

**FANCY GOODS AND STATIONERY**—Continued. being shown; these are wrapped in fancy cover paper, and sell at 14 and 16c. respectively per 100. Also a line of soft prepared slate pencils, triangular and hexagonal, 25c. per 100; 2 at 35c. in fancy papers, and another in very bright wrappers for 50c. A repeat from England is announced of a new supply of envelopes which took hold of the trade here. These are "Universal" and "Castle," and are very heavy quality for the money. A line of jeweled pencils with birthday stones are a cheap novelty for 5c. retailing, in gross lots, \$4.80.

The travelers of this firm are showing the latest novelty in paper, viz., the "Khaki," which is made in princeps, octavo and dukes. It is shown with a plain border and a red border. The finish is made to imitate the khaki cloth, and the red border is intended to be used with red ink. Envelopes are, of course, shown to match. This firm are doing a large business in inks, and now that the frost is over, the trade is reminded that it is a good time to stock with Stephens', Underwood's or Walkden's inks, of which they carry a complete line. A large shipment of Faber's pencils has been received, including all stock lines. The firm are giving with one dozen of the Lapham fountain pen or with one-half dozen Hustler's a handsome showcase, for the purpose of exhibiting the line of pens, and containing also a place for extra supplies. These attractive little cases would look well on the counter.

The Copp, Clark Co., Limited, are showing a timely line of toy pistols and cannons—one of them is the "Express" pistol. The import samples of this house are now being shown to the trade. They include novelties in frames, plaques, medallions (sacred and secular), boxes, writing desks, traveling cases, pocket inks, silver chate-laines, purses, pearl penholders, pocket companions, brass photo frames and a large collection of other fancy goods. The trade are invited to see these samples, and, if, by chance, any dealer has not been called upon, he can make a date with the house by notifying them, and the traveler will call. It should be added that their range of photo albums is very complete, a special feature this season being the "Kodac" album, for preserving the pictures taken by amateur photographers. There is a new line of crepe tissue in the market in many different colors and designs.

At Warwick Bros. & Rutter's, several new things are noticed. Among them is a record book of newspaper sales, for dealers. Its price is \$1.25, and a book will last for

years, and meets a want long felt. The range of letter scales for house and office use is the best yet shown in this market.

Some of the most beautiful and satisfactory notepapers on the market are the new society lines of The Barber & Ellis Co., among which we notice one of a delicate blue-grey tone with a clouded effect known as "Nebula Blue."

Business is still on the increase at The Barber & Ellis Envelope Factory, the largest in the Dominion. It has become proverbial that their quality of envelopes is kept up to the standards as well as their weights.

The H. A. Nelson & Sons Co., Limited, have all travelers now on the road booking orders for immediate and Spring delivery. Their import samples are now ready and travelers will shortly call upon the trade. Their line this year is more replete than ever, being even more varied, and larger than their enormous line of 1899. Every



No. 1000. \$5 50 each.

customer does not understand the advantages of buying for import only. Aside from the important item of a saving in cost to the purchaser from 5 to 20 per cent. in the cost of his goods (as goods from stock must necessarily differ and be that much higher than the same goods for import), the great object is to secure the choice of a large selection. All houses which sell goods for

have not been enterprising enough to secure a supply of these fine specialties for themselves. The H. A. Nelson & Sons Co's. line has its own just and fair proportion of these fine goods. Dolls, toys, fine fancy leather, celluloid, and fancy papier mache, and decorated paper goods, glass and china-



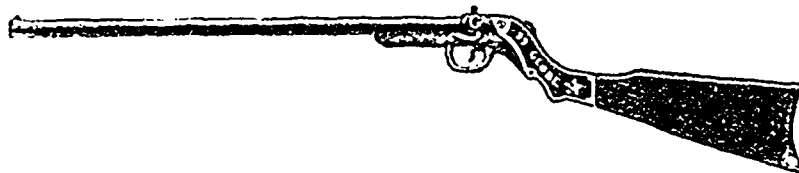
No. 1007. \$13.00 each.

ware, novelties in all lines are in this import line, and the wise merchant will not wait in vain if he reserves his order for their traveler. If their representative has never called upon you with his import line, drop them a card and they will see that your request is complied with.



No. 1011. \$19.50 each.

Carriages, both doll and baby, have been a prominent feature with this house for the past 40 years, and three lines—their cheapest, medium, and highest priced lines—will



GLOBE AIR RIFLE.

Globe, Single Shot, per doz \$9 50      Globe, Repeater \$13 50

import put in their lines many extra fine quality specialties of which they only import the exact quantity sold, thus limiting the quantity brought into the country and securing for their customers goods that cannot be duplicated by other merchants who

appeal to many on account of price and style. Besides these three lines, many others are shown in their Spring and Summer goods catalogue. Velocipedes, tricycles, iron and wooden wheel wagons, should now be purchased in order to obtain market prices, as