

quite 60 per cent., and it is quite reasonable to presume that within the last 10 years there has been an increase of 50 per cent. It is true that typewriting has made great strides, but the spread of education and cheaper postal facilities all over the world have enormously contributed to increase the demand for steel pens—those of quill being practically as extinct as the dodo. There are a few pen factories in the United States, France and Germany, but the manufacture in those countries has not attained the rank of first-class importance. Indeed, an enormous percentage of the Birmingham steel pen trade is on export account. Birmingham now employs at least 5,000 hands in steel pen making, but of these considerably over four-fifths are women and girls. The conditions of work are much better than in the average factory, for the number of pen

very great favor has yet attached itself to the really charming designs and useful articles that come in this form of workmanship.

I saw a handsome belt and purse attached, which was done in wild roses and their leaves, having all the fine finish and gracefulness of the most elegant embroidery. There were buds and thorns, and the trailing design ran in soft curves all around the belt, and was enlarged and doubled in the pocketbook, which hung from a strap at the waist line. "Cinch" buckles were used with this, to girt it up.

Tools are made especially to use with this new art—sharp-pointed, long ones, and duller, short ones, with broad blades, to mark the sweeping lines in the design. The centre holes of a flower, representing, for instance, stamens and pistils, are made with a tool very like an awl. Anyone with

continent, but the favor with which they have been received because of the facilities they offer and the small expense involved seems to indicate their wide use by tourists, card collectors, and others.

THE STATIONERY IMPORT TRADE.

The following are the monthly returns regarding the imports of stationery since the imposition of the new duties in April, 1897:

IMPORTS OF PAPER, ENVELOPES, ETC.	
	1896. 1897.
May.....	\$ 91,563 \$106,300
June	82,936 105,110
July	75,541 79,194
August.....	68,975 78,029
September	77,836 103,671
October.....	82,940 89,847
November	78,093 95,032
December	78,663 89,923
January, 1897.....	69,019 (1898) 84,737
February, 1897.....	75,168 (1898) 87,085
Total	\$770,734 \$918,928

THE COPP, CLARK CO., LIMITED.

This firm are showing those high-class tablets and pads, the "Crown Parchment" and "Original Milton" note, used by royalty. These are for nice trade. The pads are in octavo and quarto sizes with notepaper and envelopes.

A shipment of ball-pointed and Mitchell's pens has lately been received.

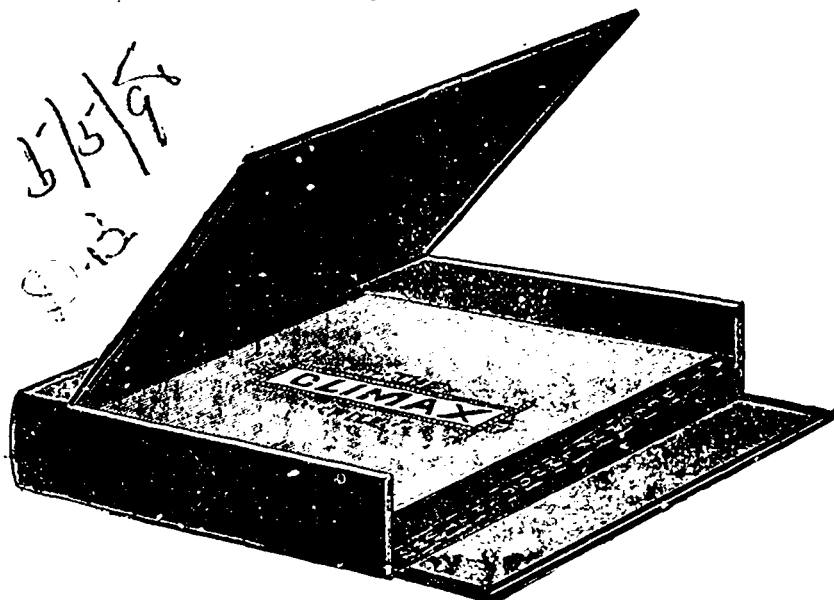
A line of small, school memo. pads, retailing at 1 and 2c., will suit a certain class of trade.

The pencils of the American Lead Pencil Co. are being shown in five-cent goods, in fancy boxing, with antique, ivory, marble and tortoise patterns. The pencils are rubber tipped.

The Copp, Clark Co. have also in stock Crane's board papers, a new size of which is the "Gladstone," a wide-sized note in different tints, a kind now much used abroad.

A full range of Hurd's papeteries, retailing from 50c. upwards is now shown. This maker is noted for the English style in which papers are put up, the names and the boxes savoring of Old Country tastes. The tandem boxing is a feature. Children's sizes in papeteries are attractive lines.

The Castell line of Christmas cards will interest the trade, and samples are now ready. The new cards contain many bright and original designs, the colorings being effective this season, and Japanese cards, winter scenes, flowers, animals, etc., being among the cheap but pretty series. "Bargain" boxes and envelopes full of assorted cards—selling at \$2 per dozen boxes—are features in the line.



THE CLIMAX FILE.—BUNTIN, GILLIES & CO.

works in Birmingham is few, and they are in the hands of liberal employers like Gillott, Perry, Mitchell and others, who have brought the social conditions of factory life thoroughly up-to-date.

THE "CLIMAX" FILE.

The "Climax" file, sold by Buntin, Gillies & Co., Hamilton, at \$2.40, is claimed to be the cheapest box file on the market. They are strongly made and give good satisfaction.

CARVING IN LEATHER.

Another brand new art has come to light—carving in leather. It is an art so new that New York has not recognized it yet, and even the studio specialists, who are always looking about for something unique, have not discovered it to any marked degree. There are some shops where the product is sold, but it is so little known that no

a hint of artistic sense can make these charming things up for himself. There are cardcases, purses, portfolios, belts, chatelaine bags, even sofa cushions, in this new work, and they are all made in a soft yellow leather, with a smooth finish, so hard that the strokes of the blades and points used are immediately apparent in flower or other design.—New York Herald.

POST CARDS FOR TOURISTS.

For some time there has been prevalent in foreign countries a method by which travelers to any distant country can keep their friends at home posted as to where they have been and what they have seen without going to the necessity of writing long descriptive letters. This is done by means of pictorial post cards, the utilization of which is said to be increasing abroad. The idea was only recently adopted on this