

## THE TRADER.

TORONTO, ONT., APRIL, 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

## Advertising Rates.

Full Page.	-	-	\$20 00	each issue
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Small Advertisements, 8 cents per line.				

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Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

13 Adelaide Street East, Toronto.

## SPECIAL NOTICE.

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

## Editorial.

## A NEW IMITATION IVORY.

Every person in the jewelry or hardware trade knows by experience that Ivory is getting scarcer and higher in price every year, and it seems to be only a question of time when it will be beyond the reach of all except the favoured few who enjoy "a prodigality of wealth beyond the dreams of avarice."

We pointed out in one of our editorial articles about a year ago, that the great want in this line was some substitute for Ivory that would closely resemble it and still be low in price and impervious to the effects of heat or cold. The only substitutes at present in the market are hard rubber and celluloid, but while the former is first-class in every other respect its color (black) bars the way to its general adoption. The color of celluloid is fairly white, but it lacks the good qualities of the hard rubber inasmuch as it soon discolors and shows the slightest scratch. Could any person invent hard white rubber, they would not only have a magnificent substitute for Ivory but an invention that would, if properly handled, prove more of a bonanza than many a

gold mine. We are glad to hear from our esteemed contemporary *The Ironmonger*, that English enterprise and invention have practically solved this difficulty and that to-day there is being manufactured in that country an imitation ivory that can scarcely be distinguished from the genuine article. Says the *Ironmonger* in an editorial article: "If, however, a sample of a new composition which has been submitted to us is all that it appears to be, we have no hesitation in saying that the Gordian knot has been cut, and that Ivory has for the first time been artificially imitated with success. This substance we have seen in the shape of a handle fitted to an ordinary table-knife, and, except by the closest examination, it would be impossible for an ordinary person to distinguish it from an ivory-handled knife of the best class. We have arrived at this conclusion after inspecting the knife both by daylight and by gas-light. Hitherto the so-called examples of imitation ivory have been, whatever their hue, damned at first sight by the dead opaqueness which is the characteristic of putty, and which, to everybody at all familiar with the semi-transparency of the surface of ivory, was alone sufficient to brand it as a failure. The new material under notice is innocent of this cardinal defect. It takes a beautiful polish, while directly underneath the glossy surface there is something of that partial transparency which is most pronounced in ivory of the rarest kind. This quality is by no means so conspicuous in the imitation as in the real thing. If a handle of Angola ivory is held to the light, the tang of the blade is plainly visible from bolster to point, and even when lying on the table the mark looms through the creamy hasting, like the central vein at the back of the hand. In this new substitute the tang cannot be discerned before the strongest light: and while this will always be a sufficient test of real ivory, this "short-coming" may be regarded as being an advantage."

The above reads well and it seems as if the new article will fill the bill in every respect. If it does it will be a good thing for the general public who want to put on a certain amount of style in the matter of white handled cutlery without paying the long price at present demanded for the real ivory. Of course this new substitute is yet in the experimental stage and we await further development with interest.

## BILLS PAYABLE.

Elsewhere will be found a letter from an esteemed correspondent in another city, who complains and apparently with a good deal of cause, of the way in which some retail merchants look after, or rather neglect to look after, their paper when due. Nearly four years ago we took up this very same subject and we do not think that a repetition of the gist of the article would be out of place at the present time.

It is certainly an important subject and all the more important because that in these days of modern enterprise when merchants like every one else have to discount the future, a man's promise to pay, if put upon paper, possesses a certain intrinsic value, which business men are not slow to take advantage of. A merchant's promissory note like any other article of merchandise has a certain value, and this value depends entirely upon the confidence which the purchaser has in the ability of the maker to redeem it. The paper of a merchant who has capital enough to run his business, and the reputation of meeting his notes promptly as they mature, is always in demand, and as a result his credit stands him in good stead when he comes into the wholesale markets to purchase the goods necessary for him to carry on his business. A merchant's credit now-a-days depends almost entirely upon his mode of meeting his payments, and no more certain commercial barometer could be desired than that furnished by his method of dealing with this matter.

Credit is a delicate plant, and one moreover that requires to be carefully watched and guarded in order to keep it healthy and flourishing. Many a dealer who is probably "good enough," for all he owes, has succeeded in almost ruining his own credit by sheer carelessness and neglect of ordinary business precautions. If he has a note maturing, it is not only possible, but extremely probable that he is entirely ignorant of its amount, and the day on which it is due. If he is aware of these facts he may probably put off hunting up funds to meet it, until it is too late—the result in either case is that he is forced to pay himself out a compliment to the wholesale dealer to protect it for him or it is protested for the non-payment, and his credit irreparably injured. Now, no merchant fit to be in the business at all, would ever desire his