

# The "King Edward" Fountain Pen

FITTED WITH 14-KARAT GOLD PEN GUARANTEED.



Boxed singly. Dozen assorted—1 Stub, 5 Fine, 6 Medium Points.

Price to the trade, \$7.20 per dozen.

5 Discount in Dozen Lots.

## McFARLANE, SON & HODGSON, MONTREAL.

### BEST SELLING MUSIC.

The Canadian American Music Co. find the best selling music of the month to be as follows:

1. "Bill Bailey, Won't You Please Come Home," by Cannon
2. "Baby Mine," by Friedman
3. "Tale of a Sea Shell," by Luders
4. "Ping-Pong March," by Grady
5. "Ha-le-Ha-lo," by Rosey
6. "Sammy Simpkins," two-step, by Billings

Whaley, Royce & Co. find the best selling music of the month to be as follows:

1. "Hot Scotch," by Gardener
2. "Dance of the Nymphs," by Mullen
3. "New Year's Dream," by Mullen
4. "I've Got My Eye on You," by Morse
5. "While the Rain is Falling," by Bowman
6. "Please Go Way and Let Me Sleep," by Brynn

The music that sold best during the month for the Anglo-Canadian Music Publishers Association, Limited, was as follows:

1. "Canzonetta," by Fritz Kitchner
2. "Minuet in G Major," by Arthur Somerwell
3. "Serenade Espagnole," by Emile Clarke
4. "A May-tide Lullaby," by Alice Borton
5. "Questions?" by Ernest Neaton
6. "The Old World and the New," by Gerald Lane

### VISIT FROM A SYDNEY STATIONER.

Mr. Walter G. Stanfield, Sydney, N.S., vice president of the stationery firm of Stanfield, Smith Co., Limited, Truro, N.S., and McLeod & Stanfield, Sydney and Glace Bay, spent a day or two in Toronto last week. He was on his way to New York and Philadelphia. He reported business good and trade conditions in Sydney more satisfactory than ever.

### A NEAT AND HANDY ORDER BOOK.

Those who study the convenience of their customers are the business men who are the most successful, be they manufacturers, wholesalers or retailers. The order book is one of the methods which some firms employ, with a view to the convenience of their customers. But one of the best we have seen is the stationery order book

which Warwick Bros. & Rutter are sending out to their customers. It is 10x8 in. in size, and contains 50 order sheets, with a like number of sheets on which, by the aid of carbon paper, a duplicate of each order is taken, and when these are used up they can be replaced. The cover is attractive, being made in imitation red morocco, while the printing throughout is neat and pretty. A pocket on the inside of the cover carries envelopes for the use of the customer when sending his orders to the firm. Several hundred have already been sent out to the trade, and those who have not yet received one should do so. That the order book is appreciated is evident from the number of letters which Warwick Bros. & Rutter have received from their customers.

### TRADE NOTES.

R. A. Berry, of Ottawa, has commenced business in music, etc.

The Bazar General, fancy goods, etc., of Montreal, has been registered.

Nicola Bros., dealers in fancy goods, etc., Montreal, have been registered.

T. J. McNeil, of Wetaskiwin, N.W.T., has sold his stationery business to J. R. Willows.

La Compagnie Cadieux & Derome, books and stationery, Montreal, have obtained a charter.

Salim Shamy, importer fancy goods, of Montreal, has sold his stock at 61c. on the dollar.

Merriam & Co., manufacturers of novelties, at Harriston, were burned out recently. Partially insured.

The Statutes of Canada for 1902 are being issued from the Government stationery office at Ottawa.

T. J. Day, of Guelph, is advertising his book and stationery business for sale. The business is an exceedingly good one.

William Weir, former president of the defunct Banque Ville Marie, is about to publish a book entitled "Sixty Years in Canada." It will be historical, referring to the principal events in the financial world, notably during the war of secession

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