

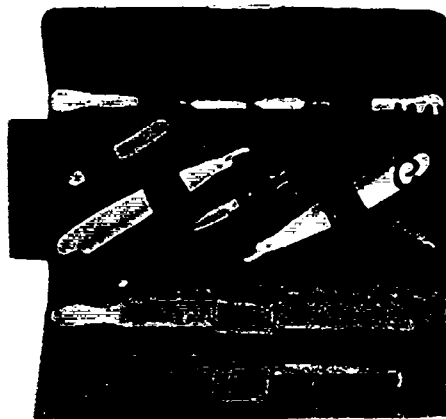
FANCY GOODS

IT IS PIT." There's a new game on the market and its success is assured. "Pit" is a game of the kind that takes so well at Christmas time, a game whose jollity and general good humor is far more suited for Michaelmas good cheer than those thoughtful, studied games which impose perfect quietness and close attention, and put a damper on the high spirits and fun that make Christmas what it is. As the name denotes the game centres around the "pit" or grain market. All the grains come in and each has its value; everyone can learn it in a few



PIT IS "IT".

seconds and everyone likes it as soon as they learn it. If a player can stop laughing he is supposed to be talking "bidding," "trading." It is of the pillow dex style of game where every action and word means a laugh, and where rest must be taken between each game. Buy it and try it. The cut shows a game in progress, as viewed by The Boston



A Razor Case.

Herald, and from the writer's experience it is not exaggerated. The game is sold by Nerlich & Co., Toronto.

All the travellers are now off the road, save those making short excursions from the supply houses. From now on wholesales will work night and day to fill orders, not only on account of the volume of trade done, but more on account of the

slowness with which the raw materials or importations have come to hand. Much of the German goods were slow in coming forward, and this has greatly delayed the filling of orders. A source of much satisfaction to the trade is the quality of article demanded, particularly in leather goods. Lines which in other years have been bought either in small quantities or in cheaper material have taken well for this Christmas trade and wholesalers, retailers and consumers will be better satisfied.

PROFITABLE ELECTRICAL NOVELTIES.

ELECTRICAL novelties, etc., are a line which, especially at this Season, affords the stationer and fancy goods dealer a good opportunity of increasing his profits.

The goods do not enter into competition with any other line carried by the average stationer or fancy goods dealer, and are of the class which advertise a store, being real novelties which create interest wherever seen; everyone sold is a source through which the dealer receives enquiries for others.

The American Electrical Novelty and Manufacturing Co., of Montreal, are offering some up to date and useful articles, comprising of the "Ever Ready" electrical flashlights, candles, carriage and hand lamps, clocks, etc. The fancy goods trade has not been slow to appreciate the merit the articles possess, or their value as a profit-bearing line for the Winter trade. Many readers of BOOKSELLER AND STATIONER are handling the goods with satisfactory results.

TALKING MACHINES FOR STATIONERS.

THE demand for phonographs this Winter is, up to the present, far in excess of previous seasons. A reason for this is that the manufacturers have greatly improved the instruments in every respect. There is room in every stationery store for a graphophone. They are a good advertisement and will pay for themselves many times over by being hired out to parties, giving entertainments, etc. In this way a demand is created, and the dealer who has the agency for a good machine reaps a harvest during the long Winter months. The Disk Talking Machine Co. of Toronto have the agency for the Columbia Phonograph Co., and can supply BOOKSELLER AND STATIONER readers with machines of every size and price. It will pay retailers who are interested to write them asking particulars.

NOTES.

TURNED THE Fancy Goods Co. of Canada, Limited, has had the happy experience of breaking during this year all past records. The Fall trade has been particularly heavy and the large staff has been kept working at high pressure to get orders shipped in good time. The firm are now making preparations to place before their customers in 1904 all the latest and best novelties they can procure on the markets of the world.

Messrs. F. & W. Kelk report a successful and satisfactory business done during the year. The Fall trade has been far in excess of any previous season.

LEATHER GOODS.

A good demand is noted for carriage and auto car bags and to meet it The Brown Bros., Limited, have manufactured some particularly pleasing lines. They are showing these goods made in various leathers and the colors are such as will suit the most fastidious, being choice shades in red, green and blue. The line is also made in black. The bags are fitted with purse and card cases to match, also with perfume bottles, etc., and are lined with silk.

The frames are oxidised and gilt and the bags are made in 6 in., 7 in. and 8 in. sizes.