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THE TRADER

TORONTO, ONT., OCT., 1884.

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

Advertising Rates.

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 Quarter Page. - 8 00 "
 Small Advertisements, 8 cents per line

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

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.

THE PRICE OF WHEAT.

The price of wheat is a thing that is of interest to every man, woman and child in the Dominion of Canada, because upon the price as well as the quality of our wheat crop depends very much of the volume and success of our next year's trade.

A bountiful harvest is an assured fact in almost every wheat producing country in the world, and as a result the price of grain will be low. It is low at present, and the probability is that it will be lower before the year is over. This being the case, every dealer should exert himself to get his customers who are farmers, to market their produce as soon as possible. It is their safest plan, as they will save on the weight of the grain as well as have the advantage in price and the interest on their money. The sooner this year's crop can be marketed and the money put into circulation amongst our storekeepers the better for the general prosperity.

The outlook is favorable, for although the price of grain is low, our harvest is far more abundant than usual, and we therefore look forward with confidence to a very prosperous mercantile year.

CANADA'S GREAT FAIR.

The citizens of Toronto delight to dignify their annual exhibition with the name of "Canada's Great Fair," a title

which some of the other cities in Canada were disposed to resent as being an appropriation to which they had no real title.

Especially was this the case with the directors and supporters of that moribund institution hitherto known as the Provincial Exhibition, which has apparently outgrown its usefulness and only manages to exist by having itself grafted upon the Dominion. In spite, however, of such jealousy and opposition, the Toronto Exhibition has grown and prospered until it has, without any shadow of a doubt, become the most important annual Fair in the Dominion, and is now really entitled to the much disputed distinction of being "Canada's Great Fair." Indeed, our own individual opinion is, that outside of the Centennial Exhibition of Philadelphia, in 1876, as regards the size of its buildings, the quantity, variety and quality of its exhibits, or the great assemblage of visitors from all parts of Canada and the United States, it is equal, if not superior to any similar Exhibition on the American continent.

It is an institution that reflects the highest credit upon the management that originated it and brought it to its present high state of efficiency, and every citizen of Toronto should feel proud of its success. The increase in the gate receipts over last year is \$2,941.61, and as it may be interesting to our readers to compare the daily receipts of this year with those of previous years we give them below:

Day	1879.	1880.	1881.	1882.	1883.	1884.
1.	85 60	84 00	18 20	44 75	108 45	6 20
2.	80 20	201 67	101 76	111 25	1,039 80	220 05
3.	825 40	201 67	653 76	511 50	821 05	678 40
4.	221 46	846 49	1,423 02	908 85	1,051 70	575 65
5.	1,030 60	1,175 85	723 75	888 89	4,572 25	2,277 91
6.	978 90	1,414 15	1,657 03	1,008 10	2,380 45	6,883 34
7.	4,471 11	1,629 52	3,000 70	4,210 35	5,205 50	8,253 84
8.	1,724 11	3,051 09	3,000 00	6,468 50	6,901 63	6,659 94
9.	1,860 25	4,010 47	6,408 85	5,225 60	6,920 08	6,012 50
10.	1,293 25	4,458 20	6,016 85	1,039 25	2,087 76	2,223 70
11.	869 95	6,072 64	1,271 46			
12.	825 55	56 25	18 05			
13.	2,208 60					
14.	3,856 60					
15.	4,089 65					
16.	1,147 00					
Total	\$25,818 53	\$23,181 30	\$22,501 15	\$25,298 00	\$32,080 21	\$35,871 82

A COMMON SENSE VALUE.

Our readers will recollect that in our last issue we passed some strictures upon the absurd way in which our Customs Department make their valuations upon the goods imported into Canada.

We said then that we thought the watch case seizure was pretty much on a question of value, and that from what we know about the subject the Government were in the wrong and the importers in the right. Recent developments have strengthened this view, and it now looks as if the Department will not only have to give the goods back, but may think themselves lucky if they escape an action for damages. There is surely something wrong, either with the law or its administration, when any customs understrapper has it in his power to have an importer's stock seized and his good name taken away, on the merest suspicion. Surely if our Customs Officials are not to be men thoroughly conversant with the goods they attempt to appraise, they should, at least, be men endowed with enough common sense to know that they should make sure of their ground before they proceed to jeopardize the good name of any importer. We have not the slightest doubt but that both Messrs. Schwob Bros. and Saunders & Co. will come out of this affair with clean hands; and that the reputation for honorable dealing, which they have enjoyed for a quarter of a century, will not suffer in the least; but it surely is no credit to our law that the reputation of such merchants can be at any time menaced and themselves put to expense and inconvenience simply at the caprice of some greedy official, who imagines he has a chance of making a haul out of them.

As we said before, the seizure was made pretty much on a question of difference in value between the importers and the Customs Department.

Boiled down, the difference is this: The Customs Department claim that they are entitled to levy *ad valorem* duties on the *Credit* value of an article, while importers, as a rule, contend that the real value of any article is what it cost in *gold*.

We think that the case has only to be stated in cold blood, without any arguments, in order to have any intelligent man make up his mind that the importers are right and that the Department is wrong.

The basis of all commercial intercourse

is gold or its equivalent. Foreign nations trading with each other do not want to exchange merchandise for promises to pay, but they want in exchange either goods or specie, and gold being the only medium of exchange which has a universally recognized value, has therefore been adopted as the standard of all values.

That this principle is correct can be easily proved from the action of the Canadian Government itself; for when, during and after the American War, U. S. currency was only worth fifty or seventy-five cents on the dollar, they allowed importers to bring the prices of American imports to a gold value by deducting from the face value of the invoices the difference between its greenback and gold value, and then levied duty upon its gold and not its original value. The nearer the greenback approached the value of gold the less discount was allowed, until American currency became like our own, redeemable in and equivalent to gold.

If you go into the open markets of the world and ask any manufacturer what is his price for an article, he will, if he wants to get your trade, quote you his cash price. If you want to buy on time the price will be greater, according to the amount of time you require. The price of the goods, however, remains the same as in the first quotation, the difference in price simply being a charge for the use of the money for the time specified. That "Time is Money," is a truism, and it is just as true in this case as in any that we know of.

A great many of the large American factories who do business in Canada do it almost upon a cash basis. Their outside limit of time is thirty days, and if the purchaser cannot pay them in that time they are content to go without his trade. To those who pay their accounts in thirty days they allow a trade discount of five per cent., and if they want any cash discount they are allowed to take off one per cent., if the bills are paid in ten days after the goods are invoiced. Our Customs Department in their wisdom have, in many cases, decided that this trade discount is not legal, and that Canadian importers must pay on the gross value of the goods. That is to say, that the Canadian importer has to pay duty on 5% more value than the United States jobber pays for the same goods. This may be common

sense, but we doubt it, and it may be expedient in order to exact another one per cent. of duty from Canadian importers; but one thing we are certain of, it is a suicidal policy for the Government, as the next general election will prove. The importers of Canada are the persons who, in the first place, pay the duties by which the work of the Government is carried on; and they have the power, if they have the will, to hoist the present or any other Government that treat them with injustice and scant courtesy. The importers are a power, and they will be here and doing business long after the present Government has given place to others. They are long suffering, but it is not good policy to grind them down too much. Very few of them object to pay the duty demanded by Government, and all they ask is to have it levied in a fair and impartial manner, as is not now done. Let them pass their goods at their gold value, and if the duty is not high enough raise it; but don't hoodwink them by pretending to levy 20 per cent., and exact 25 per cent. by raising the face value of the invoices. It is neither justice nor common sense.

