

THEY DO SAY

That Santa Claus is bringing good business.

That Hans L. Woelker has put his motor boat into winter quarters.

That Walter Furlong had his "War Brides" in Philadelphia last week.

That hardly a stationer has guessed who posed for the L. E. Waterman Co. Santa Claus.

That "Nat" Tupper, of the Business Show, was a minister—and an eloquent one—years ago.

That loafing will not be encouraged in the handsome new office of the Wynne Paper Co.

That Salesmanager Ireland, of the Mysell-Rollins Bank Note Co., is an Englishman, despite the name.

That congratulations are due the American Lead Pencil Co. on the tenth anniversary of their famous Venus.

That "Bill" R. Clarke, who covers the central West for the Tatum Co., is enthusiastic over the growing boom in business.

That Mayor Bosse, of Evansville, Ind., who is in the desk making business, recently purchased a Bible, a Luther translation, printed in 1754.

That Preston Aspell, who buys stationery, etc., for Putnam's, has the cleanest desk of any man in the trade. He "does things" at once.

That Leopold F. Luedcke is the new salesmanager for the Fulton Specialty Co., and brings to that position a thorough knowledge of such duties.

That so many well-known men in the trade live in the neighborhood of Lincoln Place, Brooklyn, that a Stationers' Club could be formed.

That a stationery salesman who ate a Thanksgiving dinner of quinine pills, washed down by a draught of Duffy's Malt, is J. P. Lewis. He had the grippe.

That "Abe" H. Rosenweig has given up making blank books for the American Blank Book Co. and gone in for making a dainty line of apparel for ladies.

That Ernest Dudley Chase, publisher, of Boston, is building a stone bungalow at the Wedgemere Station, Winchester, Mass., where he will live after its completion.

That Mort O'Connell will attain his "end" at the minstrel show to be "run off" by the L. E. Waterman Employees' Benevolent Association early in the coming year.

That "Comrade" Harry B. Brooks, who has just returned to Chicago from a Pacific coast trip, says the brilliancy of the recent convention is as glowing as ever out there.

That one man in the trade who ate his Thanksgiving turkey as a Benedict is Raymond Harrison Frost, of the Frost Stationery Co., Worcester, Mass., who recently married.

That John Carson, one of New York's leading engravers, would appreciate any recipe that would assist in cultivating a mustache. Three of the eleven hairs are decidedly backward.

That Karl Wirt, the handsome son of the fountain pen manufacturer, will be happier than ever after January 1. His term as a Bloomsburg councilman expires and it was no sinecure.

That "Bob" Sainberg, the good-looking and energetic son of the desk pad manufacturer, can always be relied on to get good seats for the theater. He knows every box office man in Greater New York.

That A. L.—Kewpie—Jones, of the Bert M. Morris Co., is always smiling, but now wears a bigger smile than ever. Reason: he has just completed the most prosperous business trip in the history of the firm.

That among the Wilmington, Del., bunch of "war millionaires" that came for a three days' joy trip to New York City were Mr. and Mrs. Walter Butler, the former the well-known bookseller and stationer.

That Angy Thomas, Pacific coast representative of Eberhard Faber, heads the list in sales of the Van Dyke pencil and has no intention of relinquishing that proud position. Angy will visit the home office of his firm some time this month.

STOCK CERTIFICATES A PROFITABLE LINE.

MANY stationers are finding the new Mysell-Rollins Bank Note Co.'s stock certificates a profitable line. The sample books show some attractive designs, the goods being made up along the modern line of business. Much care has been bestowed on the line, and those in the trade not familiar with this progressive San Francisco firm should get in touch with them.

DIXON'S DEFENDER'S ASSORTMENT.

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tents of the assortment, which comprises what is claimed to be the finest of high quality pencils ever sold in this way. Those acquainted with the Dixon line will recognize the excellence of the assortment when they read the following list:

Anglo-Saxon—Round and hexagon; green and purple finishes.
 Ticonderoga—Yellow finish, "cornerless" shape.
 Uncle Sam—Red, white and blue; round and hexagon.
 Cabinet—Round, light blue and tortoise finishes.
 Cabinet—Hexagon, maroon and white finishes.
 Sequoia—Round, yellow finish.

Prices and further information may be obtained upon request from the Joseph Dixon Crucible Co., Jersey City, N. J.