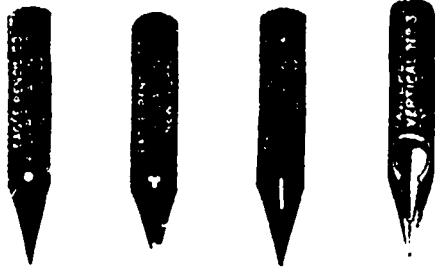


PENS, PENCIL CASES, ETC.

As in many of the schools the vertical system of writing is being adopted, the Copp, Clark Co., Ltd., have prepared themselves to meet the demand for a new class of pens that is springing up. The pens required for vertical writing, in which there is no shading, are harder and less flexible than



Four Vertical Pens.

those used in the old system. Some vertical pens have no split in the nib. The accompanying cut shows an assortment of four of these pens.

The Copp, Clark Co. are handling the Graphite Pencil Co.'s "Primary assortment No. 504" pencil case for children. It contains pen, lead pencil, slate pencil and ruler, and goes to the trade at \$3.25 per gross.

The Copp, Clark Co.'s Sunday school class books and housekeeping expense books for 1896, which are very useful, having a department for about every line of outlay, are now ready.

A FINE GRADE OF STATIONERY.

Buntin, Gillies & Co., Hamilton, are advertising stationery of all kinds, for both commercial and society use, manufactured from the celebrated Century Linen paper. This brand is so well known as regards quality and finish that it requires no recommendation. The goods are put up in attractive style and at popular prices.

POPULAR PRICE PAPETERIES.

For really nice trade there are no better lines of fine stationery (no matter what the price is) than the "Velvet Finish" in cream and "Roman Flax" in white and several tints, put up by Buntin, Gillies & Co., Hamilton. Papeteries in both these lines can be sold at the popular price of 25 cents. Dealers who have not had them would do well to order a sample lot.



Pen and Pencil Case.

PRIVATE POSTCARDS.

The postal authorities report a steady increase in the use of private postcards in Canada. The number of business houses which utilise the new privilege to advertise the firm is very great. There is a corresponding falling off in the use of the Government cards, and as the private card is being used where letters formerly were written, the effect on the revenue is expected, on the whole, to be slightly injurious.

THEIR TRAVELERS OUT.

Warwick Bros. & Rutter's travelers have already started out on the road to sell spring goods, and our retailers, one and all, may expect a call from them during the next week or two.

It is said that they are carrying with them the best line of samples the firm ever showed, and they are therefore expected to make an exceptionally successful series of trips this month.

NELSON'S TRAVELERS COMING.

H. A. Nelson & Sons, Toronto, are now prepared to meet their customers' needs for spring goods, and their travelers are already beginning their first rounds for 1896.

These emissaries of the grip will carry with them samples of rubber balls, marbles, allies, tops, hammocks, and such sporting lines as tennis, ball and cricket goods, fishing tackle, etc.

FISHING TACKLE, ETC.

Porter, Teskey & Co. will, the same as last season, make a strong push with fishing tackle. Their list of these goods will be greatly extended this spring. Their travelers start out with full lines of samples, both of fishing tackle and fancy goods, the week after next.

NELSONS, OF MONTREAL.

The Montreal house of H. A. Nelson & Sons expect to have their travelers out with spring samples very shortly. Their line of fancy goods, sporting supplies and fishing tackle of all kinds will as usual be complete. At present the warehouse staff is busy stock-taking, and as far as it is a gauge, the year has been a very successful one.

A CHANGE OF BUSINESS.

A member of the firm of the Hemming Bros. Co., Ltd., has made the following statement to a CANADA BOOKSELLER AND STATIONER reporter:

"We intend to discontinue the fancy goods portion of our business, including the toilet case and imported goods department, and to put our whole energies into the manufacture of jewellery cases and findings, jewellery and drug paper boxes and regalia.

"We felt we had a right to sell at retail prices in Toronto. We purposely did not

canvass the retail trade in Toronto as we had this move in view. Three city customers bought bills of goods and two of these returned the goods, and were credited with their value. Moreover, a number of orders from the country were not filled. By this sale we have been fighting the departmental stores, which killed our fancy goods trade."

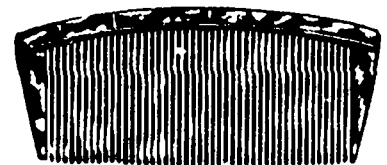
ENLARGING THEIR PREMISES.

So largely has the envelope department of the Barber & Ellis Co.'s business increased that they have decided to add another big warehouse to their already tremendous premises.

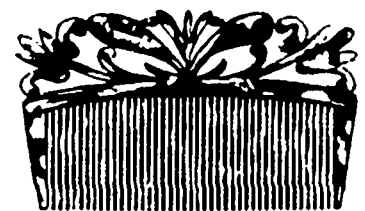
They have already taken possession of and are now fitting up the ground floor space adjoining their own building, and formerly occupied by Anderson, the wholesale furrier.

SIDE COMBS.

Nerlich & Co. are just opening a shipment from Paris. Amongst other new lines, they received a complete assortment of side



combs. They are mostly 3 to 3½ inches long, with plain, bevelled or ornamental



edges. The new designs are really pretty, and will no doubt meet with a rapid sale.

MR. BUTLER'S NEW POSITION.

Fred. T. Butler has been appointed agent in Canada of S. S. Stafford's inks, mucilages, typewriter ribbons and carbon papers, etc. He will not handle fancy goods this year, but will confine himself to Stafford's lines. Mr. Butler has the good will of the trade, and in his new position deserves the continued favor of the buying public.

One man, according to a California paper, died recently from blood poisoning, acquired, it is alleged, from licking envelopes whose gum was tainted with disease. The taint had been carried through all the processes of manufacture and appeared in the gum on the envelope. Though this seems strange, physicians agree that it is possible, and they advise correspondents to moisten envelopes in other ways than by licking them.