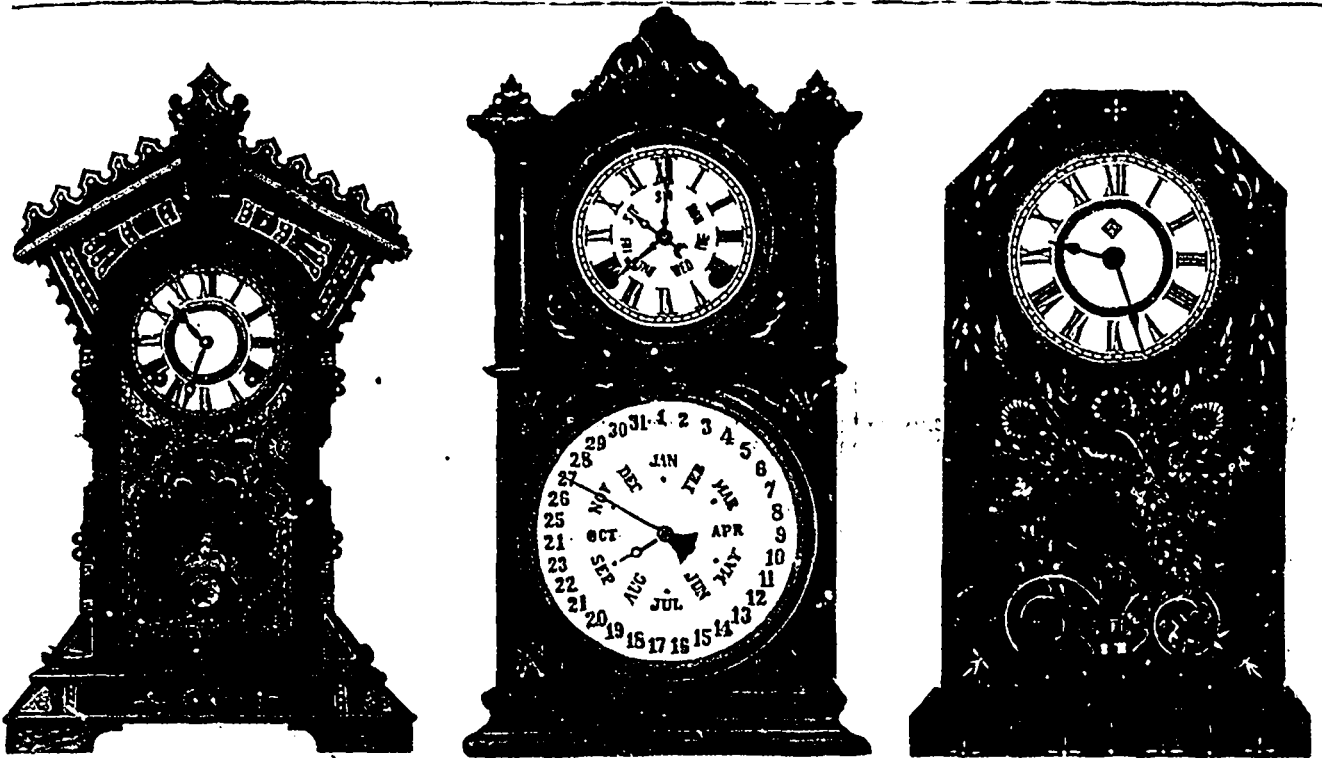
Selected Matter.

THE SILVERSMITH AND HIS STRANGE VISITOR.

"Many, many, years ago, even before the last century was old enough to go into knickerbockers at the corner of Cook Lane and Snow Hill of the olden time, before the railway station grew there, when the crystal Fleet river tumbled down from the northern heights into the silvery Thames, at the historical corner there lived, moved, and had his being, along with a sharp little wife and noisy big family, a certain silversmith. *Laudatur temporis acti*—a praiser of the times past—let us be. Unto this silversmith there came one day a middle-aged man comfortably clad in the work-a-day costume of the period, and asked him if he could make models in tin and copper as well as in silver, according to drawings which were produced. Now the sharp little wife, who was always on the listen from the room overhead, where the family dwelt, shot her last baby on to the bed, and herself down the rickety stairs like an arrow, and, before her manly husband could utter a word in reply, exclaimed, "Aye, that he can, better than any man in the City of London! was only

this very week that he made a six-quart copper kettle for Mr. Alderman Snoodle's wife; and I took it home myself, wrapped up in one of my best Sunday aprons, to the alderman's house in Austin Friars."

The two men looked at each other silently, the stranger scratching his wig with some of his spare fingers. An outburst of infantile music aloft took the small body away as quickly as she had come, and the conference was resumed. In about twenty minutes down she came again, arrayed in cap and curls—she had only just taken the last named out of paper, her Sunday gown and ditto apron. Her sturdy husband looked upon her with real, pleasurable pride; in fact, he was lovingly fond of his morsel of womanhood; and the morsel knew that well, and she had glided into the belief, and acted upon it, that he could do nothing properly unless she had her 'say' in it. She made a most graceful courtesy to the stranger, and begged that he would step up stairs and have 'a dish of tea.' He, nothing loth, bowed and followed madam, and was ushered into a commodious, well-furnished room, ornamented with a comfortably laid tea-table, upon which silver was prominently shining—quite a contrast to the dingy place below. Two large windows looked into a small garden, whilst the greensward of Smithfield could be seen at no great distance, whither the elder had been sent to play. A neat handmaiden was bustling about the tea-table; and when all three had taken their seats, the infant silver-blossom was handed to her, and she left the room. The stranger, in looking around, smiled, for upon the walls in nice frames were portraits of William and Mary, Queen Anne, and Lord Godolphin—her Prime Minister. He went on with his tea, listening to his hostess, who was eloquent about the Queen and about Common and Alderman of the city, and the city itself. And the little lady could talk! There was no hitch nor stammer, nor 'trying back' with her; like the Fleet river within sight of one of the windows, she could roll along a constant stream of loquacity. The stranger did not recommence his conversation about model-making, and it was evident to the smith that he desired to be alone with him. The latter thereupon made signals to his spouse, but she was not to be so easily disposed of. Where ever he was, and what ever he was talking about, she felt that



