obiter Dicta," second series by Augustine Birrell, just published by Elliot Stock, is a book of this class. It includes a series of papers on Milton, Pope, Johnson, Burke, Lamb, Emerson, Book-buying, etc., most of which have appeared before in periodicals.

Of the cheap monthly series I will mention as briefly as possible the new volumes for July. In Walter Scott's favourite Camelot series we have "White's Natural History of Selborne," and this work has also recently been added to Routledge's Excelsior series; it has also appeared in Cassell's National Library in two vols. The new volume of the Canterbury Poets is "Poems by Bowles, Lamb, and Hartley Coleridge." An extra midsummer volume of this series is announced, to be entitled "Sea Music." This will be published during July, and will contain poems and passages descriptive of the sea, selected from the English poets from the time of Shakspeare to the present day. The "Life of Charlotte Brontë," by the author of "Obiter Dicta," is a very welcome addition to Mr Scott's series of

great writers. The July volume of the Pocket Edition of Thackeray is "The Book of Snobs," and of the 1s. 6d. Dickens, "American Notes, etc." Routledge's new volumes are Lytton's "Rienzi," in the cheap uniform edition of that author now publishing; Campbell's poems, in the Pocket Library; and Lord Lytton's "Schiller," in Morley's Universal Library. They have also put this work into their Excelsior series, and it has recently been added to the Chandos Classics by Messrs F. Worne & Co. This sort of repetition of books is rather too common between certain publishers. Both the trade and the public would be heartily glad if it were discontinued. Mr Walter Scott, now, manages admirably; his selection is always attractive and original, and very seldom clashes with the volumes of any other series. The new volume announced for July of Vizetly's Mermaid Series is "Beaumont and Fletcher," but (at the time of writing) it is not yet in the hands of the Trade. The publishers are doing this series more injuriously than they are perhaps aware of by tardiness of publication.

Mr F. Marion Crawford, the author of "Mr Isaacs," commences a new story entitled "Marzio's Crucifix," in the "English Illustrated Magazine" for July; and "Belgravia" contains the opening chapters of a new novel by W. Clark Russell under title of "The Frozen Pirate"; but on the whole the July magazines contain little of striking importance.

MANCHESTER.

TRADE in the city has reached its climax of dulness, and the Exhibition has helped to make it rather worse at this particular time of the year.

The shopkeepers of Manchester have met to protest against the sale of goods not manufactured at the Exhibition, but with little effect. Some of the toys are sold at a profit of a hundred per cent., and the remedy the shopkeepers are applying is to mark articles at a lower price. Say, "1s. Sold, at the Exhibition at 1s. 6d." As in Edinburgh, the shopkeepers in our line do not profit by this "big shop."

Mr Day, bookseller, Market Street, is a bankrupt. Mr Boyd, a little higher up the street, shuts up this week. When will booksellers give up cutting their own throats?

Mr Day was the first to commence 3d. in the shilling off books *all round*. Others in the town gave it off *some* books, years previously.

John Heywood will gradually absorb all large contracts. He gives the Free Library 4d. off the shilling. Being a large wholesale buyer he has, in many cases, an extra 5 per cent. over and above the retail shops. Query, is it fair to compete with them? Have they any chance?

PAISLEY.

JUBILEE. I daresay most of your readers are tired of this word, and shopkeepers having Jubilee stock will be more than tired of it. The only good investment in Jubilee "lines" was the new gold five pounds piece—a medal worth having, and which I am told was selling in London on the first week of issue at a premium, as high as ten and twenty pounds being given for it. I wish I had been a seller.

Of course, we in "Seestu" had our Jubilee Jinks as well as other places—"feeds" to the poor, banquets to the rich, illuminations, &c. What came over the knighthood for our worthy provost? *I hope the pair bodie wasna' sair disappointed.* But what has this got to do with business, or who can bother with business in such fine weather as this? With the temperature at 110 one feels rather limp. There is very little business doing in town at present, although our school holidays do not come on till August, many of our best families are already seeking a change at coast or country, which tells upon most of us, as we get no tourists to make it up.

Christmas cards are being pushed to a wonderful degree this year. I have not looked at a pattern book yet, but unsolicited, have had terms quoted that beat all record. I am anxious to see or hear about the novelties in private cards for the coming season. Should any of our friends care to send me patterns or sample books, they might send them to you addressed "Seestu," and you could send them on to me—for opinion. I gave some hints in the January number on the binding up of books of private cards, which, I believe, were worthy the attention of the Trade.—"SEESTU."

STIRLING.

A return of good trade is as much desired as rain is on the thirsty fields. The usual run of tourists have been so occupied with our gracious Queen's Jubilee in London, and our American cousins have all been attracted to the great city from the same cause—an event in one's life—to tell their sons and grandsons that they were at the Great Jubilee in 1887. It is over now, and a great influx of visitors are looked for all along the Highland line, after the heat of London, the braeing mountain air is much required. It is to be hoped they will scatter a share of the new coinage wherever they go. As to business, gleaned from a variety of sources, it is nothing to boast of, either wholesale or retail; and the game of "Beggar my Neighbour," as played in Edinburgh and Glasgow by the Booksellers, I feel sure, hurts the country Trade to a considerable extent. It cannot last for ever, some may

go to the wall. Pity it is, it cannot be stamped out as our authorities do with the cattle disease, or draw a line round the infected district. The Book Trade is not the only business in a bad way (what business is not?), our farmers, our millers, our sugar dealers, &c., &c., cut out by foreign competition, not by Fair Trade or Free Trade, so called! but by the Foreigner, so backed up with Bounties. It is an unequal race. I see, like the old Prophet, a cloud like a man's hand, rising on Mount Carmel, and it will increase. The saying is, "It is often darkest before the dawn." I am sure we all hope for better times, and trust the Jubilee year will usher in the dawn of better days!

From your last I am glad to hear the *Stationery Trade Review*, so well launched and piloted by Mr Glass, is so well steered by its new captain. It is supplying a felt want.

LIBRA.



The Largest Printing Ink Factory in the World.

