

the established American factories as from their own, and which market, on the abrogation of such a treaty, would be restricted to its original dimensions and population. Even with the protection that is afforded by our present tariff, some of our manufacturers find it hard enough to resist the determined hostility of those aggressive factories in the same line of business in the eastern and middle states, who are bound to have the Canadian market at any cost. Remove this protective tariff and they would have free scope and could crush them out of existence as surely as a boa-constrictor crushes its victim before devouring it. "But," says the free trader, "if they can come into your markets, you have equal right to go into theirs." This may be quite true but still very unfair to the weaker party, as Canada undoubtedly is. It would be a great deal like the lion and jackall combination in their hunting expeditions, the former gets all the meat and the latter all the bones. Do away with our present duties, and in a mercantile sense Canada would play the jackall to the United States and simply act the part of a provider.

The effect on the wholesale trade of Canada would, we think, be equally disastrous, for it stands to reason that the immense establishments of New York and Boston, with their superior facilities for buying and distributing goods, and their overwhelming capital, would very quickly gobble up the bulk of our wholesale trade and force all but some of the largest houses to the wall.

The effect of such a policy on the cities of Montreal, Toronto, Hamilton and London, which thrive principally on the product of their factories and their wholesale trade, would be very damaging, to say the least, and they would very soon be in a position to receive Macaulay's New Zealander in the becoming manner laid down by that author. If such a law were to come into force there would at once be a loss to every holder of American-made goods, both wholesale and retail of the amount of duty levied by the Canadian Government at the time they were imported. On the stock of such goods usually held in Canada, this would mean an immediate loss or depreciation of from twenty-five to thirty millions of dollars, an amount of money that would not only seriously affect our merchants, but seriously handicap them in their efforts to hold their

own against American jobbers, whose cost on the same goods would be lower by the amount of duty paid by the Canadian importer.

Looked at from any point of view, politically or commercially, we think that the drawbacks against such a union by far outweigh any benefits that might incidentally accrue from it. We are getting on well enough at present if the professional politicians would only let us alone. The trouble is, however, that we have too many irresponsible political hacks, who care nothing whatever for the country so long as their own party holds the reigns of power, and nothing for their own party itself, save as it affords them a sure means of extorting from a long suffering people a living for which they never worked. If out of office, these people are always going about with some new cry in order to get a share of the loaves and fishes, or if their party is in office, are ready to take up any specious cry in order to keep themselves there.

The greatest danger, we think, that Canada has to fear, is from these irresponsible tinkers, who care nothing whatever for the country so long as their own personal ends can be served. At the present time the leaders of both parties are in a state of unrest and fearful that their opponents may get hold of any cry that may carry them to victory at the next general elections. Both are trying to feel the public pulse without committing themselves to anything, and in consequence of this, the public mind has become somewhat unsettled. As far as Commercial Union is concerned, we would advise both parties to leave it severely alone, because it will surely be a millstone around the neck of any party making it a plank in their platform. What the country wants is not Commercial Union or any other patent political cure at all, but less politics and more honest expenditure of the public monies. Canada is altogether too much governed at present, and if about two-thirds of our professional politicians were to become producers instead of caterpillars on the leaf, the people who do work would not have so much cause for complaint. We may have more to say about this on some future occasion.

PLENTY OF AMETHYSTS.—A large vein of amethysts has been discovered in Silesia, while blasting a railroad through the porphyritic rock of the mountains. It is a very important find for the stone cutting establishments of Warmbrunn,

## Correspondence.

Editor Trader:

Sir,—I read with a great deal of interest the letter of Mr. Beall in your last paper, and I think he is quite right in some respects, although I think he over-estimates the damage done to the jewelers by wholesale houses selling goods to outside parties. For my own part while I know of several sales that I have lost through this cause, I have found as a general rule that when I had the goods in stock I always stood the best chance of making a sale. The sales I have lost were mostly for articles I did not keep in stock. I quite agree with Mr. Beall, however, that if jobbers would sell watches and jewellery exclusively to the jewellers it would pay them fully as well in the long run and it would make it easier for us retailers to pay our bills when they come due. The wholesalers are protected by the manufacturers and I hardly think they could in fairness refuse to protect us in the same manner. If they do, then I think the plan suggested by Mr. Beall should be tried, and only such wholesalers dealt with as would agree to protect the retailer. Hoping to find that some abler pen than mine has taken this matter up, I am

Yours etc.,

LONDON RETAIL JEWELER.

Sept. 7th, 1885.

To the Editor of THE TRADER:

DEAR SIR,—I see in your last issue a communication from Mr. Beall, regarding the evils that the retail trade have to contend with. If, as Mr. B says, the watch and clock companies would join together to supply none but jobbers, and they in turn combine to sell to none but those carrying a stock of watches and jewelry, trade would assume a healthier tone. But in my opinion the matter rests chiefly in the hands of the retail dealers, for so long as they continue to assume an aspect of indifference, so long will the jobbers do so. But let the retail men combine and call upon the wholesale men to support them, and I believe every one of them will respond to all reasonable demands. All the leading factories of both movements and cases have agreed to have a uniform price for all jobbers, and should any one of the jobbers out the prices they are struck off the jobbers' list and the manufacturers will not supply them with any more goods. The wholesale men will