

AMONG THE WHOLESALERS.

THE Calendars for 1894 handled by William Briggs, although received a little late, found ready acceptance among the trade. The sales of this year far exceed those of previous years.

Buntin, Gillies & Co. report a large sale of their tablets. The line is certainly deserving of its popularity.

Macabe, Robertson & Co. are still hustling their fancy lines. They have some taking novelties for the holiday trade.

The W. J. Gage Co. report the largest shipment of school supplies during the past month they ever experienced in the history of the house.

C. M. Taylor & Co. are preparing for a big season in wall paper. Their fancy goods and other holiday lines find satisfactory appreciation.

John Macdonald & Co. are showing a line of German fancy goods for the holiday trade. This means that the dry goods houses are going in for the fancy goods trade.

The Art Metropole, Yonge street, continues its stirring trade in artists' materials, etc. This is a line stationers and fancy goods dealers too often neglect.

Hemming Bros. are still offering some bargains in the lines they used to import. Their own novelties are to be their specialty, and their line for the holiday trade is superb.

Simplicity combined with effective utility is the aim of all contrivances for use in an office. This is the characteristic of the Eclipse office file. Warwick & Sons can supply it.

W. H. Bleasdel & Co. have been forced by increase of business to take in some more floor space. Their now ample warehouse is filled with the season's shipments of fancy goods of all descriptions.

The Map and School Supply Co. have been doing a big trade in their new series of maps. The map of Africa is a beauty and is well up to date. It knocks out all previous maps of this fast-changing country.

Dealers visiting the city can pick up snaps at the Barber & Ellis Co.'s and at Buntin, Reid & Co.'s. Both firms have some lines they are offering very cheap. The Revell Co. are still offering some snaps in books.

The import trade of the Methodist Book & Publishing House has this year assumed such proportions as to necessitate the renting of an adjoining flat. With an increased staff, the orders are being rapidly executed.

The Boyd, Bower & Brumell Co. have made a big bid for the season's fancy goods trade. They have a magnificent stock of all kinds of material for ladies' fancy work, and no fancy goods dealer should miss seeing their range.

A new tablet called "Silver Star" is issued by The Brown Bros. The paper is similar in texture to English parchment.

Octavo and quarto; plain and ruled. Their wedding stationery comprises undoubtedly the best range on the market.

The W. J. Gage Co.'s travelers are all on the road and report very fair sales throughout the country in staple stationery. They are especially pushing blank books, which form a large portion of the output from the bindery of the establishment.

Nerlich & Co. have a nice array of mechanical window figures, which are sure trade-drawers. Their advertisement on another page calls attention to their mechanical 25-cent toys. Soldiers' and firemen's outfits are a cheap and striking line.

Two new features are found in the Copp, Clark Co.'s fallbook catalogue. These are, first, a list of the books required for junior matriculation; and second, a list of the authorized text-books of Ontario. These are commendable and valuable features.

Post quarto and cap quarto exercise books are shown in thick sizes by The Brown Bros. The values are undoubted, and the school and college trade take them fast. French and German office baskets have been a feature of their August trade.

The Copp, Clark Co. were open on Civic Holiday (Aug. 28th) from 8 a.m. to 9.45 p.m. This was an effort to fill all country orders, of which there were a large number, on account of that being the day most of the Ontario schools opened.

So great has been the pressure on the manufacturing department of the W. J. Gage Co. that they have secured additional premises and are now operating two different binderies under their own management in order to cope with their largely increasing business.

Mr. S. B. Gundy, of the Methodist Book & Publishing House, recently returned from a trip through to the Coast, reports business brightening and the trade generally more hopeful than for some time. The "International" Bible, shown for the first time to the Western trade, found a very ready sale.

Warwick & Sons always carry a fine stock of fancy stationery, to which they are constantly adding new lines according as they are brought out. A new papeteric of vellum finished paper, tinted, manufactured by the Whitney Paper Co., is the latest addition. It is a very neat and elegant article, made in two sizes and five new tints.

Nerlich & Co. have a new flat—that was mentioned before. But they have now the basement in the neighboring building and two flats in another large warehouse. Carloads of fancy goods are being opened up—the cream of the European manufactories. Their own warehouse has been improved with plate glass fronts.

Pencil compasses have become a necessity in schools where drawing, mapping, etc., are taught. Many devices have been introduced, each having some particular merit,

but the general failing has been the want of a fastener to keep the divider in position. This has now been obviated by the "Lock action," patented, and Warwick & Sons have caught the trade on this really useful article which sells for 5c.

Dull times do not seem to effect the factory of Warwick & Sons, who have been for some time working overtime to meet the pressure caused by the large orders received for their exercise and scribbling books.

The Copp, Clark Co. have just issued a new bookkeeping blank in a new size. It is intended for the primary course and meets the new requirements of the Ontario Education Department regulations. Dealers should see it.

That "old campaigner" the Climax scribbler is still the leading card in Buntin, Gillies & Co.'s collection of school supplies. This firm does not show as great a variety in the scribbler and exercise book line as some of their competitors, but their goods contain the value and are big sellers. The "Climax" has been on the market now quite a few years and the large demand for the book tells its own tale.

Seven varieties of mirror inkstands are shown by the Copp, Clark Co. They are dainty, taking and useful. Among the striking lines shown at present is a line of memos, oblong, with elastic, at \$9 per gross. Their 25c. (retail) edition of Halma is taking well, and so is their 50c. edition. They have now a Periwinkle box for six players. A small but useful thing is the Melany marking ink.

The W. J. Gage Co. Ltd., draw attention, in an advertisement in this issue, to a new series of foolscap bookkeeping blanks which they are bringing out at 25c. retail. They state that this is one half the price of any other line in the market. This line is prepared to meet the requirements of the revised regulations of the education department.

Novelties in salts in the form of walnuts, shells, turned leaves, etc., are shown by Nerlich & Co. Candelabra are in great range from \$1.80 to \$35 per dozen. Mounted card receivers in new varieties are said to be fast sellers. Children's tea sets, from 35c. a dozen to \$3 each, make up a long range. One of their prettiest arrays comprises 100 kinds of after-dinner-coffee and chocolate cups. These are dainty in size, material and design. Tall and imposing centre-pieces on stands are strikingly handsome in a range of prices from \$6 to \$35 each. Some are fully 5 feet high.

The most complete of trade catalogues is the one issued by H. A. Nelson & Sons. Its illustrations are numerous and admirably executed. The information is brief, yet complete in every particular. The arrangements of the book is good, and all complications are avoided. The number of articles that enumerated give an idea of the vast