THIS is the title given by Messrs A. B. Fleming & Co., Limited, to their works—an illustrated guide to which they have sent us. It is accompanied by a short introductory notice and a description taken from the "Oil and Colourman's Journal," and the whole forms a handsome quarto, got up in gold and colours, with an illustrated cover. Our only objection to it, is that it bears the impress of having been executed by different hands, and is of varying excellence; but as a whole, it illustrates the immense energy and business ability of this most enterprising firm.

It were useless, had we time and space, to give details of the enormous resources and out-put of this establishment. If any one is in ignorance of this it is not the fault of Messrs Fleming, who very properly lose no chance of keeping such facts before the Trade; and when we read on the cover that they have no less than twelve places of business and seven telegraphic addresses, it is no wonder the partners are the busiest of men. With their usual acuteness they have opened warehouses at Melbourne Place, Edinburgh, and secured the services of Mr Adam Hay, one of the most experienced men in the lithographic trade, formerly with Messrs Banks & Co.

The woodcuts illustrating the description of the works are most interesting to us, who remember the old baronial mansion of Royston, where the starlings and the crows held undisputed sway in its deserted parks and walks, before the invasion of this firm.

"O Earth! what changes hast thou seen.

There where the tall chimney soars, hast been
The stillness of the central sea."

Fire at Greenock Paper Mills. Damages £20,000.

OVERTON PAPER MILLS, Drumfrochar Road, Greenock, belonging to Messrs Brown, Stewart & Co., have been totally destroyed by fire. The outbreak occurred between three and four o'clock on the morning of 3d July, when no one, excepting a watchman, was on the premises. This person saw the flames coming from the coach-house, which is separated from the main building by about twenty feet. The manager having been aroused, he and some men who reside in the vicinity attempted to subdue the fire by means of the appliances on the premises. This they soon found to be an impossibility, and at about four o'clock the fire brigade arrived at the mill. The Overton Mill stands on the brow of a steep hill on the border of the moor which stretches to Loch Thom, so that the brigade had great difficulty in reaching the place. Meanwhile the fire had assumed vast proportions. Immediately adjoining the coach-house was the store, which was filled with paper bales and reels ready for despatch. These piles caught fire readily, and the conflagration spread with remarkable rapidity. Some stored paper on the opposite side of the lane which divides the main building from the coach-house was ignited, and then it became evident that the whole structure was certain to be destroyed. On the arrival of the fire brigade, Mr Taylor, the superintendent, saw there was no hope of saving the main building, and therefore directed the energies of the men towards keeping intact a number of the more valuable of the auxiliary buildings. This, fortunately, they were enabled to do, the manager's house, the stables, the rag-house, boiler-sheds, and blacksmith's shop all being saved, with little damage done to any one of them. As the material within the mill was chiefly of a dry nature, the fire went up with an almost startling rapidity, the flames reaching to a great height. The climax was soon reached, however, the entire premises being gutted out and the fire exhausted by about seven o'clock, at which hour there was nothing to be seen but a pile of blackened and smoking ruins. The mills covered an area of about three acres in extent, the greater portion of which was either built upon, or occupied by the material for the manufacture of paper. The main buildings occupied 250 feet by 120 feet, and were three storeys in height in front. On the other portions of the ground there is a considerable number of smaller houses used for residences or in connection with some stage of the paper manufacture. The mills had closed on Saturday evening for the "fair" holidays, and the stores were necessarily well stocked, with the view of being able to fulfil any orders which would come in during these holidays. The premises contained a large quantity of

valuable machinery, the most of which has been very much damaged. It is estimated that the damage will amount to £20,000. The buildings and plant were insured, the Queen's being the company that will feel the loss most. The destruction of these mills has thrown about 200 workmen out of employment, a serious matter considering the already alarmingly bad state of trade in Greenock.



Pocket-Knives.

THE blades of the very cheap pocket-knives are punched in dies from sheet steel, but those for first-class pocket cutlery are hand-forged, a good workman being able to forge from twenty-five to thirty large blades per hour. There are a pattern and a gauge furnished to the forger for each sort of blade, but the experienced workman rarely refers to either, his accuracy of eye and skill of hand being sufficient guides to exactness. The blades come from the hand of the smith in perfect form, except that there is no bevel at the back. This bevel is formed by grinding. The steel used in these fine blades is generally Wardlow's. As they come from the forges the blades are "choiled," or filed, to make a nick between the blade and the tang. Then the blades are tempered, having received the trade-mark stamp on the tang under a press. The hardening is done in an ordinary coke fire, the operator heating two at a time and plunging them into cold water. The drawing to temper is also done over a coke fire. The blades are ground on Sheffield and Nova Scotia stones, "glazed" on emery wheels, honed, or "set" and finally polished on wheels of walrus hide fed with rottenstone.



LADIES, who are the natural depositories of all the poetry of life, have taken birthdays under their especial guardianship. Prosaic and thick-headed man rarely attends properly to these matters. Man has a difficulty in recollecting even his wife's birthday, and when he does so it is often only when the day is past, and it is too late to offer a *souvenir*. He usually has the haziest idea as to the time of year when his children were born, and were it not for the coy promptings of the dear ones themselves, would forget it outright. As it is, in many cases, the young rogues, shielded by mamma, celebrate three or four birthdays a-year each, and he is none the wiser. As to asking him what are the birthdays of his sisters, his cousins, and his aunts, you might as well ask him to hem-stitch. The memory of a lady, on the contrary, is never at fault in these matters. She can name a score of people's birthdays off-hand, and after a little shopping or a cup of tea with a friend, unconscious cerebration will help her to a score more.

The Edinburgh Free Library.

HERE was laid on June 9th, the foundation stone of the Edinburgh Free Library on a very historical site, and in a historical—though not very savoury—locality. The building is designed by one of the rising architects of the day,—Mr Washington Browne, who was successful over thirty-six competitors, in carrying off the coveted honour. It is a noble building in the French Renaissance style. This event interests the readers of this journal, as every library founded is supposed to add to the number of those whose appetites being whetted with books obtained gratis, will become book-buyers on their own account.