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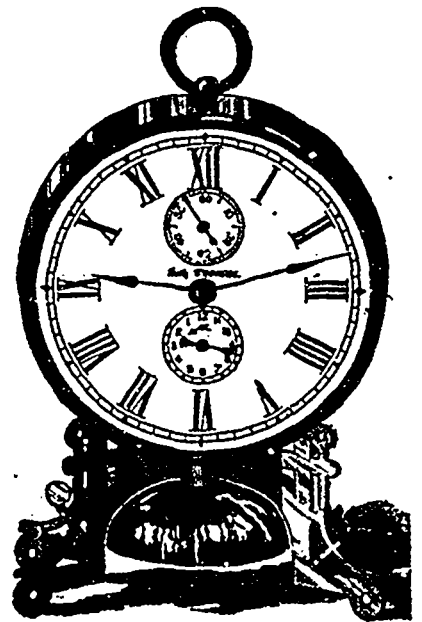
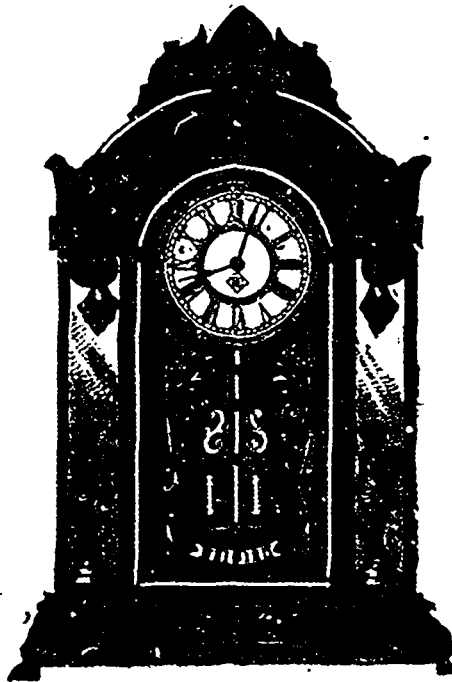
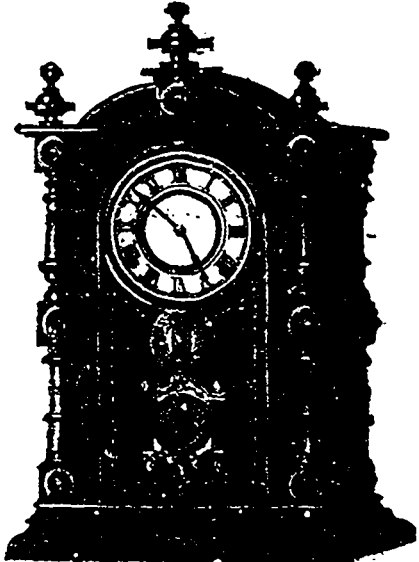
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she had a right to be there too, and to have her 'word in' as well. Acting upon that, she became suddenly stupid as to the meaning of his signs, and nods, and jerking of his elbows, and so on; in fact, all his coughs and sneezings and signs were thrown away upon her, and for that matter he might as well have made them to the Sphinx of the great Pyramid. But there were times occasionally when even the silversmith felt that he was the head of the family, and acted upon it. At length the stranger hastily drew his Tompion out of his sob, and rubbing the thumb of his left hand across the glass as he scanned the dial breathed, as it were, into the smith's ear, 'Had I not better call in some other day?' That whisper electrified the smith, and he jumped up and motioned his by far stronger half to the door. 'Wife,' he exclaimed, in tones that she could not mistake, 'wife, hadst thou not better go into Smithfield and take the air along with the children? Dolly, the maid, will stay at home for thee: *I mean thee to do it.*' The little lady knew by the tone of his expressed voice that he did mean it. Experience had taught her that much; furthermore, experience had also taught her that it would have been an easy matter for him to have whipped her up in his arms and landed her with all gentleness upon the doorstep, Dolly following with her hat and cloak. None knew better than she when the limit had been reached, and when the time came to beat a 'masterly retreat.' So she gave the soft answer that turneth away wrath, went into the kitchen, left a few directions with Dolly, and reappearing in her hat and cloak before her husband and his strange visitor, told them whereto she was going, and that Dolly should gladly attend to all their wants, and courtysed herself out of the room. A significant 'Hem, hem!' caused her husband to follow her; and when he got upon the landing, she pulled the room door to a close, and springing upon her little tiptoes, flung her arms round his neck and kissed him several times. She hoped that he would look over it, and she would never do so again. It was very stupid of her, so it was, not to leave the room when he first wanted her to go; but it shall not happen any more, &c., &c., &c. Ah, the little storyteller! Why, they had been married some dozen years or so; she generally managed to have 'tiffs' of one kind or another about once a month, and this was

how they ended. 'She would never, never, do so again; it should not happen any more'; and all the rest of it.

"When they were alone, the stranger unfolded some drawings that a man-servant had carefully carried, and he asked the silversmith if he could work from them, the latter replied, 'that he could,' but he was unable to name a price. The stranger answered, 'We shall not fall out about the price, if you will only do what I tell you. But that has been my difficulty all along. Workmen will insist in thinking for me, and in making the models as they please; so that I have been nearly driven to despair. You work according to my plans and orders, and it shall fare you well. As you see by the drawings, I am interested in ships of various kinds, and I want to find out which form of model will sail fastest. I am having them now made of copper, because if I went to a regular model-maker, down by Wapping or Redriff, he would be curious to know my business; and that I would not allow. On the other hand, should I be seen coming in to you, nobody would suspect my errand, and, as I have said, if you follow my advice and keep my secret, it shall fare you well.'

"And having thus delivered himself, the stranger took his departure. But he had only been gone 'time enough' to enable the drawings to be locked away, when in rushed the silversmith's wife, quite out of breath. "Oh, Jacob, Jacob," she exclaimed in gasps, that stranger is a man of quality, I am sure; for I saw him get into a hackney coach, and his man-servant get up beside the driver.' Did he see you?" asked Jacob, nervously. "No, that he didn't," said she, for when I saw him get into one of the best hackney coaches, and have a man-servant, my heart told me he was one of the higher gentry; maybe from the Queen's court. When I placed my eyes upon him, I drew the hood of my cloak over my head, and got behind a Fleet Porter, so that there was no chance of him seeing me.'

"Thou art a dear, thoughtful, good wife—worth thy weight thrice over of gold from the mint. Let me kiss thee for a brave wench.

"There is something, in this, I tell thee, Jacob; and if any of our neighbors should seek to know who he is when he comes again, tell them that he is an uncle of mine from Hampshire, who is a hog-breeder; and that, having to come to London about the lease of his farm, he

has called upon thee to get a copper to boil pigs' feet in.'

"And so that was settled. The stranger came about twice a week, and he expressed great satisfaction with the silversmith's work, and with the admirable way in which the instructions had been carried out.

"At length the settling day arrived, the last model having been delivered. The stranger, having had another 'dish of tea,' shook the little lady warmly by the hand she never giving the least sign of what she thought him to be. As he was leaving, he carelessly threw a small bag-full of gold upon the table saying, 'I hope thou will find enough to pay thy husband for what he has done for me. I now know that thou keepest the purse, and so I hand it over to thy care;' and away he went.

"Jacob, Jacob!" she exclaimed, with tears in her eyes, which were shared with the corners of her apron, as she tumbled the glittering guineas out of the bag upon the tea-board, 'I think now, Jacob, that there will be some hope of 'getting one of the boys into the Bluecoat School.'

"A great deal passed in the way of public events, and in less than two years the silversmith, by the aid of the mysterious stranger, made a large fortune at a stroke, in taking the contract for the silver services of the numerous messes of the Officers of the Royal Navy.

"The stranger was a member of the Board of Admiralty, and the silversmith was Jacob Arugross, sometime an alderman of the city of London—AND MY ANCESTOR."

C. STUART MURRAY in the *Metalworker*.

CAMEO SHELLS AND CAMEO CUTTING.

