

THE TRADER.

TORONTO, ONT., MARCH, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in jewelry and kindred goods 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. We do not, however, hold ourselves responsible for the opinions of our correspondents. 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.

67 ADELAIDE ST. W., TORONTO, ONT

SPECIAL NOTICE.

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

EDITORIAL.

AN OFFER TO OUR RETAILERS.

We have been asked many times by prominent retail jewelers throughout Canada to publish in our columns, a reprint from the *Jewelers' Circular*, of the articles of "Excelsior on Watchmaking." As most of our readers are aware these articles are conceded by all competent authorities to be the best treatise on this subject ever written. They were never published in book form, and it is therefore impossible to obtain them except by purchasing the back numbers of the paper in which they originally appeared. These are now so scarce as to be practically unobtainable and are almost worth their weight in gold, and their owners can hardly be induced to part with them at any price.

We are now offered a complete set of these articles by a gentleman well-known to the trade in Canada, on the condition that we publish them in the above manner for the benefit of the practical watchmakers of this country. This we have almost decided to do, provided the jewelry trade desire their publication. We will therefore take it as a favor, if every jeweler in Canada who wishes us to publish these invaluable articles will signify their desire by dropping us a post-card at once on receipt of this paper.

If it seems to be the wish of the majority, we shall commence their publication forthwith and continue them every month until they have all appeared in our columns.

If however the trade is indifferent, or do not appreciate the benefits which may accrue from their re-publication, we shall not bother with them.

We leave the matter now in the hands of the retail trade and shall govern ourselves by the verdict they render upon the suggestion above thrown out.

AMERICAN JOBBERS' ASSOCIATION.

The annual meeting of the United States National Jobbers' Association was held in the Jewelers' Board of Trade Rooms, New York, on the 9th, 10th and 11th of February, and was largely attended by the leading wholesalers from all parts of the Union. The discussions were many and exhaustive (especially to the listeners) but with all, a large amount of wise and practical legislation was passed, which must have a good

effect upon the jewelry trade if faithfully carried out. If an outsider might be allowed to offer a suggestion, we would say that the principal trouble seemed to be that most of the business was, as it were, sprung on the delegates, and they had to discuss it at once, without any time for consultation and mature consideration. The result of this was a lengthening of the debates and a want of relevancy in the discussions, that even the chairman, able as he was, found it at times very hard to confine within proper limits. It seems to us that if, say a month's notice of any proposed changes had to be given to the Secretary, and communicated by him to all the members when the notice of the meeting was sent out, that the delegates would come to the convention prepared to discuss the proposed changes a great deal more advantageously for the interests of the Association and their own. Another thing that we noticed was that a great many of the delegates seemed to be there in order to legislate for their own individual interests. This, in Association matters, we do not consider right. The proper way to consider any and all such questions is, (1) Is it right? (2) Is it best for the Association as a whole? (3) Is it best for our individual interest?

Apart from these strictures, which we trust the good nature of our cousins will excuse, we saw much to commend and to imitate. The impersonality of the debates, the good feeling exhibited by every speaker without a single exception, the orderly and decorous conduct of the meeting, the strict impartiality of the chair and the obedience to its rulings, and above all, the liberality and fair mindedness displayed to their smaller competitors by the wealthy jobbers, and by all the delegates to the retail trade, were worthy of the calling and the country they were there to represent. In addition to the members of the American Silver Watch Case and Movement Mfrs. who were present by invitation, the courtesy was also extended to Mr. George Chillas, Secretary of the Canadian Jobbers' Association, and W. K. McNaught, of the American Watch Case Co., of Toronto.

SMUGGLING.

We do not know that smuggling is getting more common in Canada than formerly, but one thing is certain, public attention is being directed towards it more pointedly on account of the greater number of seizures made by the Customs department. We are glad to think that as a rule our jewelers, both wholesale and retail, are guiltless of this offence against the law, and that they have no sympathy for people who practice it. Although smuggling is the exception rather than the rule, there are, as our columns have at various times, and especially lately, testified, some notable exceptions. It is scarcely worth while mentioning these delinquents by name or scorching them on the end of our editorial toasting fork in the fire of public scorn and ridicule. Such people are usually impervious to public opinion and provided they can make money, the public may think as they please. The only way to touch such people is the method adopted by the Custom authorities, that of bleeding them in the pocket which is the only vital part about them.

If smugglers were content to bring their goods surreptitiously into the country and make an extra profit by selling them at exactly the same prices asked by honest dealers, their crime would not be one-half as bad as it usually is. Not only do these gentlemen (?) cheat the Government and evade their fair share