

TOPICS FOR THE STATIONER—Continued

kind of stationery. Two 25c. lines, in Czarina shape, are the "Mimosa" and "Mimosa Fibre." Silk fibre sells about the best. The shades are white, azure, purple, London Fog, Glenmore blue and rose. Children's cabinets are shown in small-sized note, in cream, white and antique finished. A useful line is one of invitations with envelopes in boxes, 25 of each. They retail for 20 to 50c. A great many lines of visiting cards, including Pirie's and Whiting's makes, are shown. Those of their own make are being sold at a big reduction, 80c. goods being down to 65c.

"Royalty" is the name of a new perfumed sealing wax that is going to be a good thing very shortly. It is put up three sticks in a box, arranged so that no breakage can occur, each box containing different shades of one color. There are sixteen of these series, and some of the shades are very fine. They can be sold very easily. It has been hard to get a good line of sealing wax to retail for 10c. before this, but the "Royalty" will just fill the bill. They sell for 80c. per dozen boxes—as low as anything on the market. Copp, Clark Co. are supplying the trade.

I saw some brands of Pirie's notepaper and papeteries, including Royal Buck, Cloth of Gold, Ancient Scottish, Old English and Old Irish, in Brown Bros.' the other day which were strikingly boxed, and could be displayed well. Hurlbut's Court series is also shown and is selling very well. Some notepapers that will suit the popular trade, being nicely boxed and providing a good writing surface, are the Cymric, Roman, Florentine and Royal Scots. A big shipment of the world-famous Paul E. Wirt fountain pens, just arrived, will doubtless not be long in dwindling to a pretty small stock, such is the demand for this pen. Dennison's Pebbled Passe Partout binding for repairing music, etc., is an article that all dealers can handle profitably. It is most useful for amateur photographers also. A specialty is being made of typewriter supplies, carbon paper—both the ordinary and cobweb—in purple, black, blue, etc., Little's ribbons, which are made to suit any machine, and other goods, all of which being of the best, are selling well. They are the agents for the New Century typewriter, for which they report big sales, due, no doubt, to the many new improvements it contains. A handsome illustrated catalogue of this typewriter can be had by application. The Edison diaphragm mimeograph has been found so simple, and yet capable of doing an

immense amount of work, that it is easily accorded the first place.

NEW STATIONERY AGENCY.

Mr. George W. Kaye, for a number of years with W. J. Gage & Co., the well-known stationers, has secured the sole Canadian representation of several large American paper manufacturing companies. These include the Phoenix Toilet Paper Manufacturing Co., of New York, manufacturers of fine toilet paper; the Smith Paper Co., of Lee, Mass., makers of high-grade tissue papers of every description; the Kenyon Paper Co., Baldwinsville, N.Y., fine white and colored tissues; the Pawtucket Glazed Paper Co., of Pawtucket, R.I., glazed and wax papers, and the McDowell Paper Mills, of Philadelphia, manufacturers of fine tissues. The Canadian business of these firms has developed so within the past few years that they have deemed it wise to establish a direct Canadian agency. The business will be carried on directly from the mill to the wholesaler. Mr. Kaye is a popular young business man and in his hands the business will no doubt enjoy a still further increase. His office is at Room 503 Carlaw Building, 28 and 30 Wellington street west, Toronto.

NEW YORK BOOKMEN PAY UP.

Some New York importers, owing to the severe Customs regulations in force for the purpose of exacting the full duty, have voluntarily made advances upon their invoices lest they should be required to pay the penalty equal to the amount of such advances as might be made upon their goods, together with the full duty upon the valuation thus revised.

Among such voluntary advances, perhaps the most noteworthy are in the line of books. One invoice of these goods coming from England was said to have been advanced by the importer to the extent of £175. The original invoice value being £91 was raised to £269, to make correct foreign market value. In justice to the importer of a quite recent entry of these articles which were seized by the Collector on account of their being undervalued in excess of 50 per cent., it was learned that in this particular case there was a misunderstanding on the part of the importer as to the basis upon which the valuation of merchandise was determined for duty assessment. He did not know it to be the wholesale market value at the place from whence the goods were shipped for export to this country when such valuation can be ascertained and in the event that no such valuation is established, that the cost of production with a fair margin for profit was such basis.

Leather Goods.

This is a special and **Developed Department** of our business.

We manufacture and have now in stock a very superior line of

PURSES, WALLETs, LETTER and CARD CASES, PORTFOLIOS, MUSIC ROLLS, PHOTOGRAPH CASES, DRESSING CASES, LADIES' WRIST BAGS, Etc.

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Surpass anything hitherto made.

We have them in all the

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With the newest and finest of frames.

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MANUFACTURERS OF

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