



## Topics for the Stationer.



### HEARD IN TRADE CIRCLES.

**T**HE old, highly-colored Christmas cards have disappeared to a great extent, and the present card is a much more artistic production and of a higher class of workmanship. Fancy calendars and works of art are taking the place of Christmas cards, though some jobbers have had greater success on lines of imported cards than ever before. But they are all totally different from the old-fashioned goods, and are works of art in themselves, many being suitable not only for the Christmas season, but for almost any occasion.

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A city stationer did a large business last season in photos of local scenes, artistically mounted and finished, with a small calendar in one corner. These were taken rapidly, while few ordinary cards were asked for.

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Christmas cards themselves have no doubt dropped away a good deal, but the novelties or very high-class ones sell well, and the number of works of art, calendars, etc., that are made to do duty as Christmas cards is very large, and is expected to be larger than ever during the coming season.

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Mexican hand carved goods are not new, but, in Canada and the United States, as well as Old World countries, there has been, during the past year, a revival in them, and the trade has reached immense proportions. A few firms in the United States have had great success with this leather, and the demand grows continually. They have now been brought to Canada, and I am glad to hear that the Canadian manufacturers are being rewarded for their enterprise by a great many orders from all over the country.

The leather is brought here already carved, and is made up into card cases, purses, chatelaine bags and various other articles. For the holiday trade, I have seen nothing that is likely to take better. The designs on the leather are very elaborate, and I believe the makers guarantee the

goods to be the real hand carved thing. Samples of these goods will doubtless be sent on application. A glance at the samples will make one a purchaser.

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The newest leathers are real Russian seal, real walrus, hippopotamus, buffalo, and sea lion. These are going well made up into almost all leather articles. There is no particular color in leather goods that is having a greater run than others. Of the staple leathers, the favorites are real seal-skin, real alligator, real Russia and real Morocco.

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There seems to be no limit to the uses to which crepe tissue paper may be put. It was used quite a lot during the past Summer season at Summer resorts to make up into fancy hats. Many stationers are now selling black crepe paper as a trimming for ordinary hats. It looks well, and has the advantage over all other trimmings that it is cheaper by a good deal. Stationers should look out for trade in this line.

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Photo albums for mounting amateur work are moving out well. The Summer holidays being over, people want something like this to preserve the photographs they have taken, and a continued heavy demand is likely to be felt for some time yet. They are made in oblong and open-side styles in sizes  $6\frac{1}{2} \times 10$ ,  $13\frac{1}{2} \times 10$  and  $10\frac{1}{2} \times 8$ . By the way, pocket diaries for 1902 will be out about November 1. The edition of the daily journals for 1902 is being sold very rapidly.

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### CRUDE RUBBER ADVANCING

During the month of August all grades of crude rubber advanced steadily in cost. This is of particular interest to users of and dealers in rubber bands, because these goods, if properly made, are composed exclusively of the best and most expensive kind of rubber (known as fine Para) which has been affected by the general advance in a degree relative to its proportionate

value. One of the most phenomenal changes ever recorded in the rubber market took place when fine Para went up at the rate of 1c. per lb. per day for 16 days, at the end of which it made a jump of 2c. per lb. and recorded a net increase of 12c. per lb. This condition is partly the result of heavy buying by shoe and tire manufacturers, who are anticipating their season, and partly (it is suspected), of the concerted action of rubber brokers, many of whom have oversold the quantity of "crude" actually at their command. It is hoped that this flurry may be followed by a period of stationary quotations or even a slight decline, but the general opinion seems to be that prices will go higher and continue rising at least after the new crop comes in. This begins to arrive from South America about the first of the year, but, as a rule, does not have any appreciable effect on the market before the last of the Winter. Prophets aver that even this cannot mean much this year, because the increased demand is so enormously in excess of the increase in production. They seem to think that past experiences of high markets will appear infantile compared with what is likely for the future. It is to be hoped that manufacturers of rubber goods, and particularly of rubber bands, will keep pace with events, because the disastrous policy of meeting such conditions by adulteration of products has been widely demonstrated during the past five years. At times the market has been glutted with cheap goods, and the dealers who have escaped loss of prestige and money by listening to the arguments of their manufacturers are indeed few. The old saying that "The best is none too good" is peculiarly applicable to rubber bands, and wise dealers will make no mistake in remembering this before stocking heavily at prices too dangerously low to admit of the production of reliable goods at a profit. Experience teaches her lessons well, but they are frequently costly. Higher prices of manufactured rubber goods will be inevitable if their quality is to be main-