

FANCY GOODS AND STATIONERY.

THE PAPER SITUATION.

The destruction of the Eddy paper mills in the great fire at Hull last month further complicates the paper situation in Canada. Prices have been higher since the manufacturers formed, in February last, an association for the purpose of mutual action. As the Eddy mills were a large factory and made a great deal of the cheap writings used in Canadian exercise and scribbling books, the publishers of these are affected by the fire. While it is impossible to raise the retail selling price of scribblers and exercises it will be necessary to curtail the bulk. Some orders are going to English manufacturers for cheap writings, and, until the Canadian mills once more supply the whole domestic demand, a good deal of this will probably come in. Some lines bulk more than similar papers made in Canada, and will be, on the whole, of a better quality.

PRESENT TRADE.

Travelers are now out taking orders for the school opening trade and for Christmas cards, booklets, etc. The better lines are being shown in considerable variety, and samples are early in the market this year with a prospect of good orders from dealers. There are some pretty new designs this year, the "Patriotic" design being a feature which promises to take well in Canada, many of whose people have the khaki fever.

PRICES IN THE UNITED STATES.

A big Fall business is anticipated in the United States, but prices are not expected to go any higher, if, indeed, they are maintained at the present level. The American Stationer says that trade talk is not so certain as it was. "They speak rather of 'the time when prices will be lower,' and the sentiment with some seems to be that lower prices will be seen before the end of the year. No one seems to hope for much of a break in, for instance, paper, yet it is claimed that already prices are slightly weaker, and that in a few months, when the mills shall have caught up with orders,

there will be a decline. This belief is apparently based on the fact that some of the paper mills which have for some time maintained a very independent attitude towards customers, are now out soliciting orders. It is also claimed that the smaller manufacturers of stationers' sundries have, unwisely for their own interests, overproduced their several lines, and that they will soon have to sell at lower prices to rid themselves of surplus stock. All of these opinions are conjectural—nobody is certain—and no matter how sure the talkers are of the coming of lower prices, none can be found who will anticipate and sell at lower prices for delivery in, say, October and November."

CHRISTMAS CARDS, ETC.

An announcement of considerable interest to the trade is made this month in connection with a line of Christmas cards, etc. The Copp, Clark Co., Limited, have secured the control for Canada of a celebrated line of British cards, calendars, and booklets. It is called "For the Empire" series, has never been shown in Canada before, and is, therefore, an entirely new and unique series of designs. The series has done so well in the Old Country that the manufacturer has not hitherto had time to look after colonial business, but, owing to an increase of manufacturing facilities, the line is now being shown in Canada for the first time.

The collection includes some decidedly attractive patriotic and khaki designs. There are some photographic effects shown by a new process which has produced some quite striking results.

The line makes a specialty of view cards, and it is intended to give the trade an opportunity of getting up their own local scenes, which may be placed on the cards, and thus provide leaders for the dealer. The Copp, Clark Co., Limited, also announce that they have commissioned one of the leading florists to secure for them a collection of ferns, and choice specimens of Canadian flowers, and with these it is proposed to make up a special souvenir of Canada. It is also intended in showing "For the Empire" series to give customers an opportunity of canvassing for orders for small calendars with imprints. The whole thing comprises a very important opening for trade, and dealers are requested to wait

and see samples of this line as a matter of importance to them.

The "For the Empire" series is not the only line of this kind that The Copp, Clark Co., Limited, are inviting the attention of dealers to. Davidson's line is also handled by them. It includes some attractive packets of folding cards and other novelties, as well as autograph and flat cards. These are sold 25 cards in a box for 25c. There is a special box of fine ribboned and corded cards for 60c., 10 in a box. All these cards are supplied with envelopes.

In addition, this firm are handling Castell's line, so well known to the trade as to need no description, and Dutton's as well, so that customers are given their choice of four ordinary lines.

NEW EXERCISE BOOKS.

There is going to be quite "an outbreak of patriotism" in the new Canadian scribblers and exercise books this season, to judge by what one hears. The Copp, Clark Co., Limited, announce so far three new designs for this class of goods, and all embody the military and national spirit. First, the "Khaki" has a cover of that color, with pictures of Roberts and Kitchener. The corners of the "Khaki" are turned down to show the colors of the several arms of the service, such as rifle green, infantry red, and cavalry blue and gold. These corners are pinned down with the different arms of the service, as the bayonet, the sabre, and the swab. This design is registered by the publishers. On the back cover are a map of South Africa and some letterpress, dealing with engagements of interest during the war.

The "Victorian Era" is a handsome design, done in colors, the Queen as the central figure, on her knee the youngest heir to the throne, and, above this, pictures of the Prince of Wales and Duke of York—the four generations. On the back is a fine picture of Windsor Castle.

"Bobs" is the third design. The Field Marshal himself is seated on his charger, attended by his bugler, and surrounded by soldiers in khaki. This design will run through exercises and scribblers. Samples of these new covers will shortly be shown the trade.

A BIG CONCERN.

John A. Walker, vice-president and treasurer of The Joseph Dixon Crucible Co., is very proud of that institution. "The Dixon plant," he states, "is unique, and is the only organization of the kind in the world in this industry. We make everything of which graphite is an ingredient. Others make pencils, but no crucibles;