

## THE TRADER

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## SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

## Editorial.

## THE OUTLOOK.

There is no use of disguising the fact that trade is comparatively dull for this season of the year, and there are not wanting croakers who would fain have us believe that the country is going to the dogs, and that we are on the verge of national bankruptcy. It is true, as we have said, that times are dull, but we cannot see any great reason for alarm; in fact, we regard the prevailing dullness of trade as an evidence rather of mercantile soundness and caution than of impending ruin.

Our merchants are buying cautiously, and for their immediate wants. This, coupled with the fact that grain is low in price, and their own trade consequently not so brisk as it usually is at this time of the year, makes things appear duller than they really are. This state of trade, however, is a healthy sign, and is very much better for the country generally than if orders were plentiful in spite of the present depression. We regard the prospects ahead as encouraging rather than discouraging. Our crops are very much larger than usual, and although prices are low, still Canada will, in spite

of all this, obtain a good many millions of dollars more money from the products of the soil than last year. This increase of resources on the one hand, and our apparent self denial in making purchases (for that is what dull trade means) on the other, must have the effect of placing the country in a sounder financial position than it occupied last year. The outlook, as far as we can see, is hopeful, and if our merchants only combine energy with prudence, they may certainly look forward to a fairly prosperous year. In this connection we cannot help quoting the remarks of Mr. Workman, President of the Molsons Bank, at their late annual meeting. After referring to the prosperity of the institution over which he presided during the past year, Mr. Workman said:

"We enter upon another year with a clean sheet, strong reserves, a moderate demand for money at paying rates, and a hopeful feeling among our customers. The farmers throughout the Dominion have secured an abundant harvest in prime condition, and are now bringing their grain, root crops, butter, cheese and cattle to market, thus creating an active demand for currency. Our circulation has lately gone up rapidly, a certain proof of increasing prosperity and great activity in business. Profits are doubtless not so large as in former years, and I do not anticipate another boom such as then prevailed, yet I believe the worst has been passed, and every change will be for the better. It is too true that severe losses and great depression have been experienced by our merchants and manufacturers the past eighteen months, and some time will yet be required to overcome them. A prudent economy now pervades all classes, our foreign imports have decreased very considerably, and a general reduction of indebtedness is going on. These will soon produce better times and a more active condition of trade, in which our banking institutions will participate."

The Molsons Bank has long been known as one of the most conservative institutions in Canada, and a forecast so hopeful as this coming from such a source is therefore entitled to additional weight.

## A WISE PRECAUTION.

We would like to impress upon every jeweler who reads THE TRADER, and that ought to be every jeweler in Canada, the advisability, not to say the necessity, of keeping an accurate and reliable list of his stock. Many if not most of our jewelers when taking stock content themselves with simply taking down the name

of the article and its cost. It is of the utmost importance that not only these particulars, but description and numbers should be taken down whenever it can be done. In articles such as watch movements and gold and silver cases, that are each stamped with a number of their own, this is easily managed, and should never be neglected. Every jeweler should keep a stock book for watches and cases, and enter in it regularly the number of every watch or case he receives, and opposite to it when sold the name of the party buying it. By this means he would have an exact account of his watch business, and in case of a burglary, or robbery by employees, the goods could be more easily traced. Detectives tell us that if all jewelers kept such a record as this, and sent the numbers and description of such goods broadcast at once, that in more than half the cases the goods would be recovered. As it is, they might and often do come into the possession of the officers of the law, but not having anything to guide them they remain in ignorance of their ownership. Nearly every watchmaker keeps such a list of his watch repairs, why not introduce the same system for keeping a record of new goods bought and sold? In this connection we notice a letter from Mr. F. K. Jenks, of Hagerstown, Ind., in the *Jewelers' Journal*, which commences as follows:—

"On the night of August 19th, myself and wife were chloroformed and robbed by burglars, who entered my house and stole between forty and fifty watches, besides my wife's gold watch, an Elgin stem wind, lever movement, and my pocket book, which contained the last cent I had. I sent that day all the money I had, previous to closing the mails, to the E. N. Welch Clock Co., of your city, or my loss would have been greater. The watches of which I have a record are as follows."

Then follows a list of the numbers of the watches he had kept. Robberies and burglaries are going on around us every day. We can scarcely pick up a paper that we cannot read of something of the kind. This being the case, our jewelers should take every precaution in their power not only to keep these midnight mechanics out, but to catch them afterwards if they are successful in getting into their premises and securing their stock. Precaution is always better than cure, but if such things occur in spite of all preventive measures, it is wise to be in a position to make the best of it,