

can be ascertained, it appears that they have been acting entirely on their own hook, and none of the merchants for whom they entered goods were aware of anything being crooked about the transactions. We think if the Montreal appraisers were half as sharp or as well posted as those at the port of Toronto, such things could not long pass unnoticed.

THE FAILURE OF MR. M. STEIN OF HAMILTON, in the jewelry business, is not altogether an unlooked-for event. Failure as far as the creditors are concerned runs in the blood apparently. We sincerely trust that the Canadian creditors will fare better at their hands than their American creditors did on a former occasion.

JEWELER'S BOARD OF TRADE.—The project has been mooted of starting a Jeweler's Board of Trade amongst Toronto Wholesale Jewelers. Such an organization would be a good thing for the entire trade, and we think it should receive the support of every one in the wholesale jewelry business. We trust to see this under way at an early day.

BARGAINS.—Owing to contemplated changes in their business, Messrs. McNaught & Lowe advertise great bargains in jewelry and other goods for the coming month. They are changing the character of their business and going out of a lot of lines which they offer at about cost. This is a rare chance which we have no doubt many of our close buyers will take advantage of.

THE FAILURE AND ASSIGNMENT OF THOMAS PHILLIPS, junr., wholesale hardware, Montreal, is announced, with liabilities, direct and indirect, of from \$60,000 to \$70,000 as reported. It is not yet known how the estate will turn out. The business was formerly carried on by Elliott, Phillips & Co., and before that by Elliott, Sawtell & Co., none of which firms apparently met with any large measure of success.

We regret very much to learn of the death of Mr. Wm. Carrier of the civil service, Ottawa, father of Mr. W. P. Carrier, wholesale jeweler, Toronto. Mr. Carrier was well and favorably known both in Toronto and Ottawa, in both of which cities he resided for years, and he leaves behind him the memory of work well done, and a good name which is better than riches.

THE MERIDEN SILVER PLATE CO., who removed their plating works to Hamilton last November, have leased the new warehouse on 14 Colborne street, and fitted it up as a sample and salesroom. The establishment is under the management of Mr. H. R. Warren, and the Company purpose carrying a full line of samples, so that customers visiting Toronto can order without going to the factory. This is a step in the right direction.

THE WATCH SIGN OF McNAUGHT & LOWE is more than a curiosity—it is a conundrum. Almost every day dozens of people may be seen looking at and wondering what makes it swing. To all such who come inside to find out how it is done (and their name is legion), the proprietors say: "We have a nigger down cellar who does the trick." If they won't take that in, then it is by electricity. Most of them will believe one or the other of these reasons, but none the simple truth that it's the wind which puts and keeps it in motion.

A NEW JEWELRY FIRM.—Another competitor for public favor in the jewelry trade, has just been organized in the firm of Thayer & Ellis.

Both of these gentlemen have been long and favorably known to the trade. Mr. Thayer as book-keeper for the old firm of J. G. Joseph & Co., and recently for E. & A. Gunther. Mr. Ellis has represented the latter firm on the Eastern Road for the past three years, and is one of the best known travellers in the business. The new firm has youth, energy and a thorough knowledge of their business, and they should soon establish themselves. The Trader wishes them success in their new venture.

A NEW COMPETITOR FOR PUBLIC FAVOR in the plate business is the Acme Silver Plate Co., of Toronto. This Company bought the plant and fixtures of the Meriden Silver Plate Co. when they removed their headquarters to Hamilton, and propose to carry on the plating business on the premises formerly occupied by that company. We understand that they have made satisfactory arrangements with a leading American plate factory for goods in the metal, and expect in a very short time to have a complete line of goods ready for the market. The new venture will be under the management of Mr. Blackburn, late manager for the M. S. P. Co. in Toronto.

THE FAILURE OF SAMUEL STERN, Wholesale Clock and Fancy Goods Dealer, of Toronto, was a decided surprise to the trade, as his has always been regarded as one of the strongest houses in the business. As far as we can learn at present, the failure is a very bad one, and the creditors are not likely to get very much out of his estate. It is rumored that there is a considerable quantity of goods "hypothecated," but nothing definite is known yet. We shall have something further to say about this as soon as the facts come to light. In the meantime we can only say as old friends of Mr. Stern's, that we hope he can show a clean sheet and that he will come out all right.

