

FANCY GOODS AND STATIONERY.

PRESENT TRADE.

While the stationery trade amongst the retailers has not been particularly active during the last month or six weeks, it has not been very much the reverse. Travelers of wholesale houses who are out on the road report orders as being given freely. Those who are out with samples of imported fancy goods are especially encouraged by the orders, which are liberal. It is evident that good prospects of a good Spring and Summer trade are felt.

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THE UPWARD PRICE.

The price of papers in Canada, as elsewhere, has gone up. The Canadian paper manufacturers have formed an association, and have fixed prices on the principal lines, although it is not known that the agreement extends to writing papers. The combination is hard and fast, subjects the members to a penalty for breaking the prices, and altogether indicates their belief in a strong market. Although, as has been said, writings are not supposed to be in the combine, the prices of them have gone up, both at home and abroad, the first advance having been $\frac{1}{4}$ c., and a more recent one $\frac{1}{2}$ c. Some manufacturers have stopped paying freight, which affects the price considerably. As all scribbling book papers are up, it will be impossible the coming season to give the same values in scribblers, although, no doubt, the retail price of the books will not be changed.

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THE BRITISH PREFERENCE.

"What with the increase of prices in the United States and extra preference in the tariff now given to British goods, I do not see how the result can fail to be an increase of trade with England." So said a leading member of the stationery trade to THE BOOKSELLER AND STATIONER the other day. He went on to say that there had been a considerable increase in trade already. One importer had doubled his trade in English papeteries during the past year. This year one house had already placed a single order amounting to its total

imports of last year. These were significant indications of what would come. As he considered it, in a number of stationery novelties the one-third duty preference would be quite a factor in throwing trade from American to English manufacturers. For example, there would probably be an increased purchase of playing cards, and other lines might be mentioned. By looking up last year's figures we would find large purchases of English pens, pencils, playing cards, writing papers, etc., and he saw no reason why the movement should not continue. Light is thrown upon this gentleman's remarks by a consideration of the tariff as it will be after July 1. The following tabular statement shows this:

	Rate on Foreign Imports.	Rate on British Imports.
Paper-bound novels . . .	20 p. c.	13 $\frac{1}{2}$ p. c.
Books and periodicals . .	10 p. c.	6 $\frac{1}{2}$ p. c.
Printed music	10 p. c.	6 $\frac{1}{2}$ p. c.
Wall papers	35 p. c.	23 $\frac{1}{2}$ p. c.
Photograph frames . . .	30 p. c.	20 p. c.
Dolls, toys, boxes, etc . .	35 p. c.	23 $\frac{1}{2}$ p. c.
Lead pencils and pens . .	25 p. c.	16 $\frac{1}{2}$ p. c.
Purses, pocketbooks, etc .	30 p. c.	20 p. c.
Paper-ries, envelopes, etc .	35 p. c.	23 $\frac{1}{2}$ p. c.
Playing cards	6c. pack	4c. pack.

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THE PENCIL SITUATION.

The pencil market is going to be affected by the new tariff conditions, and by other factors. It is probable that there will be a great increase in the purchase of German pencils. Owing to the conditions that are sending up the price of American pencils, the United States pencil manufacturers have formed a combination on the cheap lines, including cedars, inserted, and also cheaper lines of nickel and rubber pencils. The trade here consider that this combination practically puts these out of this market.

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There has been a considerable increase in the price of "Pyramid" office pens, which practically do the bulk of the trade in this line. They are made by The MacGregor-Gourlay Co., Limited, Galt, Ont.

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TUCKS' LINE FOR 1901.

The range of calendars, Christmas cards and gift books made by Raphael Tuck & Sons, of London, for the year 1901, are

in course of preparation and will be shown to the Canadian trade early in May, by Warwick Bros. & Rutter.

Tucks' line is a famous one. It is known all over the world, and all the best trade are eager to handle their goods. It is a feature that Tucks' publications are all done on fine stock which will last as long as the trade handles them. For the coming season a great variety of new things, with really original designs worked out, are shown. The artistic work is of the same high character that it always has been, and the Canadian dealer will enjoy an examination of these handsome goods for Christmas and holiday trade. Mention might be made at the outset of a line of patriotic cards which are certain to take well in Canada, which feels herself so closely connected with the Empire's victories in the South African War. There are khaki cards with military designs worked in, and other suitable features of the Imperial movement. At present the advance samples only were exhibited to our representative, which included artists' proofs of some designs that are suggested by the progress of the campaign in South Africa. It is intended to have these as recent as possible, and therefore some delay will be incurred before the full line is ready, but they are well worth waiting for.

The line of calendars for 1901 comprises no less than 247 numbers, including everything of the calendar variety. There is a great range of these goods from 10c. up to \$2.50. The drop calendars are again numerous, as are also the leaflets, and new designs are to be found in the wedgwood pattern, and with iridescent backgrounds. These are quite new. "The Aces" is a pretty drop calendar introducing the card design in a highly artistic way. Another shows a pair of fat pigs in a scale. "Venetian Skies" is another handsome drop, being a series of Turner's pictures, exactly reproduced. In glancing at these, and other new designs, one is struck by the versatility of the line and the evident pains which are spent on every detail. There are floral hangers in abundance, while the range of novelty pieces, figures, etc., is as large as ever. There is a pretty design of flowers in a wedgwood flowerpot with cameo figures. Another beautiful line is black and white etchings and engravings of Landseer's and other famous paintings, which, after being used for calendar purposes, can be framed. A line of hand-painted booklet calendars includes parchment, photogravure, wedgwood and other new things. There is a capital selection of pocket calendars, including many quaint and original designs.

For Christmas cards, the line of hand-worked figures, an immense variety, are shown in colors and black and white. This