

## BRUSHES AND MIRRORS.

While dealing with toilet cases we must not omit to mention the great changes going on in the fittings put into the cases. Celluloid and lylomite are having a hard struggle, and are only being used by the very best trade. The manufacturers of composition white goods are cutting them out in price and sometimes in design; the Florence patterns being especially handsome. But the great rush of the year is for silver and oxydized silver brushes and mirrors. The Sterling patterns are being copied by several manufacturers, who stamp brass up in similar designs; this is silver plated and then oxydized, and the results are certainly very pleasing. The prices, of course, are far ahead of white goods, but they should be sufficiently reasonable to sell largely. Manicure fittings are also being made of the same materials; there is no doubt but that these will be all the rage this year.

## LEATHER GOODS.

FANCY LEATHER goods are but little shown except in pocket books, but SOLID LEATHER dressing cases are meeting with universal approbation, and justly too, we think, for nothing can be too strong for travelling purposes. There are some cheap makers that are doing very poor work in this line unfortunately, and the trade has to be careful in buying to see that the leather is soft and well tanned, and that the stitching is close and even. The fittings too in these cases must be thoroughly useful. It is not so much the price as the finish of these goods that make them desirable.

## CHAMOIS GOODS.

There is a very decided attempt being made in New York to introduce fancy colored chamois covered boxes of all kinds. The results are very handsome though not cheap, but their serviceableness should recommend them. We would advise the trade to try a few, for the Americans are giving them a fair test. There is one thing we would mention before leaving this part of our subject, and that is that if they have enterprise enough, and we think they have, the Canadian manufacturers should be able to sell all the lines we have been describing quite as cheaply as they are being sold in the States, and for this reason: their raw materials—plush, satin and leather—are not taxed as high as in the neighboring Republic, and therefore are considerably cheaper. While we think well of the Americans for their ingenuity and enterprise, we have a still better opinion of Canadians, who we earnestly believe would eclipse them had they the same population to work for.

## NOTES.

H. A. Nelson & Sons are showing a line of fan and plush goods for the import orders. Merchants should call and see these goods when in the city.

Julian Sale, of Toronto, has asked the Minister of Finance and Customs that trimmings for pocket-books be allowed to come in free, and that an increased duty be put on the completed article.

E. Overell & Co., stationers and fancy goods dealers in Hamilton, have again succumbed to the inevitable. In 1885 40c. was the tune of the settlement. What the price is to be this time we have not been able to learn. But there must be a rat hole somewhere that would make a man fail twice in four years.

The failure of Earl Bros., in Montreal, has not been a great surprise to any one. With liabilities of \$14,000 and assets of \$11,000 they have escaped with 35c. on the dollar. We hope this will put them well on to their feet, for they are hard working men and deserve to meet with better success. It has been a case of trying to float a crippled ship ever since they took the business over from Bennett & Co. in 1887.

A fancy goods dealer of Montreal is reported to be in difficulty. Inter-provincial trade we believe to be quite possible, but profitable dealings in staple lines between Montreal and Toronto are every year becoming more scarce. When a man of unknown calibre is unable to obtain credit in his own city he buys where he is not so well known, and cannot be watched. In this case, we are told, Toronto wholesalers and manufacturers are the victims, and we hope that besides learning a lesson themselves they will inculcate a few principles of honesty into the debtor in question and those who would follow his example. In cases of this kind "no quarter" should be the watchword; it would pay the wholesalers best in the long run, and is the only fair road from the honest retailer's standpoint. There are some men who regularly live on their creditors' money. They buy their goods on time, sell them at any price, and use or conceal the proceeds. This is nothing but rank dishonesty, and if our laws were as they should be, such men should pass their time behind the bars.

Another failure is reported from Halifax. J. R. Saunders, fancy and sporting goods dealer, has assigned to one Hobrecker his father-in-law. The full particulars of the case are not quite ripe for publication, except that the preferred creditors lay claim to about 50 per cent. of the nominal assets, which are themselves in shocking proportion to the liabilities. The deeds are not signed yet, and we hope that the creditors will not be talked into selling their brothers' birthright for a very diminutive mess of pottage. The right of buying on time should be sacred, and it is for the honest storekeepers to cry out against this indiscriminate gambling by wholesalers in a customer's chances of "doing them up." From the retailers we would like to have an expression of opinion in this matter, and to wholesalers we would say: Join together as brothers and stop credit entirely to irresponsible and dishonest men.

# THE HEMMING BROS. COMPANY

(LIMITED.)

29 ADELAIDE STREET E.  
TORONTO, ONT.

## Druggists.

Hold there and wait for our Travellers. They have a Line of SUNDRIES that we are specially proud of at prices that will make your hearts glad. You will find us as low, if not lower, than the lowest in the land.

## Stationers and Fancy Goods Dealers.

Our SUNDRIES and FANCY GOODS that you must have are now on the road East and West, and will be shown to you very soon. Our goods are all new, whether imported or of our own make, and the prices are away down.

## Jewellers.

Our name is too well known to you to need more than a reminder that we are out as usual with a Larger and Cheaper Line than ever of CASES, TRAYS, FINDINGS, etc., etc.

## The Trade Generally.

When the Travellers return from this trip they will call upon you with the largest and most complete assortment of PLUSH GOODS and European FANCY GOODS ever carried on the road in Canada by one house. Note this and see whether we are exaggerating or not when you see them.

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