

ation of a green and sanguine traveller (on commission) suffices for the shipment of \$200 or \$600 worth of merchandise to an utter stranger. Surely this is not business-like.

It is often said by wholesale men in cases of this kind, "if we do not fill this order, X, Y, or Z will fill it and we shall lose the sale." Very well, let others make the sale, and take the risk. It used to be stated by Mr. Wiman in his circulars twenty years ago, "Mercantile Agencies are only one of the means of enquiry which it is the duty and the privilege of merchants to make about their credit customers. No wholesale dealer can have too much information about his clients." This is as true to-day as then. We should not have had to grieve over nineteen millions of indebtedness by failed Canadian merchants in 1884, if proper enquiry had been made about the capital, capacity and chances of success of the 1,808 traders whose liabilities made the aggregate we have named. — *Monetary Times*.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

L. M. BLAKELY, jeweler of Trenton, has assigned. While Mr. Blakely lived in Picton he was well liked and apparently made money, but since his removal to Trenton things seem to have gone badly with him and the result is an assignment for the benefit of his creditors.

DISSOLUTION OF PARTNERSHIP—Messrs. Inglis & Picard the well known watch importers, of Montreal, dissolved partnership last month, Mr. Inglis retiring from the partnership, but we understand remaining with the new firm. The business will be carried on as formerly, by the remaining partner Mr. C. T. Picard under the style of C. T. Picard & Co.

THE LATE MR. GEORGE PRINGLE.—We are sorry to have to announce to our readers the death of Mr. George Pringle, jeweler, of Cobourg, Ont. Mr. Pringle was one of the best known retail jewelers in Canada and had for many years been identified with Cobourg as one of its principal merchants. George Pringle was one of the most popular men in the Canadian jewelry trade, genial and whole-souled in private life, and a synonym for integrity in business. His death creates a gap that will not be readily filled in the town in which he lived.

RELIABLE SHOW CASES The show cases made by Millichamp & Co., are well and favorably known in Canada, this firm having been in this business for nearly twenty years, and hav-

ing shipped their goods into every part of the Dominion. It is the largest of its kind in Canada, and its reputation for doing only first class work is such that they have no difficulty in keeping their immense factory running on full time even in the present depressed condition of trade. This is a natural recognition of honest and liberal dealing and we can recommend any merchant in want of show cases or shop fixtures of any kind to patronize Millichamp & Co., in the full assurance that they will get not only the best in the market but full value for their money.

THE JEWELRY STOCK and fixtures belonging to the estate of the late John Zimmerman were advertised by the executors by tender last month and bought by Mr. F. Block, of Toronto, the highest tenderer at a price of 67½ cents on the dollar. A good price we should say, taking everything into consideration. The book debts and the Estate's interest in the Acme Silver Plate Company, of Toronto, were also offered for sale by tender, but we understand were not sold.

CHANGES EVERYWHERE.—Our readers will no doubt be surprised to learn of the retirement of Mr. J. A. Watts from the Presidency and Management of the Toronto Silver Plate Company, of which Company he was the promoter and founder. Mr. Watts who we understand has retired definitely from the silver-ware business in Canada, was the pioneer of the American electro-plated ware trade in this country, having as the agent of the Menden Britannia Company introduced the goods here some twenty years ago. He is succeeded as manager by Mr. A. Gooderham, of this City, a prominent stockholder who has been in the employ of the company ever since it commenced business.

WILLIAM WHARIN, one of the oldest established jewelers in Toronto, and who years ago stood almost at the top of the tree, has been recently compelled to assign for the benefit of his creditors. As showing how much a good name is worth it may be mentioned that although Mr. Wharin's stock has been heavily mortgaged for years, he has, judging from the number of creditors and the amounts due them, had no difficulty whatever in getting all the goods he wanted on the ordinary terms of credit. As Mr. Wharin is likely to get a settlement favorable to himself, it is probable that some of these gentlemen will regret the violation of a very good rule of business, "Never to sell a merchant goods on credit whose stock is mortgaged, unless you have perfect security."

THE NORTH WEST rebellion has affected the jewelry trade in other than a pecuniary manner. Mr. W. H. Smith the well-known traveller for the firm of Smith & Fudger, and a son of one of the partners, has gone with the Queen's Own, in which regiment he is a non-commissioned officer, to the North-West to aid in putting down the rebellion. During the terrible march along the North Shore Mr. Smith (or Willie, as he is called among the boys) was unfortunate enough to sprain his ankle; we are glad to learn, however, that it is now all right and he has rejoined his Company which is now en route for Battleford. His many friends will wish him a safe return home, and if he is

able to put a bullet through Riel and bring that worthy a scalp-lock back with him, he will be the most popular and successful jewelry traveller on the road for the balance of his natural life.

A MODEL PRICE LIST—We are just in receipt of a price list from the Montreal Optical and Jewelry Company, of Montreal, whose advertisement will be found elsewhere in *The Trader*. This catalogue is elegantly printed on fine toned paper, and is a first-class specimen of typographical skill. Its illustrations are numerous and of a high order of merit, and convey a very accurate impression of the goods they represent. This Company are the largest manufacturers and dealers in optical goods in Canada, and the great success which has attended their efforts so far goes to show that in their special line they stand at the head of the Canadian trade. Their new catalogue, as we should say, an indispensable reference book that should be kept by every merchant dealing in optical goods, and the Company will be glad to send it free of charge to any legitimate dealer in such goods.

W. C. ALLEGO, of Hamilton, the jeweler who cleared out of that city in 1880 and went to the States, leaving behind him a lot of lamenting creditors and dupes, turned up in Simcoe recently, where he was promptly arrested by Chief Stewart of Hamilton, and brought to the scene of his former triumphs. Unfortunately for the creditors, and fortunately for Mr. Allego the information in the warrant was based upon the Insolvent Act which was subsequently found to have been annulled previous to the time it was issued and nothing therefore could be done regarding it. Such cases as this show the need of a good insolvent law such as is proposed by the Board of Trade, and were such a law in force it would be possible to punish people who deliberately set out to swindle their creditors. Chief Stewart is to be commended for his prompt and energetic action in this matter and we are only sorry in the interests of honest dealing that the case could not have been pushed.

If there is any hardware traveller, who ever drummed the Western road and don't remember R. B. otherwise known as Genial "Bob" Harstone, hardware merchant of St. Marys, their memory must be sadly deficient. R. B. has been for some years connected with the Canada Pacific R. R. in the North-West, and from a letter from a volunteer on the active service we learn that he has done his level best to help the troops on their way west and render their journey pleasant. When "Bob" lays out to do anything you can bet your bottom dollar it is thoroughly well done and we were therefore not at all surprised to learn that he had won golden opinions from the troops who have gone to the front. The boys say that if the Government don't give R. B. a testimonial they will do so themselves, if they should decide to do so, a lock of Riel's hair would suit R. B. probably about as well as anything.

THE ADVANCE IN WATCH CASES.—Everybody knows that watch cases have been cheaper during the past year, but few would believe that it was because competition had become so keen