Be that as it may, Edinburgh has been unfortunate in this matter of a Free Library. The enlightened citizens of this Modern Athens had thrice scouted the idea of assessing themselves to provide knowledge for the masses, and it was left for a "Fife loon" to bribe them into a sense of their duty. Mr Andrew Carnegie, a Dunfermline-American, who has managed to amass an enormous fortune, offered £50,000 to found the Library, provided the citizens would undertake to assess themselves for its up-keep; and the Capital city of Auld Scotland will enjoy all the benefits to be derived from this institution, founded by the munificence of a stranger.

If these Free Libraries are the grand and benevolent institutions which the speakers on the "Foundation" day would have us believe them to be, it says very little for the public spirit of Edinburgh, that it was left for a stranger to provide it with such an institution, but it is still more galling for them, that the gift should have been accompanied by such a display of American "bunkum," as the donor permitted himself to use on that occasion.

Edinburgh is rather a high and mighty place in its own estimation—if anything rather autocratic, or at least aristocratic—certainly monarchical, and not democratic. Mr Carnegie remorselessly ridiculed all these ideas, and under the shield of his £50,000 abused her Queen and her laws; and having trampled down her cherished traditions, finished her, by saying he admired her most because from the batteries of her castle one could see Dunfermline, etc., etc.

This is not the place to discuss with Mr Carnegie his ideas of the benefits accruing to all from the democratic institutions of America, as against this less favoured country, but we are permitted to speak of these as they affect the business we represent; and we have no hesitation in saying, from personal knowledge, that the workmen engaged in our trades here are better off, as well as regards freedom of speech and conduct, remuneration and

expenditure, and the general conditions of life, ~~in~~ ^{they} the land of the almighty dollar.



Misprints.

THE compositor is one who never makes a mistake, but it is his misfortune to be so constantly surrounded by incompetent people, that his sublime accuracy is not always apparent, and so we occasionally come across mistakes like the following, in the course of our daily reading:—

An omission of the letter *t*, in a work by Dr Watts, made immortal into *immoral*; and other grotesque instances of this kind of error could be given. The heedless substitution of one letter for another, without exceeding or falling short of the proper number of letters in the word, is a very frequent form of blunder. "Bring him to look" is a poor version of "bring him to book." A candidate at an election certainly did not mean, as a newspaper implied, that he fully expected to come in "at the top of the pole." At a public demonstration the mob rent the air with their *snouts*. Dr Livingstone's cap, as worn when Mr Stanley met him in the heart of Africa, was said in one of the papers to have been "*famished* with a gold lace band." In old English printing the syllable *con* was often contracted to something like the figure 9; and this numeral is to be found in many books, even standard works, where it has no right whatever; in one edition of the *Monasticon Anglicanum* for instance, the word conquest is represented as *9quest*. There are both a wrong letter used and a letter omitted in the startling statement, that a right reverend prelate was highly pleased with some *iniquities* shown to him.

In a recent novel a lady is described as "rushing down stairs *without stretched arms*," and a Cambridge Bible published some years ago contained the line "I will never *forgive* thy precepts."

In no instance are these due to the type "slinger" or setter. If you should challenge him with any one of them, he will explain with a sublime countenance, exactly how the mistake occurred, and triumphantly exonerate himself from all blame.

A good story is told concerning the writing of a certain railway manager in the early days of steam locomotion. He had written to a man on the line, notifying him that he must remove a barn, which in some manner affected the railway, under penalty of prosecution. The threatened individual was unable to read any part of his letter but the signature, took it for a free pass, and used it for a couple of years as such, none of the officials being able to dispute his interpretation.

Ye Printer.

Lo! the printer hath many benefactions, which no man knoweth. The plumber, and other tradesmen letteth no man tell him about his business, but each patron of the printer patroniseth him, and telleth him how to do the job and what to charge for it.

A customer ordereth a job of tickets on six-ply railroad card-board, and getteth the price and everything understood. Then when the printer, to save trouble in making ready, maileth him a proof on paper, he cometh rushing down by the early morning train and teareth up seven flights, red hot, to the printing office, and telleth the printer profanely that he doth not want it on paper, that he wanteth the job on card-board; that he ordered card-board, and that paper is too thin and won't do at all, and that he thought the printer understood that it was to be on card-board and not paper, &c., and fireth off his mouth with extreme vehemence and distributeth much red paint ere the printer can get in a word edgewise. Then the printer remarketh quietly that it is only a proof he submitted, yet the last thing the customer sayeth as his mouth retreateth through the door is, "Be sure and have it on card-board."

And the printer man goeth into the back office and cheweth up a handful of four-line pica quads to relieve his feelings. And lo! there cometh to the printer a man accompanied by a desire for a fifty-cent job of silver polish or blueing labels, and 750 pounds pressure of wind. And he bloweth off the wind at the printer man in talking about the job, its purposes, and what it should be done for, and then retirith with the job and seeketh elsewhere among other printer men to see if he may get it done for forty-nine and one half cents.

Then there is the man who hath a scheme for advertising, whereby with the aid of the printer he may be made suddenly and surreptitiously wealthy. And he poureth a flood of eloquence at the printer out of the shute in his countenance, enough to drive a wind-wheel. And if the printer listeth credulously and printeth for him, he sticketh him even as the entomologist sticketh a bug, and cutteth him wide open like unto the butcher with the fatted calf.

And the travelling doctor or patent medicine man cometh to see the printer, and he hath much strut to print—more even than he putteth in his bottles—and he beguileth the printer to print for him, by paying promptly for the first job. And when he payeth he showeth a pocket-book with stuffing *a la* Vanderbilt or Gould, and the printer's fears are at rest. But he payeth not for the second lot, nor the third, nor the fourth, and perhaps he getteth a fifth lot and payeth not; then he cometh

not again, but skippeth like unto the flea, or the grasshopper, and no man knoweth where he alighteth.

And there cometh also the man who always getteth work done cheaper elsewhere, but, if so he doth, why he still goeth not elsewhere but troubleth the pious and peaceful in a marvel no printer understandeth. He cometh in and he asketh the price on a job, and the printer telleth him calmly it will cost him one dollar per thousand, which perchance is less than it is worth. Then is the man all prepared and braced up, and he jumpeth back, like unto the hop-tod he jumpeth, his eyes start from his sockets, his hair standeth up *a la* Pompadour, and he sayeth: "Verily have I never paid more than fifty cents a thousand in San Francisco, in Moscow, or in Yokohama."

