

ada, enthusiasts will be greatly pleased with the prospect of being able to continue to enjoy their choice of pastimes at cards. Warwick Bros. & Rutter are sole agents for the game in Canada and the retail price is 50



cents per pack and handsome display cards are supplied with every dozen. Every dealer should at once request a sample of this new game.

AN EXCELLENT PAYING LINE.

A LINE of goods very little understood by dealers in Canada is the Artist Material line; and yet there is no better paying business to be engaged in, if rightly handled. The first thing necessary is to find out the wants of those who use these goods in your town, and then carefully cultivate their trade.

It is a fact that these goods do not move as quickly as staple lines, but it must be remembered that a commensurate profit is to be had, and if a well assorted stock is kept, a profitable income can be derived.

In speaking with Messrs. George Ridout & Co., Toronto, who represent Talens & Co., Dutch manufacturers of oils, water colors, etc., our reporter learned that they are introducing their special goods directly to the artists by a very neat and novel sample set which can be had for the asking, and which they will send to any artist whose address an interested dealer may supply them, in all instances referring them to such dealer; and as they are agents they can give the merchant the very best terms to be attained without the necessity of his having to overload himself with stock. They are ready to give every information desired to aid those interested.

PERSONAL MENTION.

Mr. George Hazen, who represents Warwick Bros. & Rutter in the provinces, has returned from a trip to the coast and California, whither he went for the benefit of his health.

Mr. J. Martin once with the Canada Paper Co., and later Maritime traveller for McFarlane, Son & Hodgson, of Montreal, will in future cover Eastern Ontario and Quebec for Warwick Bros. & Rutter.

Mr. G. B. Salmond, who has spent eleven years in the book business in Brantford and a year with S. E. Mit-

chell, of Pembroke, has succeeded Mr. W. Metcalf as manager of Salmond & Co., of Brockville.

Mr. Lewis Rose has resigned his position as traveller for Nerlich & Co. in Eastern Ontario, he having gone to Cuba. His territory will be taken by Mr. Thos. Christie, who has been representing Warwick Bros. & Rutter in this field.

Mr. L. J. Walsh has left Nerlich & Co. and has joined the Seely Mfg. Co., of Windsor. His territory in Manitoba will in future be covered by Mr. Chas. Montgomery.

Mr. Heymann, representative of the Eagle Pencil Co., is expected in Toronto during the month.

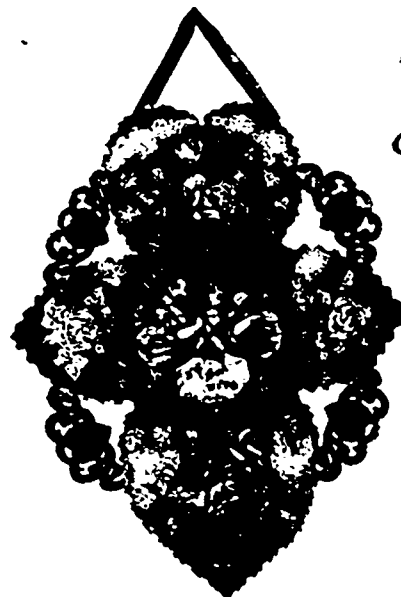
The Trade in Toronto were recently favored with a call from Mr. J. E. Wood, of Rat Portage, who has been placing large orders for souvenir stationery and novelties.

Mr. W. J. F. Mallagh, of Brantford, went the rounds of the Toronto jobbers recently, filling up the vacancies in his stock occasioned by heavy Christmas sales.

Mr. W. Miller Jones, representing Mr. E. Faber, will be paying the Canadian jobbers a visit at an early date.

Mr. Thos. Christie, who represented Warwick Bros. & Rutter, for some time in the Ottawa, Montreal and Quebec district, has joined the staff of Nerlich & Co. Mr. Christie's place has been taken by Mr. "Jack" Morton, formerly representative of McFarlane, Son & Hodgson in the Eastern Provinces.

The trade generally will regret to hear of the death of Mr. George A. Burghardt, formerly Canadian representative of E. P. Dutton & Co., of New York. Mr. Burghardt was stricken with paralysis 19 months ago, and after two further attacks passed away on December 14th. Those who knew this gentleman will condole with Mrs. Burghardt and her children in their sad bereavement.



A Pretty 1904 Valentine.

RETURNED
FEB 26 1904
Cut Book 16
Page 21
Ans.

A LEATHER GOODS CATALOGUE.

A splendidly executed catalogue of fine leather goods has been sent to "Bookseller and Stationer" by C. F. Rump & Sons, of Philadelphia. The catalogue contains an immense variety of leather goods, well illustrated and and described.