

FANCY GOODS AND STATIONERY.

SOME BEAUTIFUL NEW GOODS.

TO get a handsome profit on fancy goods now it would seem necessary to handle novel and captivating goods, so that the purchaser, once strongly attracted, will not be too eager to quibble about price. In last issue, reference was made to the fancy goods samples of Warwick Bros. & Rutter, and the splendid new goods offered the trade this season. The remark was made that other novelties were on the way.

These have since arrived, and BOOKSELLER AND STATIONER made an inspection and herewith gives results: The new ideas are bright, handsome and varied, and the whole range presents a range which the trade will be delighted to see. Some additional lines of albums are of note. The celluloid with unglazed surface or porcelain finish is novel and pretty, while the marbleoid is also very nice. A sample in wood covers, retailing at \$1.15, is excellent, and there are some good leather albums to retail as low as \$1.50. The albums in hammered metal with a photograph and a design on the outside front are distinctly a feature. There is also a range of tortoise-shell with beautiful and original designs, the use of gold and metal designs being prominent. So much for albums, and mention has only been made of the most striking.

There are some marvellous combinations of clocks, calendars, etc. One is a bicycle design, every detail being carried out. A hunting set with a fox's head as the central idea with a cup in the head for inkstand, the rider's crop, and clock, calendar, thermometer, pencil and pen all complete, is an article of marvellous beauty and artistic skill. A line of novelty games is good: a group of figures of various kinds in an upright attitude and by means of an elastic string and snap one of the figures will disappear and be replaced by another. The effect is amusing. There is a range of color boxes and transparent drawing slates, all popular lines, some combining the two features and some on an easel.

A pretty toy is the set for blowing bubbles with soap, pipes, basins, etc., all complete in a box. These should take well, for there are sizes to retail at 10, 15, 25 and 50c. There is a good display of pencil boxes, some with slide tops, some combined with color boxes, and altogether excellent values in low-priced goods. A range of piano candles in various colors and designs contains some fancy lines.

In perfumes, there is a great variety, retailing all the way from 10c. per bottle up. One line of small bottles is mounted on bicycle cards; another on fans. In the better

goods there are some handsome cut glass bottles in boxes, some singly, some in threes. A novelty is a set of two bottles with soap; a still more marked novelty, a soap rose containing a tiny bottle of scent. When we come to soap, a line of fancy soaps in fruit shapes—pears, peaches, apples, etc.—perfect imitations, are very good. A line of jewelled pen holders with floral tinsel design is original.

Other goods include pencil cases and pens, pocket inkstands, mouth organs, telescopes (there are some excellent values at 25 and 50c. retail), pocket companions, scissors and pocket books. There are some good mirrors, including shaving, traveling, etc. A large range of cheap wooden fret-work brackets, bookholders, etc., retailing from 25c., is a taking line. Altogether a wonderful array of the newest and best novelties suited to every class of trade. The fancy goods trade owes a debt of gratitude to Warwick Bros. & Rutter for bringing into the market such a fine selection.

NEW THINGS IN PLATES.

Nerlich & Co. are showing a range of hand painted plates, card receivers, pin trays, etc., which are attractive. The paintings are done with skill and taste in the new designs. One line has an additional novelty, being decorated with ribbons drawn through open lattice-work edges. New shapes in black glass plates are seen.

A FUNNY NEW TOY.

The prize-fighters is a very amusing new toy. There is a stand, with a background of spectators in a picture. The two pugilists move by means of air driven through rubber tubes from rubber balls which you press with your hands. The figures move freely from the waist upward. They punch one another in the most laughable way. It is a happy hit, and Nerlich & Co. are handling the toy, which would probably retail at \$5.

FLOWER POTS.

There are some very handsome flower pots in the market this year. A special feature is the decorated blue unglazed, and the assortment includes some tasteful designs. Nerlich & Co. are showing special values to retail at 50c.

THE SEASON FOR DOLLS.

The display of dolls this season presents features of considerable attractiveness. The doll trade, like other lines, benefits from special values in good selling articles, and this season these facts seem to have been kept carefully in mind by Nerlich & Co. At

this house we saw the best line of kid dolls they have ever shown, with very special values in 25 and 50c. goods. The dolls with long hair, shutting eyes, and jointed limbs, are exceptionally good, and some with the jointed limbs to retail as low as 25c. are being brought in this season. The finer grades in this class of doll are really wonderful, and in spite of immense size are made very light so that a child can carry them. The hair is composed of fine wigs, and in this respect the making of dolls is reaching a high standard.

In dressed dolls there is an excellent line to choose from. There are special values to retail at 25c., 50c. and \$1, and Nerlich & Co. go on the plan of having pretty faces to please the children. This applies to all their dolls, and greatly enhances the selling value. A dressed doll to retail at \$1, with jointed limbs, strikes one looking over the display as a special attraction, and all of the dressed line are beautifully done. In paste dolls there are also some remarkable values, and the range includes everything from 5c. up. There are some with closing eyes.

A big feature about the range is that they are all new goods, as the firm, having sold out their supply last season, start with an entirely fresh stock. Purchases have been made abroad at close prices, so that even better values are shown this year than previously. A special buyer was sent over in order that both as to value and attractiveness everything shown in dolls this year might be up to date.

FAST TIME FOR PAPER.

The Barber & Ellis Co., Toronto, are getting praise for a quick-filled order by The Rossland, B.C., Miner. Says The Miner of Feb. 11: "Three weeks ago The Miner placed an order by wire with the Barber-Ellis Co., of Toronto, for a carload of printing paper. The paper was shipped from Georgetown, Ont., 15 days ago and Monday it was delivered at our office. The paper was only 12 days en route from Georgetown to Robson. One day was lost there and another at Trail, or the carload would have been delivered to us inside of two weeks from date of shipment."

A STATIONER'S KNOWLEDGE.

The old-time stationer, as a rule, was a quiet, modest, unassuming man, who dealt in pens, pencils, ink, mucilage and paper, and whose stock was pretty well confined to these goods. He did not bother about other articles of merchandise to any extent. While it goes without saying that the modern laborer in the same line is equally quiet, modest and unassuming, says The American Stationer, his knowledge has to spread