



STATIONERY DEPARTMENT



INCREASED IMPORTS.

TRADE statistics for the year ending June 30, 1906, have been issued and a study of them shows a growth in the imports of stationery lines in almost every department.

Under the caption of "ruled, border and coated papers and papeteries and boxed papers," Canada imported during the fiscal year 1906, a value of \$212,695. The importation for 1905 was \$181,756, a clear gain of \$30,939. The imports from Britain increased from \$29,355 to \$43,254; and from the United States from \$125,669 to \$141,959.

In the item of pens, penholders and rulers, the figures are as follows: 1901, \$79,166; 1905, \$160,325; 1906, \$180,203, with a large increase in importations from the United States.

Playing cards have also been coming in in heavier quantities: 1901, \$31,645; 1905, \$60,267; 1906, \$67,179. The notable increase in this case has been in British cards, which have advanced from \$4,998 in 1901 to \$31,317 in 1906.

The figures given for envelopes are as follows: 1901, \$27,416; 1905, \$75,892; 1906, \$64,786. While there has been a general increase, it is worth noting that there was a heavy falling off in imports from the United States between 1905 and 1906, due no doubt to increased activity on the part of Canadian manufacturers.

Writing ink holds fairly steady, with a slight falling off on British importations between 1905 and 1906. The totals for the three years are: 1901, \$14,309; 1905, \$58,357; 1906, \$54,959.

School writing slates, imported almost entirely from the United States, are evidently in growing demand, despite a larger use of paper. 1901, \$17,548; 1905, \$19,811; 1906, \$20,524; while slate pencils stand about normal at \$3,550.

WETTING LEAD PENCILS.

THE act of putting a lead pencil to the tongue to wet it just before writing, which is habitual by many people, is one of the oddities for which it is hard to give any reason, unless it began in the days when pencils were poorer than now and was continued by example to the next generation. A lead pencil should never be wet. It hardens the lead and ruins the pencil. This fact is known to newspaper men and stenographers. But nearly ever one else does wet a pencil before using it. The fact was definitely settled by a newspaper clerk away down East. Being of a mathematical turn of mind, he ascertained by actual count that of fifty persons who came into his office to write an advertisement or a church notice, forty nine wet a pencil in their mouths before using it. Now, this clerk always uses the best pencils, cherishing a good one with something of the pride a soldier feels in his gun or his sword, and it hurts his feelings to have his pencils spoiled. But politeness and business considerations require him to lend his pencils scores of times a day. And often, after it has been wet till it was hard and brittle and refused to mark, his feelings would overpower him. Finally he got some cheap pencils and sharpened them, and kept them to lend

The first person who took up the stock pencil was a drayman, whose breath smelt of onions and whisky. He held the point in his mouth and soaked it several minutes, while he was torturing himself in the effort to write an advertisement for a missing bulldog. Then a sweet looking young lady came into the office, with kid gloves that buttoned half the length of her arm. She picked up the same old pencil and pressed it to her dainty lips preparatory to writing an advertisement for a lost brace let. The clerk would have stayed her hand, even at the risk of a box of the best Dixon pencils, but he was too late.—Graphite.

POINTS TO NOTE.

ALL travelers have been called in off the road, in order to let retailers give undivided attention to Christmas trade and to prepare for the first trip of the New Year. When the travelers go out on January 2, they will carry principally office and staple stationery, with Easter goods, picture post cards and early import samples as side lines.

The Christmas rush is now on and from all accounts, a good volume of business is anticipated. The early advent of cold weather has enlivened trade.

Jobbers report a big increase for the past season, placed by one house at twenty-five per cent. There has been a larger demand than ever for cards, calendars, Christmas decorations and peculiarly Christmas goods.

The tariff changes will have but little effect on the stationery department, though the general tendency will be to let in more foreign goods. This will mean keener competition for home manufacturers and should keep down prices.

Prices in the United States have been advanced in all lines. The latest advance affects most grades of blank books, which are now listed ten per cent. higher. This change has been caused by increased cost of material and labor.

LESS PROTECTION.

THE revised tariff contains some changes in the duty on stationery lines, which in general show reductions in the preferential scale of duties. The general duty on manufactures of paper, such as boxed papers pads, papeteries and envelopes will stand at 35 per cent., while the preferential duty on goods of British manufacture is now 22½ per cent. as compared with 21 1/3 per cent. under the former tariff.

The general duty on millboard has been increased from 10 to 25 per cent., which will make the cost of many articles higher. The general duty on paper, other than printing paper, costing less than 24 cents a pound, is still 25 per cent. but the preferential tariff is now 15 per cent. instead of one-third off 25 per cent. Blank books are dutiable at 35 per cent. of their value, the preferential tariff admits them at 22½ per cent. as compared with one-third off 35 per cent. before.

Playing cards under the old tariff entered at 6 cents per pack or 4 cents on English cards. The revised tariff makes the duty 8 cents, with the preferential duty 5 cents per pack.