

Where We Get Our Stationery Goods From.

A Canadian Dealer Draws His Supplies From Many Sources.

THE markets of the world are open to the Canadian stationer, and from them he can pick and choose whatever he wants, aided by the many importers of the Dominion. Our proximity to the United States is greatly in favor of the stationery manufacturers of that country, many of whom have taken advantage of this market to the fullest extent, and push their goods ahead of those of all other countries. But the stationery imports from Great Britain and other Old World countries are considerable and are growing rapidly. There is a strong feeling in the Canadian trade for imported goods, which are frequently chosen in preference to those of home manufacture of equal merit.

Much of our paper for manufacturing into fine and fancy writing stationery is of United States origin. That market commends itself to the Canadian buyer for the reason that the goods can be shipped in any desired quantity and in quick time than for any merit they possess over British goods. And in the matter of producing novelties, it suits the Canadian trade so much better than any other that most of the orders go there.

The travellers from United States mills visit this market nearly every month, and thus keep in close touch with the jobbers, while a yearly call is all that British representatives pay.

Of course, much of our ordinary class paper, in bond, parchment and vellum, is made in Canada, and the quality is up to the standard of any imported goods of that kind. Fancy tints also are made a good deal in Canada, but most of this comes from the United States.

In papeteries, the English houses stick to staple sizes to a great extent, which leaves the market for novelties very much to the United States; and American manufacturers take full advantage of this.

The American papeteries, however, are not sold in as large quantities as British goods, and the latter would be still further in advance in the Canadian market were they put up as tastefully as are the former, for the quality of the British papeteries is finer than any other we import. They are much cheaper, too.

A few novelties in papeteries come from France. These are all in glaring colors and are not in great demand.

All our black bordered notepaper comes from Great Britain.

Any of these papers can be supplied by Canadian mills if jobbers will take enough; but when small quantities are wanted they must be obtained from the United States mills, who have always a demand for them, and can afford to keep them in stock when our own mills cannot.

In blotting and typewriting papers the United States is in the lead. The thick blotting paper, which used to come from England and Scotland, now comes from Virginia. In thin blotting paper the trade is still in favor of the Old Country. Blotting paper with one side glazed for advertising purposes is wholly an importation from the United States.

Great Britain is far ahead of other countries in the Canadian market in drawing, water color and all artists' material papers. The American mills are, however, commencing to make these and are threatening to give British goods "a run for their money."

Our best imported tissue papers come from England. The cheaper goods are from Belgium, and a few from the United States.

Our imported inks come from England and the United States, and a little from France. The English inks are the best known and have probably an advantage on the market. The preferential tariff places them on an equality, as far as price goes, with the United States goods. Most of the French inks go to Quebec. Good authorities, however, state that our own Canadian makes are as good as the best; all they lack to make them sell ahead of others here is the reputation, and this is coming. Ink powders are growing in popularity, chiefly because importers do not care to pay duty on so much water when the ink is shipped in liquid form. These come from Great Britain and the United States.

Mucilage is imported from England and the United States. The white paste is nearly all American.

Steel pens come to us from Birmingham mostly. Some large United States manufacturers sell a lot to Canada, and the pens made especially for the vertical writing taught in the schools are American.

The best sealing wax comes from England. Some is brought in from the United States, but it is of a cheap variety and not a great deal is used here.

Imported rubber bands are all from the United States. Some used to be made in Canada of a cheap quality, and for a long time those of home manufacture have had this reputation. They are now made here, however, equal to any imported goods.

The best lead pencils are, of course, from Germany. All good drawing pencils come from that country, which imports the pine wood from the United States, makes the pencils, and then is able to lay them down in United States and Canadian markets in better quality and at a lower figures than home-made goods. The United States pencil-makers go in mostly for the rubber-tipped and fancy-designed varieties. There are not many British pencils made.

The United States makes the best imported rubber erasers, but in this line Canadian manufacturers are not behind, and are putting up a keen competition with imported goods.

Fancy ink bottles, paper weights and other fancy goods of the kind come from Austria and France. Many novelties in the stationer's trade are of American make, such as fancy ash trays, match safes, etc., but, for the great bulk of the novelty trade, Austria, France and Germany lead.

Map globes are made in the United States. Blackboard brushes, slates and numeral frames are other school accessories in which American firms do nearly all the trade in Canada.

Silver and gold pencils and other stationers' jewellery are mostly from England, though the United States is rapidly coming to the front. In getting out novelties of this line in cheaper quality the Americans lead, but for really solid, high class goods Great Britain is far ahead.

What we call Chinese lanterns are made in Germany. The Japanese lanterns, however, are really from Japan. Wicker waste-paper baskets, slate pencils, artists' brushes, damping brushes and the cheaper seals and stamps are of German make.

Most of the school crayons and chalk comes from the United States. Oil crayons are being used more than chalk now, and it is likely they will soon displace it altogether.

In school bags, the canvas ones are from England and Germany. All the leather bags are our own make. Other countries have not been able to compete with Canadian makers in this line.

Inkstands, cash boxes and other stationers' hardware is divided between Great Britain and the United States.

Mathematical instruments of the best kind for school and professional use are made in France. Compasses are brought from England and the United States also,