

**SAVAGE & LYMAN'S FAILURE**, which occurred last month, has not taken many people by surprise, as it has been generally known for some time that they have been losing ground. The liabilities amount to \$30,000, with assets about \$22,000. This firm were years ago, before their former failure, considered to be the leading retail house in Canada, but since that time they have fallen behind the age. Seems to be another case of mercantile dry rot.

**A. S. MURRAY'S & CO.'S FAILURE**—The many friends of A. S. Murray will hear with regret of his failure, as the house was one of the oldest and best known in western Ontario. The liabilities are over \$50,000, with assets of \$75,000, but it is hardly probable that when the stock is finally disposed of, that the business will more than pay one hundred cents on the dollar. It is probable that Mr. Murray will start with a clean sheet on a smaller scale.

**A SENSIBLE RETAILER**—J. P. Mill the well-known Yonge St. jeweler of this city, has done a very sensible thing in securing from Messrs. J. & J. Taylor a first class burglar proof safe that the makers guarantee able to resist anything in the shape of a midnight mechanic. Jewelers, from the nature of their stock, are more exposed to burglary than any other dealers we know of. He who makes himself secure against such attacks, only does what common sense business prudence would dictate.

**SHERIFF'S SALE**—The stock of John Petty jeweler, of Lindsay, was sold by the sheriff in consequence of the action of his unsecured creditors, referred to by us in last month's *TRADER*. The stock, which it is said was badly run down, was bought by Mr. Culp at thirty and a half cents on the dollar, a pretty good price, it was thought by competent judges. The proceeds of the sale will remain in the hands of the sheriff pending the decision of Mr. Culp's appeal against the other creditors' judgment.

**OF INTEREST TO JEWELERS**—We understand that the Waltham Watch Company have discontinued the manufacture of all key-wind movements, except the Broadway grade. It seems to be only a question of time when a key wind watch will be a thing of the past and a curiosity worthy of a place in some museum. The coming watch seems to be an open face stem winder, and it is said that at the present time in the United States, eighty per cent. of the stem winds used are open face. In Canada the proportion is not at present over twenty per cent.

**"THE TRAVELLER"**—Our old friend, Mr. John Goss, for many years editor and manager of the *Commercial Traveller*, has just issued a new paper called *The Traveller* on his own account. Besides being an old commercial traveller Mr. Goss is a thorough newspaper man and has push, energy and ability enough to make his new venture a success. The initial number is very neatly printed on fine toned paper. Its matter is brief and to the point, and it gives every promise of a long and useful career. We wish Mr. Goss the success he so richly deserves.

**"THE AMERICAN POTTER AND ILLUMINATOR"** is the title of one of the best publications issued in the interests of the crockery trade that we have ever seen. This journal is published in Chicago by Albert J. Fisher, 15 Washington street, Chicago, U. S., and is exceedingly cheap at the subscription price charged for it. The original matter is practical and concise, and its clippings well selected. It also contains a lot of very valuable lists of "prices current," that cannot fail to be of advantage to any merchant in that line of goods. We welcome the *Potter* amongst our exchanges.

**A STRANGE THIEF**—We learn from the *Victoria Warbler* that Mrs. James Howden, of Lindsay, is the happy possessor of a tame crow, which is a great pet and has the run of the whole house, but his crowship is now in disgrace. Mrs. Howden placed a valuable gold watch and chain in a velvet lined box but neglected to close down the lid. Mr. Crow noticed her movements and as soon as her back was turned he opened the case and taking the watch and chain in his beak, he flew off and deposited the valuables in some hidden place so that the most diligent search up to the present time has failed to discover them.

