

when you see prices begin to rise.

Are your expenses too large in proportion to the business you do? Do rent, taxes, fuel, light, clerk-hire, and family outlay exceed the profit you make on your annual turn-over? If they do, you may fairly begin to ask whether, as a merchant, your usefulness is not gone.

Do you know how much stock you have in your store? Are there not dark corners, neglected drawers, dusty shelves, whose contents your clerks know little of and yourself nothing? Ah! the live storekeeper is the one who has the fewest old, rusty, tossed and neglected goods. Better get rid of such stuff at one third of its cost than deceive yourself swelling your stock sheet with it, year after year.

Are you arranging for stock taking at the end of the year? Be sure you don't take it in at prices beyond its value.

Are you insured?

Do you keep a record of your notes?

Do you check your invoices?

Do you keep an order book?

Are you trying to sell for cash?

Is there any fire protection in your place?—*Monetary Times.*

### THE MECHANIC.

A man who is a thorough master of a trade carries his capital in his head. He is independent, and should be self-reliant, as his services will always be in requisition, unless, perchance, he has drifted into some section of the world where trade and manufactures are in a state of decadence. It may be an excellent thing to endow a youth with a splendid education, but often we find such young men failures in a business way. But there is no excuse for a first-class mechanic or engineer ever being found in such an unfortunate plight. The man possessing a good scientific or mechanical education who cannot make his way successfully through life must be composed of very poor material. The good mechanic needs no golden ladder to aid him in rising to success, nor is there occasion for his reliance on social standing, or on the good offices of influential friends to open a path to fortune. Indeed, instead of seeking for friends they will seek him. An expert galvanizer, a few weeks since, was thrown out of employment, and scarcely had the doors of his mill been closed ere there came a telegram from a mill 1,000 miles away urgently requesting his services there.

A representative of an extensive manufactory, in speaking of good mechanics, recently said: "We still have difficulty in obtaining all the expert help we need. This matter sometimes assumes a serious aspect, and we fear often that we cannot run our works to their best advantage for lack of the proper assistance."

We hear speak of the higher grade of workmen—of men who are proficient and who have mastered their calling; but mechanics who have not risen to eminence, but have acquired a good reputation, are in most favorable positions far better than the horde of ill-paid clerks, salesmen and collectors, who have chosen a calling that will save them from begriming their hands with dirt and permit them to wear good clothes. The *Boston Commercial Bulletin*, in speaking of the importance of the position of the mechanic, very forcibly remarks:

Each ensuing day makes more prominent the fact that we have come upon the time when the mechanic is master. We have crowded professions and ill-filled trades. The chance to fill the position of sub-assistant clerk in a wholesale house is eagerly grasped at by a hundred applicants, though the wages received be scarcely more than "a chance to learn the business." Let a master workman try to obtain an apprentice at three times the salary offered the clerk, and his applicants will be poor alike in quantity and quality. A skilled workman in any trade need never want for hire; he is eagerly sought after by a hundred employers; he is independent of the condition of the market; the skill and cunning of his hand and eye are too valuable to lose, and must be paid whether the products are slowly or rapidly consumed. If business ceases, the master hand is eagerly seized by some rival house, which knows and values the product of his skill. He who would crush down the obstacles to success in our own days must have, as well as the wit to see the cravice, the strength to deal the blow. This is an age of the steam engine, and it is the engineer, not the conductor, who is master.

The man who can do a piece of exact mechanical work, or who can invent a successfully working machine, or plan its erection, is a valuable member of society. He is a producer, and the world is both richer and better for his presence. His calling demands a fine development of intellectual thought, and, although the mental conception requisite to do a fine bit of mechanical work may not be of the same high order as that required of a sculptor or painter, yet it is of a high degree of merit, and may equal, in special circum-

stances, the efforts of the best artist in any of the various schools. It is a narrow-minded man who despises the mechanic because of the surroundings of his labor. Those who look down on him are generally men of inferior intelligence, who possess a poor conception of what is worthy of admiration, and whose esteem would be of little credit to any one.—*Et.*

### PREVENTION OF NOISE.

To those who carry on any operations requiring much hammering or pounding, a simple means of deadening the noise of their work is a great relief. Several methods have been suggested, but the best are probably these: 1. Rubber cushions under the legs of the work bench. *Chamber's Journal* describes a factory where the hammering of fifty coppersmiths was scarcely audible in the room below, their benches having under each leg a rubber cushion. 2. Kegs of sand or sawdust applied in the same way. A few inches of sand or sawdust is first poured into each kog; on this is laid a board or block upon which the leg rests, and round the leg and block is poured fine dry sand or sawdust. Not only all noise, but all vibration and shock is prevented; and an ordinary anvil, so mounted, may be used in a dwelling house without annoying the inhabitants. To amateurs, whose workshops are almost always located in dwelling houses, this device affords a cheap and simple relief from a very great annoyance.

### BUSINESS CHANGES FOR DECEMBER

McIntyre & Davidson, Jewelers, Portage La Prairie, Man., closing up their branch at Minnedosa; Woltz Bros., Jewelers, Toronto, succeeded by Woltz & Co.; Canada Clock Co., Hamilton, in liquidation; E. C. Delano, Fancy Goods, Montreal and Ottawa, assigned in trust, Dickinson & Cranston, Stationery and Fancy Goods, Woodstock, burned out; Kay & Co., Jewelers, Mitchell, damaged by fire.

### BUSINESS NOTICES.

THE TRADER has to congratulate Mr. Charles Ellis, the well known jewelry traveller on the fact that his family has lately been increased by the addition of a very handsome pair of twins. Charlie has made a good beginning anyhow.

CAUTION.—If you haven't joined the Jewelers Security Alliance yet, lose no time, but do so at once. Delays are dangerous, and if you should get cleaned out before you become a member, it would be but poor consolation to think you had saved your entrance fee anyway. Join at once.

The entire plant of the Lancaster Watch