

understood by the trade as it may save both loss and misunderstanding in future to many a retailer who has been in the habit of getting a low value put upon his express packages by the jobber when shipping them. The duty of our wholesale men is clear. They should in all cases fix the responsibility of loss before shipping. If nothing is said they should in all cases declare the true value of every package they ship. If any of their customers, however, object to pay charges on the value, or in other words, pay the Express Company for the extra risk they assume, the jobbers should have an order in writing to that effect and an acceptance of all risk by the purchaser. In case a customer declines to give such an acceptance of risk the jobber would have a chance to consider whether he would assume the extra risk himself or pay the extra express charges incurred by declaring the proper value.

In asking increased charges on account of increased value, an Express Company is only carrying out an ordinary business principle, the neglect of which might easily prove fatal to their prosperity. If retailers expect to get valuable packages carried at the same rate as packages of small value, they must calculate on either the jobber or themselves accepting the risk, for Express Companies, like individuals, don't usually do something for nothing. The person who gets the benefit ought certainly to pay, and in our opinion that person is the retail merchant who buys and therefore owns the goods.

We are glad to learn that very many of the retailers throughout Canada now insist on having the proper value put upon all their packages. In this we think they are sensible, for if a loss were at any time to occur they could at once recover its value without any tedious law suit and all risk of ultimate loss from such a cause is thus avoided.

EXHIBITION NOTES.

It has apparently become the fashion for all newspapers of any account to erect a hut or tent upon the Exhibition Grounds and keep a committee of its best looking employees busy within it opening champagne and taking advertisements and writing up local puffs at so much per line. The objection the manager of THE TRADER saw to this style of thing was, that editorial notices written up at the dictation of the exhibitor with the aid of a bottle of "Mumm's Extra Dry," was generally inclined to be too flowery and roseate, and after a while those gracefully rounded certificates of excellence began to pall upon the reading public, more especially those who had a chance to personally inspect the articles written about. THE TRADER, therefore, determined to send its best reporter disguised as a farmer to take notes of the exhibition and tell its readers what he saw. He presented himself before his chief for inspection, dressed in pants and coat of brownish gray tweed, relieved with a vest of bright blue, spotted with red, a fifty cent straw hat with a striped colored ribbon completed an outfit which the chief said was rural enough for any farmer in Canada. When our reporter first struck the exhibition he was astonished at the absence of farmers. Wednesday was advertised as Farmer's Day but never a farmer did he see except himself. There were some 35,000 people there, the bone and sinew of Canada, as he found out afterwards, but they were, all of them, dressed up in black broad-cloth or something akin to it, and looked about as unlike the commonly received ideal of the horny handed sons of toil

as could well be imagined. When in the Agricultural Hall, our reporter found himself the centre of a crowd of enquirers thirsting for information about the agricultural resources of British Columbia. He knew he was unusually intelligent looking, but he had no idea that such a host of strangers could detect the possession of so gigantic an intellect in such a homespun disguise. To say he felt flattered, would be a mild way of putting the elation he felt over this tribute to his genius. It was of short duration however, for as he strolled along, accompanied by the knowledge thirsty crowd, he came across a printed card, which not only put a damper on his spirits, but made the air of that building so oppressive that he had to excuse himself to these new found friends and seek the oblivion of the horse ring. The printed card bore the following legend: — "If you want to know anything about British Columbia, ask the men with the straw hats." The cat was out of the bag, our intelligent reporter being the only person in the building with a straw hat, had been taken by the crowd for one of the attendants of the B. C. exhibit, who were to be distinguished from visitors by their straw head pieces. What our reporter saw of interest to our readers will be found below.

MESSRS. J. AND J. TAYLOR,

The old-established safe makers of Toronto, made one of the largest and most attractive exhibits we ever saw. Their assortment comprised almost every kind of safe from the small cheap fire-proof to the large and expensive one with electric time lock suitable for a banker's use. The safe that attracted most attention from the craft however, was a new, cheap burglar-proof safe designed especially for jewelers' use. This, to our mind, is exactly the thing that the trade has stood in need of for a long time—a safe strong enough to keep out any ordinary burglar, and yet low enough in price to be within the reach of regular jewelers. The interior of this safe is lined with heavy steel and iron composition plates and it has a first-class fire and burglar-proof door with all the latest improvements. Any jeweler in want of a safe should not hesitate a moment to purchase one of these safes as they are first-class in every particular and just what the trade has been waiting for these ten years past. No jeweler can afford to have his stock protected by a fire-proof safe only, which means simply that they are at the mercy of any burglar that comes along; we are glad therefore, that the Messrs. Taylor have seen fit to meet the needs of the trade in this respect, and trust that their enterprise will meet with a liberal response from every jeweler wanting protection.

THE MONTREAL OPTICAL CO.

Had a very fine display of optical goods presided over by their genial western representative, Mr. Levetus. This company displayed a very choice assortment of spectacles and eye-glasses in their new patent cases, one of which every person who deals in optical goods ought to have. These cases are divided into compartments, each of which is large enough to hold a stock of glasses all properly numbered. By this means, a merchant can tell at a glance exactly how his stock stands at any moment without handling his goods. It also effects a great saving of time in fitting customers with glasses, as when the proper number is obtained the dealer can at once put his hand on the glass he wants. The arrangement is a very ingenious one and a great advance on anything of the kind we have ever seen.

THE TORONTO SILVER PLATE CO.

Had the only silverware exhibit shown, but it was to our mind