And the printer sayeth: "We are not running Moscow or Yokohama prices. That is our price, and verily it is low."

Then the stranger dwellth on the exorbitance of the printer's prices, and telleth him how he can afford to do it cheaper, and wondereth how printing costs so much here. He acteth as if the printer were trying to gouge him—though as yet he hath done him no work nor doth he wish to—and much abuseth the forbearing printer, yet he lingereth as if he wished him to do the job; but the printer sticketh to his one dollar a thousand, and the visitor sayeth he will not pay one dollar a thousand and departeth, and slammeth the door like unto a railway collision.

Lo! therefore, doth the printer have many benefactions no other man knoweth. And every man that handleth paper, the rag-picker, the paper manufacturer, the paper stock dealer, the banker, the broker, the envelope manufacturer, all getteth rich except the printer, and he groweth not richer very rapidly.

The paper man selletth him sheets 480 to the ream, and he giveth 500 to a half thousand. And the typefounder man selletth job founts of type made up largely of the characters Æ, Œ, æ, œ, £, and much other foolishness undetailable; and he thus payeth for several pounds of metal he hath no earthly use for, though it may count in the sheel box.

Yet for all this the printer wreaketh a kind of vicarious vengeance on the people who question his prices, his taste and his count. He printeth labels and bills for the patent medicine man bearing promises to do all sorts of impossibilities, which the public eagerly swallow as they do the decoctions; for medicine, the most vital of all professions, is the only one in which if a man, through the medium of the printer, declareth himself an adept he will be believed. Thus are things made partially even.—*The Paper World.*

Manchester Royal Jubilee Exhibition.

THIS Exhibition—which has so far been an undoubted success—does not appear to have any special interest for Stationers. The trade is, in fact, very poorly represented. The trade exhibitors are, for the most part, those with whom we in northern latitudes are familiar through the International at Edinburgh last year. We note the following, which are the principal exhibits in the trade :—

WATERLOW & SONS, Limited, London, show examples of reproduction by the modern processes of photographic printing and engraving.

WRIGLEY J. & SONS, Bury, Lancashire, show papers of all kinds. A reel of *News*, consisting of one continuous web of *four miles long*; also a reel of writing paper with the *postal rates* in watermark, materials used in the manufacture of paper, etc.

BENTLEY & JACKSON, manufacturers of paper-mill machinery at Bury, near Manchester, among an extensive array of exhibits have a roll of newspaper *six miles long*, and weighing over one and a half tons. It was made at the paper mill of Messrs Chadwick & Taylor, Ordsall Hall Paper Mill, Manchester, by machinery constructed by Messrs Bentley & Jackson.

WILLESDEN PAPER WORKS, London.—Waterproof Willesden paper canvas, with exhibits showing the various uses to which it may be applied.

HEYWOOD, JOHN, Manchester.—Account books and manufactured stationery. Specimens of book-binding—plain and richly tooled. Mr Heywood has also in “Old Manchester and Salford,” an old fashioned printing office, with wooden press, etc., used in printing newspapers in the last century. The pressmen, etc., are dressed in the costumes of the period.

GEO. FALKNER & SONS show a printing office of the Caxtonian period.

GILLOTT, JOSEPH & SONS, Birmingham, show steel pen making—a most interesting exhibit.

MACNIVEN & CAMERON, Edinburgh, show cases of their well-known series of pens, penholders, etc.

STEVENS, THOMAS, Coventry, Jacquard loom in motion, weaving fancy silk goods, bookmarks, etc.

MANN, G. & Co., Leeds, lithographic and letter-press machine, patent flyers, etc., etc.

HORNE W. C., London, Martini folding machine, book-sewing and wire-stitching machines; newspaper rolling, wrapping, etc.; patent drying machine, luminous cards (Balmain's patent), etc., etc.

Wages in America.

SINCE the depression of 1884 there has been an average increase of 10 per cent. in the wages of workmen in America, *Bradstreet's* tells us, after an investigation recently made and compared with an investigation made in 1885. In a large industrial region, embracing 1,450,000 workmen, there has been a gain of 27 per cent. in the number of the employed within two years. No leading industries are running on short time, as was the case in 1885. The increases of 1885-87 are relatively greater than most of the heavy decreases shown from 1882 to 1885, owing to the frequency of short time during the latter period. The average reduction of wages from 1882 to 1885 was 10 to 15 per cent.

A FREE calculation shows that, including dailies, weeklies, and monthlies, the presses of America annually issue nearly 2,800,000,000 copies per annum. Australasia annually distributes upwards of 112,000,000 copies of her home printed papers, while the annual production of Europe runs up to 7,300,000,000 copies—mingled showers of every conceivable quality, good, bad, and indifferent, every shade of opinion, and on every token under heaven. A further calculation shows Great Britain to be the country best supplied with newspapers, while Belgium ranks next, and the United States third. The ratio of copies yearly distributed to each person in these three nations is as follows:—Great Britain, 64.01; Belgium, 59.20; the States, 51.06.

CURIOUS FLOWER.—According to the *American Analyst* a curious flower was recently discovered on the isthmus of Tehuantepec, Mexico. It has a faculty of changing its colour during the day. It grows on a tree. Another peculiarity of this floral chameleon is that it only gives out perfume at noontime. One of the strangest things about this flower, however, is that it should be found in Mexico when its colours are those of the United States flag. In the morning it is white, at noon it changes to red, and at night it adopts a soft blue colour.

To copy printed matter on any absorbent paper, damp the surface with a weak solution of acetate of iron and press in an ordinary copying press.



THE SAD STORY OF JOHN DALRYMPLE. By D' Paterson. Glasgow: Gillespie Brothers.

To write in high-flown verse the history of a modern gay and fast youth which shall retain the sympathies of the reader on the side of the hero, and yet shall not offend his love of virtue,—which shall reconcile these two feelings, and which shall not descend to offensive particulars, except with the highest of purposes, is surely not an impossible task. We have a hint of it in Childe Harold. Whether the author of John Dalrymple had such an ideal before him or not, he has certainly failed to realise it.