The word *cameo* is derived from the Arabic, and is equivalent in signification to bass-relief. It was originally restricted to hard stones, such as onyx, sardonyx, etc., engraved in relief, but the term has since been extended to include gems cut on shell, lava, and other substances. Certain descriptions of univalve shells are well adapted for cameo cutting, from their substance being made up of different colored layers, and also from a difference of hardness and texture and the various layers, some approaching more nearly to the nature of a nacreous than of a porcelaneous material. The good workman always carefully puts his work

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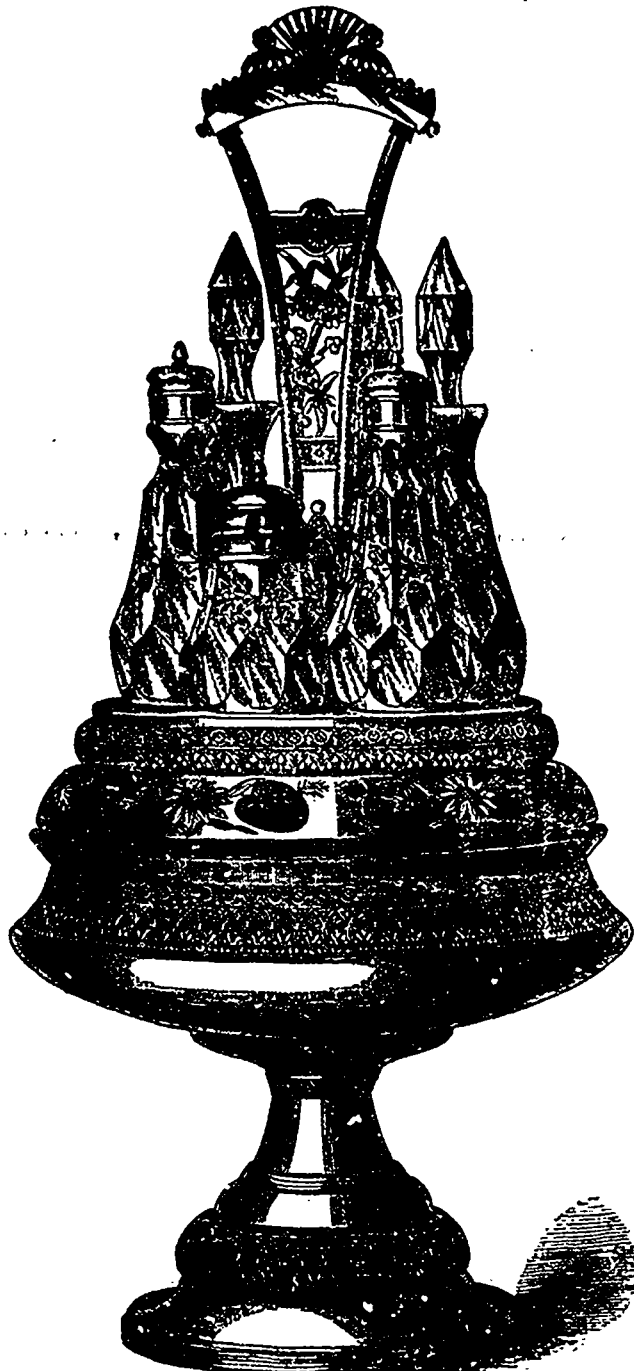
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on the shell in such a manner that the direction of the laminae of the central coat is longitudinal. In cameos the central layer forms the body of the relief, the inner layer being the ground, and the outer the third or superficial color, which is sometimes used to give a varied appearance to the surface of the figure. The cameo cutter selects from the shells which possess the three layers: (1) those which have the layers strongly adherent to each other; (2) those in which the middle layer is thick, (3) those in which there is a good distinction of color between the layers; and (4) those in which the inner layer is of the color suited for his purpose.

The kinds of shells now employed, and which experience has shown to be the best for the purpose, are: The "Bull's Mouth" (*Cassis rufa*), which has a red inner coat, or what is known as a *sardonyx* ground; the "Black Helmet" (*Cassis madagascariensis*), which has a blackish inner coat, forming what is called an *onyx* ground, and which shows up white on a dark claret color; the "Horned Helmet" (*Cassis cornuta*), which has an orange yellow ground; and the "Queen Conch" (*Stombus gigas*), with a pink ground. The latter shell is about ten inches long, with a rose-colored aperture, and an extremely broad lip rounded above. The bull's mouth and the black helmet are the best shells, for the horned helmet is apt to separate from the ground or to "double," as the French workmen express it. The queen conch seldom has the two colors distinctly marked from each other, and the pink of the ground fades on exposure to light. The red color of the bull's mouth extends but a short distance within the mouth of the shell, and becomes paler as it proceeds inwards. Hence this shell affords only a single cameo large enough for a brooch and several small pieces for shirt studs, etc., while the black helmet furnishes on an average about five brooches and several stud pieces. The queen conch yields only a single good piece. *Cassis flammea*, which is about six inches long, and *C. decussata* and *C. tuberosa*, which are white upon a dark claret color, are also occasionally used. The bull's mouth shells are derived from India and Ceylon, and the black helmets and queen conchs from the West Indies.

Genoa and Rome are the seats of the best work in cameo cutting, although many common ones are cut in France.

In Rome there are about 80 shell cameo cutters, and in Genoa 80. The art of cameo cutting was confined to Rome for upwards of 40 years, and to Italy until the last 20 years, when an Italian began the practice of the art in Paris, and now over 8,000 persons are employed in the industry in the latter city. In the practice of cameo cutting the shell is first cut into pieces the size of the required cameo by means of diamond dust and the slitting mill, or by a blade of steel fed with emery and water. It is then shaped into a square, oval, or other form on the grindstone, and the edge finished with oil stone. It is next cemented to a block of wood, which serves as a handle to be grasped by the artist while tracing out with a pencil the figure to be cut on the shell. The pencil mark is followed by a sharp point, which scratches the desired outline, and this again by delicate tools of steel wire, flattened at the end and hardened, and by files and gravers for the removal of the superfluous portion of the white enamel.

The careful manipulation necessary in this work can only be acquired by long experience; the general shape must first be wrought, care being taken to leave every projection rather in excess, to be gradually reduced, as the details and finish of the work are approached. Throughout the cutting great caution must be observed that in removing the white thickness the colored ground is not damaged, for the natural surface of the dark layer is far superior to any that can be given artificially.

In order that the finished cameo may possess a distinct outline at all points of view, it is desirable to adopt the system followed in antique cameos, viz., to leave all the edges of the figure quite square from the ground, and not gradually rounded down to the dark surface; for should the latter practice be followed the outline would be found to be undefined in many places, owing to the color of the white figure in relief gradually merging into that of the dark ground. The surface of the cameo is finished as nearly as possible with the cutting tools, as all polishing with abrasive powders is liable to remove the sharp edges of the figures and deteriorate the cameo by leaving the form undefined. When, however, the work has been finished as smoothly as possible with cutting tools, the final polish may be given by a little putty powder used dry, upon a moderately stiff

brush, and applied with great care, and rather to the dark ground than to the carved surface. This is the concluding process, after which the cameo is ready for removing from the block prior to mounting.

The various styles in which these works of art are mounted depends a great deal upon the country where they are to be worn. There are tricks in this business as well as in most others; a fraud is frequently practiced by cutting away the engraved part of old shell cameos, and attaching this to a base of agate, by means of which an appearance of onyx is obtained.—Read at the Saratoga meeting of the American Association for the Advancement of Science.

IS STOREKEEPING EASY?

Many a man is carried away by the apparent ease of a shopkeeper's life, and by what he hears of the profits obtainable in a country store. It is plain sailing, he thinks, for, "all I have to do is to make from ten to fifty per cent. upon everything I sell, and that I can surely do." Let us see whether this is so:—

A storekeeper buys a book for 75 cents and sells it for \$1; he makes 25 cents profit. But he cannot put that 25 cents in his pocket; he has to pay rent, taxes, clerk-hire, fuel, &c. out of his profit.

