

made them undiscoverable. A case in point. A dealer in the far west bought a bill of goods some time ago of a jobber in this city, on four months' time; they were duly forwarded with the invoice; on the first of the following month the monthly statement was sent, which, on being received, was mistaken for an invoice and filed away, at the end of the four months another statement was sent, with a reminder that payment was due. Then the purchaser replied that he had never received the goods. Although so much time had elapsed, the railroad company sent out a "tracer," but no clue to the missing packages could be found. Finally, after the lapse of fifteen months, the railroad company very reluctantly concluded to pay for the goods, not because they were convinced that they were responsible for the loss, but simply because they could find no record of delivery. Had the purchaser, on receipt of the first monthly statement, notified the seller that the goods had not arrived, they could probably have been traced, and much trouble and annoyance saved. In another case, a dealer took offence at being served with a monthly statement, regarding it as a dun, and withdrew his patronage from the house sending it. He could not be convinced that it was a harmless document, but insisted that it was evidence of a lack of confidence in his ability or willingness to pay.

In these days of many transactions, and divided responsibility regarding them, it is essential that every possible safeguard should be thrown around both buyer and seller. The buyer comes to the city, is waited on by a salesman, and makes his selections; his order is turned over to another person, who makes up the packages, all the items must be entered in the books, and finally the package sealed, directed, and delivered to the express company. Suppose John Smith, of Pontiac, to be the buyer; there are three or four other John Smiths on the books of the seller, located in different places. In the rush of business the goods may be charged to John Smith, of Pontiac, but sent to John Smith, Dowagiac, or the wrong Smith may be charged with the goods. If these gentlemen, when they receive their monthly statements, would promptly call attention to the errors, they would be as promptly rectified, but if they are permitted to pass unchallenged, there is likely to be trouble growing out of future settlements. Business

men cannot be too methodical in their methods, and there is nothing like promptness and care in all matters to beget long friendships. Dealers living in the country, where everything moves slower than in the city, are not apt to attach that degree of importance to little things that men do who are obliged to move with rapidity. In the cities all things are done with a business-like snap, and he who fails to keep pace with the great car of our commercial Juggernaut is liable to be crushed under its wheels. If our country brethren would but pay a little more attention to these small matters—such as providing for their notes at maturity, acknowledging the receipt of goods, invoices, and other business transactions—they would save themselves and others much unnecessary annoyance."

Correspondence.

Editor TRADER.

SIR,—The letter from Mr. Beale in your issue of September, has well served his purpose in promoting an active discussion of the great question of "Protection" as applied to the watchmakers (?) and jewelers in the retail trade in Canada.

Now, as neither a wholesale nor a retail dealer, but as an humble member of that fraternity known as "Commercial Travelers," I ask the question, What, in this country, constitutes a watchmaker and jeweller, and how am I to be guided in placing goods for my firm so that none may handle the wares but those who are legitimately entitled to do so? Cannot any man buy a watch sign, hang it in front of a store, put up the sign, "Watchmaker and Jeweller," install himself therein, and so qualify himself for admission into the ancient and honorable order of W. & J.? Now, Mr. Editor, it might be well before details are gone into, that general principles should first be laid down, and I submit that before any remedial legislation be passed, it is necessary to determine who desires it and for whose benefit it is required. Mr. Beale is quite as much a stationer as a jeweler or watchmaker, and his brother stationers in Lindsay consider that he is a great deal more so. It occurs to me that until some standard of qualification be adopted, the present state of affairs will continue. It is eminently in the interest of those who are really tradesmen, that they should be protected, and

the wholesale trade would be as ready to assist in the work as the retailers are anxious to have it promoted. But what the watchmakers, and jewellers and the public generally require most urgently, is "protection" against the watch butchers who infest the land.

More anon,

PROTECTION.

Selected Matter.

CHARGE OF THE JEWELERS' BRIGADE.

[The author of the following spirited poem is unknown, but any luckless Canadian jobber that ever had the misfortune to get into their clutches, will recognize the truthfulness of the poet's description.]

Boxes to right of them,

Boxes to left of them,

Boxes in front of them,

All checked and numbered!

Forward they came pell-mell,

Boldly they strode and well,

Into the Astor House,

Into the great hotel.

Strode the one hundred

Flashed all their eyes with pride,

Rushed through the entrance wide,

Bearing their box at side,

Pushed through the porters, while

All the world wondered.

Plunged through tobacco-smoke,

Into the lobby broke

Looking 'or jobbers!

Stopped not to laugh or joke,

Not a man blundered—

Grasped for the register,

All the one hundred.

O, the wild charge they made!

All the world wondered.

O, the large lines displayed!

O, the new styles arrayed!

Onward and undismayed

Struck the one hundred.

Boxes to right of them,

Boxes to left of them,

Boxes behind them,

All checked and numbered.

Back home with beaming looks,

Clasping their order books.

Back home to do and dine,

Back by the Providence line,

Came the one hundred.

EMINENT GOLDSMITHS.

At the time of Aristophanes (about B. C. 410), there lived a Corinthian who appears to have worked in clay as well as gold and silver. His name was Thericles, and a certain very popular form of cup called Thericlean was named after him as the designer. The cup was made of black earthen ware, wood, and wood overlaid with gold. It was a kind of deep chalice, bulging slightly at the sides