The reader is not always sure that the writer's sympathy is on the side of virtue, and the details of the hero's ill-doings are dwelt on in a half-condoning, half-condemning fashion. We have sought diligently but have been unable to discover any poetry in the book. The rhyme is laboured, and the author is unable to get out of the shackles of certain words and certain well-worn turns of thought—the repetition of which grows wearisome. The author's religion seems to consist (if we may coin an expression) of a sort of low naturalism, which gives the book the effect of containing no moral whatever. The author may glory in this characteristic, but we do not mean a palpable, conventional moral, we speak of a *moral effect*. The "hero" is left at the close in the same useless condition as the reader found him, though it would have cost the writer but little trouble to have dragged him from the mire.

In regard to externals, the book is everything that might be wished. It is a small quarto, nicely bound in white morocco paper, and neatly and tastefully printed. The black headlines and borders to the pages, suggestive of *memento mori*, are quite in keeping with the spirit of the book, for dulness hangs like a *pall* around it from first to last.

MESSRS ADAM & CHARLES BLACK have just issued a prospectus and specimen plates of a work on "Musical Instruments—Historic, Rare and Unique," to be published in the autumn, which, from its intrinsic excellence, and from the artistic beauty of its illustrations, will attract a wide interest. It consists of fifty plates in chromo-lithography, drawn by William Gibb, of rare and famous musical instruments, with introduction and descriptive notes by the well-known authority A. J. Hipkins, F.S.A., containing much information not hitherto published. The subjects of the illustrations have been obtained

from public and private collections, including the remarkable one of the Loan Exhibition recently held at South Kensington.

The work, which is entirely novel and original in design, is dedicated by special permission to H.R.H. the Prince of Wales, President of the Royal College of Music.

It has attracted much interest, especially in musical circles. All the "Artist's Proof" copies, at £15, 15s., having been already subscribed for, while the £7, 7s. edition, which is strictly limited to 1,040 copies, is being rapidly taken up.

LONGMAN'S PUBLICATIONS.

THE SCIENCE OF THOUGHT. By F. Max Müller. 8vo. pp. 688, price 21s.

Extracted from the Author's Preface.

"THE system of philosophy which this book propounds may, and probably will be called Nominalism, and Nominalism in its most extreme form. I have the highest regard for Nominalism. I believe it has purified the philosophical atmosphere of Europe more effectually than any other system. But nothing is so misleading as to use old names, as if everybody knew what they meant. Those who know the writings of William of Occam, would never think of applying the same name to his system and to my own. In one sense my system may, no doubt, be called Nominalism, because it aims at determining the origin and the true nature of names. But that is not the historical meaning of Nominalism, and the results to which a study of language has led us in this nineteenth century are very different from those that were within the reach even of the profoundest thinkers in the eleventh and fourteenth centuries. If there must be a name for the theories established by the combined Sciences of Languages and Thought, let it be a distinctive name, not Nominalism, but Nominism.

"Again, it would be very easy to call my system Materialism, and to paint in dismal colours what may not unfairly be represented as its outcome, namely, that there is no such thing as intellect, understanding, mind, and reason, but that all these are only different aspects of language. I certainly hold that view, and I do so after having carefully weighed and tested every argument that has been or can be advanced against it. My own opinion may be right or wrong, but supposing it should prove right in the end, the consequences would by no means be so terrible as they appear. We should remain in every respect exactly as we were before, we should only comprehend our inner workings under new and correct names. If I say "No reason without language," I also say "No language without reason."

"Lastly, I hope that those who think that every system must be hall-marked, will not ask whether my system is Darwinian or not. If Darwinism is used in the sense of *Entwickelung*, I was a Darwinian, as may be seen from my 'Letter on the Turanian Languages,' long before Darwin. No student of the Science of Language can be anything but an evolutionist, for, wherever he looks, he sees nothing but evolution going on all around him. But with regard to one question to which party-spirit has given an undue pre-eminence, namely, the descent of man from monkey, I am not a Darwinian, not because I am afraid to follow Darwin, but because I go far beyond Darwin. I believe I am correct in stating that at present the most competent judges consider the descent of man from any other animal Not Proven. But while Darwin would have been satisfied with having established the descent of man from some kind of animal, I have never doubted, nor do I doubt, that man has been, is, and always will be an animal, *i.e.* a living being: only not a dumb animal, but an animal with the *proprium* of language and all that is implied by language. And here again I repeat, we must not be frightened by names. We are and shall remain what we are, whether we call ourselves angels or animals. We share everything with animals except language, which is our own; and if that is so, surely those who are so anxious for the dignity of man should care for nothing more than for the lessons which they can learn from the Science of Thought, founded, as it is and ought to be, on the Science of Language.

"Thought in the sense in which I have defined it and used it in my book, represents one side of human nature only, the intellectual; and there are two other sides, the ethical and æsthetic, on which I have not touched. Whether the self-conscious Mona, which are all that I postulate, might be without any ideas of what is good or beautiful, I do not wish to determine. Anyhow, we can, for our purpose, treat them as if they were, and leave the origin of their ethical and æsthetic concepts and names to be treated by others."

"THE THEORY AND PRACTICE OF ARCHERY," price 14s. By the late Horace Ford, Champion Archer of England for the years 1850 to 1859 and 1867. New Edition, thoroughly Revised and Re-written, by W. Butt, M.A., Vice-President, and for many years Hon. Secretary of the Royal Toxophilite Society. The historical portion of this work has been much curtailed, and the practical part has been thoroughly revised and considerably enlarged. Several new diagrams have been added. A new feature will also be found in Records of Public Meetings.

AN ENGLISH TRANSLATION OF "LE CABINET NOIR." By Comte d'Herisson. This volume contains, among other historical matter, several curious and interesting documents relating to the private life of Napoleon I. and his family, together with a series of letters by the Surgeon of the "Northumberland" relating to Napoleon's arrival at St Helena. There are also chapters on the Carbonari and other secret Societies of Italy.

SELL'S DICTIONARY OF THE WORLD'S PRESS FOR 1887. London: Sell's Advertising Agency.