If he could sell 50 such books a day, representing a profit of \$12.50, he would make money over and above expenses, but he can sell only two, which means fifty cents profit. Take an article yielding a smaller per centage; say tobacco, at a profit of two cents a plug; how many plugs must he sell to pay for the fire which warms the feet of the loafers who surround his stove? But there is tea, says a sanguine critic; he can make 15 to 30 cents per pound on that. Ah, yes; he will have to sell a chest of it every week, to pay his rent, and it takes a great many two ounce packages and quarter pounds, and half pounds to make up a chest. Dry goods, we are reminded by another, pay good profits, and are universally sold. True, some dry goods do pay a decent profit, even now-a-days, but grey and bleached cottons are hardly among them; all a country retailer would make in a year off these would not pay his taxes.

And so we might go on. Profits of 50 per cent. are rare; ten per cent. ones are



Meriden Britannia Co.



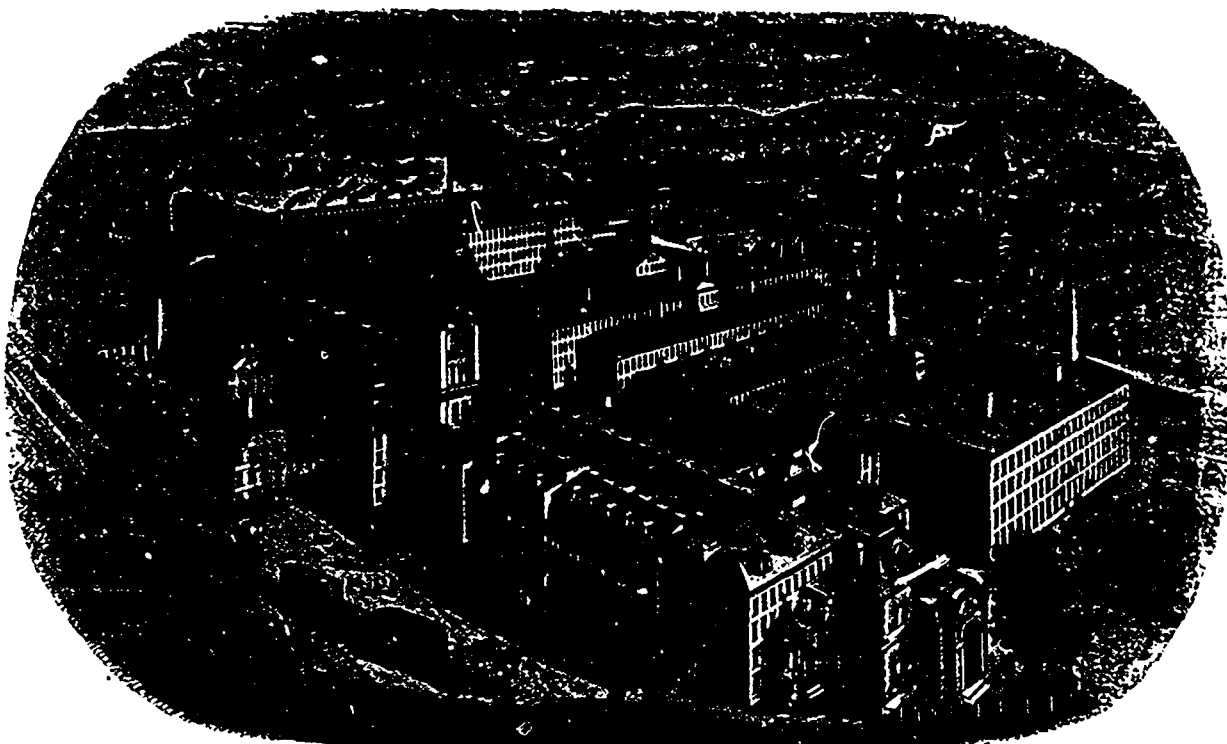
MANUFACTURERS OF STANDARD
ELECTRO, SILVER AND GOLD
PLATE.

HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREHOUSES : Chicago, Ill., San Francisco, Cal., London, Eng.



WAREHOUSES : Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES : Meriden, Con., U.S. and Hamilton, Ont.



OBSERVE
this Trade Mark is stamped on all Hollow
Ware of our manufacture.

TRADE OBSERVE
1847, Rogers Bros., A I, this Trade Mark is stamped on all
OR
1847, Rogers Bros., XII Knives, Forks, Spoons and
other flat ware of our manu-
MARK. facture.

The A I Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

● WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW. ●

more near the average, and unless the sum of these amounts to more than the running expenses of his shop, how is a shopkeeper to keep house and clothe his family? There are numbers of shopkeepers, in towns and cities, striving to make a living out of transactions whose aggregate profit will hardly pay pew-rent. And there are country dealers carrying a stock of \$2,000 to \$5,000. "To turn over" this stock once in a year, implies sales of \$0.50 per day in the one case, and say \$16 per day in the other. An average profit of 20 per cent. on this, would yield daily, \$1.80 and \$3.20, respectively, out of which to pay for rent, fuel, light, household expenses and clothing! Suppose a livelier trade, turning over the stock twice a year, at a close profit, then 16 per cent. on \$10,000 per annum equals \$1.78 profit per day, to cover all the expenses of a business and a family establishment, interest, depreciation and bad debts. The man must be an economist who can lay by much out of even this performance. No; the life of a retail shopkeeper to-day is not, as a rule, either an easy or a prosperous one, and it is a mistake to encourage ignorant experimenters in it. Wholesale men as well as retail, may study with advantage, such analyses as those.—*Monetary Times.*

BUSINESS CHANGES FOR SEPTEMBER.

Brodbeck & Feick, Hardware, New Hamburg, Ont., damaged by fire; L. Lewis Jeweler, Watford, sold out, J. W., Hastings, Jeweler Midland, burned out; Geo. Strathern, jeweler Midland, damaged by fire; F. C. Paulin & Co., Hardware, St., Thomas, Ont., dissolved, Paulin continues alone, A. Jakaway, Hardware, Stayner, sold out to R. E. Bingham & Co., Wm. Nowry, Hardware, Palmerston, sold out to R. S. Shields.

BUSINESS NOTES.

We regret to learn that Mr. George A. Bray, eastern traveler for the firm of McNaught & Lowe, has been confined to his bed through sickness for the past three weeks. He is now almost convalescent and expects to be on the road again very soon.

In our last issue we said that Mr. Manning, formerly with John Segsworth & Co., had made an engagement to travel for Mr. Eves & Co., of Montreal. It seems that we were mistaken about this and that Mr. Manning is going on the road for Smith & Fudger of this city instead.

Mr. S. T. CULP, the wholesale jeweler of Toronto, has lately returned from Europe, where he has been spending his honeymoon, and we trust making money at the same time. He looks very much improved by his trip, and,

if not too late, THE TRADER offers its congratulations and wishes him all the happiness incident to the occasion.

A DRUMMER'S CUREK.—An original idea has been struck by a drummer. He has sent ahead to his customers postal cards reading as follows: "Dear Sir: I shall be in your town Aug. — with a full line of—. Please stop your ears against all comers with this cork until I have a chance to see you, etc." Attached to each card by a string is a small cork.

A WELL-EXECUTED photographic forgery of five dollar notes on the Port Hope issue of the Bank of Toronto has been detected in circulation. Eight of these forgeries found their way to the Port Hope agency, and one into the Standard Bank, Toronto. The counterfeit is not very well executed on the back, but the front has a genuine appearance, barring a certain greasy covering, which, however, makes detection harder.

