

FANCY GOODS AND STATIONERY.

THE H. A. NELSON & SONS CO.

THIS firm are showing in their import line, now on view in their Montreal and Toronto sample rooms, as well as through all their travelers, many novelties in toys and fancy goods. Probably the neatest thing for the price in their immense line of chinaware is a cup, saucer and plate set, which sells to the dealer at \$1.50 a doz. It is not trashy, but actually of neat and pretty design, tastefully made. New styles of albums; a fine range of purses and pocketbooks from \$4 to \$24 a dozen should be seen to be appreciated. New styles of picture frames in beautiful gilt decorated metal, cased pocket mirrors, triplicate mirrors in handsome gilt frames, from \$3.60 to \$12.50 doz.; dressing cases, celluloid toilet cases; line ebony brushes in cloth, tooth and hair; mugs, with beautiful raised colored and gilt flower decorations; Bohemian glass vases; a line of dolls that comprise almost two hundred styles and patterns; many new and interesting toys, such as the newest pattern hot air and steam engines; fine magic lanterns; a full line of toy books; sterling silver toilet articles, from 25c. to \$3.50 each, comprising nail requisites, shoe sets, luck clover jewelry, salve boxes, hair brushes, mucilage pots, penholders, paper cutters, glove stretchers, etc. The spring catalogue has been out some time, and gives descriptions and prices of seasonable articles, such as tops, marbles, fishing tackle, velocipedes, carts, wagons, tricycles, lawn tennis and baseball goods, hammocks, Japanese and Chinese lanterns, tissue paper decorations for public display and processions. This house is selling the celebrated "Soleil" and "Bull Dog" pant clips, which have had such a great run in the past two years. They are also showing a line of bicycle parts scarf pins, assorted, a dozen on a card, saddles, pedal with toe clip, lamp, handle bars, cyclometer, sprocket wheel with crank and pedal, wrench, etc. The cyclometer, wrench, pedal with toe clip, all turn as in a full-sized wheel. The H. A. Nelson & Sons Co. have just received a large shipment of fine and cheap hair, tooth, shaving and nail brushes. Any dealer who finds his stock running low should drop them a line to send a sample order, stating about price wanted; it will be promptly filled.

The H. A. Nelson & Sons Co. have also issued their new fireworks and baby carriage list. Applications for these will meet with a prompt reply. This company have recently completed arrangements to handle the graphophone, and are now carrying a full line of sundries for same, such as records,

record blanks, recorders, brass and japanned horns and record cases. Write for prices.

THE BROWN BROS., LIMITED.

The Brown Bros., Limited, have placed in stock a beautiful and extensive assortment of ladies' belts in all the newest leathers, such as alligator, white monkey, crushed calf, real seal, white calf, genuine Morocco, etc., with plain and fancy buckles, finished in gold, silver, oxidized and nickel.

This firm have just opened out a full line of Pirie's fine note paper and envelopes, also black bordered in all sizes.

Toilet papers in great variety are to be had at The Brown Bros.' warerooms.

Little's celebrated ribbons and carbon papers, which are the finest made, are kept at The Brown Bros., Limited.



Buntin, Gillies & Co.

TWO NEW INK BOTTLES.

We give cuts of two ink bottles, which are offered by Buntin, Gillies & Co., Hamilton. The "Bankers' Ink" comes with either metal or glass top, price 75c. per doz. bottles.

The "Safety Ink," at \$1.80 per doz. bottles, has a rubber cork, the removal of which permits the bottle to be easily cleansed.

DOLLS AND OTHER TOYS.

Mr. E. Nerlich, of Nerlich & Co., Toronto, is in New York in connection with new importations of foreign goods by the firm. Samples will shortly be shown the trade.

The large range of dolls shown this season by the firm is said to be larger than ever, and samples of all lines are now being got ready.

STATIONERY FOR THE YUKON.

Mr. Geo. S. Jaquith, representing Warwick Bros. & Rutter, has just returned from a trip to the Pacific Coast, and reports business as being very good there. In Victoria and Vancouver there are veritable booms caused by the inward rush of Yukon gold seekers. "Does this affect the stationery trade?" he was asked. "Well, stationery is probably one of the last lines to be directly

stimulated by the Klondyke movement, seeing that the gold seekers do not put much stationery in their outfits. However, there is a marked increase in the demand for certain light weight writing pads, indelible lead pencils, playing cards, tracing paper, etc., which indicates that lines are being drawn upon more particularly in connection with Yukon travel."

TUCK'S CARDS.

Warwick Bros. & Rutter, the Canadian agents for Raphael Tuck & Son's Christmas art goods, announce that their travelers will start out May 1, with the new lines. Some of the samples have already arrived and promise well in calendars, booklets, etc. The trade are invited to withhold orders until they have seen the Tuck publications.

A FAMOUS TOYMAKER.

In plying their trade, the toymakers of Austria confine themselves to the manufacture of the particular articles in which they excel. For example, one worker—an old woman—carves cats, dogs, wolves, sheep, goats and elephants. She had made these six animals her whole life long, and she has no idea of how to cut anything else. She makes them in two sizes, and she turns out as nearly as possible 1,000 of them a year.

She has no model or drawing of any kind to work by, but goes on steadily, unerring, using gauges of different sizes, and shaping the animals out with an ease and an amount of truth to nature that would be clever, if it were not utterly mechanical. She learned from her mother how to make these six animals, and her mother had learned, in like manner, from her grandmother. The old dame has taught the art to her own granddaughter, and so it will go on being transmitted for generations.

In some houses there are families that carve rocking horses or dolls or other toys, and in other houses there are families of painters. In one house there are a dozen girls painting brown horses with black points. In another house they paint only red horses with white points. It is a separate branch of the trade to paint saddles and headgear. A good hand will paint 12 dozen horses a day, each horse being about a foot in length, and for these she is paid about 60 soldi, or about half a dollar.

BIRMINGHAM'S STEEL PENS.

Birmingham continues to maintain its old prestige and, in a sense, almost a monopoly in the manufacture of steel pens. Ten years have elapsed since Mr. Maurice Pollack ascertained by careful investigation that the weekly average of pens made in Birmingham was 160,000 gross. This make represented an increase, during 20 years, of