THE SQUARE MAN.—The following is Josh Billings' description of a "square" man in lumber parlance:—"The square man measures the same way, and has no wainy edges or shaky lumber in him. He is free from knots and won't warp. He is clear stuff, and I don't care what you work him up into, he won't shrink. He is among men what good kiln-dried boards are among carpenters—he won't crack. It makes no difference which side you approach him, he is the same bigness each way, and the only way to get at him is to face him. He knows he is square, and spends no time in trying to prove it."

The Watchmaker and Metal Worker of Chicago in their last issue have the following:—"The Hampden Watch Company, of Springfield, Mass., make an announcement in this number of *The Watchmaker and Metalworker* that will interest the entire trade. This company have had the good fortune, thanks to Mr. Rood's clever and conservative management, to feel the hard times only very slightly, having met the trade more than half way in changing the character of their productions in order to fill orders more promptly, and improving the character of their cheaper grades so that now they are enabled to "take the bull by the horns" and give the newly awakened trade a fine watch movement at a very low price. Their standard has always been a very high one, and they hold it right up to the top."

ALTHOUGH business has been depressed for

some time, it does not seem to have affected the plate companies very much. The Toronto Silver Plate Company report the largest business they ever did, in fact they were unable to keep pace with their orders. They are pushing ahead fast. The Meriden Britannia Co., of Hamilton, is usual, had more than they could do during the latter part of the year, and their customers felt like complaining, because goods were slow in coming. They report the volume of business for the past year as fully equal to any former year. The Simpson, Hall, Miller & Co. factory report the best trade they have ever had, and were full of orders from the start of the year to its finish. These goods are popular and low in price, and they say they are always bound to get their share of what trade is going.

A GROWING INDUSTRY.—By the advertisement of Messrs. Hemming Bros. on another page, it will be seen that this enterprising firm have outgrown the chrysalis state of their existence and obtained an enviable distinction in their special line of manufacture. Their new premises on Adelaide Street East, immediately behind the Globe office, is one of the finest in the city, and their sample room will without doubt in future be one of the principal attractions to jewelers visiting the city. This firm have by prompt and reliable dealing built up a very large business and the Trader wishes them continued prosperity and success.

MR. WM. ALEXANDER, Jeweler, of Toronto, called a meeting of his creditors on the 15th of January, to consider what they would do with his estate. Mr. Alexander's father, who had advanced him about \$2,000 in cash, was secured to the extent of \$1,100; the rest of the claims were unsecured. Mr. Alexander, sr., informed the meeting that although he held that security, he was willing to waive it, and rank along with the rest of the creditors. The estate thus being placed entirely in the hands of the creditors, they took a lenient view of the case and gave him a very favorable settlement. Mr. Alexander has been very unfortunate last year on account of sickness, and the effect of his honest endeavor to do the very best for his creditors, not only gained him their good will, but will be of the greatest assistance to him in the future. They were all unanimous in promising him help whenever he required it.

MR. H. B. COATES, Jeweler, of Stratford, writes most of his creditors, making them a proposition to pay 25% of their claims and get their receipt in full therefor. It appears that Mr. Coates bought his business from his uncle, Mr. Jones, of Stratford, who thought fit to trust him without other security than a bad judgment, which he promised to hold until the business was paid for; and until various other wholesale houses had sold him goods to the amount of nearly one thousand dollars. This done, he steps in and takes a chattel mortgage to replace his judgment and secure his claim; and Mr. Coates having given this security, is told to coolly ask the balance of his creditors to accept 25 cents on the dollar for their claims. This is certainly about as cheeky a piece of business on the part of Messrs. Coates and Jones as we ever heard of, and we trust that the unsecured creditors will unite and try to break the mortgage and distribute the assets equitably, or failing that, to put Coates out of business. Mr. Coates must have known that