

wholesale house will take the same stand as Messrs. Smith & Fudger have taken.

I am yours, very truly,
Niagara Falls, Ont., December 14th. D. FENWICK.

P.S. I think another matter that should be stopped, is travelling agents selling watches, &c., to friends. Only last week I was trying to sell a gentleman a watch, when he told me he had promised to buy of an agent at wholesale price.

ANOTHER OPINION ON PROTECTION.

Editor TRADER.

SIR,—For the first time, I will take courage to express my feelings in regard to our Canadian jeweler's paper, THE TRADER. I really think the Trade would feel lost without its appearance. In answer to your editorials in December number, as regards co-operation amongst retail jewelers, I think it would be a blessing to the regular trade if such an organization could be formed and carried out; but I think it would be another case against the honest dealer. For instance, the public will find the Trade has only one price for American watches, and then, as is generally the case, the customer has a second hand watch which the jeweler has to take as part pay, then comes the question, who will allow him most for the second hand article? If watches were always sold for cash, it would be easier to come to a uniform price; but if the customer is positive our prices are uniform he has us by the forelock, and the man who allows him most for his old watch is his man. Then again, on the other hand, about ten months ago, a customer of mine came to me and priced my watches, and in particular a Wm. Ellery stem wind, 5 oz. case, engraved, silver cap, American Waltham case, and then he sat down and wrote to one of the leading retail firms in Hamilton, fully describing the watch as I had described it to him. I read his letter, in fact he asked me to read it, and I told him I would sell him a watch as cheap as they would, but when the answer came, he gave it to me to read, and behold the answer was \$16. I told him it was a falsehood, and that they would never sell him such a watch for the money. However, he went to the city, and they pleaded a mistake, but they sold him a 4 oz. case, Wm. Ellery movement, stem-wind for \$16, with a guarantee for two years, main-spring and case spring included, which was at that time a profit over net cost of 70 cents for wholesale prices. Who will blame jewelers then to cry out against each other, when a large retail house is ready to take the bread from a country jeweler's table, even without any gain to themselves? Now, Mr. Editor, the above statement, I believe to be correct, as my customer is a particular friend of mine, but in the above case he valued the dollars a little too much for me. Now, the question is, would such work as the above be stopped by an organization, or would such dealers try to draw trade to the city in case of such an organization?

As to my ideas on protection to retail jewelers, and what is a retail jeweler, I think there need be no difference of opinion at all. I think all those that make jewelry their special line of goods are jewelers, and not those that make drugs, or hardware, or dry goods their specialties, and certainly not such men as I have here for opposition. My grievance against them is this, they have been importing jewelry of the shoddy kind for about three years, and lately they have gone into watches. My curi-

osity was to know, did they pay duty? Their business called them to the U. S. quite frequently, so my only way open, that I could see, was to inquire of the customs officers whether they paid any duty, and after repeatedly inquiring of the officers, thanks to our Government officials, one made his appearance and dearly he made them pay for their dishonesty. So much for smuggling. I think it would be a good idea if THE TRADER would give us a little advice once in a while as to what steps to take in detecting smugglers on the small scale, for if they are found guilty, they will have to pay dearly, as in the above case. And now, Mr. Editor, in answer to your editorial on Rich, I think you have hit the nail squarely on the head. In answer to Retailer's correspondence, I quite agree with him in the first part of his article, but not in the latter part of it, because I believe it is utterly impossible for every retailer to have uniform prices in watches and jewelry. Once in a while we buy a watch or a piece of jewelry that does not take the eye of our customers, the consequence is the article lays around the shop, and gets shop-worn or damaged, but yet a good useful article. Somebody may want it, but only if they get it cheap enough. Now, would it be right if I were obliged to keep the said article in case a man would offer me cost for the same. I think every retailer knows his own business best. All I ask of him is to be a man, but a man selling staple and fresh goods at cost, in order to hinder somebody else from making a sale, I would surely not call a gentleman. I do not believe in selling one man a watch at cost and make the next one pay two profits, just because he is not so sharp on a deal as the first one.

Now, in reply to Equity, in December number, I cannot help but differ with him in the beginning of his article. In the first place, a watchmaker only ought to be allowed to sell such goods as he repairs, and silverware is more suitable in a watch shop than in a hardware store, but yet, as it is the custom, let hardware merchants keep silverware, because silverware merchants are not very plentiful, therefore, there will not many grumble. What we watchmakers want is only fair play. We cannot step into a wholesale clothing store and pick out a suit and pay wholesale price, nor get a pair of shoes, nor tea, coffee, sugar, nor anything of the kind. Why? Because we are not dry goods merchants, nor hardware merchants, nor tinsmiths, nor grocers, nor shoe merchants, nor clothiers, nor druggists. We are simply jewelers; we carry the most dead stock of any business there is, and one that is very often expensive goods. But would you, for one moment, think it just and right for any of the above merchants to walk into a first-class wholesale jewelry house and buy a few staples, for instance, a few collar and cuff buttons and a watch for a friend, right down at rock bottom wholesale prices? That is what we are kicking about. With the rest of the article I agree, especially the smuggling business. A man has no more right to go to the United States and buy a watch and bring it over for his own use than a man would have to buy a reaper or a threshing machine without paying duty. My article is already too long, and by the time this will reach its readers, Christmas and New Year will be over, so I will end by wishing you all "A Merry Christmas and a Happy New Year."

H. D.

ASSIGNED.—Henry Lavallee, jeweler, of Montreal, on demand of William Eaves, has assigned. The liabilities will not exceed \$1,400, while the assets consist of the stock in trade.