

that the bookkeeper must round to get to the end of the line. The patent for this they retain in Ontario, but have sold it for the other provinces.

Their printing department is extensive, thoroughly equipped and well conducted. Their own books speak for the class of work turned out, and the large job business they do is a development due entirely to merit.

Their bindery is abreast of all the other branches of their establishment. Their books are sent out in original covers that are a credit to the taste and workmanship involved in their production.

Though all sides of the business are so equally and highly developed, the germ of progress is not nearly worked out. Under the fostering enthusiasm of the two men who constitute the firm it will go on unfolding and improving.



WALTER S. CRONE.

Portraits of men who have earned reputation and respect on the road, such as Walter S. Crone (with H. A. Nelson & Sons, of this city), we esteem it a pleasure to present to our readers through our journal.

Mr. Crone was born in Newmarket, Ont., where his first experience in business life was received behind the counter of a general store. After a few years' training there he was offered a situation as traveller for a large millinery store in Toronto, which venture he tried and held until he accepted a similar position with his present employers, H. A. Nelson & Sons. For a number of years he covered the ground on all lines east west and north from Toronto, but latterly has worked that section of country west of Port Arthur namely, Manitoba, North-west Territories and British Columbia. Here he is undoubtedly the best known traveller calling on the fancy goods trade, and enjoys the reputation of being credited with doing the largest volume of business in fancy goods that is done on this ground. Mr. Crone has been a travelling man for eighteen years, fifteen of which has been served faithfully in the interest of his present employers. He is thoroughly acquainted with the line he represents, and is every inch a busi-

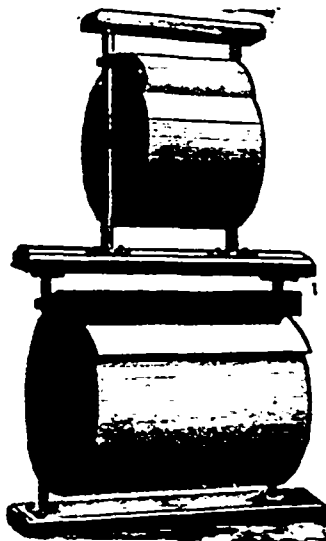
ness man, good-natured and original. His firm may well be proud of him. His friends in "the trade" are ever ready to welcome him with a firm grasp of the hand, and call him, as he is known everywhere, Walter Crone.

### NEW GOODS.

#### REVERSIBLE ROLL PAPER CUTTER

Unquestionably there is a revolution in progress among users of wrapping papers. The old method of filling the counter full of sheets, occupying valuable space, is being supplanted by the new and more convenient method of using the paper in rolls, nicely fitted into the convenient device for cutting it off, with one motion of the hand, at any size desired. It is true, as every merchant knows, that the waste in wrapping paper is a large item in the daily expenses, and they are quick to adopt means which will stop the waste. However carefully the paper may be used, in sheets, the attempt to tear off and save often leaves the piece remaining unfit for use, and it is thrown away; and often a much larger piece is used than is necessary which amounts to a large item at the end of the year.

The "Reversible Roll Paper Cutter" obviates all of the old trouble. A sheet of any desired size may be easily cut off, and the remainder is always ready to be cut into any other size to fit the package to be wrapped. There is no

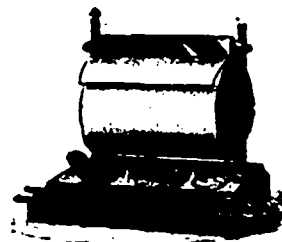


litter, no waste, and no valuable room is uselessly occupied. The machines can be used in combination stands, as shown in the larger cut, or they can be used in single stands on the counter or made to hang under the counter or on brackets on the wall.

The points of advantage which the "Reversible" possess over other machines are numerous. First, it will cut up or down, as shown in the cut. No other machine, it is claimed, has this feature. Second, it has a knock-down frame, and it can be wrapped and shipped in a very small package, and can be put together instantly without the use of any tool. This feature alone saves the purchaser three-quarters of the freight which other machines

would cost. Third, it is finished in nickel and cherry and is very handsome.

These machines are carried in various sizes and combinations by H. A.



Nelson & Sons, and full information can be obtained from them regarding prices and sizes.

#### ROLL DESK TABLET DIARIES.

The Copp, Clark Co. have now ready their Office Diaries. Among the new lines is a line of scribbling diaries, interleaved and not interleaved. These are cheap and useful. They have introduced some new features, among which are the addition of extra space on the 4th and 18th of each month and the adding of Sunday spaces.

#### SCRIBBLERS.

A very pretty line of scribblers and exercise books is now shown by the Copp, Clark Co. The Russia is a nice scribbler, with a leatherette cover and lithographed in white and black. The Beresford has a lithographed boxboard cover of attractive design. In exercise books the Victor and Heraldic have boxboard and pressboard covers, and designs which must attract children's eyes. The Victor has a chromo attached.

#### A NEW ENGLISH PUZZLE.

John Bull's proverbial phlegm and all the year round lassitude has been aroused to almost fever heat by a puzzle compared to which our discarded "Pigs in Clover" affair was tame indeed. The new puzzle consists of a glass covered box, on the bottom of which is painted the red-nosed physiognomy of a sot. A hole in the bottom of the box forms the mouth of the grim-looking personage. The box contains also a tiny bottle, and the trick is to bring the mouth of this bottle into the facial cavity of the man. It is by no means easy to do this. A pretty sure way to accomplish it is to throw the bottle against the glass top at the side of the box, and then incline the box quickly the other way. Every street gambler is busy working the puzzle, the noble profession of bootblacing is a secondary consideration just now, and the street peddlers are selling the puzzle by the thousand, and reaping a rich harvest. It is creating quite a stir, and is certainly proving a success.—Geyer's Stationer.

School boy—"I want five cents to buy a pad to do examples on." Father—"When I was a boy we used slates." School boy, reflectively—"I guess maybe the school directors wot owned the slate factories is dead."—Good News.