A QUARTO volume of some 1300 pages and several inches in thickness for the sum of *two shillings* does not come our way every day, and when it does happen to come one is apt to regard it as a *sell*, but this is not the case with the above-mentioned volume, which is an honest piece of work and the most complete of its kind. It contains, among other interesting articles, one by Archibald Forbes, the well-known "special," written in the taking style of modern journalism; also an article by F. Villiers, of "Graphic" celebrity, and a few instructive notes on comic journalism by Chas. E. Pearce, late of "Funny Folks." Portraits are given of Heads of the World's Press, consisting of 46 gentlemen and 1 lady.

The Dictionary itself is complete and extensive, embracing all countries on the face of the globe, and giving facsimile representations of the leading newspapers. The other general information is good, but the advertisements are better; they are arranged alphabetically for handy reference, and are indispensable to the completeness of the work.

The cost of producing this volume we understand to have been over £1000, but this must have been much more than met by the advertisements. From beginning to end the book shows a thorough grasp of the business of advertising, in its most attractive and interesting form—the very highest compliment we can pay it is, that in this particular it beats the Yankees. Apropos of this are two unique examples of Yankee ads. given in "the Dictionary."

"A new era! Wool mattresses in Grande Ronde Valley, Oregon. Prices reduced. The cheapest house in the 'burg.' All the creature comforts to be had at 'our house' as they can be had anywhere on the sunny side of the Blue Mountains.

"Are you hungry? Come to our house.

"Are you thirsty? Take a drink.

"Are you weary? Try one of our mattresses.

"Are you sad? I will condole with you.

"Are you glad? I will rejoice with you.

"If you are mad I will go out and—spar with you.

"Come and see me!"

The following advertisement appeared in the *New York Herald*:—"Aaron Tompkins begs to return his thanks to the many friends who have patronised his stores, and begs a repetition of their favours, and to inform them that he has made 14,000 dollars by this year's trade; and to prevent any questions being asked, he begs to tell them how he made it. He made 7,000 dollars by attending to his own business, and 7,000 by letting other people's business alone."

THE thirteenth edition (being that for 1887-8) of "Lockwood's (American) Directory of the Paper and Stationery Trades" is to hand. It contains a list of paper makers, paper dealers, retail and wholesale stationers, booksellers, &c., in the United States, the price is two dollars. We notice in it two features which are not always present in such publications—strong and durable binding, and clear and concise indices. The number of mills in operation in the States has increased from 997 in 1886 to 1007 in 1887, the idle mills showing an increase of 2, the numbers being 66 and 68 respectively.

MR T. FISHER UNWIN has gone to press with second editions of Dr Jessopp's "Arcady," and Professor Rawlinson's "Ancient Egypt," also with a seventh edition of "How to be Happy though Married," and a sixth edition of "The Lives of Robert and Mary Moffat."

MESSEURS OLIPHANT, ANDERSON & FERRIER, Edinburgh, have added "Dorothea Kirke; or, Free to Serve," to their popular shilling series. This book, by the prolific, but always interesting writer, Annie S. Swan, is already well known in its 2s. form.

DICTIONARY OF NATIONAL BIOGRAPHY.—The eleventh volume of this gigantic work has just been published by Messrs Smith, Elder, & Co.; bringing the list of names from Clater to Condell. Among the more prominent biographies in the latest issue are those of Robert, Lord Clive, by Sir A. J. Arbuthnot; Richard Cobden, by Mr John Morley; the famous lawyer, Judge Coke of "Littleton" reputation, by Mr C. H. Firth; while the Poet Coleridge occupies no less than fourteen pages of the volume, being most admirably treated by the editor, Mr Leslie Stephen.

STILL another edition of Shakespeare. This one is called the "Victoria" (why not "the Jubilee Shakespeare"?), and is published by Messrs Macmillan. The text is that of the Globe Edition of Messrs Clark and Wright. It is published in three handy volumes, the letterpress, like most of Messrs Macmillan's books, being exquisite.

"THE REIGN OF QUEEN VICTORIA; A Survey of Fifty Years of Progress," published by Messrs Smith, Elder, and Co., contains many able articles by well-known men. Among these we may mention Lord Brassey on the Navy, Lord Wolseley on the Army, Finance by Mr Leonard Courtney, and Science by Professor Huxley. To pick out the articles of exceptional merit would simply mean to mention every chapter in the book.

MESSEURS CASSELL & Co. have made arrangements for the issue of a new and revised edition of "The Sea; Its Stirring Story of Adventure, Peril, and Heroism." The work, which will be brought down to the present time, will be issued in serial form, and Part I. will be published on the 25th of July.

A NEW edition of Sir Walter Scott's "Tales of a Grandfather," with an Introduction by Archdeacon Farrar, will shortly be published by Messrs A. & C. Black.

A NEW monthly literary journal called *Scottish Notes and Queries* has been started in Aberdeen. The title of the journal indicates in a general way the purpose it intends to serve as a medium of inter-communication between cultured men and women.

MR QUARITCH announces the issue of a large paper edition of his general catalogue in six volumes, imperial 8vo, 4,500 pages, containing titles, with descriptions, of 40,000 books and manuscripts, at the price of twelve guineas (£12 12s.). A seventh volume, containing the index, is to follow, and as only 120 copies are printed, this catalogue may eventually become as scarce, and fetch as high a price as the Mazarin Bible.

IN New Zealand the most favourite authors of modern fiction are Walter Besant, Rider Haggard, R. L. Stevenson, Buchanan, Wilkie Collins, and Miss Braddon. Mrs Henry Wood's books are also great favourites, more especially "East Lynne." Poetry is in small demand. Tennyson and Longfellow stand first, but the price of the former is too high for Colonials.

ONE can understand how certain booksellers grow rich in hearing (says the *Boston Literary World*) that a gentleman was attracted by the titles of some books he saw in the windows of Charles Scribner's Son's, and entering the store, purchased some 12,000 dollars' worth, to be sent to his residence the following morning, to add to his already extensive library purchased from the same firm.

NEW GUIDE BOOKS.

OUR Journal comes too late to be of service to the Trade, as far as regards their ordering these for this season; but we cannot deny ourselves the pleasure of noticing three very tastefully got up reprints of Messrs Nelson—viz., views on the "Caledonian Canal," "The Clyde" (second series), and "Glasgow."