A DEALER in hardware at Goderich, J. A. Nastel is in trouble. In 1882 he began business by purchasing the stock of Geo. H. Parsons, at 57 per cent. Previously to this he was a retired farmer and was reputed to have considerable wealth, but evidently not much experience in business, as he has failed, owing \$5,400. To pay this he has a stock valued at \$7,600. His creditors have given him one week to obtain security and an extension will likely be granted.

We have heard nothing of late from Mr. Knox about either his Horological School or his Jewelers' League. We had hoped, in the interests of fair play that Mr. Knox would have come forward and given the jewelers of Canada an explanation of his scheme and its benefits. In the meantime, if the Jewelers' League is not to become an accomplished fact, what has become of the money Mr. Knox collected for it? We pause for a reply.

R. J. QUIGLEY, the well-known watch manufacturer of Toronto, has just moved into his new and commodious premises on Adelaide Street, a few doors west of Bay. The new premises are very much larger than the old ones, and will give Mr. Quigley about double the capacity for turning-out goods that he formerly had. In other senses than following Horace Greely's advice to "go west," Mr. Quigley's move seems to be one in the right direction.

IT IS STATED on pretty good authority that the "Meriden Britannia Co." has bought out the Canadian business of the "Meriden Silver Plate Co.," and will shortly close up the plating rooms in Toronto and do the work at the Hamilton factory. The electro-plate business has heretofore been overdone, but now that the "Derby Silver Co." has closed up altogether and the Meriden Silver Plate Co. is practically out of the race, there is an improved prospect for those that are left. As usual, it is the survival of the fittest.

THE WAY OF THE TRANSGRESSOR.—Some time ago a man named Symond or Simmons, engaged with Messrs. Kriel & Bothguy, Yonge Street, jewelers, as traveler, while on the road got on a spree in Montreal, the result of which was that after spending all his money he sold and pledged a considerable quantity of his

sample, and what remained he left as security for his board. A warrant was issued for his arrest, but when he got sobered up he entered into an arrangement with the firm to pay them back. He gave them a guarantee purported to be signed by certain parties, but afterwards, the firm alleged, they discovered that the guarantee was a forgery, and a second warrant was taken out. The telegraph wires were put into requisition, and a few days ago the "crooked" traveler was arrested at Beachville, near Woodstock. He will probably be committed for trial.

THE competition in Silverware at the Toronto Exhibition was very keen, both the "Meriden Britannia Co." and the "Toronto Silver Plate Co." having put forth every effort to win the coveted honors. We don't know who the judges were, but they seem to have been under the impression that "honors were easy," as they awarded each of them gold and silver medals. In both cases the exhibits were exceedingly handsome, and reflect the highest credit upon the manufacturers. We understand that in both exhibits, all the goods were made from the metal in their respective factories. This branch of manufacture has certainly made great strides in Canada since the advent of the N. P.

SENSIBLE.—The Africans do not believe in long-winded essays even in their diplomatic treaties. The extradition treaty between the King of Ethiopia and the Khedive of Egypt is as follows, and embraces every criminal case:—"His Majesty the Negossa Negust and His Highness the Khedive engage to deliver up, one to the other, any criminals who have fled to escape punishment from the dominions of the one to the dominions of the other." This is just about the kind of a treaty Canada wants with the United States. If it were made we would have fewer burglaries and embezzlements and absconders on either side.

We cannot too strongly impress upon Canadian jewelers the importance of looking thoroughly into the question of protection against burglary. From fire they can be protected by adequate insurance, but protection from the midnight mechanic can only be secured by exercising every possible precaution. It is said that "Eternal vigilance is the price of liberty," and it is also the price that our trade have to pay for the security of their goods from the clutches of the burglar. Take THE TRADER'S advice on this matter and get a first-class safe and employ all the other precautions that we have suggested, and you will lessen this risk very materially.

SOME ten thousand dollars has been subscribed by the citizens of Windsor, Ont. to maintain the E. & T. Barnum Wire and Iron Works branch in that town. For several weeks the managers of the new works have been making arrangements with Mr. Eason to get the works out of the hands of a stock company. Last week the Managers, F. S. Evans and G. G. Booth, agreed with Mr. Eason that if those who held stock in the concern would take back their subscriptions the three would run the works in partnership, Mr. Eason to furnish the capital which would be required. This was agreed to, says the *London Free Press*, and the concern is now solely in the hands of the

American Watch Company.

THE LARGE increase of our plant during the last three years, and the economies resulting therefrom, enable us to make a substantial reduction in some of the grades of our goods, and to give the benefit of it to our customers and the public, without sacrifice to ourselves or the standard excellence of our productions.

We do not, however, intend to pursue the policy adopted by some other companies, of selling any grade of our goods at a loss, for the purpose of inducing the sale of higher grades which, although giving good value for the money, yet, from their higher price, must naturally meet with a limited sale.

All our prices are regulated by cost and intrinsic value, and an experience of nearly thirty years has so far satisfied watch buyers and watch wearers of this and other countries of the superior quality of our watches as timekeepers, that we are enabled to maintain a slightly higher range of prices throughout our entire list than any of our competitors, with entire satisfaction to ourselves and the public.

We disclaim any intention or desire of making a watch to compete in lowness of price with the cheapest grade of goods steadily poured upon the market. On the contrary, as we never, under any circumstances, intend to put other than good timekeepers on the market, we consider the constant reducing of prices below the cost of really good work, as practiced by certain watch companies, to be prejudicial to the permanent good name of American watches.

We could, of course, by the employment of cheap and unskilled labor and the use of inferior materials in manufacture, make goods for as low and no doubt much lower prices than other companies, but the tendency of lower prices reached in this way is not consistent with the uniform excellence we wish to maintain, and, if persisted in, must inevitably result in a general deterioration of workmanship and of product, by which the public and ourselves would be, in the end, the great losers.

We challenge competition in the price and quality of our WATCH CASES if gold is weighed against gold, but not if our gold is weighed against steel springs and other base metal which our competitors weigh in and sell at the price of gold. Our movements are often sold by dealers in cases of other make than our own, and it frequently happens that a good movement is used to sell a bad case, or that a badly made inferior case throws discredit upon a good movement. In either case purchasers are warned against the results of this practice. We intend, in the future, as we have largely in the past, to case our own product, and thus avoid all question as to the character of either the watch case or the watch movement.

To reiterate:—The WALTHAM WATCHES are deservedly popular, because the purchaser as a rule, gets the best value for the money expended. The dealers are enabled to sell the goods with comparatively little trouble, and, at the same time, please their customers and make a profit for themselves.

AMERICAN WATCH COMPANY,
WALTHAM, MASS.

ROBBINS & APPLETON, GENERAL AGENTS,

New York.

Chicago.

Boston.

London, Eng.

Sydney, Australia.

above-named gentlemen, Mr. Evans being manager, Mr. Booth Secretary, and Mr. Eason Treasurer. The works will be immediately removed to the new building near the ferry landing.

IT IS SAID that one of the recent jewelry seizures in Winnipeg for evasion of Customs' duties were the result of a deliberately put-up job. It appears that a well-known jeweler was induced to smuggle by a Government official, in the pay and confidence of the Customs' Department, and when the seizure was made there was a division of the spoils. Now that the thing is over it seems that the small fry complain that they did not get their fair share of the plunder, but that those "higher up" gobbled the most of it. In this connection some interesting developments may shortly be expected. It is also rumored around Winnipeg that sundry persons in Her Majesty's service, and supposed to be gentlemen, are sporting around watches and other jewelry that were never either bought or paid for. It seems to us that it would be in order for some member at the next meeting of parliament to move for all the papers and particulars of the Winnipeg jewelry seizures, and of the management of the affairs of that port generally. If this were faithfully done we think there would be a general cleaning out to the very great benefit of the public in that region.

