

FANCY GOODS AND STATIONERY DEPARTMENT.

NELSON & SONS CONSOLIDATE AT MONTREAL.

It is announced that H. A. Nelson & Sons, Toronto, intend to consolidate the business in Montreal, where the firm for many years has had an extensive establishment. At the present time the Toronto branch conducts for Ontario, west of Toronto and east to Kingston, and also in Manitoba and the Northwest. The Montreal house does business west of Montreal to Kingston, and east, including the Maritime Provinces. It is hoped to consummate the consolidation by May, and in the meantime the stocks in both branches will be reduced as rapidly as possible. A forced sale of much interest to the trade is, therefore, now on. The reason for removing to Montreal is that the firm was originally started there, that the Montreal house is the larger house, and that the western business of the firm can be conducted almost as well from Montreal as from Toronto, while on the other hand Toronto cannot handle the eastern business. The firm will always keep a sample room and possibly a flat in Toronto, while the broom factory, which is run there by the firm will not be at all interfered with. By this new move on the part of H. A. Nelson & Sons, Toronto will lose a business house that has been established since 1868. The firm was originally founded in Montreal by the late Mr. H. A. Nelson in 1840. The business at present is managed by the four brothers. Mr. A. B. Nelson and Mr. F. E. Nelson conduct the Montreal firm, while in Toronto the managers are Mr. H. W. Nelson and Mr. C. H. Nelson.

CHEAP AMERICAN PENCILS.

Consul Stephan, at Annaberg, Germany, in a report to the Department of State, gives publicity to a complaint of a leading German manufacturer of lead pencils relative to cheap American pencils. The manufacturer quoted says: "The valuable cedar wood is wasted in a barbarous manner in America; whole districts of the finest forest land have been cleared, but never been replanted, so that we obtain always more rarely really good cedar wood, and the blocks which we are now obliged to use supply only half as many pencils as formerly. Not only does the cost of the production of the pencils rise considerably in consequence of the bad wood, but the American industry pours upon the market its surplus product of thousands of gross below cost price, and so depresses the price in countries which impose only low duties or none at all. The consequence of this is that the German manufacturers can

only compete at a loss, and that the trade in cheap markets, such as India, Mexico, Japan, Australia, etc., is as good as lost. The English market has been literally swamped of late years with cheap American pencils at ridiculously low prices. The conditions in other countries are almost as unfavorable to the German export trade as in the United States. Italy, Russia and France impose immense duties on pencils, and in France the use of German pencils in schools, public boards, railways, etc., is forbidden."

GLASS DRESSING CASES.

A novelty of the season, shown by Nerlich & Co., is the glass dressing case, which comes in a dozen different lines in different sizes and prices. They are of bright and handsome appearance. The glass is decorated with a floral design, hand-painted. The frame is of hard white composite material,



Glass Dressing Case—Nerlich & Co.

tastefully patterned and ribbon-trimmed. The interior is perfumed, finished with satin, and the fittings are of good value. The same line is shown in letter cases, collars and cuffs, gloves and handkerchiefs, neckties, ladies' necessities, etc.

A NEW MUCILAGE CO.

The Auld Mucilage Co., of Montreal, have bought out the well-known Premium Mucilage and Composition business of E. Auld, of Montreal, which will have as manager Mr. Wm. Angus, late of the Royal Pulp and Paper Co., and formerly of the Canada Paper Co. and Angus, Logan & Co., paper makers and wholesale stationers. He will be much pleased to hear from his old friends, as well as new customers, when their wants will be promptly attended to.

SPORTING GOODS IN STOCK.

H. A. Nelson & Sons, Montreal, are showing their usual full range of sporting goods for the summer trade. Their connection

with all leading sporting goods manufacturers of the United States places them in a first-class position to fill orders for fishing tackle, tennis goods, base ball specialties, etc. In fishing tackle a feature with them is a very full line of rods at a wide scale of prices. Tennis supplies of all kinds are now in stock, also cricketing goods, and their supply of lacrosse sticks is as complete as usual. Orders are already coming in well on spring account for many lines of these goods, more especially fishing tackle.

A NOVEL PENHOLDER.

M. Nopitsch and G. W. Sussier, a leading firm of Nuremberg, Germany, who are large manufacturers and dealers in stationery novelties, have appointed J. B. Rolland & Sons their Canadian agents. The latter have just received some new samples of the goods of the firm, and they are certainly new. One that struck BOOKSELLER AND STATIONER particularly was a false cigar, which was in reality a combined pencil and penholder. This little article will afford a lot of fun as well as being useful. Even to the tobacco wrapper and the flavor it has the appearance of a genuine cigar, and it is only when some one tries to bite off the end that the joke is plain. The line ought to go well.

NEW IMPORTED FANCY GOODS.

The new samples in general fancy goods for import orders are now being arranged by Warwick Bros. & Rutter. They include the latest French, German and Austrian goods, and many bright novelties are shown this year. The range is a full one and a large trade is expected. The travelers go out with these samples about the first of March.

A HANDSOME NOVELTY.

Among the very newest in tobacco jars are those of brilliant cut glass, which hold easily from fifty to a hundred cigars. Another beautiful specimen is of silver, lined with gold, and has upon its cover the alcohol lighter and ash receiver. Frequently the covers are enameled with designs of cigars and pipes.

TWO SPECIAL LINES OF PAPER.

Two new lines of notepaper and tablets, put on the market by Buntin, Gillies & Co., Hamilton, are among the best values ever offered. The Peerless is cream-wave, high-finished; the crystal wave being white. Both lines come in commercial and octavo note paper, and in all sizes of tablets. The wrappers and tops are most attractive, being of Dresden design in gold and colors. The goods are at a low price, and are especially suitable for jobbing. Samples and prices