

NOTES FOR THE STATIONER—Continued.

original designs in brooches, hat pins, belt buckles, fob-chains, match safes, cuff links, pendants, etc. The Coronation will, no doubt, heighten the patriotic sentiment, and, with the prevailing good times a greater influx of American tourists, among whom these line are always favorites, is expected. Taking these exceptionally favorable circumstances into consideration, we feel confident that Nerlich's patriotic jewellery will find a quick and large sale all over the Dominion.

DIMITY STATIONERY.

This paper continues to sell very fast. The new color, "Pearl," added last



month, is very popular. Buntin, Gillies & Co., Hamilton, supply the trade.

SOVEREIGN PAPETERIES.

The Brown Bros., Limited, have just issued a handsome series of papeteries known as "Our Sovereign." They are making them in three sizes, one, two and three quires (the largest measuring 13½ x 16½ inches), the filler in these being their high grade Astoria parchment bond, Alexandria size, and can be had in either solid white or delicate shades of rose pink and sky blue assorted. During the coming season these are sure to be good sellers, especially at tourist centres. The boxes used on these lines are not of the colored lithograph variety, but each top has a finely finished Platinogravure of King Edward, the negative of which was from the last sitting accorded the photographer while he was Prince of Wales. Additional interest is also added to the picture by reason of it being taken just the week previous to the trying and eventual one which ended with the death of our late beloved Queen Victoria at Osborne House.

The Brown Bros., Limited, report the season having opened up with a very

brisk trade in the inks, mucilage and paste manufactured by the old-established firm of Thaddeus Davids Co., New York, for whom they are exclusive Canadian agents. The Brown Bros., Limited, are just now making a specialty of a very finely made and finished line of bank and office pens, put up in the popular pyramid style, and also in bulk, in half-pounds. They carry a complete range of sizes in both styles of packages.

HANDLING FOUNTAIN PENS.

There are certain simple things about handling fountain pens which may mean success or failure in selling, and salesmen should be instructed in offering pens to customers right.

They ought to be kept in the case always full, so that they can be tried as soon as taken out. Probably this rule is more generally observed than some of the others, but not all dealers do it now. In a general way, if the cap is put on tight the ink will not harden, but it is safest to take them out often and wipe the pens with bits of chamois skin. This keeps the pen bright and clean and prevents the slightest tendency of ink to harden or curdle.

If you pick up a pen and try its point and it doesn't work, that is to say if the ink doesn't flow freely at once, turn the pen over and spring the point a trifle. That causes it to act as a pump and generally causes the ink to flow.

Do not, in trying to start the ink in a refractory pen, shake it out through the feed section. It is not intended for any

It requires some care and attention to sell fountain pens, and a knowledge of the principles of fountain-pen construction is essential. Aside from that the work should be undertaken with a determination to do it thoroughly. Then it becomes easy and effectual.—American Stationer.

CORONATION SOUVENIRS.

Everything will be "Coronation" in another month and the demand for Coronation souvenirs promises to be unusually large. In this connection The Photo Jewellery Co., 8 King street east, Toronto, are making some interesting offers in an advertisement on page 23.

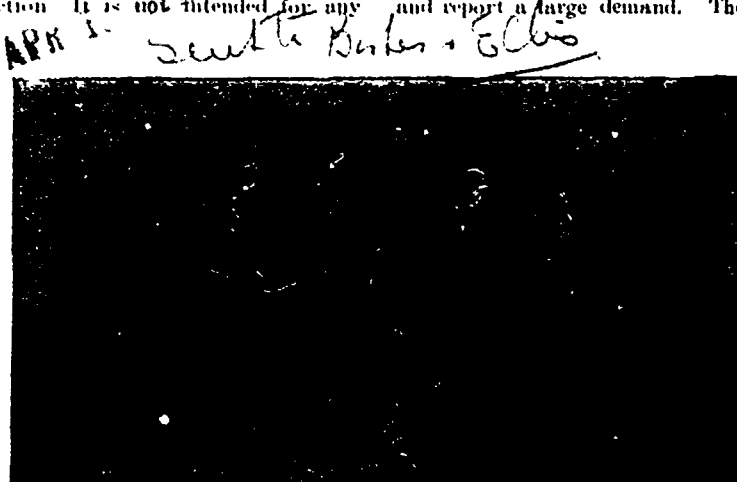
THE FLAG SEASON.

The Copp, Clark Co. are prepared to meet the demands of their customers for flags of all descriptions. They have a stock of all sizes of Union Jacks and Dominion Ensigns in fast colors. Their special line of cotton flags are made in colors that do not run, and resist the wet. These are on good mounts, the sticks being split and nicely rounded.

This house also handle a good line of toy pistols for retailing at 5 and 10c. each. Their toy cannons are for retailing at 10c., 15c. and 25c. each. They have also a selection of catapult elastics for retailing at from 1c. to 5c.

TABLE TENNIS.

Buntin, Gillies & Co., Hamilton, Ont., are carrying a full line of these goods, and report a large demand. Their whole-



sale price-list can be found on the back cover of this issue.

Always keep the pens in your stock fresh and clean. Wipe them frequently and see that the cases in which they are displayed are free from dust or dirt. Remove all the pens and brush the cases thoroughly as often as necessary to keep them perfectly clean.

NEW LINES IN STATIONERY.

The year 1902, owing to the Coronation of King Edward VII., promises to be a record year in the issue of novelties in souvenir stationery. Among the latest articles offered to the trade is a series of