

FANCY GOODS AND STATIONERY.

THE TOY TRADE.

The toy trade for the coming holiday season will be more in military goods than ever before. All other toys will have to take second place to these. The number of novelties in this way this season is surprising, and dealers should look to their stock of military toys, games, etc., before anything else. Dolls are shown in all soldiers' uniforms, the khaki uniform being particularly in evidence, though there is no lack of Highlanders and other representations of the British and foreign armies. Models of well-known battleships are among the more expensive kind. Forts, cannons, horses, toy guns, swords and uniforms are all being shown in an abundant variety. "War" games, such as "Bobs," etc., will also be preferred to the ordinary children's games, and all other warlike materials and appliances will find a ready call. As an exchange says, there is little left outside the influence of war except the old standby, Noah's ark, and one gentleman expects to see even that archaic old boat mount a battery before Christmas.

THE PAPER MARKET.

Since our last, buyers do not report any change in the price for papers. It is supposed that no change will take place in the United States till January at least. The mills are reporting low water, with consequent interruption to regular work. In the case of British papers, the manufacturers have stopped paying freights, which does something as a set-off to the favorable tariff conditions for British makes.

CANADIAN ENVELOPES.

It appears from official statistics issued from Ottawa that the number of envelopes used in Canada last year was 305,100,000. Of these 272,500,000 were made in the country and 32,600,000 were imported. A comparison of these figures with the postal returns show that only about one-half of the envelopes go through the post office, the rest being for private and commercial use. Canadian envelopes are well made, and are entitled to

the official patronage on their merits. One Department at least of the Canadian Government imports an envelope from the United States known as "The Bunker Hill." No one can accuse our Government of race narrowness after that!

FANCY STATIONERY.

For the Christmas trade in fancy stationery, nothing is likely to become more popular than the goods now showing, the envelopes of which are edged in a different color to the rest of the paper. The colors are all made to harmonize perfectly. Among the numerous shades shown, khaki with dark red edgings deserves special mention, as not only is it one of the latest and most popular colors, but the dark red gives a very pleasing effect. A lighter shade of khaki, almost a grey, is also made with the same colored edgings, and is very pretty. The latest blue shades are shown with either a darker shade of blue or a white edge. White paper with blue edgings, grey with white, and other combinations make a line of fancy stationery that is sure to sell well. The paper itself is the same color as the envelopes, but without the colored edges. The colors are placed on all edges of the envelope and on the sides of the two flaps where it is sealed.

CALENDARS FOR THE HOLIDAYS.

The number of calendars sold last year was much in advance of any previous season, and there are no indications that the coming season's trade in these will not be just as great. Original calendars are becoming, or, rather, have become something of a fad, and almost every amateur painter in water colors or oils gets out one or two calendars for either himself or a friend. City dealers showed a great many of these last year, and whether the trade was a profitable one or not depended a good deal on the judgment of the dealer himself in selecting suitable designs. We may look for every description of military calendars this year. These will, in all probability, take precedence over all other calendars.

Stationers who are living in small towns, where there is someone who can get up an original calendar, either in black and white or colors, could do a good business in this line. If it is possible to insert anything of a local nature into the design, all the better. For instance, a popular fellow-townsmen who has just returned from South Africa after taking part in the war there, dressed in his khaki uniform, should make a good subject for one calendar; or anything else that partakes of the locality in which it is sold should be preferred over other designs.

In addition to ordinary stamp rubber type outfit, pads, date stamps, etc., Buntin, Gillies & Co., Hamilton, are offering the trade a neatly packed rubber stamp outfit, which can be retailed at 75c. It contains a good-sized font of



rubber type, a two-line holder, a pair of nippers and a stamp pad. This is not a toy but an office or factory necessity, which should command a good sale. The wholesale price is \$5.40 per doz.

Several novelties in fancy goods this month are well adapted to approaching holiday trade. For instance, in album covers The Copp, Clark Co. show plush velvet in the pastel shades with figured floral design. There are also new issues in celluloid and solid leather. These albums are sold at from \$9 per dozen up.

In thermometers, we noticed in the same warehouse a very dainty line of jeweled goods from \$1.20 a dozen up. They are attractive by themselves and can be utilized in fancy work with effect. A line of frames, in the same jeweled ornamentation, for chic photographs, includes a great number of designs. The prices range from \$1.50 a dozen up to \$6. In larger-sized photo frames, some of the new goods are quite handsome for retailing at moderate prices. Some are of hardwood decorated with gold and some of celluloid. Some are for the Imperial size in photographs.

Among other novelties might be mentioned the fancy inks of which a brief mention was made before. The designs are decidedly striking for such cheap goods: Music roll,