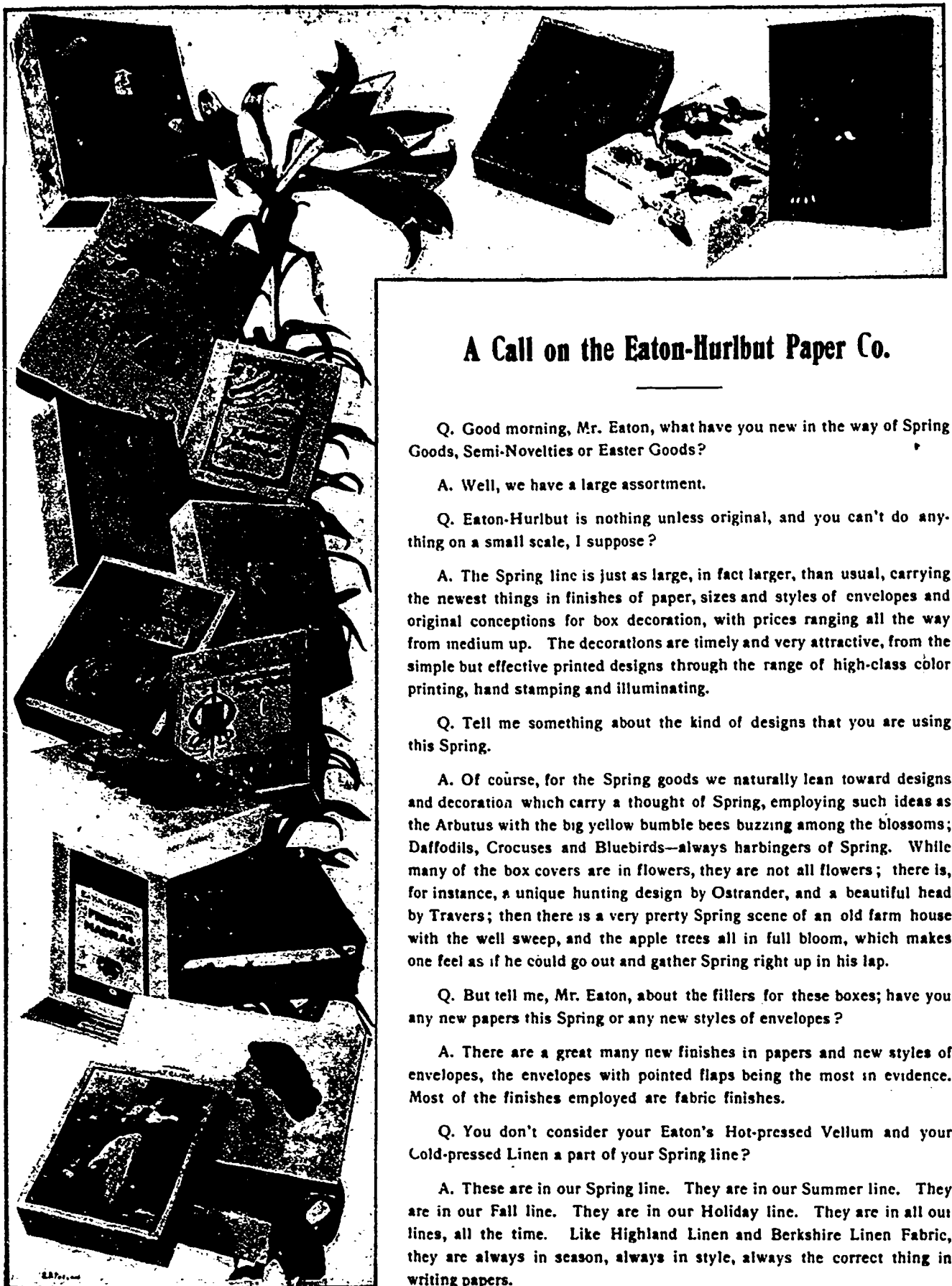




A Call on the Eaton-Hurlbut Paper Co.

Q. Good morning, Mr. Eaton, what have you new in the way of Spring Goods, Semi-Novelties or Easter Goods?

A. Well, we have a large assortment.

Q. Eaton-Hurlbut is nothing unless original, and you can't do anything on a small scale, I suppose?

A. The Spring line is just as large, in fact larger, than usual, carrying the newest things in finishes of paper, sizes and styles of envelopes and original conceptions for box decoration, with prices ranging all the way from medium up. The decorations are timely and very attractive, from the simple but effective printed designs through the range of high-class color printing, hand stamping and illuminating.

Q. Tell me something about the kind of designs that you are using this Spring.

A. Of course, for the Spring goods we naturally lean toward designs and decoration which carry a thought of Spring, employing such ideas as the Arbutus with the big yellow bumble bees buzzing among the blossoms; Daffodils, Crocuses and Bluebirds—always harbingers of Spring. While many of the box covers are in flowers, they are not all flowers; there is, for instance, a unique hunting design by Ostrander, and a beautiful head by Travers; then there is a very pretty Spring scene of an old farm house with the well sweep, and the apple trees all in full bloom, which makes one feel as if he could go out and gather Spring right up in his lap.

Q. But tell me, Mr. Eaton, about the fillers for these boxes; have you any new papers this Spring or any new styles of envelopes?

A. There are a great many new finishes in papers and new styles of envelopes, the envelopes with pointed flaps being the most in evidence. Most of the finishes employed are fabric finishes.

Q. You don't consider your Eaton's Hot-pressed Vellum and your Cold-pressed Linen a part of your Spring line?

A. These are in our Spring line. They are in our Summer line. They are in our Fall line. They are in our Holiday line. They are in all our lines, all the time. Like Highland Linen and Berkshire Linen Fabric, they are always in season, always in style, always the correct thing in writing papers.