



Purses have met with a better sale than most leather goods this spring, American, Canadian, and European lines selling well.

Good leather traveling cases have also met with a demand not usual in Canada. Canadians seem to be imitating their friends of the Republic in a desire to see the world.

Horn goods are fast becoming staple. Their chief fault in the past has been poor workmanship, and we would advise retailers to look after this particular when buying.

P. Trebelcock, Bowmanville, dealer in fine stationery, books, fancy goods and notions, says trade is up to the average with him, and thinks prospects favorable for the coming year.

Mrs. Sarah Hixson, Carleton Place, is doing a successful business in fancy goods. A large well-assorted stock is kept, and her patronage includes the best people in that vicinity.

In Chinese lanterns, of which a number of new designs are offered, and for flags of all kinds for holiday decorations, the trade is beginning to show some life, and as the season for outdoor parties and picnics approaches a large business is expected by dealers.

Albums have not sold so well this season as formerly. Dealers seem to have bought too heavily in 1890, and require time to run off their stock. It is well for the wholesalers that they imported only samples to sell from, for an old stock of albums is not the most desirable to be held on the shelves.

There is quite a feeling of revulsion against some of the cheap and showy lines of German goods which look very well for a while, but fall to pieces after a few days, dusting and handling. Canadians are beginning to see that the best is the cheapest, and the dealer who appreciates this fact in time will secure a trade that his trash-selling friend will look for in vain.

Nerlich & Co. are now showing samples of a number of new things in smokers' goods, in the way of match safes, cigar cases, pipes, etc. They report an increasing trade in asbestos pipes. Among their newest goods are some handsome French cherry pipes in all sizes and shapes, and are a great improvement on anything of the same line heretofore offered.

Plush goods seem to be more in favor than ever this year. The old cry that they come to an end has died a natural death, and we find that the manufacturers are elevating the standard of the goods, both in quality of material and fittings, which we most heartily commend. They will, no doubt, have a better opportunity to do so, now that the two Hamilton firms, The Ontario Leather Goods Co. and Atkinson Bros. have retired from the business.

RECENT FAILURES.

Failures have been quite numerous during the past month or two and among the more recent ones may be mentioned:

E. Latour, watchmaker, of Montreal has also had to give up his stock.

E. J. Shelly, druggist, of Elmville assigned, on March 19th to E. R. C. Clarkson of Toronto.

John Baird, stationer, of Georgetown, Ont., assigned a month ago to Lachlan Grant of that town.

W. D. Russel, of Winnipeg, who assigned recently had his stationery stock sold about three weeks ago.

Wm. Callwell, jeweler and fancy goods dealer of Mitchell, had the bailiff in his store the first week in April.

H. J. Geiger the Hamilton jeweler assigned in that city. His creditors are not inclined to give him another chance.

Forest, Ball & Co., who had a small fancy goods store in Montreal had their stock sold by auction on the 12th of April.

A. W. Garbutt, of Picton, who started in the jewelry trade a few years ago was forced to call his creditors together last month.

Geo. Ashfield, Ottawa, who has been in hot water for some years, had his stock sold by auction on March 9th. Mr. Ashfield was a hard working business man and made good profits too, but had the bad habit of over-buying.

T. W. Nye & Co., Toronto, seem to have died financially "from want of breath" as the Irishman says. To buy goods and wait for customers to sell them to may be suited to small places where there are but one or two in the trade, but in these days of keen competition, in the larger cities a man must expect to work and with energy too if he expects to succeed.

Wm. Ashall, jeweler, Yonge St., Toronto, was forced by his landlord to assign just on the eve of a move he was making to better premises lower down the streets. It is well to keep the rent paid first of all, for landlords take little or no interest in a man's business and will more likely than not "set the dogs on" at a time when sales are at their lowest ebb, whereas a wholesaler appreciating the position will help a customer tide over till times brighten a little.

Wm. Robertson, stationer and printer, of Queen street east, Toronto, made a most disastrous smash early in April. With half his stock hypothecated, a chattel mortgage on his printing machinery and a bill of sale on his stationery stock in store, backed up with some preferred claims for rent and salaries, and the book debts made over as a part payment to his lawyers for defending him in his disgusting alimony suit, his creditors looked pretty blank when they read over his statement and heard from himself that he had nothing to offer.

PLUSH, SILVER AND LEATHER GOODS

OUR line this year surpasses all past efforts very greatly and we can promise the trade an exhibition worth waiting for.

Our travellers call at EVERY TOWN in Canada large enough to make it pay. If there is any dealer who desires to see our goods and has not been called upon in the past we would deem it a favor if he would drop us a P.C. and we will see that our representative either stops at his town or meets him at the nearest point.

We would impress upon the trade the necessity to place their order the first time our traveller calls, for these reasons:—

1. That on the fall trip our travellers only call at such towns as they think they can secure orders.

2. That after the first trip we are compelled to cut our samples down from three trunks of plush goods to 1½ trunks, thereby culling from the line many of the best selling samples. The goods carried in the fall represent only what we have in stock at that time and when that stock is sold it cannot be repeated.

3. That in case anything special is wanted in a case it is absolutely impossible to make it unless the order is in by July 15th at latest. We would have our friends remember that it takes months to procure most of our materials and fittings and that we can only manufacture in large quantities to sell at present prices, hence our inability to make second lots during the same year.

The Hemming Bros. Co., Ltd.,
TORONTO.