

KNOX, MORGAN & CO.,

Wholesale Dry Goods Importers,

HAMILTON, = = ONTARIO.

FALL STAPLES.

Travellers are now on the Road, with full lines of the best productions of Canadian mills for Fall, 1892.

TWEEDS,	FLANNELS,
TOP SHIRTS,	FLANNELETTES,
SHIRTS and DRAWERS,	HOSIERY and GLOVES.

TWEED DRESS GOODS.

Our values and styles in Canadian Woollens for the coming season, will excel all previous showings.

Merchants will find it to their interest to look through our samples before placing orders.

Our Range is second to none in the Dominion.

We are clearing some lines of Fancy Dress Goods at sacrifice prices.

SEND FOR SAMPLES AT ONCE.

FALL DRESS GOODS.

Buyers for the wholesale houses are returning from making their purchases of fall goods in the British markets. In dress goods it is evident that fancy tweed effects in a little darker colors will be the principal feature for the fall trade. In view of the fact that a lot of domestic tweeds of superior quality, principally in light colors, are being sold considerable care has now to be exercised in regard to the supplies of the imported article. In England and the United States Bedford cords have been, and will continue, very popular but in Canada the demand for them has been so unsettled, except perhaps in fawns and blacks, that supplies for the fall will be limited. Serges and repps, it is expected, will be in good demand. For the spring season there was not the demand for Henriettas that was expected but as there is nothing like them for the country trade purchases have been liberally made of these goods. There are, of course, the usual staple articles for which there is always more or less demand.

CREDITORS' PREFERENCES.

An important decision was given by Chancellor Boyd, at Os goode Hall, Toronto, some days ago in the case of Barber v. Brock. This was an action brought by the assignee of the estate of Jewell & Duff, Pembroke, Ont., to recover the book debts and bills receivable of the insolvent firm which had been assigned in February, 1891, to W. R. Brock & Co. as security for their account, the assignment for the benefit of the creditors having been made to Mr. Barber in October, 1891. After hearing the evidence and the addresses of counsel the Chancellor dismissed the action because there was no knowledge on the part of the defendants of Jewell & Duff's insolvency at the time the security was given, and that it was also under pressure brought to bear upon them by the agent of the defendants. This case is somewhat similar to cases previously decided by the courts, such as Johnson v. Hope, and Molson's Bank v. Halter.

JUDGMENT AS A BUSINESS FACTOR.

It is always well for a man in business to cultivate a capacity to look at everyday events from a practical and thoroughly sound standpoint. A lack of good judgment is in all cases bound to bring about disaster and failure. There are many men to-day who would have been examples of successful business men if they had possessed to any degree a capacity to look matters squarely in the face, and consequently been endowed with an ordinary share of sound judgment. One mistake in a business has many times caused its wreck. Yet there are many men to-day who pay very little attention to trivial things, and are consequently the victims of errors of judgment. Sound judgment is not alone required in dealing with the customer across the counter, but it is also a considerable factor in buying and in selling. It is an old story that a thing well bought is half sold, and in this matter of buying, the man who is influenced solely by sound judgment very rarely commits an error, whereas the man who has no reliance upon himself and who is not possessed of that happy faculty of clearly examining all the conditions which bear upon the situation, is apt to fall into errors which might result in loss, if not in bankruptcy. Carelessness is responsible for as many failures as almost anything else. To judge correctly the merchant must be well informed. He must have a capacity to take in at a glance all the bearings of the situation, and he can only do this by commencing early in life and thoroughly weighing over the various causes and effects which are daily brought to his attention. The merchant who cultivates good judgment will always have a better chance of success than one who neglects it.

OBITUARY.

Mr. Nathan Jones, the oldest merchant in Belleville, Ont., and one of the most esteemed residents of the city, died on April 23rd after an illness of about fifteen months duration. Mr. Jones was born at Mount Vernon, New Hampshire, January 12, 1816, and came to Belleville in 1831. For several years he was employed in the store of the Hon. Billa Flint, but in 1847 he started business on his own account, and successfully conducted his establishment until incapacitated by illness. Deceased was a prominent member of the Methodist church, and for many years served as organist and choir-master without salary. His wife, five daughters and two sons are left to mourn their loss.