

### We Have Been Asked the Question

"Why do you claim 'Koh-i-noor' Pencils to be the Standard Pencils of the world?" We will tell you:

BECAUSE of their *splendid quality*.

BECAUSE every sale makes a pleased customer.

BECAUSE they *never* become "dead" stock.

BECAUSE they are worth their cost *always*.

BECAUSE they suit every purpose of a pencil, being made in 17 degrees.

BECAUSE a dealer can *always* suit a customer with "Koh-i-noor" Pencils, and rarely can with others.

BECAUSE dealers don't have to carry a stock of thousands of slow selling pencils. *Koh-i-noor* Pencils *sell quickly*, and without special effort on the dealer's part.

BECAUSE it pays to handle and be identified with such high-class goods.

We can give more reasons, if necessary, and we believe other dealers can, too.

McFARLANE, SON & HODGSON,

Wholesale Stationers

MONTREAL

CANADA

### HIGGINS' INKS AND ADHESIVES



The Higgins Inks and Adhesives are distinguished by themselves. They are the best goods that original thought, conscientious workmanship and sustained high ideals can produce. They are largely imitated but never equalled. They give unvarying satisfaction to consumers and dealers, and every unit is backed by our absolute guarantee. Price Lists and full details on request.

CHAS. M. HIGGINS & CO., New York—Chicago—London

Originators and Manufacturers Inks and Adhesives

MAIN OFFICE, 271 Ninth St.,  
FACTORY, 240-244 Eighth St.

BROOKLYN, N.Y., U. S. A.

# BROWN BROS., Limited

Wholesale and Manufacturing Stationers

Again Doing Business at the Old Site

51-53 Wellington St. West, TORONTO

Have already on hand, a very full and  
**COMPLETE "UP-TO-DATE" STOCK**  
with New Goods coming to hand every day.

## Paper

of every make. Writing, Bond, Linen, Ledger, Printing, Cover, Tissue, Copying, Manilla, etc.

## Stationery and Office Supplies

Envelopes, Inkstands, Ink, Pens, Pencils, Letter Balances, Cash Boxes, Rubber Bands, etc., etc.

## Account Books

New lines, all sizes. Ledgers, Journals, Day Books, Cash Books, Letter Books, Dockets, Trial Balances, Indexes, Time Books, etc.

SPECIAL PATTERNS—Ruled, Printed and Bound to any style, unexcelled for value.

## Memorandum Books

An exceptionally fine line, all sizes and styles. Ruled Cash, Faint, Quadrille, also Indexed.

## Printers' Supplies

Complete stock. Cardboards, Cards, Tags, Headings, etc.

## Binders' Material

Everything required. Leather, Thread, Board, Cloth, Marble Paper, etc.

## Leather Goods

Preparing New Goods for the Times. Bankers' Cases, Wallets, Bill Cases, Card Cases, etc.

## Specially New Goods

Just added to stock.

Swiss Cambric Note and Envelopes.

Crope Tissue all New Shades, very large Stock.

Pirie's Fancy Stationery, Envelopes, etc.

Calling Cards, New Styles, Sizes and Qualities also Mourning.

Call and see our New Warehouse, we cannot possibly enumerate all to be seen there, as additions are constantly being added. Letter orders will receive prompt attention.

**BROWN BROS. LIMITED**

Phones M. 3852, 3853.

Established Half a Century.