



NOW that import orders are nearly all taken, jobbers are turning their attention to stock for fall. Large shipments are arriving every week, and the warehouses will receive more and more during the next three months. These shipments come from Austria, Germany, France and England, while a small percentage of later shipments will come from the United States.

Tea sets for children are shown by H. A. Nelson & Sons in long range. Those to retail from \$1 to \$5 per set are exceedingly handsome and graceful presents. The art expended on them is surprising. Cheap lines at 5, 10, 25, 50 and 75 cents are also displayed, and each line is chosen with special reference to the particular price at which it is to retail.

W. H. Bleadell & Co. are holding a special fancy goods sale from May 28th until June 9th, and offering genuine bargains. The discounts run from 10 to 50 per cent., and make many of the lines superb snaps. All purchases are net, and the terms of sale are: On purchases up to \$25, 30 days draft; \$50, 60 days; \$100, 90 days; \$200, 4 months; \$500, 5 months. This affords a very favorable opportunity for those wishing to secure some special lines of goods at under market value to boom their summer trade.

The dolls shown this season surpass those of other seasons in point of durability and in point of style. The dolls look more durable and are more so. Manufacturers find less demand for trash than usual. Kid-body dolls were in previous seasons sold at 75 cents or \$1. Those below these prices were pigmies and unattractive in appearance. This season, however, H. A. Nelson & Sons have kid-body dolls to retail at 50 cents, which are exceedingly good value, while their 25-cent doll is very good at the price. The middle classes of customers will thus be able to secure better dolls at lower prices.

Fancy metal match holders to retail at 10 cents are fast sellers. Nerlich & Co. have a line including cup and saucer, egg and frying pan, tambourine, banjo, grindstone, and other designs, which is attractive and very low in price. One wonders how such neat ornaments can be manufactured at such low prices.

Rubber dolls are a bad stock to handle, but still some dealers find them profitable. The only method of handling this line successfully is to buy light in quantity and wide range, and see to it that the stock is moved over quickly. Some dealers make their mistake in buying these too late in fall. They should be bought early and

shown early. Rubber dolls, dressed and undressed, are shown by H. A. Nelson & Sons in full display, while rubber toys of all sizes and prices are also offered.

Rose bowls, with small openings at the top, and with delicate gilt ornamentations, can be retailed at 15 cents for small sizes, and 25 cents for large sizes. They are shown by H. A. Nelson & Sons. The designs are exceedingly taking.

Satin finished rose bowls, with deep pink or blue tops, are shown by Nerlich & Co. to retail at 25 or 50 cents. These are seasonal.

H. A. Nelson & Sons have McLaughlin's toy books for the inspection of the trade, and no doubt will receive their share of the orders which are always placed for this maker's books. The increase in duty will no doubt make dealers unwilling to place as heavy orders for toy books as usual. Seventy per cent. duty is too much for the poor man's books, and young Canada will go without his picture books in many cases this year.

Nerlich & Co.'s assortment of chinaware is more profuse than ever. Their line of 25 cent cup, saucer, and plate, has been augmented by several new varieties, and these are quite taking with their delicate tintings and odd shapes. In 10-cent and 15-cent cups and saucers some new and dainty designs have been added to their line. Jumbo cups are shown in two varieties at \$3 and \$6 per dozen; these are extra large cups for children's use. Moustache cups at all prices from 15 cents up are in stock, and new styles show that the end of men's ingenuity is not yet. In the better classes of cups and saucers new and handsome designs with embossed effects, shaded gold rims and patterns, with delicate tintings, are shown in abundance.

For the past few weeks James H. Tee has been exhibiting a nice line of leather goods, including dressing bags, hand bags, writing desks, tourist writing cases, purses, card cases, letter cases, photo albums, photoscreens, photo frames, dressing cases, jewel cases, work companions, fancy work baskets, in a sample room on Bay street. These goods are manufactured by Eyre & Spottiswoode, who also do considerable trade in fine stationery, drawing materials and stationers' sundries. Of course their great specialty is Bibles, they being the first to issue a Teachers' Bible, and they have now a new revised and enlarged edition of the same which is meeting with much favor. Their prayer and hymn books are also well known. But their line of fancy goods is one of the most complete ever to be shown in Canada, and its size may be judged from the fact that Mr. Tee carries about forty trunks. He has gone to Montreal, where he will remain for nearly a month in his permanent office there at 7 Victoria square, corner of St. James street.

BOOK OF THE FAIR.

INCREASED interest is created by The Book of the Fair as each number appears. Part Eleven, with its illustrations and explanations of electrical machinery, is a beauty. But the full page illustration of the Franklin Statue is worth the price of the book. With his kite in one hand, his key in the other, he looks heavenward as if studying the problem of the heavenly electrical current. With these instruments, simple though they were, he placed the world on a higher road to perfection.

Part Twelve devotes a great deal of attention to flowers, fruits and forestry. Canadian fruits and woods take a prominent place and mark Canada as a country with a future. But California's flowers and woods are more luxurious and of greater dimensions. The woods and wines of the whole world are here illustrated and explained.

Part Thirteen is of great interest to Canada because it deals with mines and minerals, and shows this country to great advantage. The illustrations cannot show the brilliancy of the coloring of the raw ores, or the polished stones and marbles, but they serve to illustrate the valuable information which the writer of this chapter has collected. After this comes the fisheries building, and a small photogravure of a Canadian fisher boy catches one's eye and perhaps rouses pleasant memories. It was in this section that the maritime provinces of Canada and Newfoundland made their great display, and the memory of this display is well perpetuated in the handsome pages of this issue of the Book of the Fair.

In number Fourteen are to be found illustrations of walrus and seal; the hooded seals of the Gulf of St. Lawrence are an interesting picture. The fish of nearly every country in the world are described and pictured. In this number begins also chapter eighteen, which deals with transportation. Here, the old carts of our forefathers, the Indian or cowboy and his faithful broncho, the buggies and carriages of modern times, but above all the luxurious palace trains with their swiftly passing engines show to what perfection the ingenuity of man has brought transportation facilities. And then to think that the end is not yet. (The Bancroft Publishing Co., Auditorium Building, Chicago; \$1 per number.)

The bonus of \$25,000 voted to the Drummondville water power, which was carried by the ratepayers by a large majority, takes the shape of a gift of \$15,000 and a loan of \$10,000—debentures to issue for 20 years. The company is to develop 5,000 horse-power from the dam, and it is further stipulated that 2,000 of it shall be open to rent at \$2 per horse power up to 100 horse-power; and any lessee needing more than 100 is to be furnished with it at \$1.50. The promoters are the Montreal Paper Co.