

FANCY GOODS.

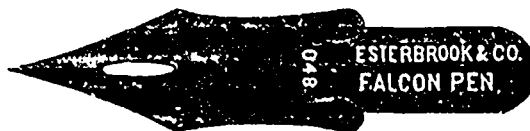
SAMPLES are being put in shape for the coming trips of the travellers in most of the fancy goods houses. Next year's novelties are being carefully opened up, examined, ticketed and classified, and soon the retailers will have a chance to place their import orders. There are advantages and disadvantages in placing import orders, nearly all of which have been placed before the readers of this journal at previous times. It is too early yet to say what will be the great changes in the fancy goods trade of 1893.

A glance over the albums shown by Nerlich & Co. accentuates the fact that plush albums are still in the market. Natural wood and plush combinations are going to lead strongly; and in wood, oak is predominant. Their line of albums contains many beautiful varieties with aluminum and silver ornaments, on both plush and wood covers. Dark bindings are seemingly in favor again. Without going into detail, it may be said that their leading features are the natural wood covers and the delicate and chaste aluminum ornamentations. Their line of such goods is varied and striking. Plain and fancy glass jewel boxes will again be shown, and no doubt there sale will surpass that of last season. World's Fair views are a novelty on these boxes in some varieties. The latest thing in celluloid balls is one about four inches in diameter, on which is a map of the world, thus forming a miniature globe. In dolls the variety shown surpasses that of previous seasons. The size and the brightness of the garments are the striking features. Blaque heads predominate. Kid bodies are numerous. One line of dolls with muslin bonnets and bright colored gowns should prove strong sellers. In wicker goods there is a charming display of new goods. Baskets are improved in shape and colorings. Many novelties in dolls' cradles and such like articles are shown, and will no doubt be appreciated.

An elegant range of samples are being shown in import fancy goods by the Copp, Clark Co. They have secured a line of brass inkstands with glass bottles and fancy tops which should prove a taking thing for next winter's holiday trade. They have them to retail as low as 25 cents, and the range is exceedingly well chosen so as to meet the requirements of the trade in this line. In glass and china single inks they have a score of new designs which are quite artistic in point of finish and ornamentation. Their line of photo albums bound like a volume of poetry in morocco, although of much larger size, and fitted with a leather strap and catch instead of a metal fastener, is one which should prove very attractive to dealers who desire always to handle "the latest." Photo boxes are shown in cheaper varieties this year in some very neat designs. Perfume bottles, with a neat single cup-base; single and double brass candelabra; library sets in brass and brass and porcelain; fancy and comely china figures; infants' sets containing small comb, puff box and teething ring; jewel cases in leather coverings and satin fittings; leather writing companions these are some of their leading lines for this season. They sell only for import, and claim to do this on close margins.

A NEW AGENCY.

A new agency for old goods, is how a certain matter may be described. Esterbrook's steel pens are known throughout the length and breadth of Canada, among every class of people, except, perhaps, "The Red Men of the Forest." Brown Bros. have now been appointed sole agents for Canada for these celebrated goods. They intend keeping a full stock



of all the popular numbers, which they will sell at the manufacturer's regular trade discount. Brown Bros. is the name of one of the oldest, most substantial and most respected firms in Canada, and no manufacturer could have a better agent.

A STARTLING GAME.

Pigs in Clover, and Flips and Tiddly-winks have had an enormous run; the inventor of each game having made a fortune. Now comes forth a game which is said by experts to surpass all previous ones in its particular class. The game of Pinto was invented in Toronto by Mr. J. F. Deeks, and he has taken pains to guard his discovery by means of copyright and patent. This game arouses a great deal of interest in the parties engaging therein. It is simple and inexpensive. The novelty of the game is the peculiar action of the ring when pressed by a small wooden bat; first the forward motion, jumping over small wooden pins, then the return mo-

COMPETITION.

Legitimate competition is the life and soul of business, but when it becomes the direct result of petty jealousies in cutting prices of staple articles, destroying profits, and in no wise bettering trade, it ceases to be legitimate. Of late years many of our leading retail dealers think in order to draw trade to their stores they must offer some well known standard brand of goods away below cost of production, thereby cutting under their competitors.

This bait to catch trade may appear to the one who does it a shrewd and successful move—a good advertisement. His is quick to see the point, and cuts under on another staple, and so it goes on until profits are lost, and the season's trade, while largely increased, has not been a profitable one. The next thing that follows is retrenchment in working expenses. The cause of the loss of profits is too often overlooked; the want of success is due not to expenses, but to selling goods without a fair profit. The people have to have goods; they are willing to pay a fair price for what they buy, and



tion, fulfilling its object, which is to knock down the seven pins which are set up at intervals in a triangular form on cloth padded surface. Every person has seen a boy take his hoop, throw it away from him into the air in such a way that when it struck the ground it would roll back towards him. This is the principle of the action of the ring. When pressed by the bat it springs up and forward over the pins, and when it strikes the cloth again it rolls back towards the starting point, and thus rolls against the pins. Each pin has a different value, from 1 to 7, as shown by a chart which accompanies the game, and each player has five shots at a time. Fifty-six points

while this cutting and slashing of prices in some instances favors them, as a rule, they fear that it will be made up on goods that they are not familiar with.

There is entirely too much jealousy in the trade. Merchants who attend to their business closely and make the margin of profit as low as possible, invariably succeed. We have some retailers in the city who never cut the price of a standard brand of goods. They frequently put the knife into goods that are likely to be affected by changes of seasons or styles, or are slow sellers. This is all right and strictly business. Slow-selling goods or perishable ones should always be closed out at the proper season.