



and their best to uphold the honor of the flag and the integrity of the Empire amongst the kopjës and veldts of South Africa.

All this has been done quietly and unostentatiously, and to-day Canada is a country to be reckoned with instead of a lot of isolated colonies without mutual interests or cohesion of any kind.

During this period, the commercial life of our people has undergone many and very important changes. From being almost exclusively importers of manufactured goods, we have ourselves become manufacturers, and to-day in a great many important lines we are able not only to supply our own wants, but to export to foreign countries. This diversity of employment has greatly benefited the agricultural community generally as well as the manufacturing element, and the country has now begun to recognize that what is the concern of one is the concern of all, and that no industry is really independent of every other industry.

The jewelry trade, like all others, has seen some strange mutations during this period. The majority of the leading jewelry houses of a quarter of a century ago have passed away, some by death, a few have retired to enjoy a well earned competence, and many have been closed up by the sheriff. Whatever has been the cause, however, the vast majority of them have gone, and their places have been taken by younger and more aggressive houses, all of which are known to our readers.

The character of the goods has also changed as well as the houses that sold them.

Jewelry, watch cases, sterling silver, and silver plated ware were mostly imported from other countries when THE TRADER was founded, to day the bulk of these goods are manufactured in Canada equal in quality and as low in price as similar goods manufactured elsewhere.

In no line of business has there been more progress in regard to the beauty of the stores and their fittings and the general elegance and size of their stocks, than in the jewelry trade. That this advance has not been confined exclusively to our few large cities may be proved by any traveller who cares to examine the matter, and who will find really elegant and up-to-date jewelry stores in every Canadian town and village of any commercial importance, many of them being in our opinion quite good enough for our three largest cities.

Perhaps nothing in the jewelry trade will better illustrate its growth and the changed conditions in this country than the development of the diamond business. Twenty one years ago the sale of diamonds in Canada was conducted by a very few of the leading retail jewelry houses, and was confined mainly to small and often very inferior stones. To-day diamond jewelry has a well recognized place in the stock of every live retail jeweler throughout the country, while the average diamonds sold are of fairly high quality, and often both high in quality and price.

These changes, although gradual, have been marked, and any one who will take the trouble to look over the files of THE TRADER since its initial number, will have but little trouble in recognizing the various small advances from time to time, which in the aggregate have revolutionized the trade and brought it into its present position

THE TRADER has aimed not only to be a faithful and impartial chronicler of passing events, but to offer sound and practical advice upon trade matters which have arisen from time to time. We have tried to make it helpful to the trade in every reasonable way, and we trust that we have in some measure succeeded in our endeavor. While we have fallen short of our ideal, it has not been owing to any lack of intention on our part, but rather to circumstances which we could not control. In spite of all these, however, we are glad to have the assurance of the great majority of our leading Canadian jewelers that THE TRADER has been helpful to them in their business and that they are well satisfied with our performance.

As to the future, we make no promises beyond this, that we shall always endeavor to make this journal progressive, and to keep it honest and impartial.



While we are always glad to receive communications from all parts of Canada, we cannot hold ourselves in any way responsible for the opinions expressed by our correspondents. It is absolutely necessary that the name and address of the writer should accompany each communication, not necessarily for publication but as a guarantee of good faith.

### CAN'T DO WITHOUT IT.

*Editor TRADER—Sir:*

Please address my TRADER to Pincher Creek, Alta., as I have left Lanark, Ont., and opened shop out here, and I could not live without the TRADER.

Yours sincerely,

T. W. LINDSAY.

Pincher Creek, Aug. 10th, 1900.

### TRADE COURTESIES.

*Editor TRADER—Sir:*

To one who has met so many watchmakers who exhibit an intense spirit of jealousy, antipathy and rivalry, and who imply that their fellow craftsmen do not know anything, and who are so ignorant in their conceit as to think they alone know their business, the experience I recently met with will prove refreshing. I was in Cleveland, Ohio, this month, and was struck with the spirit of comradeship which animates the workmen of that city. In company with Mr. M. B. Einig, the widely known expert with the Bowler & Burdick Co., I visited the establishments of Webb Co., Ball Co., and Cowe"