

THE TRADER.

TORONTO, ONT., NOVEMBER, 1879

Distributed free to every Jeweler and Hardware Merchant in Canada.

ADVERTISING RATES:

1 page, \$20.00 each issue.
 1/2 page, 12.00 "
 1/4 page, 8.00 "
 All Advertisements, 8 cents per line "
 Discount of 25 per cent. will be allowed from above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to
 "THE TRADER PUBLISHING CO.,"
 Box 835, Toronto, Ont.

Better Times.

From what we see around us we cannot doubt but that our country has entered upon a new and prosperous era in its history. On every hand we see signs of revival in trade, and the feeling amongst manufacturers and merchants is more hopeful than it has been for many a long time. As we pointed out in an article in the September number, the natural consequence of this revival of trade in all countries is an increase in the price of almost all staple goods. In no branch of business has this rise been more marked than in hardware goods, which have advanced from ten to sixty per cent. on former prices. In some lines manufacturers do not know what to ask, and refuse to give quotations for advance orders. With wheat and all other produce at present prices, our farmers will be in a position to pay off their old scores, which should enable the retail dealer to do the same.

The outlook is bright, and we trust in the good time coming our businessmen will be able to make up for the period of depression when it was all work and no pay.

Customs Dispute.

The misunderstanding between the Customs Department and the importers of Electro Silver-plated Ware, referred to in our business notes of last month, still remains unsettled. The tariff, as at present enforced by the Customs Department, is interpreted to mean forty per cent duty instead of thirty per cent. as reads, which is practically prohibitory for as the importation of these goods is concerned. The injustice of the case consists in the fact that the Department does not notify the importers that the additional duty would be exacted until most

of the goods had been sold, and that at old prices which, when taking the increase of duty into consideration, left them entirely without profit on the transaction. The importers contend, and very fairly to, that the Customs Department should have notified them, before they passed the goods at all, what rate of duty was to be levied on them, and not have waited until the goods were sold before making a demand on them for extra duty.

On the principle that "the king can do no wrong," this action of the Government may be justifiable, but we know of no clause in ordinary commercial morality that could sanction such a proceeding. The importers claim that had they known in time that the Government intended to exact forty per cent. of duty on these goods, they could have raised the price and thus saved themselves from loss. As it is, they contend that the department gave them no chance. They claim that they are buying goods at exactly the same figures now as they did last year, and that if allowed to pay duty on them at the prices at which they buy them, the Government would collect seventy per cent. more duty than formerly, as the law is at present enforced the Department collects one hundred and twenty-five per cent. more duty than before the change in the tariff. No doubt the Government has a perfect right to levy as much duty on any class of goods as they chose, and if to carry out their ideas of a National Policy they are willing to sacrifice their revenue by inducing the manufacturers to come here, importers cannot justly complain. They must adjust their trade to meet the altered circumstances in which they find themselves; but it is manifestly an injustice for Government to demand extra duty on back entries which were passed and the goods disposed of, before the importer was notified of any such interpretation of the tariff.

The N. P. and E. P.

If the National Policy has done nothing else, it has developed in our midst a new industry in the shape of Electro Silver-plated Ware. In olden times our supply was obtained from England, but of late years the American manufacturers have so far outstripped their transatlantic rivals in the essentials of finish, design and price, that they have had a practical monopoly of the Canadian market. The ostensible duty of thirty per

cent. levied by the present Government has had the effect of inducing two of the leading manufacturers of the United States to locate branch factories in Canada, and will no doubt revolutionize the trade as far as importation is concerned.

These firms are Messrs. "Simpson, Hall, Miller & Co.," of Wallingford, Conn., and "The Meriden Britannia Company," of West Meriden, Conn., and employ in their factories in the States upwards of eight hundred hands. The firm of Simpson, Hall, Miller & Co. have located themselves in Montreal, where they have leased a large cut stone building, 40 x 100, and six stories high, which they have fitted up in a most complete manner—their plating room, machinery and equipments being tully as good, as far as their capacity goes, as in their Wallingford factory. Their employees are mostly skilled hands from the Wallingford factory, who have been with the Company for years, and there is no reason why they should not be able to turn out as fine quality of work here as they have been accustomed to do at home.

The Meriden Britannia Company's building, in Hamilton, is also said to be very complete for its size, and will no doubt afford the Company every facility they require for manufacture.

The only apparent draw-back to the success of the business in Canada is the limited extent of our market, but no doubt this will in time be overcome by the cultivation of an export trade. The immediate result, however, of their establishment here will be the reduction of Electro-plated goods to the prices that ruled before the change of tariff.

Accommodation Paper.

Although the absurdity of retail dealers giving accommodation paper to wholesale houses with whom they deal, has often been exposed, facts are continually coming to light which shew that the warning cannot be too often repeated. A few days ago at the Cobourg assizes, Montgomery, the Port Hope jeweler and forger, when being sentenced, stated that his forgeries had been induced by his need of money with which to take up the accommodation paper given by him to the firm of J. G. Joseph & Co., of Toronto, who had become insolvent and unable to redeem them. Although this is not the slightest excuse for forgery, it is another proof that there is a great deal more of this kind of thing done than most