

spoons should be so much per dozen, and not so much per ounce and engraving thrown in, as is usually the case.

If goods were always sold by the piece, instead of by the weight of metal and value of workmanship, we think that it would go a very long way in making the jewelry business more prosperous. No buyer could possibly carry all the prices and patterns in his head, and could never be certain which was the cheapest place to buy. By this means, although no more goods would be sold, very much better prices would be realized, as the retailer would find himself in many cases making money instead of losing it.

This is a reform, however, that can only be brought about by united action amongst the retailers themselves. The best way that we know of to accomplish it would be to do as suggested by one of our correspondents in last month's issue. Form district associations. These associations could decide what would be a fair retail price for all staples, and if the members stuck to the agreement and sold only by the piece this evil would be remedied in a large measure.

Now what are our retailers going to do about these abuses, which are of their own making? Will they make an effort to root them out, or will they let them go on ruining the business by taking all the profit out of it?

Such associations could also regulate the prices for watch repairing, and put this on a very much better paying basis than it now is. As this watch repair business is one of the biggest, as well as one of the worst abuses in the trade, we propose to open out on it more fully in our next issue.

### ANNUAL MEETING OF THE CANADIAN ASSOCIATION OF JOBBERS IN AMERICAN WATCHES.

The Annual Meeting of the above Association, was held at No. 1 Wellington Street East, Toronto, on the 18th January, 1886. There were present:

Messrs. E. Scheuer, (in the Chair), T. H. Lee, M. C. Ellis, J. Segsworth, W. F. Carrier, W. G. H. Lowe, J. H. Jones, G. Chillas, L. E. Battegay, H. Benham, R. Y. Ellis, S. Frenkel, Thos. Marshall, H. H. Fudger.

The Vice-President, Mr. Scheuer, having read the Report, as follows:—

GENTLEMEN,—

It is with pleasure I meet you again, and I have to congratulate you on the successful working of the Association during the past year.

I have to report that on the 22nd July, your Secretary attended a meeting of the Joint Executive Committee, held in New York, for the purpose of recognizing the members of this Association, when twenty-five names were accepted.

At a meeting of the Association held in Toronto on 13th August, the Secretary was instructed to obtain from the Movement Companies letters agreeing to sell only to members of this Association in Canada, and in accordance with these instructions, obtained such assurance from the American Watch Co., Elgin National Watch Co., Hampden Watch Co., and Illinois Watch Co.

On the 2nd September, the Joint Executive Committee held a meeting in New York, when a resolution was passed that no member of this Association should sell American

watches at retail, of which you got due notice by circular dated 2nd September.

The only unpleasant matter on which I have to report is the violation of contract and consequent cutting off of Messrs. Rothschild & Co. On the 10th November, the Secretary received a communication signed by five firms, members of this Association, stating that a certain firm in the West had stated to their representatives that they had bought Elgin Movements at less than prices allowed by the Elgin Co., and desiring an investigation. The Secretary at once laid the matter before the Directors representing the West, Mr. E. Scheuer and Mr. John Segsworth. After due investigation they found that Messrs. Rothschild & Co. had sold the movements in question. Messrs. Scheuer, Segsworth and Chillas called on Messrs. Rothschild & Co. for an explanation, and made their report to the Joint Executive Committee. A meeting of this Committee was held in New York, December 22nd, at which the President and Secretary, as members representing this Association, were present. The Committee decided that the case was fully proved, and ordered that Messrs. Rothschild & Co. should be cut off, due notice of which you received by circular dated 24th December.

The account of the Association stands as follows:

Total receipts, as per C. B. and Interest,	- - -	\$731 23
“ disbursements,	- - -	382 10
		349 13
Balance on hand,	- - -	\$349 13

E. SCHEUER,

*Vice-President.*

TORONTO, 18th January, 1886.

It was resolved, That the Report be accepted as read.—Carried.

Resolved, That Messrs. R. Y. Ellis and J. Segsworth do audit the accounts.—Carried.

Resolved, That Article 4, Sec. 1 of Constitution, be amended to read as follows:

ARTICLE 4, SEC. 1.—The Annual Meeting of this Association shall be held on the third Monday in January, each year, alternately, at Toronto and Montreal.—Carried.

Resolved, That Article 8, Section 1 of the By-laws, be amended to read as follows:

ARTICLE 8, SEC. 1.—Application for membership in this Association shall be made to the Secretary on the printed form to be supplied by him, accompanied by a draft for \$25, which amount shall be returned to applicant if he is not accepted.—Carried.

Resolved, That Messrs. Scheuer, Chillas and Fudger be the Directors for the West for the ensuing year.—Carried.

Resolved, That Messrs. Schwob and Jones be the Directors for the East for the ensuing year.—Carried.

Resolved, That the Secretary of this Association notify each of the Watch Movement and Silver and Filled Case Companies in co-operation with this Association, that it is the desire of the Canadian Association of Jobbers in American Watches, that all goods bought by Canadian Jobbers shall be shipped by express direct to Canadian ports of entry, and that the Secretary shall obtain assurance from each Company that they will comply with this request.—Carried.

Resolved, That this Association express its entire sympathy with the question of protection to retail watchmakers, and are