It is easy enough to make picturesque views on the famous canal, and soft witching water and island sketches on the Clyde, but how to make Glasgow beautiful and interesting to the tourist must have puzzled even the Messrs Nelson. Yet here it is accomplished. Their views of the western metropolis would have warmed the heart of Bailie Nicol Jarvie; for although they have not dared to beautify the "Sautmarket," their views of the Broomielaw are all that his enthusiastic admiration of "Glesca" could have desired. Particularly fine is the second view—the Broomielaw, with its stately masts and sails and flowing waves, all touched off with true artistic feeling quite Venetian in style.

The introductory letterpress of all these charming works is complete and full of information.

MR WM. KIDD, the enterprising Bookseller and Publisher of Dundee has just issued a very complete and comprehensive "Guide to Dundee and District." The book, which is profusely illustrated with views of the old and new buildings of the town should sell well among the many visitors which the opening of the New Tay Bridge is certain to bring about. Mr Kidd also issues a Guide to Arbroath, which, because of the full and useful information it contains regarding the town and its abbey, its cave and cliffs, is certain to meet with a ready sale.

MR REDPATH, of Peebles, has also published a very complete and interesting "Guide to Peebles and its Neighbourhood." The author is evidently well acquainted with the district, and the tourist who follows his guidance will see all that is worth seeing—and that is not little—in this romantic and historical district. The Guide is illustrated by an excellent map and twelve illustrations—the latter in a style much superior to such pictures generally, and the whole come in at the modest price of 6d.



Book Publishing.

AMERICAN publishers are claiming that their bargains with authors are not so ruinous to the latter as is the case in England, and it is probably true that the "profit sharing" system is not so widely followed. Publishers, like Scribner, who allow a royalty, claim that they cannot give more

than 15 per cent. on an ordinary book for general reading. Take a book that retails for 1 dol. and the cost, and the percentage may be figured out as follows:—

Author's royalty.....	15
Discount to retailer.....	40
Cost of manufacture.....	25
Plant, advertising, etc., say.....	10
Publisher's profit.....	10

\$1,00

This, of course, is figured on the first editions. If a book has much of a run, the publisher's profit is larger, as he can use his old plates, and is not required to advertise so extensively. Charles Scribner says in this connection:—

"In this country there has been no complaint, so far as I have learned, that the author does not receive his royalty on the full number of books sold. The only bone of contention is, on the part of the author, that he does not receive a sufficiently high per cent. on the retail price. Well, the market is an open one, and the author is at liberty to choose his own publisher. If, then, the publisher were making more than a fair profit, some other publisher could afford to give the author a larger royalty, and he would do so. Competition rules among publishers as with other people. Publishers have found that 15 per cent. on the retail price is all that they can afford to pay."

Taking the above table as correct, the author is not likely to be very much encouraged at the situation. There are very few men that can collect material for a book that would sell for 1 dol., produce the manuscript and read the proof in less than six months. A book that circulates 4000 copies the first two years is rather above the average as things go nowadays. This is 600 dols. to the author. A 1200 dol. book-keeper is financially in a better situation, because he gets his money down. The first item in the above table that might be cut is the trade discount. The dealers, however, complain that they are expected to make 20 per cent. reductions to ministers and schools. These reductions have certainly been carried to great length by the retail dealers, to the detriment of the general public and the author. The concessions to classes of customers are vicious, and might be reformed. All of the American publishers complain of the cheap libraries and the trade in pirated foreign books, which make it difficult to offer liberal terms to American authors.—*The Stationer and Printer.*

It is now definitively arranged that the Life of Darwin, by his sons, shall be published by Mr Murray in October.

Literary Rewards.

MR GLADSTONE was paid 1,250 dollars for his article published in the *Nineteenth Century*. That means about twelve cents a word. For his famous "Vicar" Goldsmith was paid 300 dollars; and Charles and Mary Lamb received about the same for the "Tales from Shakespeare." Richard H. Dana received 250 dollars for the manuscript of his famous book, "Two Years before the Mast," according to the testimony of his son, while his publisher made a fortune of 50,000 dollars by it. This shows how meagre the rewards of literature frequently turn out to be, but that sum of money was prodigality itself compared with what Milton received for "Paradise Lost."

Thackeray told a friend a few weeks before his death that he had never been paid as much as £5000 for any book of his, and that the bulk of the money he had made was the result of his lectures. Wilkie Collins was paid £5,250 for "Armada" by Smith, Elder & Co. before a line of the story was written. That was his greatest pecuniary achievement, and his second best price was £4000. Anthony Trollope, was forty when his first successful work was published, and during the next twenty-seven years, made at least £70,000 by his pen. The strangest thing is, that Trollope as a novelist is now as "dead" as Richardson, for nobody either buys or reads his books. Dumas made more money by his novels and dramas than any other writer in the whole history of literature.

Dickens was paid 5000 dollars each for two stories for Boston Magazines, while the *New York Ledger* gave him a like sum for his rather inferior tale of "Hunted Down." In this little story there are 1,000 lines, with an average of eight and one-half words, or thirty-eight letters to a line; so that it was paid for at the rate of fifty-seven cents a word, or nearly thirteen cents a letter. The manuscript was literally worth its weight in gold, for Mr Bonner afterwards had it bound, and it was sold for 500 dollars for the benefit of a fair.

A larger sum, proportionately, was given Tennyson for his poem on "England and America in 1782," for in this there are only twenty lines, for which he got 250 dollars a line. Some one mathematically inclined has figured out that the laureate received on that occasion nearly half a dollar for each stroke of his pen. These are exceptional figures, but all literary work is better paid now than ever before. Of our own writers, Longfellow has, perhaps, been the most generously paid. His "Hanging of the Crane" brought him 3,000 dollars, while the friend who conducted the negotiation was given 1,000 dollars—a suggestive contrast to the manner in which genius was rewarded two centuries ago,

when Milton sold the greatest poem in the language for £5.—*Paper World (American)*.

It is reported that the largest salary received by any woman in America, for editorial work, is that paid by the Harper Brothers to Miss Mary L. Booth. She is the Editor of *Harper's Bazar*. Her salary is said to be 8,000 dollars, and she also receives a percentage on the profits of the publication.

