



During the month of September fancy goods to the value of \$162,569 were entered for consumption, the duty amounting to nearly \$50,000.

The Copp Clark Co. have some very handsome lines in albums, dressing-cases and fancy inkstands, which they are clearing at present. These are fresh imported goods, not job lines.

Mr. E. Nerlich, of Nerlich & Co., is at present in New York, picking up the latest fancy goods novelties for the Xmas trade.

Warwick & Sons are now busy delivering their import orders for albums and Xmas cards. Their trade is all import, but their range of samples this year was a magnificent one.

The month of October completes the shipments of fall orders, as well as of spring import orders. The goods are now in the hands of the dealers, and repeats of fast selling lines are coming in. Nearly all dealers are stocked, but those in small places have not yet placed their orders in many cases, as they want the goods to be fresh for the last two weeks. The goods may be fresh, but they will be tagments and endments. Travellers are all out seeking sorting orders.

Many dealers in fancy goods overlook the fact that the largest stock of fancy silks is carried by John Macdonald & Co. In pompons, floccelles, rope and other silks their stock is unsurpassed. But besides this class of goods they are carrying strong lines of general fancy goods, some of which merit mention. In papermache goods, they carry a great variety of all kinds of ornamental ware. Their bamboo furniture is finding good demand in such articles as screens, music racks, book stands, etc. A very pretty line of handkerchiefs and glove satchels are shown. The peculiarity is the addition of a well-formed pansy, tacked on to the surface of the satchel, making a rich and striking ornament. Other lines of new goods opened up recently are portmanteaus, opera-glasses, magnifying glasses, fan-shaped photo holders with metal stands, perfumery and perfumery sprayers, soaps and florida water.

Darner sets are a taking novelty. A glove darner set consists of a wooden darner for inserting into the finger of the glove, a shape of wax, an emery bag for cleaning the needle, and a button bag. These are all fastened together in a neat way by ribbons. A similar set is used for darning stockings. These are sold by the Boyd, Bowler & Brammell Co. They show also a very pretty brush and comb holder which is made of a square of tinted cloth worked in silk, fastened on covered pasteboard this being caught up at two diagonally opposite corners, thus forming an oval receptacle. It is then finished with a frill of silk and lace and tied with a bow-knot of ribbons. They are also exporting novelties in hand-painted toilet stuff, and these goods will be in stock in a few days.

One of the newest lines in fancy goods is a very pretty enamelled ware. It is made from wood or cane, but en-

amelled so as to imitate the various colors of celluloid. The inventor or manufacturer of these goods has made a happy hit; and when these goods are decorated in various ways they make the noblest knickknacks that have been shown for some time. Towel holders are made of rings of this material and satin or silk ribbons; previously brass rings were used, but were much more expensive. Sponge racks are very nobby; but when these racks are lined with some delicately colored gauzy material and ornamented with little bows of ribbons, they make neat catchalls to hang on the wall of a room for receptacles for spoons, button hooks or any little articles that are likely to be lost if not kept in a certain place. Very pretty rattles are made from rings of this material decorated with ribbons and enwebbed in the centre with silk cord; little brass bells are fastened at various distances on the cords.

FANCY GOODS DEFINED.

A writer in a recent issue of the *Amerleann Stationer* writes as follows:

Webster defines fancy goods as those articles which are distinguished from simple or plain, and no one will be inclined to seriously quarrel with this definition. The constant increase in the variety of the stock of the fancy goods dealer, however, is giving a wider significance to the term than it formerly had. The fancy goods house of to-day is a great bazaar, a sort of curiosity shop, a novelty in itself, and is becoming a more important factor every year. It not only handles goods which are distinguished from "simple or plain," but also includes the many which are accounted necessities. The fancy goods line now has in it a large percentage of the useful, and where both can be combined the value will generally be enhanced and the sale greater. The eye admires that which is beautiful, and sentiment will continue to spend its millions every year in purchasing what must please it; but there is, nevertheless, the practical ever asserting itself and demanding that manufacturers shall not only gratify the taste but shall give to their goods that solidity of finish which shall render them of real service to the purchasers. Perhaps it is this desire for the combination of the useful and fanciful which has caused so many dealers in recent years to largely increase their stock. Fortunately or unfortunately, a fancy goods dealer finds that in order to compete with his rivals he must keep a collection of articles which he otherwise would have left untouched. Trimbles and coal scuttles, penholders and fire irons, work baskets and medicine cases, masks and bibles, clocks and jockey costumes are only a few of the strangely different things which a modern house is now carrying. The dividing line between a fancy article and a novelty becomes every day more difficult to define. Southey says that the latter is the great parent of pleasure, but terms are becoming so mixed that it is difficult to keep track of the parentage. We do not expect that the fancy goods industry will, for some time at least, include washtubs or steam engines; but even this is not beyond the limit of possibility.

MAGAZINES.

Good Housekeeping for November has a dainty bill of fare. Dealers should examine its special features.

Outing is suitable for such customers as have sporting proclivities. It will not sell unseen.

The Review of Reviews is said to be written for busy men. Sad is it to see the dealer too busy to push it. The November number is as pithy as ever.

Do Canadians revere the name of Parkman? There is a sketch, with frontispiece, of him in the November Century.

The November Arena is not written for wishwasy thinkers. It is stern, scholarly and educational. It closes its sixth volume propitiously, and its many admirers wish it continued success on the highway of thought in which it leads.

The November Art Interchange has a three-colored supplement, showing a cleverly painted head of a mulatto child.

More Than Kin is the name of a complete novel by Marlon Harland in the November Lippincott's.

THE EXCITABLE MAN.

Behind the counter, in the business office, in an argument, or on the battlefield, the excitable man is a veritable nuisance. He is the fellow who goes off half-cock, and when he opens his mouth always puts his foot in it. Writes George E. Scott. Wise people are very careful that they don't get associated with him in any kind of business. If he is a foreman anywhere he harasses every one under him and does little good for those above him. He doesn't know how to handle horses or men, for he makes them both bulky and doesn't get out of them half that is in them. The excitable man is a failure, for he jumps at conclusions and becomes enthusiastic over trifles. Those are to be pitied who serve under him, and the excitable who serves is also a nuisance to the boss. The excitable man is always using his gab, such as it is. He forgets what is often written, that the man who speaks too little is very rare. The wise man's words are as gold, few and well ordered. Every reader can bear testimony to what we say. He can count several in his own circle who are faulty in this matter, perhaps himself. The cure for this weakness is honest thought. "Think twice before you speak once" has been commended and disobeyed in all the generations. All stuttering comes from wanting to say too much and saying it too quickly. The gun that goes off half-cocked we throw away. It is dangerous. The same disposition should be made of the excitable man. Send him to the rear. Many a merchant has lost a good customer and much money by the excitable wagging of his tongue. Speaking unadvisedly with the lips is a common error, as is destructive to our peace and prosperity as it is common. The cool, calm fellow doesn't tell half he thinks of persons and things. It would never do; the fat would always be in the fire. You have made hasty and ugly remarks about somebody. You have done more than that. You have made them your enemy forever. Swell your income by good words, for it is not a bad way. Magnify the good and let the evil pass.—Shoe and Leather Gazette.