

OUR JEWELERS AND BANKING.

Editor TRADER:

SIR,—I have been somewhat surprised in discovering that many of our jewelers do not keep a bank account, even where there are branches of good chartered banks, and consequently the most efficient means, for obtaining those useful advantages, which banking facilities afford.

Banking and commerce have become so closely allied, that it may be said that the one cannot exist without the other, e.g., suppose one has a note due in Toronto, 10th Dec., for \$50. If the amount be remitted by registered letter, there is anxiety on the part of the sender until he hears that it has duly reached its destination. Why? Because the Government is not responsible if the money should find its way into other unknown quarters than where you intended it should.

A short time ago, one of our jewelers, in an eastern town, whom I met, was in a state of perplexity from this very cause, or rather he had received no reply from two registered letters, one posted to Montreal the other to Toronto.

The Post Office order system is good, but established by the Government for remitting only small amounts, and this is exemplified in the fact that the cost of remittance, beyond a limited amount, greatly exceeds that of the ordinary bank draft. Even in buying a bank draft, much time is often consumed in waiting until it has passed through those mystical stages, from the receiving teller, through the note clerk, on to the manager, who, after leisurely finishing some other writing he may be occupied with, converts it by his signature or initials into the thing which you are desirous of obtaining; when your patience is exhausted, and you inquire for it, you are only then informed that it is waiting for you at the farthest pigeon hole from where you are standing. And further, you are obliged to pay away your money to the bank or post office to meet the note quite a few days before you would be required to do so, if you had an account at the bank; for then you would simply have to fill up your check on the 9th December, pay to the order of — fifty dollars, in full for note due 10th December. The last line is important, as it constitutes a receipt. The check is mailed, and you need have no anxiety about it, for while it is as good as money in the possession of the proper owner, it is a very awkward possession in the hands of a thief. It has to be endorsed to convert it into money, and the endorsement must be fully identified. It may be a week, or even longer, before that check returns, to be charged in your account, during which time you still have the money to your credit, neither does it cost you anything for collection. For I think all the wholesale jewelers are either dead or have left the country who would insist on receiving the extra quarter or so for collection, and it's against human nature to pay a firm an account, even if the firm is a little off—I mean distance off—and be taxed a small sum for doing so, while the firm who receives the money ought not only to be satisfied to pay the collection, but stand treat as well.

If you will permit me space, in a future number I would like to speak a little upon the interesting nature of the relation between the customer and his banker, and what my experience in financing has taught me to be the best means to adopt in order to win the confidence of the bank, and thus secure all its advantages.

Yours respectfully,

JNG. W. CAMPBELL.

BUSINESS NOTES.

OUR HELP COLUMN.—We trust that this new feature of THE TRADER, will be liberally made use of by the trade. If you want to put your want before every jeweler in Canada, free of charge, our help column is the way to do it. Don't be bashful; come right along.

ENTERPRISE.—We are in receipt of some very elegant illustrated Christmas circulars, issued by our old friend, Mr. Thomas Lees, jeweler, of Hamilton. They are very attractive and should make his shop busy during the holiday season. Such enterprise usually pays.

CHARLIE ELLIS has just returned from the maritime provinces, where he reports doing a fair share of business for his firm. It is needless for us to say that Charlie wasn't the drummer that was quarantined on account of the small-pox. He is too wide awake for that.

COMPLIMENTARY.—From all parts of Canada we have received copies of papers containing our editorial article on Riel in last month's issue. As we are known to be outside of politics altogether, our article is referred to in very flattering terms, which modesty forbids us saying more about.

LOOK OUT FOR THEM.—In our next issue we will commence the publication of a series of papers written specially for THE TRADER by one of the foremost opticians in Canada upon "Spectacles, and How to Sell Them," that will be of great value to our retail jewelers, if they will but take note of them.

A BIG JEWELRY STEAL.—On the night of Sunday, the 20th Dec., the jewelry establishment of Ramsay & Co., of Milton, Ont., was burglarized and nearly two thousand dollars worth of goods stolen. It is thought that the job was done by Toronto cracks, and that the goods have been sent here to be disposed of.

GLAD TO SEE YOU.—We were favored last week by a visit from Mr. Sheppard, the genial New York manager of the Boss Watch Case Co. He reports 1885 as being the most successful year his Company ever experienced. So much for a strict adherence to quality, and a desire to give customers full value for their shekels.

THE S. E. F. BRACELETS are now recognized in the United States as the standard for style and quality. In spite of the many cheap imitations the makers wisely keep to their original standard of quality, and have their reward in the confidence with which dealers all over the country handle their goods. Their trade-mark is always a guarantee.

GETTING UP IN THE WORLD.—Wm. Ashall, the well-known jeweler and marksman, of Toronto, is getting up in the world. Only last week the city council awarded him the contract of looking after the clocks in the city and fire hall towers. We trust that William's sudden elevation will not cause him to look down with disdain upon his old friends.

SIMON SCHRECK, jeweler, of St. Thomas, after a business career of some five years, has been sold out by his creditors. This business has never been a paying one, although Mr. Schreck has been carefully "nursed" by the wholesale houses, who stood sponsor to him. Excessive competition and expensive habits are probably the greatest factors in his want of success.

MEANS PROSPERITY.—Unless all the grain experts are sadly astray in their calculations, Canadian farmers may expect before many months to see a considerable rise in wheat prices. The world's supply, it is said, falls many millions of bushels short of its requirements, consequently there will be a draw upon the hoarded surplus of previous years to make good the deficiency.

GOLD DOLLARS.—The demand for gold dollars for bangle-making is unusually brisk. This fact, coupled with the fluctuations in the price of silver, has placed gold dollars at a premium of between 20 and 25 per cent. A premium on gold currency carries one's memory back to war times. In our individual experience, gold has always been at a premium, even in the best of times.

WE WERE FAVORED a few days ago by a call from Mr. Aaron Buckler, jeweler of Bowmanville, one of the best known retailers east of Toronto. Although nearly seventy years of age, forty of which have been passed in the jewelry business in Bowmanville, Mr. Buckler is still hearty and active, and gives promise of seeing the close of this century at least. He says business in his town is good considering everything.