

AMONG THE WHOLESALERS.

NERLICH & Co. are showing a range of second quality Phoenix solid rubber balls. There is hardly any difference between these and the first quality in regard to the durability and appearance of the ball, and the price is much lower. These are replacing the quality of rubber balls known as the Continental Second, which was formerly much sold here, and which contained less than 5 per cent. rubber.

The Copp, Clark Co. report an enormous run on their scribblers and exercise books. For one week the house's stock was depleted, and their orders were filled by a hand to mouth process. This speaks exceedingly well for their lines. Their two exercise books containing eyesight paper, and designated Ciloba and Cilcora have been a pronounced success.

Mr. George Warwick, of Warwick & Sons, has returned from a trip to the Pacific Coast. He is much improved in health, and gained 14 pounds by the change of climate. He reports a quiet trade in the North-west and British Columbia.

Tennis Junior is the name of a new dollar floor game which will be placed on the market by the Copp, Clark Co. It can be played on the floor of a room or on a lawn requiring a space of ten feet in length. It is said to be an exciting amusement to engage in playing this game. They have a new flush in their make of that popular game Crockinole.

Mr. James Inrie has returned to the services of Warwick & Sons. Mr. Inrie is a first-class salesman, but he seems to have tired of being in business for himself.

Walkden's Inks in all sizes and kinds of bottles, are being pushed by the Copp, Clark Co. These inks are standard and while perhaps secondary in point of reputation on the Canadian market, are not secondary in point of quality. They also control the celebrated Star and Cimax blotting papers which are manufactured at the James River Mills.

Mr. Albert M. Beckers was in Toronto recently representing the National Publishing Co., of 239 Levant street, Philadelphia. This is a new company on the Canadian market. They carry a big range of Bibles.

Mr. T. A. Solomon, formerly with the Methodist Book Room, is now with Frederick Warne & Co., of New York.

Geo. Doran, formerly with the Willard Tract Depository, of this city, and now with Revel & Co., of New York, was in this city on a visit quite recently.

A very large share of the playing card trade of Canada is controlled by the Copp, Clark Co., who handle Russell & Morgan's goods, which are sold by the United States Printing Co. They make a handsome line of cards. A beautiful medium line is the Texan, a line which a dealer can handle to a great deal of

satisfaction, both on account of its price and on account of the reliability of the card itself. This house carries many other lines; and every quality is represented in their stock.

The staff of travellers for the Methodist Book Room for this year will consist of S. Gundy, W. Brisbane and T. Allan. Mr. Gundy is known to the readers of this journal as the new manager of the trade department, and has just returned from a trip to European markets. Mr. Brisbane was formerly with C. M. Taylor & Co. Mr. Allan is a bright young man who has been trained in the Book Room.

The Copp, Clark Co. have two new text books on their shelves. One is Examination Questions on History and Geography, arranged chronologically by Peter McEachren, of Toronto Jarvis St. Collegiate Institute. This will be a useful help to teachers. The other is a neat edition of Virgil's Aeneid, Book II., with notes and vocabulary by Jno. Henderson and E. W. Hagarty.

Joy & Seliger are placing a huge line of samples in their agency in this city. Dealers should remember this line of fancy goods and novelties.

Perhaps the most successful tablet ever placed on the Canadian market was the City Tablet, shown by Warwick & Sons during the past two months. The sales have been something enormous, and it speaks well for the able manager of this department, Mr. A. F. Rutter. He is now placing on the market a tablet which will no doubt surpass even the brilliant record of January and February. The cover is a beautiful design with a scroll heading containing the name "Our Home Tablet." From this runs down a wreath of maple leaves, and the bottom part is ornamented with the picture of a beaver. The centre of the design is taken up with the name of the town which is printed on the sheets. The imprint of the dealer handling it is placed at the bottom. Thus it will be seen that the superior features of the City Tablet are retained, and "Our Home Tablet" is embellished with a colored national design which is very artistic and striking. The originality here displayed will no doubt meet with merited success. This house reports a general increase of business during the first two months of the year. They also report payments very satisfactory.

Brown Bros. have distributed a neat cloth board calendar among their customers. This house sends out no inferior article and this is as usual equal to the best to be seen in the office of any merchant. Blank books are a specialty with them.

C. M. Taylor & Co. have a neat advertisement in this issue. Dealers would be foolish to allow it to pass without examination. It will please the eye and benefit the profit and loss account. For artistic taste it has never been surpassed by any similar house.

Buntin, Gilles & Co., Hamilton, are of the opinion that there is room on the market for fine papereries (that is, the good goods which are imported and sold for fine trade) and they are introducing a full line. The boxes are unique, the goods first-class, and prices moderate, considering the quality. The first lines to be shown are advertised in this number. The firm reports a big sale for their Head Line Tablet advertised in BOOKS AND NOTIONS for February.

In order to afford increased space for its large and growing trade, the Gendron

Mfg. Co., of this city, will add another story to their already extensive premises on Duke street. The directors have also decided to increase the capital stock from \$15,000 to \$150,000. Mr. Dussan, the manager, reports an excellent demand for the company's various specialties, such as children's carriages, velocipedes, tricycles, toy express waggon, rocking horses, bamboo rockers, steel wire wheels, etc.

The Methodist Book Room and the Toronto News Co. are both showing Easter cards.

The Canada Paper Co. are selling large quantities of green, buff and drab blind papers. They will shortly be prepared to supply an extra strong double faced paper in buff and green. They have adopted a new material for scribbler covers, which is flexible, strong and waterproof. It is to be used on their new Bicycle scribbler.

C. M. Taylor & Co. have an excellent range of Bibles and prayer-books for the spring trade. Oxford and Queen's Printer Bibles lead in the display.

Mr. W. J. Gage has returned from his trip to Great Britain and the continent.

An Odd Situation is the title of a book dealing in a romantic way with the relations of Canada and the United States. The author is Stanley Waterloo. It will be placed on the market at once by C. M. Taylor & Co.

W. J. Gage & Co. are stock-taking, and have a few odd lines of envelopes which they are clearing out. Some retailers will get some snags. They are also shipping their wall paper.

SPALDING'S

Base Balls . . .
Bats
Catcher's Mitts .
Umpire Indicators
Catcher's Gloves .
Masks
Body Protectors .

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The Copp, 9 Front Street
Clark Co., LTD. West, Toronto.