The paper mill of Chirnside Bridge, on the river Whitadder, near Chirnside, has been shut down and is advertised for sale. It was founded at Broomhouse about a century ago, and removed to Chirnside Bridge in 1812. A year ago it was refitted with new machinery and completely modernised. It gave employment to over 200 people, who have meanwhile been discharged.

IN San Francisco there are four journals regularly published in Chinese characters. These appear weekly, and have a circulation of 2,500 copies. According to the Chinese method a good printer can print 400 sheets a day. Five days work are required to get out an edition of 1,000 copies. The journals are printed in black ink upon single sheets of white paper, except on the Chinese New Year, when the printing is done with red ink or upon red paper.

PETROLEUM lighting is now taking the field as a rival to gas. By a new system just brought before the public, it is claimed that all the advantages of the ordinary gas tap are maintained, including, no doubt, the possibility of finding out where an escape is, by the application of a lighted candle, with the brilliant results so familiar to the members of the fire-brigade.

SINCE the "Tit Bits" system of accident insurance has been quashed, its enterprising proprietor will be looking around for other means of maintaining the circulation of his journal. The latest idea we have heard of in this line, is that of a Bavarian editor who printed on ten copies of the issue of his paper an order for a cask of beer, the subscriber who got any of the ten copies being supplied with the promised cask. We confidently recommend our pushing London contemporary to try the experiment, feeling assured that in the present hot weather the circulation would leap up by thousands.

"HANSARD'S DEBATES."—We understand that the Government has given notice to terminate at the end of the present year the arrangement with Mr Hansard for reporting the debates in the House of Commons, which was entered into nine years ago, and has since been renewed triennially.

LITERARY NOTES

"LES OcéanienNES"—a collection of poems by Mdlle. Louis Michel—will be published shortly.

Two unpublished letters from Luther to Brenz, and five from Melancthon to the Suabian Reformer Lachmann, have been found in an old desk in the High School at Heilbronn.

An American journalist expresses surprise that on looking through Sir Walter Scott's library at Abbotsford he did not find a single American book among the 20,000 volumes there preserved.

The "History of Berwick-on-Tweed," by Mr John Scott of the Corporation Academy will be published shortly by Mr John Elliot Stock. The work, which is illustrated, contains much that is interesting concerning this historical town—the author having had access to the Register Records and many private papers.

The *Literary World* says Colonels Hay and Nicolay received £10,000 for their "Life of President Lincoln" which is now appearing in *The Century*.

Messrs Sampson, Low, & Co. will publish shortly "Wasteland Wanderings," by Dr Charles C. Abbott.

The *Pall Mall Gazette* understands that Dean Vaughan, the Master of the Temple, is busy compiling the "memoirs" of his late brother-in-law, Dean Stanley.

Mr SWINBURNE has (says the *Athenæum*) been impelled by what he considers to be the recent excesses of the admirers of Walt Whitman to write an essay called "Whitmania," in which, without unsaying what he has already said in praise of Mr Whitman's powers, he deals very sharply indeed with those who claim for the American rhapsodist a place beside the great masters of song. The essay is to appear in the August number of the *Fortnightly Review*.

The books issued from the Plymouth Free Library during the past year numbered 160,823, a daily average of 564. The library now consists of 22,972 volumes, an increase on the year of 2064.

"THE LAND BEYOND THE FOREST; Facts, Figures, and Fancies from Transylvania" is the title of a two-volume work announced by William Blackwood & Sons.

"THE CRUSADE OF THE EXCELSIOR," a novel in two volumes, by Bret Harte, is announced by Messrs F. V. White & Co.

A NOVEL in three volumes, entitled "Scamp," by J. Sale Lloyd, is also announced by Messrs F. V. White & Co.

THE "Strange Adventures of a Canal Boat," a companion book to the "Strange Adventures of a Phaeton," has just been completed by Mr William Black.

MR RUSKIN'S BOOK PROFITS.—Mr Ruskin's profits from his books amounted last year to £4000. From the new edition of the "Stones of Venice" he has already received £1583 profit. The book, which has the largest sale of any of his works is "Sesame and Lilies," of which 2122 copies were sold in 1886. "Præterita" is steadily increasing in popularity. Last year 3169 copies of each part were sold on an average. The publisher is now printing, for a first edition, 5000 copies of each.

The Commercial's Dream.

A LITTLE room in a little hotel,
In a little country town,
On a little bed with a musty smell
A man was lying down.

A great big man with a great big snore—
For he lay on his back you see—
And a peaceful look on his face he wore,
For sound asleep was he.

In his dreams what marvellous trips he made,
What heaps of stuff he sold!
And nobody failed, and everyone paid,
And his orders were good as gold.

He smiled and smothered a scornful laugh
When his fellow-commercial blowed,
For he knew no other had sold the half
Of what his order-book showed.

He got this letter from home one day:—
"Dear Sir,—We've no fitter term
To use in your case than simply to say
Henceforth you are one of the firm."

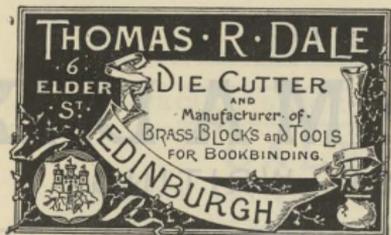
And a glorious change this made in his life,
He now from the road withdrew,
And, really, soon got to know his wife,
His son, and his daughter too.

But with a thump—bang—whang—thump—
bang! again,
The "boots" had knocked at the door:
"It's very near time for that 6.10 train!"
And the commercial's dream was o'er.

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RUPTURES.—"A very ingenious truss."—*Edinburgh Medical Journal, February 1, 1886.*

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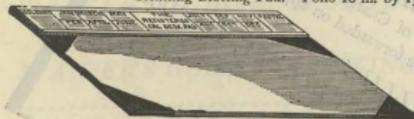
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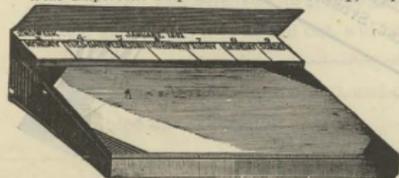
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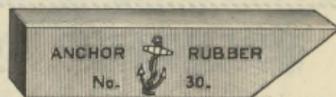
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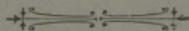
  
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