

FANCY GOODS AND STATIONERY.

THERE are some attractive cut glass inks on the market this month. At Warwick Bros. & Rutter's were seen a line on solid oak bases, presenting a handsome appearance, although the smaller sizes are not expensive, retalling from 50c. up. There are 10 different styles, and they range from one to three glass bottles. A somewhat similar line, either one or two bottles, have the base in nickel, and present both a solid and tasteful look. The new patent Lewis inks are a novelty, the latest improvement having the opening outside the glass altogether.

A capital novelty for desk, office, or library, is the "Victor" postal scale, shown by the same firm. It is the latest production of The Pelouze Scale Co., and will weigh up to 24 oz., the indicator, as it weighs, also giving the postage required for the various classes of mail matter. The postal scales are usually pretty expensive, but the "Victor" is a smaller and cheaper variety for popular sale.

People are spending more money now in their amusements, as in other ways, and superior lines of games, etc., are in demand. Looking over a collection of these things at Warwick Bros. & Rutter's, the new improved "Kalamazoo" duplicate whist sets are a feature which appeal to players of duplicate whist. The "Kalamazoo" has been the leader in this line, and now the improved has many advantages over the old boards. They are to be had in 8, 12, 16 and 24 boards. In playing cards, generally, this firm continue to show a great range. There are about 55 different styles in all grades and prices to choose from. The "Foster" whist marker met with such great success even at the high price that the makers have produced a second grade at a popular price, and orders for this new line are coming in satisfactorily.

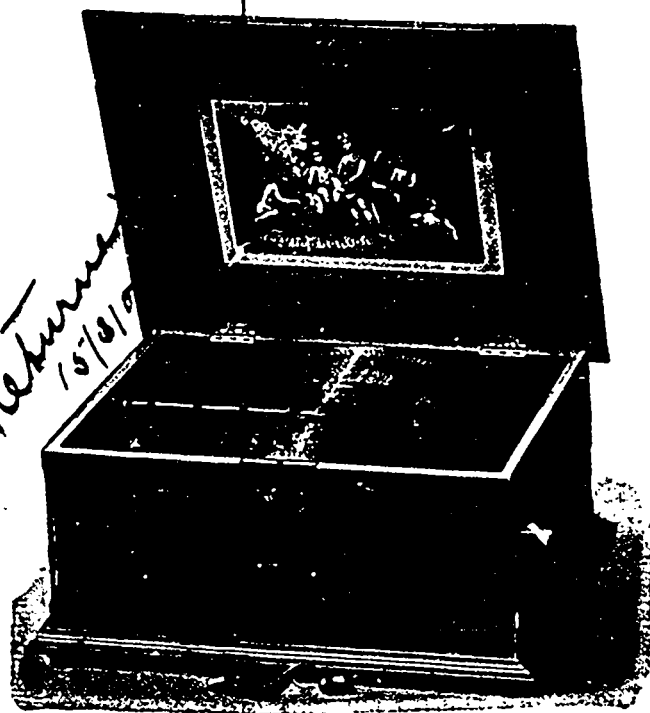
The same firm report a new shipment of their "Duchesse" notepaper and envelopes in all the popular square sizes. It has, in fact, been an almost unprecedented success, and although only on the market a few months it is now regarded as one of the standard stock lines. Repeat orders can be filled at once. A feature which has developed with the increasing sales of superior notepaper is the use of embossed crests and designs on the paper. The firm are furnishing the dealer with sample

letterings embossed on the sheets for the purpose of securing orders from customers. In connection with this the sales of "Flaxman" stationery continue large, and the "Wedgwood" blue, which has become a staple line, is now being bought by many stationers with the name of their town embossed in white lettering on the blue ground. This is evidently a popular feature with stationery.

Mr. George H. Hobart, representing The Joseph Dixon Crucible Company, Jersey City, N.J., while in St. Louis recently was interviewed on the subject of the business in lead pencils. "Prosperous times have the same effect on the lead pencil industry that they do on the iron and lumber trade. It is a certain fact that when times are good people use more pencils and better ones than when times are hard. The railroads use an immense quantity of pencils, some of them buying between 1,200 and 1,500 gross each year. They buy, of course, direct from the manufacturer. Graphite from which lead pencils are made comes from various places. Graphite is used not only in lead pencils, but also in countless other manufactured articles. Being a pure carbon, it is used extensively as the basis for paints, in making crucibles for the reduction of refractory ores, in the manufacture of machine and axle grease, stove polish, belt dressing, lubricants and many other articles. The largest graphite beds in other parts of the world are on the Isle of Ceylon and in Germany. To furnish the wood for our pencil business we have large forests of cedar in Florida. This wood is cut up into convenient lengths and sizes and shipped to the factory, where it is first boiled to extract the oils, then kiln-dried, and so on, until it is ready for the 'lead,' or graphite. In all, 32 processes are used in preparing the wood for use."

There promises to be an excellent trade

in the Imperial Symphonion music box this season. This wonderful instrument is now being placed on the market at prices which command popular sale, and scarcely any present can be so completely a source of enjoyment to a whole family as this. Nerlich & Co., of Toronto, are showing a full range of these unsurpassed music boxes which have sold so well abroad. The firm have been appointed sole agents in Canada for them, and the merits of the symphonions are being brought to the notice of all dealers who are making proper use of the present demand for superior lines of goods. The latest symphonions are being made on the double-comb system, so that the music is full and clear, and a perfect reproduction of the most difficult pieces. Having the changeable disc each instrument can play as many tunes as you wish. The adjustment is quite simple so that waltzes, songs, marches and other music can all be played.



Nerlich & Co.

The American manufactured symphonion has several improvements, and its tone is loud yet mellow. There is a new patent winding key which prevents over-pending. The instruments are very handsomely cased in solid cherry, and oak. Nerlich & Co. have a fine illustrated booklet fully explaining the symphonion, which can be had by any dealer who asks for one.

Nerlich & Co. are now filling all their Fall orders, and have prospects of clearing their entire stock of toys, games, fancy goods, etc. and dealers are reminded that bargains in dolls are now to be had, as the remnant on hand will be cleared at very low prices.