

hue of the skin. The retail price is \$1.50.
—American Stationer.

AN exchange announces the appearance of some novel decorations for Christmas trees. "These," it says, "consist of a frame which supports a heat wheel. As this revolves it carries with it a colored ball, around which is twisted colored metal strips. Some are fitted with mirrors for reflectors and some are not. They are designed to be attached to the tree above the tapers and the ascending heat waves keep them revolving as long as the tapers burn. A score of these on a tree would cause it to scintillate with colored lights, constantly changing color as the wind wheels revolved. The retail price is 10c."

Leather coverings for sofa cushions promise to be one of the Christmas trade's best lines. These are made in sheepskin, in suede grey, tan and other colors, with burnt designs. The cover is laced together all around, so that it is only necessary to unlace one end to insert the cushion. The edge is fringed. Brown Bros. are supplying the trade.

Messrs. O. B. Stanton & Co., Toronto, had a window display of Waterman's "Ideal" fountain pens recently that was of more than usual merit. On the window floor, close to the front, were arranged in two rows the words "Waterman's 'Ideal' Fountain Pens," in brass letters, between the rows being placed several bottles of Waterman's special inks and pen fillers. Suspended from the ceiling of the window were two narrow pieces of board, covered with red cheesecloth, on which were the same words. Boxes of the Waterman pens, in various grades, were displayed at either side and on a table at the back of the window. Two large frames contained specimens of the "Ideal" pens, and their several parts in the different processes of manufacturing, from the pure rubber gum to the finished pen. A photograph of Mr. Waterman at the back and a few attractive advertisements on either side completed the display, the whole of which was backed and flanked by flags.

Every stationer wants a good line of fountain pens in stock for the Christmas trade. To use a slang term, I can "put them on to a good thing" in this line which doesn't come every day. While in a big warehouse the other day a few new pens caught my eye, and on inquiring what make they were I found that they embodied

certain expired patents in the United States of a well-known fountain pen which has been a big seller at \$4 retail. The same style of feeder is used, but the pen is smaller. They can be retailed with big profit at \$1 up. I believe they are guaranteed to give as good satisfaction as the original. They will soon be shown to the trade by the travellers. One line will be called the "Rex," to retail from \$1.35 up, and another, the "Universal," will retail for \$1. Dealers should inquire of Copp, Clark Co. about these pens. There can be no disappointment.

Some new Christmas papeteries that are becoming very popular are "Indian linen," a cloth-finished note in Princess style, shades in white, light and dark blue and dove grey, a 25c. line; "Watteau," a water-lined rep-finished note, and "Firth," an azure tint in parchment, also Princess style. Juvenile stationery includes "Little Letters for Little People," which has brownie or animal stamps in the corner of each sheet. The paper is ruled and small envelopes accompany it. These are 25c. lines. "A Rustic Posy" has colored flowers in the corner of the paper. It retails for 15c. The "Imperial" cabinet has lately been added to the "Moorish," "Turkish" and "Egyptian" series. The paper is in three sizes, envelopes to match, white parchment finish. Another new note is Whiting's "Hyacinth," in blue shades, Salisbury sizes, in quarter-ream boxes. "Queen's Damask" is a new note in a light rep finish, with a wood fibre appearance which is very attractive. It comes in blue and white, at \$3.60 a dozen. An odd line of photo albums, photo frames, paperweights, etc., is being cleaned out at a big discount. A new inkbottle, 178/3, is made in the shape of a cartridge, with nickel top and bottom, and black Japan centre. The top screws on securely, making the bottle a useful one for travelling. Winter games have been going so well that difficulty is found in supplying the demand. Among the popular ones is parlor croquet, which is supplied in fancy boxes, and retails for 25, 50 and 75c. The enormous demand for the "Royalty" perfumed wax has almost depleted the stock. A few boxes are left, and another shipment is expected shortly. To retail at 10c., they are within the reach of everybody, and they give good profit to the retailer. In school crayons, No. 400 should take well. It is a flat box containing 28 different colors in crayons. Retail price, 5c.; \$4.80 per gross. Pocket diaries, of which there are 137 different lines, are now ready, and orders should be sent in early, as the sales increase very much every issue. There are four new backs in the

Congress series of the United States Playing Card Co.'s cards, called Josephine, Napoleon, George Washington and Martha Washington. There is an enormous demand for these goods, and orders will be filled as received. The company has never yet been able to keep up with the demand for its cards. In a few weeks the third edition of the Map of the Dominion will be issued. A large number of changes have been made, principally among the new territories, and the latest surveys have been recorded. The price is the same, \$6, list. Toilet papers in 5c. and 10c. lines are good values and good sellers. I have neglected to mention that this news is of the Copp, Clark Co.'s warerooms.

In the way of Christmas goods for stationers I know of nothing that is likely to take better than a line of gold-plated letter holders, card racks, inkstands, thermometers and scones. Some handsome designs have recently been put on the market and are very suitable for either Christmas or wedding presents. There is a great variety of designs, and they are well finished in 18 karat gold. Some other inkstands, English and French make, are mounted on well finished oak, walnut, rosewood and olive wood bases. The wells are in cut glass and Dresden china, and the designs and shapes are all new and attractive. For these lines I must give Brown Bros., Limited, the credit. In Christmas papeteries they are fortunate in having some exceedingly beautiful lines called "The Blind Girl," "Fairy Tale," "Choir" and "Honeymoon," from the edge photogravures which form the covers. The sizes are elephant quarto, royal quarto and octavo. The paper is in white, azure and heliotrope, done up nicely. This is an exceptionally fine line of writing stationery. It will almost be bought for the cover alone. Juvenile papeteries with fancy designs, and illustrated nursery rhymes at the top will be good. Turkish, Moorish and Egyptian papeteries, and the Royal Cabinet series in dark blue and cream, are also high class beautiful goods.

Leather goods for the holiday trade are moving well. Among the best goods in Brown Bros'. are ladies' purses and card cases, writing and music folios, photo cases, playing card cases, leather toilet cases, chatelaine bags, silver-mounted blotting pads, and men's purses and pocketbooks. The Mexican hand-carved leather made up in chatelaine bags, purses, music folios, blotting pads, etc., has proved a great favorite. By the way, there is a job line here of metal and leatherette photo frames which might be worth looking after. They