



Jewelers' silk velvet goods are gaining in favor and a better class of material is being used.

Opera glasses have met with a very slow sale during the past season, nor can much trade be expected.

With the advance of warm weather fans are receiving more request, and some houses report difficulty in filling orders.

Purses of a good quality are in active demand, and it seems that the cheaper and poorer qualities have had their day.

There has been an active inquiry of late for all solid leather traveling cases. Cheap imitation goods do not seem to be wanted.

Nerlich & Co. are showing some handsome lines of fish, game and dinner sets. They are all hand decorated and are worth seeing.

Horn goods, which were put on the market recently in an experimental way, are fast becoming staple, and are meeting with an increasing demand.

One of the prettiest novelties lately brought out is a table bell of delicate porcelain, exquisitely decorated with wreaths of tiny, pink rose buds. The tongue is of silver.

Very few failures in the fancy goods line have taken place in the Dominion during the past month. There were one or two small firms who were unable to keep up, but the trade was not in any way affected.

W. H. Bleasdel & Co. announce to the trade of the Dominion that they have re-entered the fancy goods business with an entirely new stock directly imported from Europe. Their place of business is 74 York street, Toronto.

The fancy goods trade for the past month has been very quiet, and this may be said to be the fancy goods dealer's holiday season. Travelers' have started out with samples of goods for the coming Christmas trade and so far report a good trade for future delivery, but for immediate shipment is very dull.

Pocketbooks for ladies suggest the idea that they are seeking compensation for their pocketlessness, as some of the new styles are capacious enough to hold nearly all of a lady's small belongings. Among the new notions in this line are the bright red books, which, strange to say, bid fair to be popular.

Among recent inventions is a magazine penholder, constructed on the principle of the magazine gun. This penholder is "loaded" with a stock of pens intended to last for a reasonable length of time, and when a pen wears out it is ejected and another, supplied from the reservoir in the holder, takes its place. The same idea is also worked out in pencil holders, and we shall probably, ere

long find these new concomitants of the stationer's stock insinuating themselves into public notice. The magazine penholder becomes distinctively the rival of the fountain pen. In the one the pen and in the other the ink is fed as wanted for the use of the writer. Each has its place, but this late invention seems to be a promising reinforcement to the steel pen army.

Plush goods this year as shown are greatly improved since last season and dealers are making for a good trade. The novelties are bright silks, antique oaks and other fancy woods. Manicure goods are finding a more extended sale. The newest thing in this line is the album box made in the shape of the ordinary photograph album, and is intended to take the place of the latter.

Bright silver is holding its own in the fancy goods world, as any one can see; but as this is not the time of year for novelties one finds little which is really new and interesting to talk about. Some extremely pretty things are offered in the way of chate-laine tablets, engagement, memo, and expense books for ladies' use, all of which are bound in white silver, with etched or engraved decorations of rare delicacy and beauty.

#### WHY SOME MEN FAIL.

The question was recently propounded by a magazine editor to two of our conspicuously successful Americans: "What are the causes of poverty?" One replied: "ignorance and incapacity." The other said that the prevalent cause is "the number of young men who are wanting in decision and fixity of purpose. If they get into a good place at the start they should stick to it, knowing that by perseverance, industry and ability they win promotion in due course as vacancies occur. But they see or hear of some one making a fortune in Wall street, or in ranching, or in mining, and away they go to try their luck. When they lose, as they do ninety-nine cases out of a hundred, that is the end of them; they can never settle down to ordinary ways of living after that, and their descent is rapid." This reason hits the nail square on the head. Go where we will we will find men who commenced life under the most favorable circumstances, but who are such complete financial wrecks that there is but little hope for their reformation. They may be honest and temperate; they may even possess natural ability of a high order, but lacking in steadiness of purpose, they will never succeed. Had they sufficient will force to stick to one thing, no matter how disagreeable it might be at first, were they content to advance slowly, they would have no reason now to talk of the "luck" of those who have pushed forward into the front ranks. Another cause of poverty is a lack of self-confidence. Many men seem to have no faith in themselves, consequently no assertiveness, no independence,

no pluck and no push. They are afraid to stand up and speak for themselves, preferring to lean on others. They are afraid to make an investment, because of the possibility of failure; they are afraid to tell what they can do as they might make an error in doing it; they are cowards in every sense of the word. This is often the result of early training. A boy, naturally timid, is kept in the background so persistently and his mistakes are so severely criticised that he grows up into an entirely useless man. Push and fixity of purpose will always bring a measure of success.—Ex.

#### AN ALL-AROUND BUSINESS MAN.

"Speaking of diversified lines of business being carried on in one establishment," remarked a traveling man whose territory included the far western towns, "leads me to remark that your big city department stores can't compare with some of the ten-by-twenty business houses in the frontier towns. In a little room about large enough if empty to turn around in, a man will carry on more kinds of business than you could find in two blocks on Olive street. Just to convince you that I'm telling the truth, let me show you one of several business cards I received from men out there." And he exhibited a card on which was the following.

#### PROFESSOR WILLIAM JONES, M. D.,

Attorney at Law and Notary Public.  
Special attention given to Loaning Money, Paying Taxes for Non-Residents and Collecting Accounts. Also dealer in Dry Goods, Groceries, Hardware, Windmills, Furniture, Barb Wire and Coffins. Highest Market price paid for Country Produce. Harness, Musical Instruments. Watches and Sewing Machines repaired on short notice. N. B. A Millinery Store is connected with the establishment.

"His wife conducts the latter," explained the traveling man, "and the two of them about make a living.—Ex.

#### IT WAS NOT HE THAT WORRIED.

"Now, sir," cried Mr. Bagwig ferociously, "attend to me! Were you not in difficulties a few months ago?"

"No."

"Now sir! Attend to my question. I ask you again, and pray be careful in answering, for you are on your oath, I need hardly remind you. Were you not in difficulties some months ago?"

"No; not that I know of."

"Sir, do you pretend to tell this court that you did not make a composition with your creditors a few months ago?"

A bright smile of intelligence spread over the ingenuous face of the witness, as he answered.

"Oh! ah! That's what you mean, is it? But, you see, it was my creditors who were in difficulties, and not me."—The Green Bag.

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