

## THE TRADER.

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Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

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THE TRADER PUBLISHING CO.,

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## SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 27th of each month.

## Editorial.

## GOODS RETURNED.

Very few merchants, wholesale or retail, like either the principle or the practice of sending out saleable goods on approbation. Part through the exigencies of business it has occasionally to be done, and this being the case the less trouble it makes to the dealer sending out the goods the better he will like the transaction. Any one at all conversant with the details of running a live business, knows that it is not a profitable thing for any merchant to send out saleable goods on approbation or sale. If he made a practice of doing such things he would certainly require double the amount of stock, for as a rule nearly one half of it would be away on approbation the whole time.

No live merchant cares about this kind of thing, it don't pay, and because it don't pay, it is seldom or never done unless by way of accommodation to some good customer, whose trade is worth the sacrifice. If the magnitude of the sacrifice were fairly estimated by the retail dealer, we are strongly of the opinion that the transaction would be attended, in many cases, with far less inconvenience to the wholesale merchant than is now the case. As a matter of fact many retail dealers treat this matter of approbation goods as if it were entirely a matter of right, and not a favor given by the wholesaler in order to oblige him, and it is

mainly because of this way of looking at it, that this custom, right enough in itself, has become such a nuisance that many of the best houses on 'the continent have decided to abolish the practice entirely.

In fact in many cases this habit of getting goods on approbation has become so scientifically managed, that by a judiciously worded "identical note" to half a dozen wholesale houses a very large and well assorted stock of goods are secured, from which the retailer can make his sale. While there may be nothing dishonest about such a transaction, it is hardly the square thing, to say the least of it. It is a kind of "getting goods under false pretences," a kind of business that should be discouraged by every possible means. As a matter of fact approbation goods should be a rare thing in a retail dealer's store, and when they are got they should be dealt honestly by, and any unsold ones returned as soon as possible.

We are sorry to say that this is not always the case, and that goods obtained in this way are sometimes used simply as a foil to help to sell the dealer's own stock.

Although in the present state of trade in this country it is inevitable that goods must occasionally be sent out on approbation, it is well however for retail dealers to remember that the use of a few simple business rules when returning such goods not only helps to facilitate matters but makes the transaction in every way more satisfactory.

Many persons when returning goods, simply do them up in a parcel and express or send them by post, without even notifying the house in any way that they may have done so. The result is that when the goods reach the wholesale dealer, there is neither mark nor means of any kind to help to identify the party from whom they come, and as a consequence they are often put into stock without being credited to the party sending them, and the mistake is never discovered until the sender raises a row about an error in his statement of account, which when examined turns out to be the omission of the unnotified goods.

Surely this mistake arises from want of thought, for no dealer can imagine for a moment that the wholesale merchant does business with no one else than himself, and therefore must of necessity know that the goods received came from him. The effect is the same however—it is annoying to the wholesale man and causes

him much extra work, and if not properly credited it ultimately becomes annoying to the retailer by throwing his account out of gear, and rendering it troublesome to adjust.

If retail dealers would follow the few simple rules we give below they need never fear having any trouble about their goods not being properly credited, and we are certain it would make it so much easier for the wholesale dealers that they would be much more willing to grant a similar favor when again called upon to do so. The rules are as follows:

(1) In sending back goods, in addition to the name of the house to whom they are sent, the name of the sender should always be marked upon the outside of the case, so that when they come to hand there can be no mistake as to where they came from.

(2) An invoice should at the same time be sent to the house giving the particulars of goods sent, prices, how shipped, and any other particulars it is necessary to give.

(3) Goods got on approbation should be returned as soon as possible, and not allowed to lie around the retailer's store for weeks; they should either be returned or kept for good, and the wholesale merchant notified forthwith.

Nothing is more annoying to a wholesaler than when he draws on a customer for goods sent out weeks or months before to have them returned with a note stating that they did not suit. In conclusion we need only add that while we do not doubt that this kind of trade is at times necessary, its practice might be very much curtailed with decided advantage to both wholesaler and retailer. Much or little as it may be done however, the above rules if followed will make it more agreeable to both parties to the transaction.

## RAILWAY MONOPOLY.

From present indications it seems probable that before many months pass over our heads, we shall virtually have but two railroads in Canada, the Grand Trunk and the Canada Pacific.

The present is an age of monopolies, and although they are not the same as formerly secured by favouritism or special and unjust legislation, they are none the less dangerous. There is scarcely any limit to the possibilities in the way of monopolies that may at present be secured