



butcher. Now, I will admit that our sales are not materially diminished by having so many outsiders in our line. But where so many carry the same goods in a town, it spoils our profits. I think in the long run if the jobbers confined themselves to the regular dealers in this town they would sell just as much in the end, and the mere fact that these gentlemen have a few dollars to spare is a reason why they should be induced to put it in the jewelry business. If things continue that way much longer everybody will be in the watch business and there will be no customers to sell to. Now you say to let this state of affairs work its own cure, but remember that while it is curing these *side show* dealers, it is killing the regular jewelers. To have to compete with men who know literally nothing about the goods they are handling is the meanest opposition a person can have. I think that the real cause of trouble lies in the fact that there are altogether too many engaged in the wholesale jewelry business, and not being able to find an outlet for their goods to the trade, they induce others to go into the line. I perfectly agree with the plan adopted by St. Lawrence, and I have always made it a business principle to quit dealing with any firm that were too slow to find sale for their goods without selling them to druggists, general merchants and others, who in turn were willing to dispose of them on two year credits, and to receive in exchange for them potatoes, pork, feathers, butter, eggs (*not fresh*), calfskins, and various other commodities which they are accustomed to receive in payment of general merchandise. Let every jeweler refuse to deal with firms who have no more regard for his welfare than to *load up* every man who is willing to buy his goods, and by the concerted action of every jeweler in this Dominion the trade may be confined to its proper sphere.

Tottenham, Dec. 13, 1889.

J. H. COCHRAN.

A SUGGESTION.

Editor TRADER—Sir:

IT is undoubtedly easier to break down than to build up, and while I may not be able at present to suggest a more reliable means of deciding the question "Who is a retail watchmaker?" I cannot but foresee trouble in your suggestion of testing a dealer's eligibility by the fact of his stock of jewelry and silverware being commensurate with the total volume of his trade. A traveller who, for some reason—and not unlikely a good one—fails to open up an account in a town with the regular dealers, and having the power in his own hands of judging whether a certain storekeeper's kindred stock is large enough to sell him a bill of watches, will in 99 cases out of 100 take a view not unfavorable to his own interests. Merely by way of suggestion, I would ask if it would be too cumbersome an undertaking for a board composed of jobbers and retailers to pass upon every name before it be placed upon the retailers list, and that no jobber be allowed—under penalty of suspension—to deliver goods to any dealer whose name has not been so passed upon.

H. K. S. HEMMING.

Toronto, 12th Dec.

WHAT SHALL WE DO WITH THE BOTCH?

Editor TRADER—Sir:



YOUR remarks *re* "Legitimate Trade," in December number of TRADER, seem to me very fair, and should do good; but, although the above is a very vexed question among the craft, it seems to me there are questions of much more importance to be considered, and among them we would say none of more importance than the old one, "What shall we do with the botch?" We have been 21 years at the bench, and the longer our experience the more we are convinced that the men who take a pride in their work should move in this matter.

The immediate cause of my writing this article is the sight of a watch that I had left me a few days ago for repairs. It is an English lever, and bears evidence of a terrible struggle with some fiend styling himself a watchmaker. The watch had evidently lost its chain hooks, and the repairer (?) either had no hooks, could not make them, or if having them, could not put them on chain. The way that he got out of the difficulty will seem incredulous to many, but the writer never wrote a truer word. He actually soft soldered the chain to the fusee and barrel, cutting a long ugly gash in the barrel to sink the chain. Of course the main spring is ruined, besides the other mischief done.

Is it any wonder that we rise in indignation at such wanton destruction of property? Some one says "Do good work yourself, and you need fear no botch." We answer that, unfortunately, with the masses the botch has as good a chance to gather repairs as the workman, and we could give many reasons why he has a better. Will quote but one in proof. A watch is brought in "to be cleaned only;" wearer knows that is all. A good man sees at once many defects or places where effective work could be done and says so. "Oh! you want to make a job out of me," is his answer. Watch is taken out, and to a botch. "Yes, we will clean it for you; cost you——." "All right." Needless to say what the customer thinks of the man first consulted. I grant you there are cases where the good workman eventually gets the work back, but these are comparatively rare cases.

What are the remedies? Do the Horological Schools, so called, fill the bill? Will they fill the country with good men? We believe that they are of service where a man has been long enough at the bench to know that he does not know everything; but many who know about enough to take a watch apart will resort thither, and after a few weeks will graduate, and with a diploma over their benches to catch the eye of the great unwashed, will botch, botch!

Legislation has been spoken of. Well, why not? Certainly the case is not life, as with the medical profession, but with such watches in our hands as we have above referred to, don't you think we could move even the hearts of our legislators?

Now, Mr. Editor, if you think the subject is not worn, but will stand another rub, please ask the craft what they think of "How to get rid of the botch."

Yours sincerely,

Port Elgin, Dec. 13, 1889.

ALEX. MOFFATT.