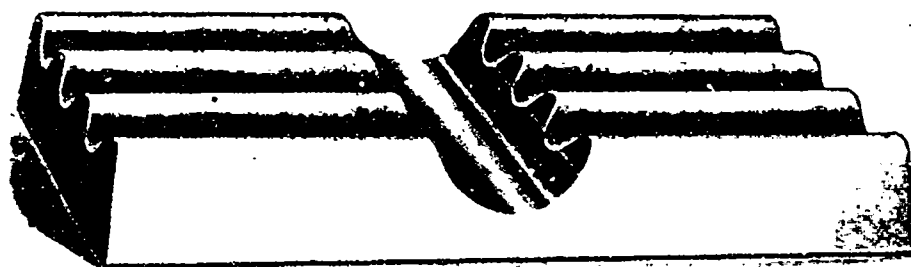


NOTES FOR THE STATIONER Continued.

They are also displaying a large assortment of brushes, including the famous Loonen's goods. The attention of the trade is called to their advertisement on another page. The merchant making his Spring trip to Toronto will find a look through their sample-room full of interest. Their catalogue is now being "put through" and they invite dealers to have their names placed on the mailing list by dropping a card.

NEW PEN BLOCK.

As a companion piece to the large range of genuine cut and pressed glassware which was partly illustrated in last month's issue, The Brown Brothers, Limited, are now showing a most unique article in the shape of a cut-glass pen block, which is a decided



improvement over the old style of pen tray and is meeting with a ready sale. The demand is also well maintained for the old style of trays. This block, used in connection with any of the "Crystal" inks, makes a very chaste library or office set.

A DEPARTURE IN LEAD PENCILS.

But, by far the most complete departure from the "regular run of things" in the trade is in the matter of lead pencils. Of course, everyone uses a lead pencil, and nearly everyone uses an erasing rubber. Undoubtedly the most convenient place you could have the rubber is on the end of the pencil, and in the past this has only been possible in the cheaper and medium qualities of pencils, and then in one or two degrees only, but this order of things is no more, and now The Brown Brothers, Limited, are showing what is known by the

This new era in the manufacture of lead pencils will undoubtedly prove a great boon to users generally, but more particularly for academic uses, architects and draughtsmen.

ADDITION TO "DIMITY" STATIONERY.

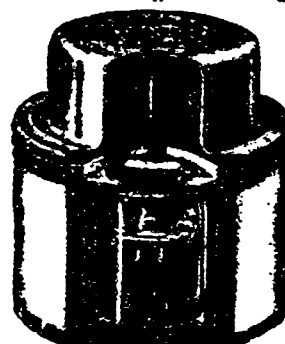
Buntin, Gillies & Co., of Hamilton, report continued popularity of their "Dimity" stationery. The sale for this line has been unprecedented, and shows no sign of waning; in fact, the firm have trouble in keeping up with the orders. A new color of an exquisite azure tint is now being made and will shortly be added to the line.

NOVELTY IN PASTE JARS.

The Brown Brothers, Limited, are also offering a decided improvement in paste jars. This new style is known as Davids'

Perfection; the water well is detachable and can be easily taken out for cleaning or refilling with water. The design of the cap is one of its strong recommendations, for, unlike its many competitors, it is of sufficient diameter to afford plenty of leverage to remove it easily, even though it should become slightly clogged through over careless using. These are made in two sizes, 5 and 8 oz.

The demand for these recently exhausted the Winter stock, necessitating the bringing on of a quantity per express, that being the only way to ship it safely during the recent severe weather.

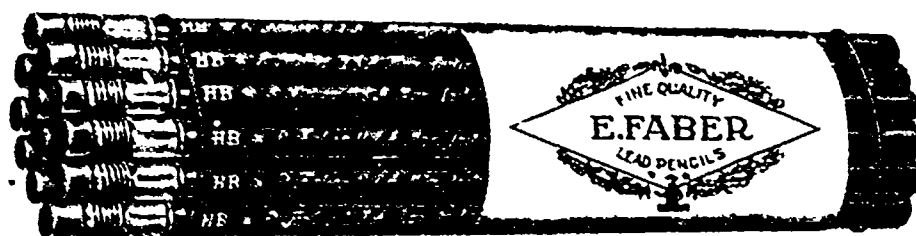


would suit this market even at the risk of being behind others. Accordingly, they are only now beginning to open up the first shipments of the import fancy goods for 1902, and are confident that the trade will wait to see their samples before completing purchases, knowing from previous years that they will be apt to see goods not shown by others. The firm argue that their range includes goods that no ordinary stock could show, seeing that it includes everything used in this market, which, if carried in stock, would require fully half a million to be invested. The European buyer informed the representative of THE BOOKSELLER AND STATIONER that they have aimed to retain the lead in the choice of lines, and that the dealer will note with appreciation the range of articles to retail at 25c., 50c. and \$1. As usual, the range has been selected from the leading manufacturers of fancy goods in Germany, France, England and the United States, especially those who cater to firms placing cash orders with them, and this policy has had its effect in the lines to be shown this season by Warwick Bros. & Rutter. The buyer also states that this year there has been added to the line everything which the customers asked for last season. The travellers report that the retail trade found no difficulty in selling their goods last year. A feature which may

be noted this season is that there is a bigger range of articles in the way of presents for gentlemen. This was a point which some dealers had asked to be kept in view, and this suggestion has accordingly been followed out.

CORONATION LINES FOR TOURISTS.

There is likely to be quite a call this year for Coronation goods, and this feature of the trade is to be catered to by Warwick Bros. & Rutter with an attractive and well-gotten-out line of pads, papeteries and playing cards. There is to be a handsome design embossed on each sheet of the pad. The design is a brilliant reproduction of the Imperial Crown of Britain with crossed swords underneath, and done in red and gold, the whole effect being extremely handsome. In the notepaper line, the same idea is worked out, and it can hardly



trade generally as a "Polygrade" pencil by the well-known maker, Eberhard Faber, made in 13 degrees, from B to six H, with a handsome gilt tip and rubber, the lead being of a beautifully-smooth, even quality.

A NOTABLE IMPORT LINE.

As the trade are aware, Warwick Bros. & Rutter always show each year a very fine line of import fancy goods, and they make it a point to wait for the latest things which