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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 dealer in jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

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.

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### SPECIAL NOTICE.

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

## EDITORIAL.

### THE DUTY ON DIAMONDS.

**N**O little excitement was aroused amongst the jewelry trade during the past month on account of the proposed action of the Government in taking unset diamonds off the free list, and making them pay a duty of ten per cent. *ad valorem*.

It was felt by both the manufacturers, jobbers, and retail dealers in these goods, that such a change in the tariff must operate very seriously against the honest importer, who would pay the duty imposed upon them, while his less scrupulous competitor, whose conscience did not interfere to prevent him from smuggling, would have a big pull over him in securing the business.

There can be no doubt that as an incentive to smuggling, no better means could be devised than putting a duty upon goods so valuable and easily concealed as diamonds undoubtedly are.

For this and other reasons which will at once present themselves to the minds of our readers, it was decided by some of the leading jewelers of Toronto, Montreal and London, to send a petition down to the Hon. the Minister of Finance, asking him to reconsider the matter, and again place unset diamonds on the free list.

This petition, we are glad to say, was favorably considered by the Hon. Mr. Foster, Minister of Finance, with the result that diamonds were again placed on the free list, while all other precious and imitation stones will hereafter pay a duty of ten per cent. *ad valorem*, instead of twenty per cent. as heretofore.

This concession to the manufacturing jewelry industry, while small in some ways, will no doubt help it materially in certain lines, especially that of gem rings. These goods are

now sold by the Canadian manufacturers, thanks to our National Policy, almost as cheaply as they can be purchased in Birmingham, and anything which will help to reduce the cost of the raw material to these gentlemen will tend to put not only them, but their customers in a better position to do a profitable business.

### HOW IT IS DONE.

**O**UR readers will remember that some months ago we published a letter from an Eastern jeweler, in which he stated that two customers of his brought in watches for appraisal, saying that they had got them as premiums from a wholesale grocery house in Montreal. As these watches were given to customers, one of whom purchased less than one hundred dollars worth of goods, it was evident that either there was a most extraordinary profit on the groceries sold, or else that the watches were "snide" affairs, and worth little or nothing from a jeweler's standpoint.

However this may be, it is quite evident that such a system of disposing of watches is not conducive to the interests of the jewelry trade, for although the timepieces may not be first-class they take the place of some better article, which should reach the public through the medium of the legitimate jeweler.

As the trade cannot prevent the sale of watches and other goods in this way, the next best thing for them to do, is to absolutely refuse to handle the goods of any manufacturer who markets them in this or any other similar fashion. The trade should firmly resolve that if any manufacturer desires to dispose of his goods by such "schemes," their business should be confined to that channel exclusively, and not allowed to use the facilities offered by the legitimate jewelry trade.

By this method such goods would soon come to be classed by the public as "snide," and suitable only for tea and coffee stores, auctions, or lottery purposes. This once effected, the sting would be taken out of the competition; they would very soon be regarded as worthless by the general public, and quickly cease to be a drawing card for such institutions.

The letter of Mr. H. R. Cuddon, of St Catharines, in this issue, shows up the dealings of at least one watch company in a very unfavorable light. Mr. Cuddon truly says that after the publication of such a letter comment is unnecessary. We give the epistle *in extenso*, and leave the matter in the hands of the trade, remarking only that if this or any other watch company propose to have the jewelry trade of Canada handle their goods they must at once and forever put a stop to all such "schemes" as the one they now seem to be pursuing.

### WHERE THE DIFFERENCE COMES IN.

**G**REAT Britain is commonly talked of as a Free Trade country, but such is not really the case, the following imports being liable to customs duties, viz:—tea, coffee, cocoa, wines, spirits, snuff, tobacco, dried fruits, and a few other articles of minor importance. As none of these articles, with the exception of spirits, are produced in England, it is quite evident that (unless they are smuggled in) the laid down price of these goods to the English importer must be the original cost at the place of production, plus the freight and