WORKSHOP NOTES.

COPYING INK.—Fine writing on glazed paper will give one or two fair copies without calling in the assistance of a press or water if use is made of a writing solution of three parts of good jet-black ink and one part of gelatine.

LUMINOUS PAPER.—A luminous water-proof paper, which may be of use in places not well adapted for the application of the so-called luminous paint, may be made from a mixture of 40 parts pulp, 10 parts phosphorescent powder, 1 part of gelatine, 1 part of potassium bichromate, and ten parts of water.

MAHOGANY STAIN.—A wash of one part nitric acid in ten parts of water will impart a stain resembling mahogany to pine wood that does not contain much resin. When the wood is thoroughly dry shellac varnish will impart a fine polish to the surface. A glaze of carmine or lake will produce a rosewood finish. A turpentine extract of alkanet root produces a beautiful stain which admits of French polishing. Asphaltum thinned with turpentine makes an excellent mahogany color on new wood.

TEST FOR GLUE.—The following simple and easy test for glue is given in the *Tickler-Zeitung*: A weighed piece of glue (say one third of an ounce) is suspended in water for twenty-four hours, the temperature of which is not above 50°. The coloring material sinks, and the glue swells from the absorption of water. The glue is then taken out and weighed; the greater the increase in weight the better the glue. If it then be dried perfectly and weighed again, the weight of the coloring matter can be calculated from the difference between this and the original weight.

HARDENED CAST IRON.—The *Manufacturers Gazette* says that cast iron may be hardened as

follows: "Heat the iron to a cherry red then sprinkle on it cyanide of potassium and heat to a little above red, then dip. The end of a rod that has been treated in this way could not be cut with a file. Upon breaking off a piece about half an inch long it was found that the hardening had penetrated to the interior, upon which the file made no more impression than upon the surface. The same salt may be used to case-harden wrought iron.

OTHER NOTES.

THE PESKY MOSQUITO.—Yellow fever is said to be propagated by the sting of the mosquito, on the authority of Dr. Carlos Finlay, of Havana, who has seen under the microscope spores and filaments of a particular nature on the sting of one of these insects that had just bitten a patient suffering from yellow fever.

WATERPROOF CLOTHING.—Waterproof clothing which allows a free passage for respiration can be prepared by dipping in a solution of acetate of alumina. The latter is made by adding a solution of acetate of lead to a solution of alum, and decanting the mixture from the sulphate of lead which is precipitated. The articles are dipped into this liquid and allowed to dry, without wringing them.—*Rundschau fur Pharm.*, etc.

THE BEAUTIFUL SNOW.—The first snow fall examined by Floegel gave in the purest melted snow water nine forms of diatoms, confervae, spores, alive or apparently alive, fourteen forms of pollen or other parts of animals and plants, and five forms of mineral substances. The subsequent snow fall, however, besides these forms of dust invariably gave iron, and the total amount of the latter was in one can about 1,830,000,000th of the volume of freshly fallen snow.

TESTING WATCHES.—A great Swiss marine and pocket chronometer competition is now going on at Geneva, to last over eighty-three days. A special stove in which an invariable temperature can be maintained for several consecutive days, was built. For five days the chronometers placed therein will be placed at one temperature, which will afterwards be raised by degrees at a time from 5° to 35° Centigrade, and then reduced in like manner from 35 to 50 per cent.

T. WHITE & SON,
MANUFACTURING JEWELERS,
Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted.

—FOR THE TRADE.—

N.B.—A variety of Stones and Imitations of all kinds in Stock.

C. WRIGHT,

WHOLESALE DEALER IN

Watch
Materials.

FINE AND COMPLICATED WATCH.
REPAIRING A SPECIALTY.

71 Yonge Street, Cor. King,
TORONTO.

JEWELERS ATTENTION.

—TWO—

Walnut Wall Cases

FOR SALE AT A BARGAIN.

MADE EXPRESSLY FOR THE
JEWELRY TRADE.

Apply to

F. CHINNOCK,

NAPANEE, ONT.

SPECIAL.

For the next three months we will give our customers special net prices on our stock of

SWISS SILVER WATCHES.

These goods are all of first-class quality, and, at the reduced prices we now quote, are lower than watches of similar quality ever before offered to the trade in Canada.

We are also offering big bargains in Black Goods, and our cut prices on

HORN, RUBBER AND JET JEWELRY

will be found lower than any house in the trade.

Send for a sample of our new

CHEAP

AMERICAN LEVER WATCH.

This watch is now offered in Canada for the first time, and is a reliable time-keeper and the cheapest American Lever Watch ever offered to the jewelry trade.

McNAUGHT & LOWE.



ASK YOUR JOBBER
 —FOR—
 QUIGLEY'S
 NEW PATENT
 INVISIBLE JOINT CASE,
 THE FIRST
 DUST PROOF HUNTING WATCH CASE
 EVER MADE.



This Case is made in Key or Stem Wind, Hunting or Open Face.

**WEIGHS IN SILVER 3 oz., 4 oz. and 5 oz. IN GOLD,
 ANY WEIGHS OR KARAT.**

INTELLIGENT AND CLOSE BUYERS

Would do well to bear in mind the fact that Watch Cases (Gold and Silver)
 Manufactured by me and Stamped

“QUIGLEY,”

are now sold to the trade at the
 same price as American
 Cases,

LESS THE DUTY.

ALL GOLD AND SILVER

used in the

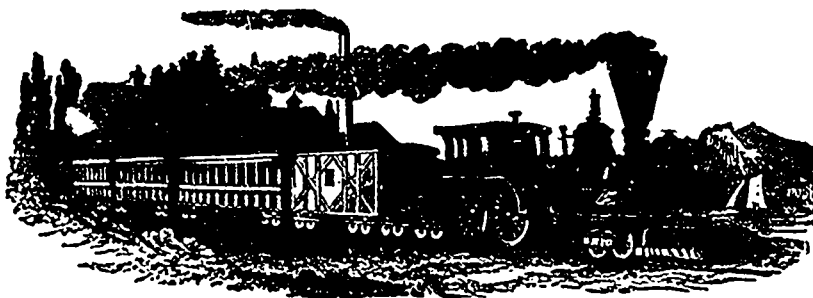
QUIGLEY CASES

is received from and guaranteed
 by the

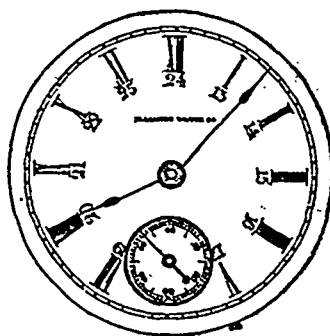
U. S. Assay Office.



ON TIME!



The ILLINOIS SPRINGFIELD
“RAILROADER.”



Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new
 EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT

Warranted by the

ILLINOIS WATCH COMPANY.

FOR SALE BY ALL JOBBERS.

THE
BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN.



24.

