

that is devoted to wedgewood and Etruscan art ware, the printing of which is done in the natural colors, and greatly improves the appearance of the book. For the convenience of the trade, there is a complete index at the back of the catalogue.

#### NEW STATIONERY ITEMS.

(**L**ASS safety inkstands and glass pen trays are shown in some exceedingly pretty designs by The Copp, Clark Co. These goods retail at absurdly low prices, something like 25 and 50c.

Accompanying them are the new shapes in Flemish Bond papeteries prepared by this firm. The envelopes are long and



Safety Inkstand.

contain a good quality of paper.

In their 5c. pencils this firm show some new lines. No. 1815 is the Sovereign, yellow in finish. No. 1816, the Official, is olive green; No. 1817, the Banker's, is a hexagonal pencil in maroon and green. No. 1814, the Business, has a khaki finish. In copying pencils, the Satin, with a yellow finish, has been added.

#### A CANADIAN REPRESENTATIVE.

**T**HE Dennison Manufacturing Co. now has as its representative in Canada, H. Van Duyne. New quarters have been secured at 111 Coristine Building, Montreal, where a full line of the Dennison manufactures is on display. Mr. Van Duyne was for several years connected with the New York house of The Dennison Manufacturing Co., and now takes the place of H. L. Lyman, the former Canadian representative, who is no longer connected with the company.

#### ART GOODS.

**W**ITH reference to calendars, cards and art studies, it is pleasing to note the difference in the style of production in favor nowadays to what used to be in general demand a few years ago. Then one saw practically nothing but the cheap lithographed or highly-colored style of goods in these lines. Not so now, for those of artistic taste want something very different.



How thoroughly their goods are appreciated by the buying public.

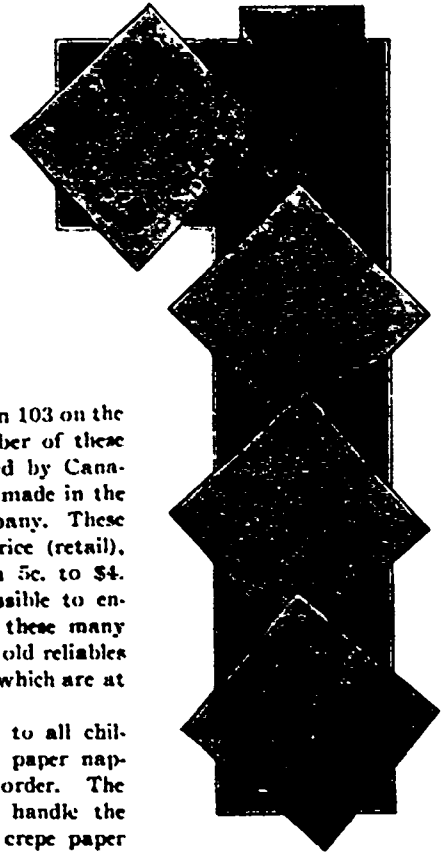
The Brown Brothers, Limited, had hoped to have been showing these lines to the trade about this time, but, owing to several important changes and improvements which the publishers have made this year, they are not quite ready yet. The samples are being hurried forward as quickly as possible, and will be in the hands of their travellers in the course of a few weeks. The "Booklet" design is here illustrated.

#### CHINESE LANTERNS AND GAMES.

**B**OOKSELLER AND STATIONER has seen a capital idea in the way of Chinese lanterns. At The Copp, Clark Co's. headquarters a series of attractive lanterns consisting of some 25 different styles was shown as being a special assortment. Instead of selling quantities of the same make of lantern, this assortment is carefully put up in a box, and all sold for \$2.

This company have been making some important reductions in the prices of games, as well as introducing some entirely new games. They have, in fact, no less than 103 on the new list. A number of these have been invented by Canadians, and all are made in the factory of the company. These goods range in price (retail), all the way from 5c. to \$4. It would be impossible to enumerate a few of these many games, but all the old reliables are there, most of which are at reduced prices.

As an adjunct to all children's parties the paper napkins are always in order. The Copp, Clark Co. handle the Dennison line of crepe paper napkins, of which we give an illustration.



#### A REAL SEAL BAG.

The Brown Brothers, Limited, are showing a very nice bag in real seal, same as cut, which, they say, will sell at popular prices. Their full line, in fact, shows a range embracing all prices to retail from 25c. upward. Mention of the "Netsuki" must not be overlooked. This bag was fully described and illustrated in our last number, and, we understand, is selling very well indeed.

"What about chate-laines?" was asked. Chate-laines are proving steady and fairly popular sellers, there being a great number of ladies who prefer a bag that will hang by itself, rather than being put to the necessity of carrying one in the hand.

