

HERE AND THERE AMONG THE JOBBERS

Personal information for the guidance of buyers of stationery and fancy goods, especially procured by
"The Monthly Visitor"

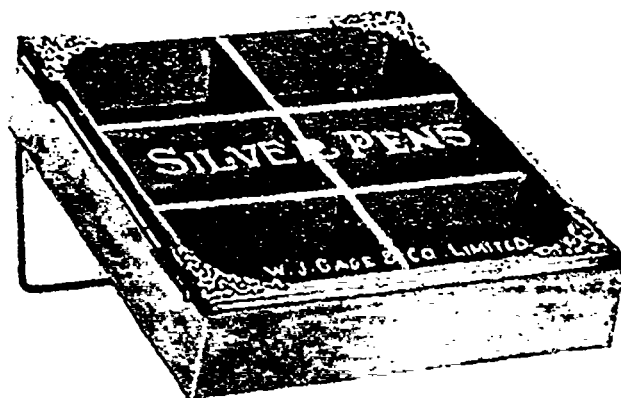
W. J. GAGE & CO. report that the trade are taking kindly to their new Silver series of pens.

They are made from the finest steel and, being silver-coated, will not corrode, and will, therefore, outwear three ordinary steel pens. There are six numbers in the series, covering all the popular styles, and some of which are made with turned-up points. They are very attractively packed in gross boxes, and are sold at a uniform price, 50c. per gross. To introduce them, a very handsome nickel showcase, as shown herewith, is given free with each original order of 20 gross. Samples of these pens will be sent upon application.

W. J. Gage & Co. have recently added a large number of new designs to their series of writing tablets. Among these I noticed especially English Linen Fabric, made with cloth-finished paper in white and azure, to retail at 15c. in octavo size, and 25c. in quarto size. This is an extremely popular tablet, and the covers are embossed in red blue and gold. They are also making an envelope to match this series in the Royal Wallet shape, which will retail at 10c. per package.

I saw displayed in the sample rooms of W. J. Gage & Co. many very attractive new writing tablets which they have just brought out for this season's trade. I note the following as being of particular merit: Celtic—linen paper, medium weight, octavo and quarto. Fleur de Lis—white wove paper, octavo and quarto. Welland—white wove paper, octavo and quarto. Clarita—white wove paper, octavo and quarto.

These pads have covers embossed in gold and colors and are not only very dainty in appearance but are sold



at prices which will give the dealers big profits when retailed at the usual prices of 10c. for octavo size, and 20c. for quarto size.

Let me refer again to W. J. Gage & Co.'s new lines of tablets by mentioning the elegant assortments of special covers they have just brought out to supply de-

signs for large dealers, either jobbers or retailers, who wish to order quantities and have exclusive patterns of their own. This range of designs covers a large field, and dealers can have their pads made up with plain or embossed covers, and in any thickness to suit. This series will be of particular interest to dealers who wish designs of their own and who handle tablets in large quantities.

I was shown by W. J. Gage & Co. samples of the new Pinch Paper Fasteners. This is the best fastener made for filing purposes and for attaching first and



second sheets. They lie perfectly flat and occupy no room. This is an extremely neat and useful little article and will have a large sale. It is put up in boxes of 250 to retail at 25c., and is the cheapest fastener of the class that is made.

A novelty that is selling fast is a decorated paper seal for envelopes. The designs are holly and Santa Claus heads, appropriate for the approaching holiday season.

The Hiawatha Linen is something new in notepaper. It comes in flat sheets with embossed edges, and can be folded to suit the purchaser. In a prettily decorated box, paper and envelopes sell at 15c.

A nice new box of notepaper and envelopes is the Wexford Weave, for which Warwick Bros. & Rutter, Limited, stand sponsors. This is a grey white linen, crash finish, with wallet shaped regent size envelopes. The boxes are of pretty design.

Warwick Bros. & Rutter, Limited, show a ten-cent package of playing cards called the Leader. These come in cases similar to the more expensive packs.

Several new papeteries have been placed on the market by Warwick Bros. & Rutter, Limited, which will come in useful for Christmas displays. The English Holly is an attractive box with a panel design of holly. It comes in two sizes, wallet regent and boudoir and the paper is the new repp finish. Three other pretty boxes are Purple Poppies, Mousseleine, and Vice-Regal.

The Students' and Eclipse Blank Drawing Books, published by The Copp, Clark Co., Limited, were shown