

AMONG THE WHOLESALEERS.

HA. NELSON & SONS' travelers go out in about a week with a full assortment of spring goods. Rubber balls will be in full range, as will marbles, tennis goods, cricket, special designs in croquet, Arrowwanna and other hammocks, fishing tackle, etc.

The W. J. Gage Co. Ltd., has sent out a very handsome New Year's greeting circular; it is one of the nicest we have seen.

An open letter to their customers appears in the advertisement of Buntin, Gillies & Co. Hamilton, on the back cover of this issue.

The W. J. Gage Co. Ltd., report business very brisk in their envelope factory, they are crowded with orders from every section of the Dominion.

Mr. W. C. Cunningham has just returned from a trip to the Northwest and Pacific coast points, where he was in the interests of his firm, Buntin, Gillies & Co., Hamilton.

Mr. Fred. Ansley will represent the W. J. Gage Co. Ltd., in Montreal and the eastern provinces. He has opened an office at room 26, Mechanics Building, St. James street, Montreal.

The travelers of the W. J. Gage Co. Ltd., are all out on the road again after the Christmas holidays, and are showing a great many new lines of writing tablets padded by the perfect process.

J. C. Watson & Co. of Montreal have prepared a condensed set of wall paper samples comprising the cream of their line, which they will send free to any dealer who desires to place an order for spring delivery. This is an unique departure for a wall-paper firm.

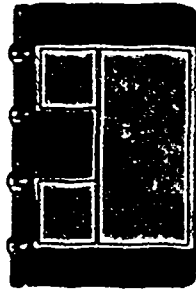
That games are not for Christmas time only is proved by the many orders received since Dec. 25th by the Copp, Clark Co. Ltd. Their magnificent line of games are deservedly popular, as much time and attention is given to their manufacture and everything done to ensure their completeness and attractiveness.

The Canada Paper Co. will show one or two new colors in window-blind paper for the spring trade, and carry their regular brand of extra strong. Their satin-finished duplex blind paper, which was such a success last year, will again be shown. They make a specialty of the neat and business-like way in which their goods are prepared for shipment. Their stock of staples, such as note-paper, foolscap and envelopes, has been overhauled, replenished and re-assorted. Dealers will notice this when their travelers call again.

Nerlich & Co. have succeeded in beating the market on rubber balls, and are receiving an extensive shipment of these goods bought before the recent rise. They have issued a special price list, and are giving their customers the benefit of the low prices at which

the stock was secured. Mr. Nerlich is on his way back from Europe, having selected a large assortment of fancy goods for importation orders. Travelers will be on their respective tours with their new samples by the end of January. James Crosby will take his trip through the Maritime Provinces. Their calendars are still in demand; they have a few left.

The accompanying cut represents No. 3 quality of blank books which the Copp, Clark Co. are now stocking largely. Zephyr paper, 30 lbs. to the ream, is used, ruled to



all patterns, and with the red leather bands, cloth sides and gold rollings on sides and back serves to make a bulky, attractive and fast-selling blank book. W blotters is the name given to a line of blank books, size 6 x 9, to be had, day-book-journal, ledger, cash, or minute-book ruling. These are books designed for private use, and are well bound in red leather backs and corners, cloth sides and marble edges. The paper is of a heavy weight and azure.

The latest invention in steel pens is "The Reservoir," manufactured by the Eagle Pencil Co., of New York. These pens, they



claim, will retain the flow of ink fully four times as long as any other pen, and make the frequent dipping of the pen into the ink entirely unnecessary. Another of their manufacture worthy of notice is No. E 190.



This is the pen which was chosen by the four supervising principals of the Toronto public schools, as being superior to Esterbrook's or Spencerian No. 1, and is now being used extensively throughout the province in the larger public schools.

Buntin, Reid & Co. are going out of the school book trade, and are now clearing out their stock, offering some snaps. A line of the newest thing in paperies is shown, and their whole range is worthy of attention. An ink-well with a nickel stand, cover and pen-rack, made in imitation of a turbine wheel, is a novelty of much value. The ink-bottle contains three compartments in which different colored inks may be kept. All are reached through the one aperture. Their envelope factory is now on their own premises

and under their own control. They have introduced a new process of gumming, which overcomes all the difficulties generally experienced in this work. They will thus be able to make some goods which the trade will find very desirable. Their "serpentine" cover paper, an imitation of a wood grain, is shown in all colors and in box and cover sizes. It is controlled in the Dominion by them, and is one of the most taking specialties now shown by the paper houses.

Hart & Riddell's handsome factory on Wellington street has been busy night and day for five weeks preparing sufficient of their celebrated flat-opening blank books for their customers. Their patent has been adopted by the Dominion Government, and this stamps it as the best in use. Their No. 50 letter-book is having a big run owing to the fact that it is especially made for those who use typewriters. They have been appointed Dominion selling agents for the well-known Waterman Fountain Pen. A huge trade is being done in general stationery. Since getting out their new catalogue and since putting up all their paper for typewriter and legal use in special dust-proof boxes, with patent means of taking out the paper, they have experienced an increase in demand. It pays to give the people something better than they can get anywhere else, and this is what Hart & Riddell aim at.

NEW MUSIC.

DEALERS who handled "The University of Toronto Song Book," which enjoyed an enormous run of 25,000 copies, will be glad to hear that Suckling & Sons have recently published another volume called "Student and Minstrel." It is similar in material, composition and editing to the University song book, but is published in paper only, at 75 cents, and will doubtless find as ready a sale as the former volume. The book is an entirely new collection of part songs, glees, choruses, etc., admirably arranged for male voices, a few of its numbers being, Dudley Buck's artistic arrangement of "Annie Laurie," for four voices; "The Little Old Red Cradle," solo and chorus, by J. L. Gilbert, composer of "Bonnie Sweet Bessie," Scanlan's "Swing Song," "Old Man Moses," by David Hume; "Canniballee," "Prodigal Son," "Dear Canada to Thee," etc., in all forty-seven numbers.

The Anglo-Canadian Music Publishing Association have recently published "Enfant Chien" for the piano in F, by C. Bohm. It is a number of pleasing effect, involving no technical difficulties, and for "something nice and easy" may safely be recommended.

"Two Dreams," song by J. Lewis Browne. This is Mr. Browne's first contribution as a Canadian, and is in capital style, melodious, and of excellent effect. It can be had in two keys, B flat (mez. sop. or bar.) and D flat (sop. or tenor.)