



be to come out flat footed and say that it was selling all these things at cost in order to boom its circulation. The trade would, of course, differ from it as to the advisability of such a business method, but they would certainly respect it more.

JEWELRY AT MELTING-POT PRICES.—The Goldsmiths' Company, of this city, have decided to clear out a lot of gold jewelry, which, although just "a trifle off" in style, is yet sufficiently fashionable to command a ready sale in many parts of the country. These goods they propose to sell at what they term "melting-pot" prices, that is, at what the gold in them would fetch if sold to a refiner as old gold only. There should be some bargains in the lot for enterprising buyers, for what may be a little "off" in one place may be just the thing in some other place. The company are, as usual, paying particular attention to their clock trade, and everything manufactured by the celebrated Ansonia Clock Company, of which they are the Canadian general agents, can be had from them out of stock without delay.

LOST AT SEA.—The sad death of Capt J. C. Lindall, who was swept overboard during the last trip of the *Panconter* of the Dominion Steamship Line, is one of the saddest events that has come to our notice for some time. Capt Lindall was a thorough sailor, who not only knew how to sail a vessel, but to so act as to win golden opinions from every passenger who crossed the Atlantic with him. The editor of *THE TRADER* had the pleasure of counting himself amongst the captain's personal friends, and many a pleasant hour both afloat and on shore has been wiled away in the company of the brave heart that recently met so sad a fate. Capt. Lindall was a general favorite, and hundreds of people all over the Dominion will sincerely mourn the death of a gallant and painstaking officer, and one of the kindest-hearted men that ever lived.

DEAD.—One of Toronto's oldest jewelers, in the person of Mr. Norton Vernon, died last month at the ripe age of 76. Old residents will well remember the quaint old-fashioned jewelry store with its small window panes that for years occupied the east side of Yonge Street just north of Richmond, where the new Confederation Life Assurance Building is at present being erected. There Mr. Vernon carried on business for over 30 years in a quiet unobtrusive way and amassed quite a comfortable competence by doing honest work at fair prices. He was one of the first practical manufacturing jewelers Toronto ever had, and was rated high as a workman in the days when jewelry was all hand made and rolled plate was unknown. Five years ago Mr. Vernon met with a peculiar accident to his hand while at work. He never fully recovered from it, and ultimately died from the indirect effects of the accident.

CLOCKS.—During a visit to the warehouse of Messrs. P. W. Ellis & Co. last month, we were shown through their new clock department, and were certainly astonished at what we saw there. The firm of Messrs. Ellis & Co., although almost new in the clock business, have gone into it very thoroughly, and are now showing to the trade one of the most complete assortments we have ever seen. Their sales during the past four months have been something phenomenal, and have brought them fully abreast of any house in the trade. They make a specialty of Waterbury clocks, and aim to supply everything in the line made by that Company, and many other novelties besides. Every clock sent out by Messrs. Ellis & Co. is thoroughly inspected by a competent workman, before it leaves their warehouse, an advantage that the trade will fully appreciate.

CANADA'S NATURAL MARKET.—One of Erastus Wiman's favorite themes is that the United States is not only Canada's natural market but her only one for the surplus farm products we have to sell. We have always said that England is not only our natural market, but that she is the best market for our farm produce. In fact she is the world's market and takes all the surplus of the United States as well as that of Canada in many lines. As an evidence of her receptive qualities we append a short extract from the *London Daily News*, showing what she consumes in eggs and dairy produce alone. "Twenty one millions of pounds sterling was paid by England last year to continental countries for dairy produce alone. The butter and margarine imported weighed over three million hundred weights and the cheese nearly two millions. The eggs amounted to eleven hundred millions. These immense

quantities will probably continue to be imported until inland freight charges become reduced. At present it is cheaper to send packages to London from Belgium than from many parts of Yorkshire."

ROBBERY IN MONTREAL.—A daring robbery was committed in the store of Henry Birks & Co., of Montreal, just after *THE TRADER* went to press last month. A fashionably dressed man and woman asked to see some diamond rings. A tray was produced, two rings were selected and a \$1,000 bill was tendered in payment of them. The clerk, being unable to change the bill, went out for that purpose. During his absence a number of gold chains and two diamond rings were stolen, the rings being replaced by paste imitations. After they had left the store the suspicion of the clerk was aroused and the paste imitations were discovered. The police were at once notified and detectives set to work on the case. The thieves were arrested on a train going from Montreal to Toronto and the stolen goods recovered. The culprits gave their names as T. Hayes and Mrs. Hayes and were held for trial. Advances from the United States confirm the suspicions of the Montreal detectives that they are notorious crooks from that country, and are "wanted" in more than one city in their native country on account of similar transactions. This being the case they will be removed out of temptation's way for a considerable time to come.

NOT AFRAID OF MCKINLEY.—At a banquet given in this city to the Hon. John Carling, Minister of Agriculture for the Dominion of Canada, that gentleman in response to the toast of his health gave utterance to some very loyal and level-headed sentiments, which are well worth laying to heart by every thinking Canadian. "As a native Canadian," said Mr. Carling, "I take a great interest in the prosperity of this country. We can live here even if Mr. McKinley does try to shut us out of the American market. There is no annexation feeling in this country. (Cheers). Mr. Wiman professes a desire to benefit Canada, but it is the prosperity of his adopted country he is seeking. For three years we have shipped on an average 60,000 head of cattle to England annually, and this year we will ship 115,000. But we do not begin to supply the English market, which takes 359,000 head per annum. We send Great Britain 2,000 pounds of mutton, and she imports 100,000,000 pounds. We send her 7,000 pounds of bacon, and the United States sends 334,000 pounds, although our bacon is worth a cent a pound more in summer than is theirs. We send 2,000 bushels of oats, and Great Britain imports 189,000,000 bushels. We sent \$1,500 worth of poultry to the old land last year and the total imports there were \$2,000,000. We can supply this demand. If our ships are not fast enough we will build faster and provide cold storage too. We sent 41,000 bushels of barley to England last year out of 41,000,000 bushels imported. It only costs 15c. a bushel freight from Toronto to Liverpool and the best barley in England brings six shillings sterling per bushel. Great Britain uses 633,000,000 lbs. of foreign wool and we only send her 60,000 lbs. McKinley and his bill need not trouble. In England, in the West Indies, in Australia, a kindred people offer us all the market we want."

AFRAID OF THE CUSTOMS.—Mr. W. F. Doll, in the *Winnipeg Tribune*, over his own signature, makes some very strong charges of mismanagement against the Winnipeg Custom House officials. If one-half of what Mr. Doll alleges is true, there should be a searching investigation into the matter, and if proved guilty, a general cleaning out of officers who abuse the powers entrusted to them by the Government. Customs officials, like all other public servants, are simply there to see that the law is properly carried out and not to harrass merchants in the exercise of their legitimate calling. The Winnipeg Custom House had a bad name some years ago in Collector Mingay's time, but we had hoped that with his disappearance from the position a better state of things had been brought about. If this is not so, the sooner they are reformed the better. In connection with this letter of Mr. Doll's we notice that the *Tribune*, being opposed to the National Policy of the present Government, asserts like most of the other opposition papers, that "these abuses are not the fault of the officials, but the result of the pernicious system which seems to pervade everywhere relating to the high tariff." As a matter of fact beyond raising the duties on many lines of imported manufactured goods, the National Policy has done