



Window figures are among the current selling lines

This season's feature in clock work is caricature and comic effect.

Fine French goods, as ball fans, have rather more than the usual limited call.

New goods for the fall trade are now beginning to arrive. Deliveries will extend over the greater part of the present month.

Among the better class of goods which are in request all the year round may be mentioned dolls. Both fine goods and serviceable goods are benefited by the demand.

Whisks and brooms of all kinds and by most makers are artificially dyed to look nice and green; there are very few manufacturers who do without this artificial help to make their brooms look fresher.

C. M. Taylor & Co. have got out a very handsome and exhaustive catalogue of their fully assorted stock. A fine feature of this catalogue, and one that cannot but make it of great practical service to the retailer, is a table of measurements, which gives the number of yards of wall paper necessary to cover all conceivable combinations of space dimensions.

The stock of Hickson, Duncan & Co., though less by many thousands of dollars than it was when they commenced their great closing out sale, is still in excellent trim as regards quality and assortment. Importations that were on the way when the firm dissolved, have since arrived, and these added make the stock now on hand fresh, and of good variety. They claim that now is an especially good time to secure real bargains, as on most lines they have made some very heavy falls in order to clear out.

Brown Bros. have some elegant lines of leather goods that will be sure to catch a large share of the more critical demand that fancy goods dealers have to reckon with more and more every day. Portfolios, bill wallets, letter cases, photograph cases, memo books, etc., in the finest material and in the latest styles, are to be seen in Brown Bros' sample room just now. An advantage that these goods have this season is their cheapness. The same quality was much higher last season. There is no motive for sending orders out of the country so long as such value can be obtained here both in quality and taste. The buyer will not have to load up to get either, and will get fresh new goods for his money.

In fancy goods trade is almost at a standstill, and unless in strictly fine goods there is no money to be made at the prices now obtainable. One healthy symptom in this branch of trade is the fewness of the failures in it. Though goods abound which appar-

ently were made solely to serve the purposes of price-cutters, there has been a steadier attitude on the part of retail buyers against the tendency to overload than that dulness is apt to beget among travellers. Just now prices are in a state of chaos. This is owing to two causes. First, the number of jobbers in the field, second, the going out of business of one house which is now putting its stock on the market at prices very favorable to buyers. Albums seem to be completely forsaken by fickle Fashion. Buyers have been selecting their lines for fall trade in the European markets, and it is expected that some departures will be made from the tiresome sameness that has itself been one of the worst enemies to trade. Trashy goods have a wonderful faculty for remaining in stock, and in nearly every warehouse that has ever dealt in such lines may be found flimsy remains of the various very transient periods that until lately have chased each other over the horizon of fashion. A good class of fancy goods is beginning to be wanted more generally than ever, for not only do trashy goods go out of favor, but their value vanishes to zero when they are held beyond their season.

Warwick & Sons' travellers are now dispersing in all directions with their samples of Tuck's goods for the Christmas trade. Their combined routes cover the whole Canadian trade. Their sample cases never contained finer lines than they do this trip. These lines may be classified into the following five broad divisions: Art books, booklets, toy books, cards, novelties. The art books are rich in original features and *abound in variety and charm*. Some of them run up as high as \$15. A book that is very beautiful and also typical of a class that is well represented in the samples is *A Book of Good Wishes*. A special edition of this in white leather is got out as a wedding gift, and a treasure it is. In booklets a myriad of fancies, all chaste and free from sameness, appear to abound. Values range from 5c. away up, as the line is a very extensive one. Prices seem to be lower in certain descriptions of these. Shapes play an important part in the booklets, an ingenious idea often finding expression in the mere contour of a booklet. Christmas toy books are a felicitous departure in Tuck's goods this year. Innumerable varieties of these books are among the samples. The pictures in them are not dependent on perspective and color alone for their effect, but have distinctness as well, each one being a separate clearly cut figure which may be raised from the page. The subjects are happily adapted to childhood. In cards, diversity and fertility of conception are well exemplified. The taste of the publishers in this line is apparently a harp of a thousand strings. Among new features is notable a porcelain card mounted on an aluminum plaque, a very original and tasteful card. Reflecting cards are also an addition of this season. In these a picture, as of

a ship or windmill, stamped on a semi-transparent gelatine surface, stands in the foreground. In the partially transparent surface, colors as of the rainbow blend into each other. Folding up against the back of the picture is a movable polished surface that can be adjusted to catch the rays of light and throw them on the back of the picture, which at once lightens up into a wonderfully life-like representation of a storm at sea or other scene. The novelties are an especially luxurious line, and appear to exhaust all the contrivances of taste and resources of material. Silk, plush, satin, Bedford cord, lace, hand-painting, etching, are enlisted in the production of these beautiful goods, which include drapes, glove and handkerchief sets, etc. There is nothing gaudy, but there is much that is costly, some of these novelties running up to \$150 per dozen.

### MR. HOWELLS' NEW WORK.

The announcement that Mr. Howells will leave Harper's Magazine, to take editorial charge of the *Cosmopolitan*, on March 1st, calls attention to the process of building up the staff of a great magazine. Probably in no monthly has the evolution been so distinctly under the eyes of the public as in the case of the *Cosmopolitan*. The first step after its editorial control was assumed by Mr. John Brisben Walker, was to add to it Edward Everett Hale, who took charge of a department called "Social Problems," subjects concerning which the greatest number of people are thinking to-day. Mr. Hale, who is a student, a fair minded man, a thorough American and a man of broad sympathies, has filled this position in a way to attract the attention not only of this country, but of leading European journals. Some months later, a department was established called "The Review of Current Events." To take charge of this, a man was needed who should be familiar not only with the great events of the past thirty years, but who knew personally the leading men of both the United States and Europe who could interpret motives and policies. Murat Halstead accepted this position with the distinct understanding that his monthly review should be philosophical and never partisan. The next step in the history of the *Cosmopolitan*, was the placing of the review of the intellectual movement of the month in the hands of Mr. Brander Matthews, who for some time has been recognized as one of the two or three ablest critics in the United States.

Finally came the acceptance of the editorship conjointly with Mr. Walker, by Mr. Wm. Dean Howells. Mr. Howells, who is recognized universally as the foremost American of letters, upon the expiration of his contract with Harper Brothers, on the first of March will take in hand the destinies of a magazine which promises to exercise a share of influence with the reading classes of the United States. His entire services will be given to the *Cosmopolitan*, and everything he writes will appear in that magazine during the continuance of his editorship.