

**SOME FACTS ABOUT THE SECTIONAL LEAD PENCIL.****E**conomical because you use the entire lead.**C**leanly, as you need not soil your fingers in sharpening.**T**ry one and be convinced.**I**n construction simple yet perfect.**O**h for a sharp point, use Sectional Pencils and**N**ever be without them, they are the best.**A**re superior to any Lead Pencil on the market.**L**ife is a dream when you have a sharp-pointed**P**encil, always handy and ready for use.**E**verybody needs one and should have it.**N**ine times out of ten you break your pencil point or**C**ut it off. Sectionals are always sharp,**I**n good shape and ready for use.**L**et this be advice to you, profit by it,**S**ave money and buy Sectional Lead Pencils.

40c. PER DOZ. WRITE FOR SAMPLE DOZEN.

SOLE  
AGENTS**THE GOPP, CLARK CO., LTD., Toronto****AMONG THE WHOLESALEERS.**

**M**R. Richard Brown has gone to New York for a few days. He will investigate the American stationery market.

The Copp, Clark Co. will again handle a full range of Spalding's baseballs. These goods need no recommendation from trade journals, as their merit is well known, and their fame continental.

Hart & Riddell are complaining in a mild way of an over-abundance of orders for their flat-opening blank books. They claim that their patent is the best on the market, and the demand seems to justify the claim.

Messrs. E. and H. Nerlich sailed on January 8th for London. They will visit Paris and Berlin, and then proceed to their paternal abode in Dresden. They will not return until about June 1st. In the meantime the warehouse will be under the very able management of Mr. Doherty.

Cooper & Co., 75 Yonge street, are rushing the sale of a line of novelties from the Plaget Stationery and Novelty Co. and Robert H. Ingersoll & Bro., New York. They are also showing a few advance samples from Manuhelmer & Laury, the celebrated purse manufacturers of New York. They expect to announce a number of new lines about the first of March.

The Barber & Ellis Co. have removed the remainder of the Burland Lithographing Co.'s stock from Montreal to Toronto, and dealers who can personally inspect this stock may find it financially beneficial. In colored, glazed, and plate-surface papers, cardboards of all kinds, lithographing papers, etc., they are showing some very cheap goods. They are giving their customers the benefit of a cheap purchase.

The latest addition to the range of tablets offered by Buntin, Gillies & Co. is the Headline Series, which come in four sizes—ruled and plain. At the head of each sheet the name of the town in which they are to be sold is printed in colors. As the goods are excellent value and of taking description, we are not surprised that they should have the large sale which the firm report. If you have not seen them send for a sample.

One of the latest ideas for beautifying envelopes is "Fancy Wax," which is being much used by ladies for the purpose of sealing their letters. Brown Brothers have just received a shipment of this from New York, and at the same time they have received a new supply of Ben-ison's gold seals, tags, etc. They have just placed on the market a new line of blotting paper, designated the Spongia, which is said to be extra spongy, in fact,

for absorption powers cannot be beaten. The quality is very fine.

A neat novelty is the Triplicate Pocket Holder. This is a small nickel holder with three spring compartments, the two outer ones being of a size suitable for lead pencils, and the centre one large enough for a fountain pen. Those who are in the habit of losing pencils will appreciate this little article, which is not by any means bulky or likely to get out of order. It can be retailed at 10 cents, and is handled by the Copp, Clark Co.

The Toronto News Co. report a growing demand for periodicals. This, no doubt is a result of the recent cheapening of the postage on paper bound books and magazines, and also to the greater realization by the booksellers that sending subscriptions direct to the publishers means that the latter will make use of it in future years to secure renewals themselves without the intervention of the bookseller and his claims for commission. Smaller profits but continuous ones are the best—in this case—for the newsdealer and bookseller. They are handling McLoughlin's valentines, and the new designs for this season's trade show a great advance in point of design and color combinations. They are receiving numerous orders for both cheaper and dearer lines. They expect soon to have their sample Easter cards ready for inspection; and are promising some exceedingly taking lines.

In looking at the range of hammocks which Messrs. H. A. Nelson & Sons spread before us, one could not help thinking, "Where on earth do they all go?" The samples simply represented a stock of a hundred or more dozens, all of which will be sold before many months have passed. There were cotton, Mexican grass, wooden slats, Indian and Arrowanna. The "Arrowanna," although already known to the trade, are going to be the great sellers, they being without a doubt the best style of hammock going. Mexican, Indian and cotton hammocks are about the same as heretofore. These lines are always considered staple during the summer months, stock being laid in as a matter of course. In special cricketing goods they are showing a combination cane and rubber handled bat, manufactured by L. F. Page & Co., of London, England. Cricket experts pronounce this an A.1 bat, and being at a tolerably low figure will be a big seller. The practice bats are in good demand, and to meet this they are offering an all cane selected at \$3.25 each. This has also been tried and proved to be a good all-round bat. Wickets, balls, batting and wicket gloves, leg guards, boys' sets, are also being shown. Lawn tennis goods were in big demand last season, and from ap-

pearances so far, the demand is going to be greater than ever this year. They are well prepared for this. Such a variety of rackets, all the latest styles and shapes in both English and American (Wright & Ditson's). Tennis sundries, such as poles, balls, pegs, nets, etc., are also well represented. In baseball goods, Spalding's line both in low and high grade goods is being shown. They have been again appointed wholesale selling agents for these celebrated goods, so that dealers know where they can obtain anything and everything that they require in these lines. The old stand by, lawn croquet, is being put on the market this season in first-class style. In the common or low grade lines, there is the "Gem" in 4, 6 and 8 ball sets, mallets in these being five-inch heads. "Daisy," an 8 ball set, with head 6 inches, painted in two bands "Acme," an 8 ball set, with mallet head 7 inches, striped in bright colors. "Victoria," an 8 ball set, with extra large mallets, 8 inches. This makes a very fine set indeed, although not quite as good as the "Queen," which is another 8 ball set, with 8 inch shaped mallet, attractive, and makes a good presentation set. Much more could be said about the different lines opened up by this enterprising and energetic firm but space will not permit, let it suffice to say, however, that the general opinion is that to buy goods right and have a good assortment to choose from, this is the house to go to. A special spring catalogue will be out in a few days.

During these cold spells it is hard to realize that summer is near at hand, at least one would be led to believe it was to see the large shipments of spring and summer toys and sporting goods being passed at the Toronto customs house during the last few weeks; Messrs. H. A. Nelson & Sons being about the heaviest importers. A glance at some of their new lines would not be amiss. In anticipation of good summer weather, they have a line of fans, of Italian, Austrian and French manufacture, that simply surpass anything ever seen. The Italian line are all low grade goods. Did you ever see a folding or closing, full size fan, to retail at five cents? They have a lot to sell at that figure. Then 10, 20, 30 and 50 cent lines follow in close order, each one being a leader. The Austrian fans are principally gauze, with lace, and hand painted decorations, ranging in prices from 75 cents to \$3 each. For beautiful goods at reasonable prices, these are probably the best in the market. The French fans are principally plain satin, silk, and feather goods, but Oh, what a selection! The most fastidious can surely be pleased from such a varied stock.