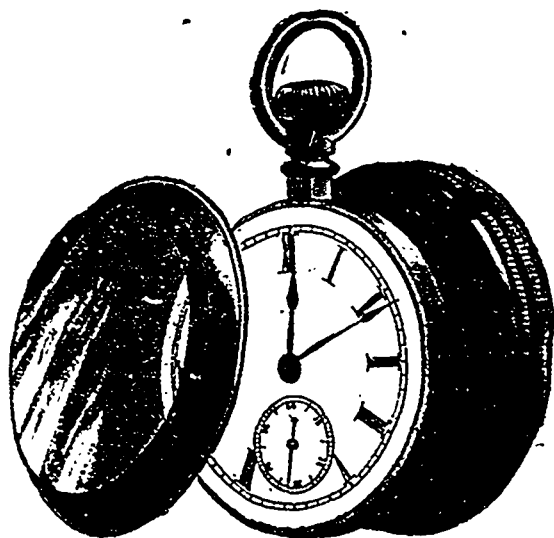
Our Patent Snap Bezel
 Dust Proof Cases in Filled
 and Solid Gold, also a Full
 Assortment of Regular Line
 of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



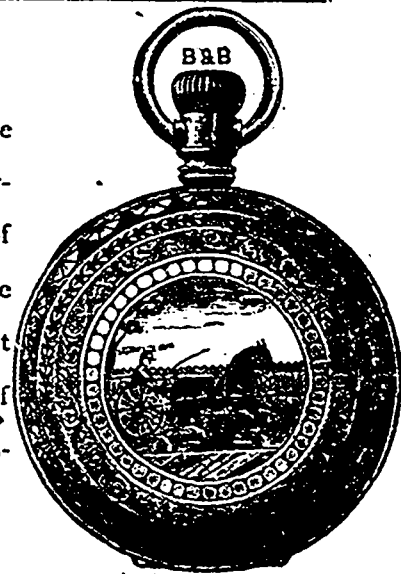
25.

SOLD BY ALL JOBBERS



Front Sectional View of
 PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case
 is desirable for Railroad Pur-
 poses, or wherever a Dust Proof
 Case is needed. And there
 being no Springs or Cap, it
 enables us to make a Case of
 Better Proportions than is pos-
 sible in a Regular Case.



22

Back View of
 PATENT SNAP BEZEL CASE.

New Patterns of Engraving

—ON—

KEYSTONE

COIN SILVER WATCH CASES.

Do not sort up your Stock until you have examined them, as they are entirely new, and are to be found only on these goods.



FOR SALE BY
ALL CANADIAN WHOLESALE HOUSES.

A. C. ANDERSON & CO.,

DIAMOND RINGS. DIAMOND RINGS.

9 K. GEM RINGS. GEM RINGS.

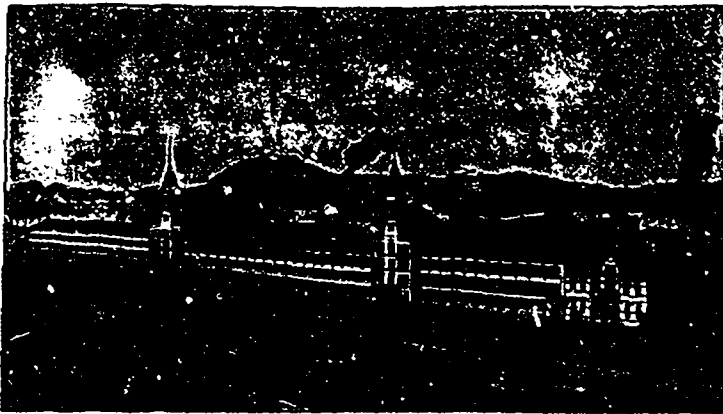
12 K. GEM RINGS. GEM RINGS.

15 K. GEM RINGS. GEM RINGS.

AMERICAN JEWELRY

We have just received an extra large stock of above the goods. They are New, Neat, Tasty and Remarkably Cheap.

A. C. ANDERSON & CO., HAMILTON, ONT.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,
IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF
SWISS WATCHES IN GOLD, SILVER & NICKEL.
GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING.

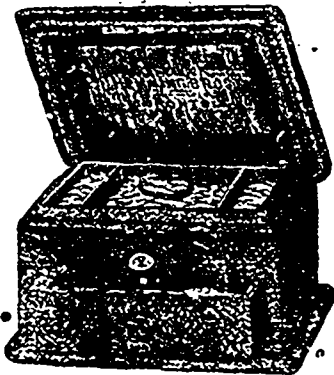
H. K. S. HEMMING.

TORONTO CASE COY.

52 ADELAIDE STREET EAST,

HEMMING BROS.,

MANUFACTURERS OF



- | | |
|-----------------------------|----------------------------|
| WATCH BOXES. | PAPER NEST BOXES. |
| JEWELRY BOXES. | WOOD MAILING BOXES. |
| SILVERWARE BOXES. | JEWELRY CARDS AND FINDINGS |
| JEWELRY CABINETS. | OF EVERY DESCRIPTION. |
| SILVERWARE CABINETS. | MEDICINE CHESTS. |
| TOILET & ODOR BOXES. | SURGICAL INSTRUMENT BOXES. |
| BRUSH, COMB & MIRROR BOXES. | FANCY BOXES, &c. |
| MUSIC ROLLS AND HOLDERS. | |



The above made in Plush, Morocco, Leather, Satin and Velvet.

Jewelry Show Case and Safe Trays for Rings, Watches, Locketts, Charms, Chains
BRACELETS, &c.

OUR SPECIALITY:

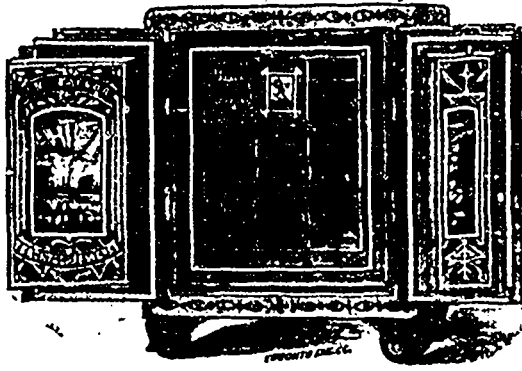
Travellers' Trays for Watches, Rings, Locketts, &c. Plain Canton Flannel Bottom Trays.

THE LATEST!

HEMMING'S PATENT SPRING SELF-LIFTING TOP!

By this ingenious invention Jewelers are saved the endless trouble of keeping open their boxes in the show cases by simply pressing on the catch, the cover flies back and remains open. Sample box sent by mail.

HEMMING BROS.



J. & J. TAYLOR,
TORONTO SAFE WORKS

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors

ALSO MANUFACTURERS OF

**Burglar Proof Safes, Vaults, Vault Doors, Bank Locks,
 Combination Locks, Prison Locks and all Kinds
 of Fire & Burglar-Proof Securities.**

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

**FOR THE BEST AND LARGEST STOCK OF
 FRENCH MARBLE CLOCKS,**

—IN CANADA, GO TO—

McNAUGHT & LOWE'S,

16 WELLINGTON STREET, TORONTO.

Montreal Optical & Jewellery Company,

1685 Notre Dame Street,

MONTREAL.



THE ONLY CANADIAN HOUSE MANUFACTURING

SPECTACLES, EYE-GLASSES AND CASES.

The M. O & J Co. keep on hand the Largest and Best Assortment of Specs and Eye-Glasses, in gold, silver, nickel, gold plate, steel and rubber, in the Dominion.

OCULISTS' PRESCRIPTIONS AND REPAIRS PROMPTLY ATTENDED TO.

N.B.—Fine Rolled-Gold Plate Jewellery a speciality.