

THE TRADER

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The recognized organ of the Jewelry and kindred Industrial Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts and will publish such letters as will be of interest to the Trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

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Editorial.

THE LATE JOHN ZIMMERMAN.

In the death of Mr. John Zimmerman, the jewelry trade of Canada has sustained a heavy loss. Probably no one in the jewelry business was better known, certainly no one was better liked or more deservedly popular. Genial in disposition, whole souled, liberal even to a fault, and with a kind word for everybody, it was no wonder that John Zimmerman's friends were legion, and that while health lasted he was one of the most successful jewelry travellers that ever canvassed the Canadian trade.

Mr. Zimmerman has been identified with the wholesale jewelry business of Canada for nearly twenty years, having learned his business in the warehouse of the late Robert Wilkes of Toronto, and subsequently entered into business on his own account some eight years ago. For the past two years Mr. Zimmerman's health has been in a very precarious condition, so much so that his doctor had prohibited him from travelling. Owing to the illness of one of his travellers however, he decided on taking a short trip, and it was while doing business in Harriston that the fatal attack reached him. The immediate cause of his death was the bursting of a small blood vessel in the brain. This occurred about 9 o'clock on the morning of March 2nd, (Monday), and from that time until his death he remained unconscious to everything around him. Everything that kind nursing and medical skill could do, was done, but without avail, and on Sunday morning, March 8th, he passed quietly away.

Mr. Zimmerman's many good qualities were appreciated by the general

public, and they will miss him from his accustomed place in their midst, but to those who knew him best and amongst the inner circle of his friends, his loss will create a gap that cannot possibly be filled by any one else. If John Zimmerman had his faults, as who has not, they were like the tiny flaw in an otherwise perfect diamond scarcely discernible, and were completely overshadowed by his many sterling qualities of head and heart. A better or truer friend never lived, nor one whose many acts of kindness will linger longer in the memory of those who knew him best.

He was a devoted husband and loving father, and his sorrowing widow and family have the heartfelt sympathy of the community in their bereavement. In the presence of such an affliction, words seem weak and meaningless, but if it is any consolation to his family to know that he was loved and appreciated, they should not be allowed to remain in ignorance of it. May the God of the widow and orphan sustain and comfort them, is the heartfelt prayer of every one who knew John Zimmerman in life, and respects his memory now that death has removed him from their midst.

A SENSIBLE STEP.

We notice that the book dealers have decided to cut down the limit of credit from four to three months, discourage renewals, and do away with the practice of dating ahead. Their example we think might be profitably followed by the jewelry trade in some particulars, for there can be but little doubt in the mind of any person that ever took the trouble to investigate the matter, that the present depression in the jewelry business proceeds largely from an abuse of the credit system. The sooner that all lines of trade get back to shorter credits and the regular methods of doing business, the better it will be for the country. We can see no reason why Canadian merchants can't pay as promptly as do American merchants across the border; they have got the idea ingrained into them that they can't do business profitably unless they buy and sell on long dates, whereas facts prove more fully every year that as a rule the successful business man is the man who buys and sells strictly on a cash basis. A great deal of the blame of the present depression seems to us to

belong rightly to the farmers who are holding on to their grain with a tight grip, and the result is that country storekeepers cannot get the money with which to meet their engagements. If the farmers would only let go their hold on the grain bags, money would begin to circulate more freely through the various channels of trade and commerce would soon feel the benefit. But long credits, renewals and datings ahead have had much to do with producing the present unsatisfactory state of affairs. The book trade has taken a wise step. There has been too general a disposition to get away from the old-fashioned modes of doing legitimate business.

OUR CANADIAN ELEPHANT.

The readers of THE TRADER have never, we think, had any cause to misunderstand the position we have taken in regard to the Canadian Pacific Railway. Without doubt it is the greatest public work that the Dominion of Canada has ever undertaken, and on its construction on common sense business principles the future prosperity of this country in a great measure depends.

We have always contended that while the construction of the C. P. R. was necessary to enable us to colonize our magnificent prairie lands in the North-West and hold its trade afterwards, that the outlay should be in some measure commensurate with the benefits received. We did not hesitate to say when the contract with the present C. P. R. Syndicate was first talked of, that the bargain then contemplated was not in the interest of the people at large, and that looked at purely from a business point of view, we were "paying too dear for our whistle." Subsequent events have fully strengthened this view, and when the Syndicate came to the government a second time and succeeded in bulldozing the government and their subservient majority into granting them a loan of \$80,000,000 of additional money, we characterized it as as cool a piece of legal highway robbery as we had ever heard of. This was to have been the last time of asking, and the money then obtained was to have finished the road and thoroughly equipped it for efficient traffic.

It seems, however, that the end is not yet, and like the horse leach's daughters the cry of the C. P. R. Syndicate is evermore "give," "give." Although Sir