

## *Notes for the Stationer.*

and Fancy Goods Dealer.

### CURRENT ITEMS IN THE TRADE.

**B**USINESS in stationery, outside of the Christmas trade, which is as active as it ever has been, is in a good shape, and a pleasing feature of it is the increased demand for high-grade writing stationery. It has been noticed for some time that the public were gradually taking more of the best goods and disregarding the cheaper lines that for a long time formed the great bulk of the trade. But the growth of this demand is very noticeable this Fall. Perhaps, as a retailer believed, it is due to the uncommonly taking papeteries that are now on the market, but it is preferable to think that the people have been educated up to the point of desiring the best and most artistic stationery, and that they will continue to use these goods. One of the wholesalers put out a line of cheap, highly-colored note this season that not many years ago would have had an immense sale, but it fell flat, and even among the small country places where, as a rule, the cheap goods sell best, it was not taken, plain white paper being preferred.

**A**MONG the new lines of fancy writing stationery there is an English reprinted paper that has a good chance of becoming a leader. The paper is very light and gives the appearance of a coarse wood fibre or straw-plait finish. The colors are in light blue and white. The envelopes are of the popular wallet shape and the goods, besides being nicely boxed, are tied in fancy satin ribbon. The name of this stationery is "Queen's Damask," and it retails, with good profit, at 50c.

**M**ORE attention is being paid to children's fancy stationery than usual, with the result that a number of attractive and, I understand, quick-selling lines can be obtained. Nearly all of them are decorated in the corners of the sheets with colored pictures of brownies, animals, flowers, etc. The stationery is ruled, a desirable feature in children's notepaper,

and the envelopes are about half the size of the ordinary. These goods are likely to sell well for the Christmas trade.

**A**BOUT the best boxed writing stationery on the market is given no name but what the pictures on the covers suggest. The principal sizes are elephant quarto and octavo. The boxes are flat, and the covers are beautiful art photogravures from life. Two of them, "The Honeymoon" and "The Fairy Tale," are in immense demand, but the other pictures, "The Choir," "The Blind Flower Girl," etc., make also very handsome covers. For the Christmas trade, these will sell well among the best buyers, for they are rather expensive goods, \$2.50 being, I believe, the retail price. That is, however, giving a good big profit to the retailer. But there is a great deal of stationery in them in two or three tints, and they are worth the price. They make a splendid exhibit in a store and will sell themselves. The stationery is of the highest class.

**B**LUE, white, cream and light grey are the selling shades. The last makes an uncommonly handsome writing paper and is likely to be even more popular than at present. A fault found with many of the dark blue shades is that when the wet ink is blotted the impression left is very faint and it is sometimes hard to read. This cannot be said of the grey paper, which provides a background for the ink that shows it up as well as white or cream. Some of the darker greys are used to a limited extent instead of the black-bordered mourning stationery. Pink is not as good as it has been, though it still sells pretty well.

**A**NEW fountain pen will be put on the market a couple of days after this issue of *BOOKSELLER AND STATIONER* is in the hands of its readers. This pen will be made in several grades, to retail from \$1 up. The firm who are handling it state that it is made on the lines of another pen which made its designers famous in the

trade. The patent, however, expired, and this new pen, though altered in some respects, still embodies the chief points of that patent. The feeder is the same, though the pen nib is somewhat smaller. No better feeding device than this has ever been discovered, and as the pen is put down at a very reasonable price it will likely be a great success. There is more profit in it for the retailer, too.

**A**N odd device for allowing the hand to move more freely when writing has been patented in the United States. A ring is worn on the little finger of the pen hand, and a steel ball, attached to it just where it touches the paper, revolves in any direction. This rolls over the paper, doing away with any friction caused by rubbing the finger over the paper when writing.

**A**NEW thing in inkstands is made with a revolving glass top with a hole in it for the insertion of the pen. The bottom of the well is made in the form of steps, so that as the ink is gradually used up one after another of these steps become bare until the last one—a narrow one—is reached and the ink is all contained in this. The hole for the pen in the cover is moved over whichever step has the desired depth of ink. This well allows the ink to be practically all used up, so that an entirely fresh supply may be put in.

**A**LATE English novelty is a combined pen, pencil and calendar. In one end of the holder is a slot, in which a calendar sheet is wrapped around a roller. The sheet is gummed and transversely perforated, the object being to divide it into spaces indicating the 12 months. On each of these spaces are the name of the month, days of the week, and the numerals corresponding to the days of the week and month.

**A**NEW series of tobacco jars reproduces Japanese heads and faces. The eyebrows, moustache and hair are real hair. The faces have different expressions, but all are fierce enough to satisfy anyone who want blood curdling sensations. They will hold a pound or more of tobacco and the finish is superior, reproducing the natural