

above it. If a job lot of goods is to be sold at a bargain, prompt pay is given the first opportunity to purchase. If there is an advantage to be first in the field with some new article or some new line of goods, the jobber and manufacturer naturally secures that advantage to prompt pay. Prompt pay is a power, as these few points very plainly proclaim.—*Exchange.*

HANDY THINGS TO KNOW AND KEEP.

Here are some figures and rules very handy to know and have at hand, in the mind or on paper. We advise every young reader to learn most of these "by heart" so thoroughly as to always think of them in an instant. Do it while your minds are young and impressible, and they will stay by you like the marks in the clay of brick, or dough of bread or cake before it is hardened by heat. Older people who do not preserve their papers can out this out and keep it handy for ready reference.

A Rod is $16\frac{1}{2}$ feet or $6\frac{1}{2}$ yards.

A Mile is 820 rods.

A Mile is 1760 yards.

A Mile is 5280 feet.

A Square Foot is 144 square inches.

A Square Yard contains 9 square feet.

A Square Rod is $272\frac{1}{2}$ square feet.

An Acre contains 48,600 square feet.

An Acre contains 4840 square yards.

An Acre contains 100 square rods.

A Section, or Square Mile, contains 640 acres.

A Quarter Section contains 160 acres.

An Acre is 8 rods wide by 20 rods long.

An Acre is 10 rods wide by 16 rods long.

An Acre is about 208 $\frac{1}{2}$ feet square.

A Solid Foot contains 1728 solid inches.

A Pint (of water) weighs 1 pound.

A Solid Foot of water weighs 62 $\frac{1}{2}$ pounds.

A Gallon (of water) holds 231 solid inches.

A Gallon of milk weighs 8 pounds and 10 ounces.

A Pint (of water) holds 28 $\frac{1}{2}$ solid inches (28.875).

A Barrel (81 $\frac{1}{2}$ gallons) holds 4 $\frac{1}{2}$ solid feet (4.211).

A Solid Foot contains nearly 7 $\frac{1}{2}$ solid pints (7.48).

A Bushel (struck) contains 2150 solid inches.

A Bushel (heaping) contains 1 $\frac{1}{2}$ struck bushels.

A Struck Bushel contains about 1 $\frac{1}{2}$ solid feet.

A COMMON ERROR.

How frequently do storekeepers carelessly recommend and urge their customers to buy an article they happen to have in stock, or close at hand, or on which they make a little more profit, instead of the article the customer actually wants, and which the merchant knows he came for. In doing this the dealer, though he may be recommending a more meritorious article than that enquired for, takes all the responsibility and risk of the transaction upon himself; for, while the customer buys, the chances are he goes away dissatisfied, and when he has used the article in question, if it does not answer every purpose and expectation, he naturally feels that the storekeeper has cheated him, and loses confidence in him. These little acts committed by storekeepers, without dreaming of injuring themselves, create a sentiment in the community which, in the process of time, undermines their business.

Many dealers have found out, when it was too late, that by recommending base imitations or substitutes, when the genuine was in demand, they have lost a good customer and friend. Verily, "honesty is the best policy."—*Exchange.*

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

MR. A. C. ANDERSON, of the firm of Lowe & Anderson, has just returned from Manitoba, where he has been pushing business for his firm.

C. D. EDWARDS, the safe manufacturer of Montreal, after a long up hill fight, has again been compelled to resign. It looks as though Ontario enterprise and competition were too much for Quebec safe manufacturers.

DISSOLUTION.—Most of our readers will be surprised to learn from this issue of our paper that the firm of Thayer & Ellis, Wholesale Jewelers, has been dissolved by mutual consent. Each of the partners will carry on business on his own account in this city.

MR. CHAS. H. TAISBY, the Manager of the American Waltham Watch Co., at Boston, dropped in to see us when on his last visit to the city. He looks well and reports the prospect for Waltham watches as being brighter than ever.

MUSIC HATH CHARMS.—We received a few days ago from Mr. E. W. Whitney, the genial Canadian representative of S. Brainard & Sons, musical house, a choice lot of high class music

published by his firm, for which he has our best thanks.

A LARGE FAILURE.—The firm of C. T. Picard & Co., wholesale watch importers of Montreal, have made an assignment. Their liabilities are principally in Switzerland. The prospects are at present that the firm will be able to get a settlement with their creditors and resume business.

FLATTERING.—*The Merchant*, of this city, which we regard as one of the ablest of our mercantile exchanges, does us the honor to reprint in full in their editorial columns, with some flattering comments, our editorial article on "Tribunals of Commerce," published in our November number.

THE LIGHTNING TRAVELLER.—Mr. R. Russell, representing the firm of Lowe & Anderson, has been dubbed by his friends "The Lightning Traveller," as they claim that he covers more territory than any jewelry man in Canada. As he sells goods from Halifax, N. S., to Regina, N. W. T., his claim seems to have a pretty solid foundation.

NEW JEWELRY PAPER.—*The Jewelers' Weekly* is the name of a new publication lately issued in New York in the interests of the jewelry trade. This new accession to the craft is very tastefully printed, and its editorial and other original matter well worthy of perusal. It aims to give the jewelry trade of the United States trade news weekly instead of monthly, and should win success on its own merits. THE TRADER wishes it long life and prosperity.

T. C. CARROL, jeweler, of Hamilton, has lately had both the sheriff and the customs' inspector looking after his stock, the former to satisfy unpaid creditors, and the latter to see that Her Majesty's customs had not been defrauded of revenue. It is openly hinted that Carrol himself gave the information which led to the customs' seizure, in order to keep his creditors out of their money, but fortunately, they were too quick for him, and the scheme miscarried.

WORKS OF ART.—The lithographed show cards now being sent out by Messrs. P. W. Ellis & Co., to their customers, are beautifully executed in colors, and are artistic enough, if properly framed, to adorn the walls of any house in the country. Not being wealthy enough to spend twenty dollars each for framing them, we have hung them on the walls of our sanctum, as sent out by the firm. We need hardly say they are much admired, and that we have had to buy a revolver to keep our visitors from carrying them away.

A GOOD SHEPPARD.—We had a flying visit from Mr. John Sheppard, the New York manager of the Boss Case, about a week ago. Mr. Sheppard has been over in England all summer, initiating the Britishers into the secrets of the Boss Case, and we should judge with tolerable success. A filled gold case appears to be a curiosity in that quarter of the world, and he was often met with the query, "Well, what is your bloomin' case made of anyhow?" Mr. Sheppard reports this fall's trade in filled cases as the best they ever had.

RECOVERY OF STOLEN GOODS.—We are very glad to learn from undoubted authority that Mr. A. M. Gilpin, jeweler, of Uxbridge, whose