

in giving credit, they would not have so many losses of this kind, and it would be very much better for the prompt-paying retailer. As a rule the worst cut-throat competition in any business comes from weak houses that are forced to sell at any price or find themselves closed up. If our wholesalers make a few examples of such cases it would equally benefit the retail trade and themselves.

**A NEW SAFE GUARD.**—Although the new vault built by Goldie & McCulloch for P. W. Ellis & Co. is regarded by that firm as absolutely burglar-proof, they lately conceived the idea of putting a patent folding gate on the inside to prevent sneak thieving. When the mechanic came down to fasten it on Mr. M. C. Ellis pointed out to him that he would have considerable difficulty with the steel plates and advised him to be careful of his drills, which advice seemed to amuse him very highly, as he said he had never come across any steel that he couldn't drill easily. However, after he had broken nearly a dozen drills, he came to the conclusion that he had better fasten it to the inside iron plate and let the steel alone. The Messrs. Ellis are now better satisfied than ever that they can bid defiance to burglars of any kind.

**THE AMERICAN LEVER.**—Messrs. Howard & Son, the manufacturers of the celebrated American Lever Cuff Button, have recently added some unique patterns in sterling silver to their already extensive line of goods. We notice also that in self defence they have had to enter an action against certain competitors who were infringing upon their patents and have secured judgment against them. Now that the ball has been opened, they intend to make it hot for any manufacturer that infringes upon their rights. The American Lever Button has very justly come to be regarded by the trade as thoroughly reliable both in quality and workmanship and has practically revolutionized the button trade of America. Dealers buying Messrs. Howard's goods can always depend upon the quality—a good recommendation now-a-days.

**A RISING CANADIAN AUTHOR.**—We have just been presented with a copy of a new and valuable work by James Ryrie, of Toronto, otherwise known as "Ryrie, the jeweler," entitled "Ryrie's Christmas Annual." The work is divided into seven chapters, and is of absorbing interest to anyone wishing to get full value for their money. Chapter I Tells what to buy for a gentleman. Chapter II, How to make a lady happy. Chapter III Shows how to give a child pleasure; Chapter IV, Don't forget the baby. Chapter V, How to add to the comfort and elegance of Home; Chapter VI Treats of things in general. As brevity is the soul of wit, as also the measure of literary talent, this little work must take high rank in the Canadian literary world. It is almost needless to add that although the author disinterestedly points out that Ryrie's is the best place to buy jewelry of all kinds, his advice is none the less to the point.

**WHO IS MR. FORSINGER?**—Well, a few weeks ago hardly any person in Canada could have told you, now we very much doubt whether there is a jeweler in Ontario but could give you a pen and ink sketch of this gentlemanly representative of the American Waltham Watch Co. Mr. Forsinger has been doing missionary work for his Company in this province for the past two months, and apparently with good success. If he hasn't called on you yet, you may expect a visit from him soon. If a tall, athletic gentleman, with an eagle eye, black side whiskers (a la the late W. H. Vanderbilt), and an extra fine, fur-trimmed overcoat, enters your store with the free, springing step of an alpine chamois hunter, you can bet your bottom dollar, that without making any mistake, you can safely say, "How are you, Mr. Forsinger?" He has our best wishes during his sojourn in Canada.

**CUT OFF.**—Just as we go to press, we are informed that at a special meeting of the joint executive committee of the American Watch Movement and Case Manufacturers and the Canadian Association of Jobbers in American Watches, held at New York on Tuesday, the 22nd Dec., the firm of Rothschild & Co., wholesale jewelers, of Toronto, was struck off the list of recognized Jobbers in American Watches. Messrs. Rothschild & Co. were accused by the Canadian Association of violating their contract with the manufacturers, by selling watch movements at less than regular tariff prices, and the special meeting above referred to was held for the purpose of ascertaining whether or not the charge was well-founded. As this is the first case in which any Canadian jobber has been "cut off" by the Manufacturers' Association, who will hereafter refuse to supply them with goods (unless reinstated), the trade were considerably interested in the result.

A DIFFERENCE that you will find out by experience  
When you are young, how well you know  
A little money makes great show,  
Just fifty cents will cause you bliss,  
'Tis then a dollar looks like this

\$

But when you're old and bills come due,  
And creditors are dunning you,  
And every cent you spend you miss,  
'Tis then a dollar looks like this

\$

**LOOK OUT FOR BURGLARS.**—We notice from our exchanges that two heavy burglaries have taken place in the United States during the past month. In Chicago, Ill., E. N. Marks, jeweler, had his vault broken into and diamonds and jewelry to the value of \$8,000 stolen. In Providence, R. I., Messrs. Harvey & Otis had a first-class safe forced open by the use of wedges and about \$3,000 worth of jewelry stolen. In commenting on these burglaries the *Jewelers' Weekly* says that "neither of these unfortunate firms is a member of the Jewelers' Security Alliance, and to this their loss may in a measure be ascribed, cracksmen have a wholesome respect for a safe over which hangs the Alliance certificate of membership." In this connection we might mention that not a safe belonging to a single member of the Canadian Security Alliance has been molested since the formation of the organization. After the lull usually comes the storm, so that our jewelers had better look out for squalls in the burglar line.

**HARD LINES.**—A jewelry drummer, visiting Charlottetown, P. E. I., got, by mistake, into an hotel that was quarantined on account of the small-pox. Once in he could not be allowed to mingle in ordinary society and he was therefore detained there against his will. After standing it for a couple of days, he broke loose and, grip in hand, started for the station, and boarding a train that was just leaving, he got away out into the country and stepped off at the first place of importance. He had just ensconced himself in an hotel and was congratulating himself on his good fortune, when a policeman entered and arrested him for breaking quarantine. He was then sent back to Charlottetown, and although there was no charge against him and he was free of the small-pox, the authorities were hard hearted enough to keep him in durance vile, until he could get a clean bill of health. This is hard lines, but it's only a sample of what the indefatigable drummer has to go through in the pursuit of his calling.

**ENGLISH KNOWLEDGE OF CANADIAN GEOGRAPHY.**—We learn from the *London (England) Morning Post*, that at a show of apples held in London, the quality of our Canadian fruit was an eye-opener to the natives. The *Post*, after a glowing tribute to the quality and variety of these apples gravely says, that the first, second and third prizes went to Nova Scotia, while the fourth went to Canada. We were under the impression that Nova Scotia was one of our Provinces, but it seems, according to the British authorities, which the *Globe* has lately been holding up as infallible on the "Riel" and other questions on which they saw eye to eye, that we have been laboring under a delusion. We had the privilege of telling a leading London journalist a couple of years ago, that if the average Canadian school-boy made half as many mistakes about English Geography as British statesmen and writers do about Canada, he would be well spanked and sent home to his mother. The above extract don't seem to make us want our opinion very materially.

**PERSONAL SMUGGLING.**—We had intended fully answering the enquiry of "Equity" in this issue, regarding personal smuggling, but pressure on our columns prevents it. We may say, however, that in the eyes of the law, smuggling any article for one's personal use, is regarded exactly the same as if it were smuggled for sale. The law demands that every article coming into Canada shall pay the amount of duty levied upon it, and if this is evaded, the Customs officers can at any time seize the article and confiscate it. All that our readers have to do in order to stop the smuggling of watches and such goods by persons who go to the United States and buy them in order to escape the duty, is to quietly inform the Customs' authorities of the matter. They will seize the goods, and it rests with the party to clear himself by proving that they have paid duty. If they can't do this the