**WESTWARD HO!**—We had a note a few days ago, dated at Winnipeg, Man., from our esteemed friend, Mr. W. F. Ross, who was visiting there on business for the firm of Schwob Bros., of Montreal. Writing of the C. P. R., over which he passed on his way up, Mr. Ross says: "I was delighted with the road and its equipment, and as far as an

humble drummer may judge, it is well and solidly built, and rides as easy as any portion of the Grand Trunk, with one or two short exceptions." Mr. Ross corroborates the reports that business in the North-West is in a healthier condition at present than at any time since the boom.

**HOW MUCH PROFIT HAVE THEY?**—On account of the number of auction sales going on in the city, some of the other retailers are out with special discount signs. Our attention was directed to one the other day which read as follows: "Goods at 30 per cent., 40 per cent. discount and at cost." As forty per cent. off is only a trifle less than seventy per cent. advance on the cost of the goods, we are somewhat curious to know how low cost is. In our opinion, such sweeping discounts tend to give the public an exaggerated idea of the profits in the retail jewelry business, and are almost as demoralizing to legitimate trade as auction sales.

**IS CANADA IN THE U. S.?**—We always had the impression that Canada was a foreign country so far as the United States was concerned, but the following from the title page of a much valued exchange, has considerably shaken our belief on the subject. "Subscription—In the United States and Canada, \$2.00, for foreign countries, \$3.00 per year." From the above it seems that in well-informed circles in the U. S., Canada is not regarded as a foreign country. If it is not a foreign country, then must it not be a part of the great and glorious Union? We will have to put this friend in the same category as the *London Post* if he don't reform.

**AN ENTERPRISING JEWELER**—We had a visit a few days ago from Mr. A. V. Galbraith, the enterprising jeweler of Shelburne, Ont., who was on a safe buying expedition. As Mr. Galbraith has had some experience with burglars, he determined to get a first-class safe that he could depend upon resisting any such attempts in future. Before leaving the city he bought from Messrs. J. & J. Taylor, the large burglar-proof safe that took the medal at the Toronto Industrial Exhibition last fall, and says that in future he won't give himself any uneasiness about the safety of his goods when he is absent from the store. We think he is sensible.

**HOW ARE YOU, S. P.?**—We were very much astonished a few days ago to receive from Mr. S. P. Kleiser, formerly of Toronto, but now of Victoria, British Columbia, a letter asking us to send him *THE TRADER* to his new address, as he wanted to know what the jewelry trade in Ontario was doing. Enclosed were some very beautiful samples of B. C. sea weed, artistically arranged on the back of one of S. P.'s business cards, for which we tender him our best thanks. Mr. Kleiser says he likes the country immensely, is doing a jobbing trade in watch material and watches, and thinks he will be able to make a success of his new venture. We trust he may.

**FRAUD IN R. P. CHAINS**—We were shown the other day by a retail jeweler a rolled plate chain that had been returned to him by a customer on account of the plating being almost entirely gone, although it had only been in use for about six months. He said he had paid almost as much for it as he should for guaranteed goods, but did so on the representation of the seller that it was of the best quality, but sold at about cost. He said that heretofore he had always used the R. F. S. chain and never had a complaint, and that after this experience he proposed to go back to them again, as he would not sell goods he could not guarantee. We think his head was level.

**OUR SUPPLEMENT**—The Supplement to this number of *THE TRADER* by Messrs. P. W. Ellis & Co., of this city, is a very appropriate, as well as a very beautiful way of sending their good wishes to their many customers and the trade generally. Things in the U. S. and Canada give promise of brighter and better times, and their artist has very neatly expressed this idea in the handsome engraving which they send out with this issue of our paper. We trust that every one of their customers and our readers may find themselves flush of diamonds, or their equivalent, before next year closes. For our part we will take ours just as soon as the firm can get it mounted in their new patent iridium pivot setting.

**THE FAILURE OF MUSCAT & CO.**, formerly Muscat & Sapery, jewelers, of this city, is no surprise to any person that knew anything about the firm or their antecedents, and is only another illustration of the danger of giving credit to weak men, whose capital is utterly inadequate for the business they attempt. If our jobbers were more conservative