

### SHOWING PICTURES.

SOME few months ago, BOOKSELLER AND STATIONER recommended the establishment of an art corner in every bookstore. Those who have taken this advice will realize its value as the Christmas rush sets in. The stock of pictures arrives. Where are they to be put?

Ordinarily the dealer scatters them from end to end of the shop—a plan which is all right enough from a decorative, but hardly from a practical, standpoint. The customer does not want to tramp from end to end of the store and crane his neck in vain attempt to make an estimate of the relative merits of pictures.

A corner, set aside for pictures, with a notice to that effect, is much more serviceable and convenient at the present time. All the best pictures may be grouped there, and the purchaser can form a far better idea of them than in any other way. Pictures longer in stock may be scattered through the store.

As far as the window is concerned, it is not wise to try to fill it with pictures, as there are many other lines requiring

attention. A picture in the centre of a composite window, so adjusted as to be readily removed and replaced by another, is sufficient to inform the public that pictures are dealt in.

### THE FRAMING DEPARTMENT.

GREAT activity will begin to be noted in the framing department just now, and some plan must be adopted to get the best service with the least expenditure of time. The early hours of the morning and the evening hours can be utilized in finishing up frames, while the busier part of the day can be given over to the sales department.

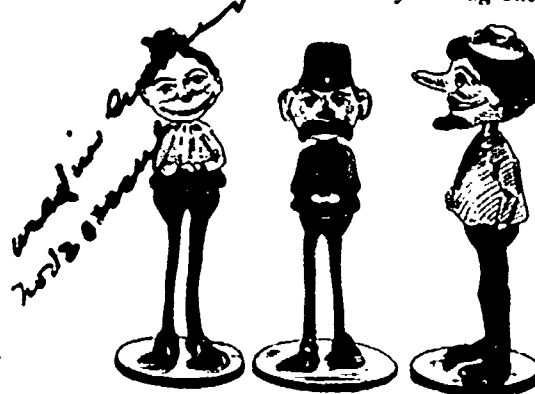
The stock of mouldings should be carefully gone over with an eye to seeing that there will be no danger of an awkward run on any particular fancy.

In spare moments, some popular pictures may be framed, by way of experiment, and exhibited in the store or window. If they give indication of taking well, a further supply of frames might be got in readiness, so that a batch might be done up in short order, if required.

## GAMES AND TOYS.

P ERHAPS no other department of a fancy goods store, about Christmas time, receives more earnest attention than the toy section. There the children, with their insatiable appetite for novelty and amusement, throng hour after hour. They must have the goods, and they see that their parents supply them with the latest novelties, through the medium of good old

a base board, and having a hollow in the top. The player takes two marbles and endeavors by turning one marble in



Nodding Figures.

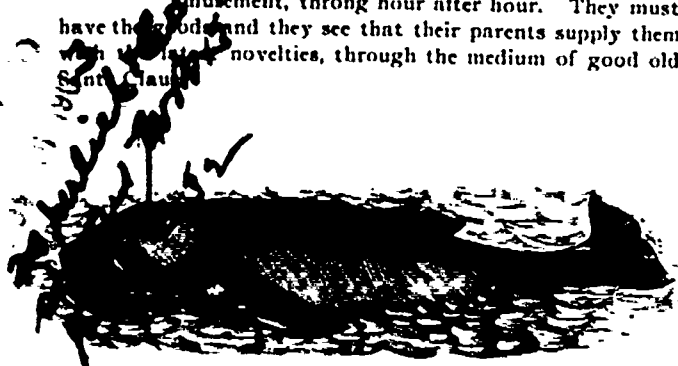
his fingers to roll a second marble up the stick and into the hollow at the top. The trick is far from being simple, as one would imagine, and requires much patience and nerve.

### AN IMMENSE STOCK.

A REPRESENTATIVE of BOOKSELLER AND STATIONER had the pleasure of looking over the sample and stock rooms of The Copp, Clark Co., Limited, recently. He found the entire space of one of the large floors in the Front Street warehouse is used for storing their winter evening games, and from the immense variety shown it seems that there need be no lack of inside amusement, both for young and old, in Canada, if they only come into possession of a few of the games manufactured by this firm. These games retail from 5 cents up to \$1.35 each, as may be seen in their game price list, which they will send to the trade on application.

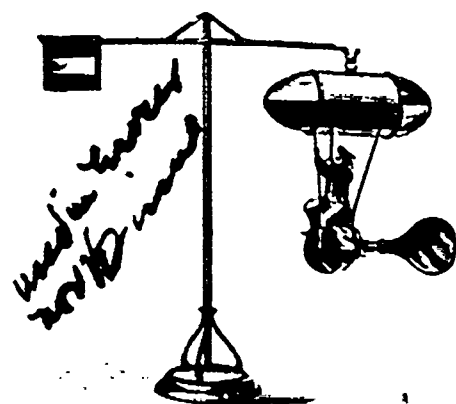
### DOLLS.

F. & E. W. KELK are showing a good line of dolls and are doing a large business in this line. They have just received 1,000 dozen of a beautiful dressed doll, sixteen inches high, bisque head, light and dark hair, each done up in a large strong box which makes it quite an attraction for the small price, viz., 25 cents. They will send as samples half-dozen, charges prepaid, if not too far. The price is \$27.00 a gross, but it is equal to a good many 50 cent lines.

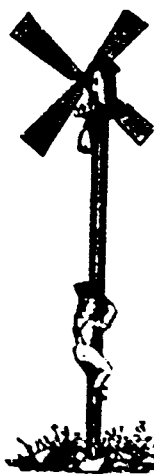


A Spouting Whale.

The successful dealer will make capital out of his toy department, by scanning the market closely for seasonable novelties. We illustrate a few of the latest creations of the toy-maker's art.



Santos Dumont



The Climbing Miller

"Climbing the Greasy Pole" is the latest novelty in puzzle games. It consists of a round upright stick, fastened in