

FANCY GOODS

THE months of June and July are the slowest months of all the year in the wholesale houses, and with the exception of the trade in souvenirs, it is the same in the retail store. The slowness in the supply house is merely in orders, however, as it may be called the busiest time if the work done is considered. Until the last two weeks of July most of the travellers are in, and busy night and day on the preparation of samples for the Fall business. To the travellers who carry sixteen or eighteen trunks the task is enormous, and yet a great part of the labor and worry consists in the selection of the samples to be carried from a stock of thousands of new or old lines.

The preparation of the catalogue is a task of no less proportions, and takes months to complete. Here, too, a careful selection must be made, so that the new and most catchy articles are shown. By means of the catalogue many trunks are saved the traveller, as, by means of illustrations, almost as much is sold as from the sample. This year, at least, one firm is adopting a plan that does away with the necessity of carrying such a line as handkerchiefs, by illustrating each sled in colors. The size of the toy stock this year is one of the most difficult branches to handle in both catalogue and sample trunk, and only a small idea of the immense variety can be gained from either.

Many of the travellers are now on the road and the orders coming in show that merchants expect no diminution in the demand. There is nothing particularly startling in the business being done, except that better lines are in demand, but there is no decline from last year. The evidences of that are sufficient to please any merchant and wholesaler, and as good a trade as last year will be considered a successful season.

Celluloid has been worked up into so many different forms and articles that a list of fancy goods made from it would include almost everything in the line. The old time workboxes, glove and handkerchief boxes are still ready sellers, but combined with these, there now come the most beautiful baskets woven of celluloid strips, elaborate photo frames, pictures and colored sketches framed in celluloid, pin and trinket trays made of the thicker pieces and celluloid finished in imitation of any other material.

A new game that is shown is called "pit-pat," to imitate the sound of the balls as they strike the table. It is a combination of ping-pong and handball and consists of a table at the end of which is a board fixed up like a handball board. The game is played with ping-pong rackets and balls, and the rules of handball govern. Other games will appear as the Fall approaches, and already favor is being shown the styles that are on the lines of billiards and pool.

VEST POCKET PUNCHING BAG.

A TOY that is much more than a toy—a necessity for the home gymnasium that has limitless possibilities for fun—such is the dual charm that is the basis of the great popularity of the new punching-bag, the Agnota. It delights the children, at the same time developing their muscles. It strengthens the delicate boys and girls, while providing them with the most fascinating sport. Interest in it grows with proficiency, and the greater the speed attained, the greater the benefit derived. There is no small boy who will not want one, and no boy or girl of any age who will not be physically stronger for using one.

It is a very simple device—just a bag of very light but strong rubber, which may be inflated to any reasonable size—nine inches giving the best results. To this bag is attached a strong rubber cord, adjustable as to length, with finger loops of braided tape at the end. It is this adjustable cord which makes it possible to increase the speed, and it is this increasing speed which makes the sport so fascinating and so valuable physically.

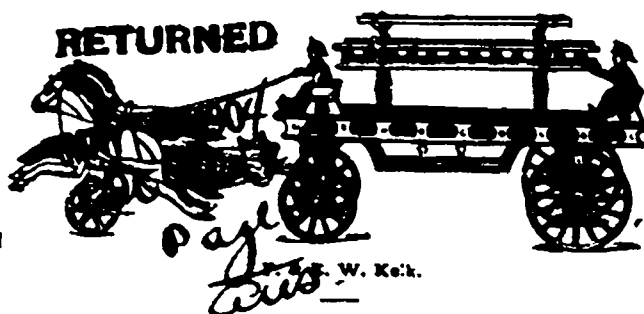
Whether intended as a toy or as an exerciser, one of the Agnota vest pocket punching bag's strongest bids for popular favor is its compactness. The entire outfit weighs less than two ounces and can be carried in the pocket.

It is a necessity to every home gymnasium, and a valuable addition to every play-room. The price is twenty five cents at retail, and the merchants are making attractive window displays of this new entertainer and active seller.

A COMPREHENSIVE CATALOGUE.

IT takes a catalogue of some 225 large pages to illustrate and describe the enormous stock of Nerlich & Co., of Toronto. So great is the variety and such the detail that nothing smaller could give an adequate idea of its extensive character. Truly, buying becomes to-day a simple thing when a retailer possesses such a catalogue. Everything is fully illustrated and prices and descriptions are set down in black and white. The retailer need only turn the pages of the book and make his choice from an assortment that includes all possible ideas.

A word or two as to the toys, which occupy a large portion of the catalogue. This is the season for Christmas selection and Nerlich's array of seasonable goods is admirable. Toy tables, rocking horses, doll houses, tool chests, doll furniture, steel toys, iron safes, air rifles, toy trains, etc., and every conceivable device to please the children are to be seen in the catalogue. No adequate description of them could be given here. We simply advise every wide-awake dealer to send for this catalogue at once.



SOME RECENT MUSIC.

WITH the early approach of the school season special interest attaches to several piano teaching pieces which we have received from the publishers—Whaley, Royce & Co., Limited, Toronto. Several, if not all, of these numbers have been placed on the list of the Conservatory of Music: "Premiere Tarantelle," by Eugen Woycke; a brilliant tarantelle of moderate difficulty in F major.

"The Minstrel's Lament," by Eugen Woycke, an elegy in E flat; not difficult, but affording admirable opportunities for variety of treatment and development of expression.

"Fete Calabraise," by Paul Wachs, a vivacious tarantelle in F major; an excellent study for technique.

"Ida Marr," by Eugen Woycke, value impromptu in D flat major. Suitable for advanced pupils; a splendid concert or exhibition number.

"La Parisienne," by Paul Wachs, a graceful and animated caprice in F major. This piece is not of great difficulty, but a studious player can produce from it some very delightful effects.