

Fancy Goods

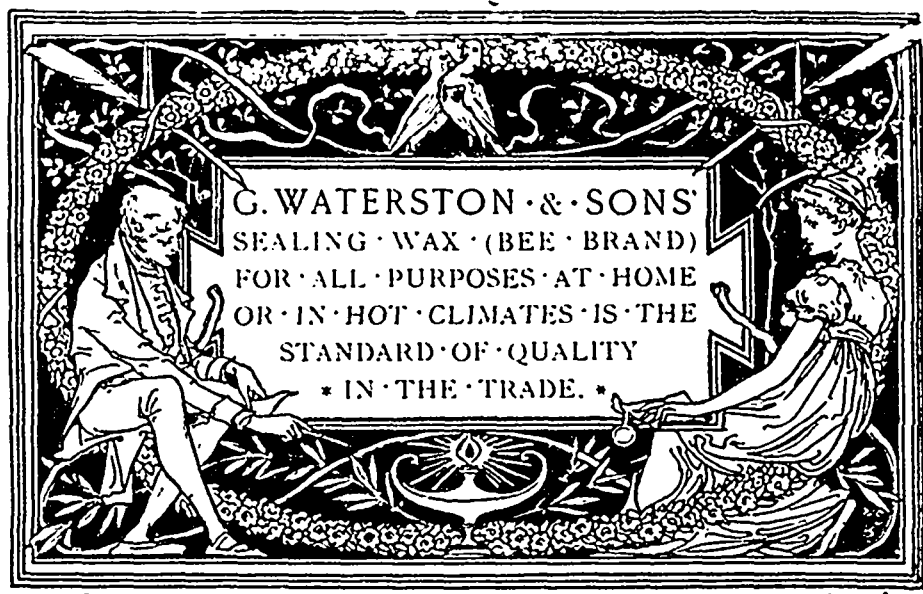
IMPORT orders are now being solicited by the fancy goods travellers. The advance samples have nearly all arrived in such lines as albums, plush goods, leather goods, and novelties; These have all been ticketed, and for the next two months they will be roaming the country, abused by inspecting merchants, hurried travellers and disgruntled baggage-men and porters.

Already orders have commenced to come in, and the size of the first orders taken speaks well for the season's trade. Orders are, if anything, ahead of last year. There is certainly no falling off in the demand. Dealers all had a good holiday trade and a firm and confident feeling prevails.

Those houses who carry fancy dry goods report a fair trade in all lines, but the orders are not bulky by any means. Enquiries for the latest novelties are numerous and continuous, and small orders for these are being executed in abundance.

The Copp, Clark Co. are showing a well assorted line of import samples. In albums I can be truthfully asserted that some new ideas are shown. The Cathedral album is an album which contains on some of its leaves neat illustrations of the leading English cathedrals. These are a considerable addition to the beauty of the pages. A similar one and even more beautiful is the Nonpareil album in leather. This book contains portraits of Shakespeare's heroines done in imitation of steel engravings and with exquisite effect. The Columbian album is a small plush album with silver ornamentation on the cover, and containing colored illustrations of the World's Fair buildings. It is a very taking thing. Another beautiful album has a floral design on a celluloid cover. The tinting of the design is very artistically done, and the whole effect is striking. To enumerate at length their different lines would be out of place, but enough has been said to show that some new variations are shown in linings. In covers the newest thing is the natural wood cover with silver and other ornamentations. This class of albums had a large sale in the United States last season. Some of those shown by this and other houses this season are of German manufacture. A very new thing shown and controlled by this firm is a line of blush woodboxes with round unjointed corners. These are dainty goods.

Among the large stock of new novelties shown by the Hoyt, Bower, Brownell Co. is a number of new kinds of glass bottles. They are showing the latest New York fad in these, being a white bottle, a French opal, with hand painted sprays of blue violets. The bottles are of two



shapes, the decanter shape and the Egyptian vase, and are shown in several sizes. Their line of satin finished or ground glass bottles are new, pleasing and exquisitely decorated. Another very new novelty is the Japanese pin ball, which is a new ornament for a lady's dresser. They are showing a silkette cloth 31 inches wide at 16 cents a yard which is used for backing art cushions, and which unless examined by an expert cannot be distinguished from a cheap satin. It is shown in all art shades and is taking well with fancy dealers. Colored matting or duck cloth is a new fabric used for covering embroidered photo frames. It comes in all the art shades. These last two lines are controlled in Canada by this firm. They are showing a novelty in art cushions made of red denim with pattern tinted in black and finished with Japanese gold, giving it the appearance of a handsome Japanese cushion, but at a tenth of the cost. French sateen squares, about 27 inches in length, are shown in great variety. They are decorated with an imitation of hand painting and can be used for large lounge pillows, or when trimmed with the new linen fringe make pretty table covers. Tinted or French painted photo frame covers of a fine white duck for embroidering purposes are a taking novelty. A manufactured novelty is a balloon letter rack made of plush, cane and sackcloth. It is a neat decoration as well as useful.

During this month John Macdonald & Co. will show in the fancy goods and haberdashery departments many novelties for the coming season's trade. A special line will consist of art cushions, tea cozies and hand rests. These are made in satin, reversible, embroidered, and combination of satin and velvet, also a complete stock of art, embroidery and sewing silks, chenille cords, pompons and silk tassels. They have also a full line of purses, hair and cloth brushes, soaps, perfumes. The silver service set is also a quick selling novelty. Their extensive stock of Berlin and other wools is in excellent shape for the opening season.

Baby linen stand baskets are shown in great variety by Nerlich & Co. Some very unique shapes are included. One

basket is a new moon or circular shape, and this basket part is supported on three crossed legs ornamented with straw braiding. Other shapes both with and without covers are shown in great variety. A very handsome variety of this class of goods is a work basket on top of a music or book rack. This forms a handsome as well as an exceedingly useful article, and is selling very rapidly. Waste paper and office baskets in long range are exhibited. Baby linen baskets without stands are shown in numerous odd shapes, many of them being variations of the octagonal shape. A shipment of sixty enormous cases of these goods is to hand this month, which includes the lines enumerated above and also many varieties of lunch baskets. They claim to be showing the best value and greatest range in the market in this class of goods. A neat line of toy baskets is shown, and quoted at 90 cents a dozen.

Warwick & Sons do an import trade in fancy goods. They carry no stock what ever either now nor in the fall. Thus having no risk they can afford to sell on close margins. Their travellers are on the road at present with the new goods which includes everything suitable to the Canadian fancy goods trade that can be picked up in England, Germany, Italy, Austria and France. Their line surpasses all previous collections in extent and variety.

Now that the Joy & Seliger Co. have a Canadian agency they will undoubtedly gain a larger share of the fancy goods trade. This house handles no goods but those which they themselves manufacture. They make no trash, and pride themselves on the durability of the goods that issue from their large factories in New Jersey. They design their own goods and register them, so that they cannot be imitated. They lead in the class of goods they deal in. At present the agency here, under the management of Mr. Evans, is doing a large trade in ladies' belts. They manufacture a very extensive line in white metal, gilt, silver, and leather. The designs are new and striking, and deserve their success. A large lot of fancy goods will be shown in a few days. Some stock will be kept here and a full range of samples.