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# THE TRADER.

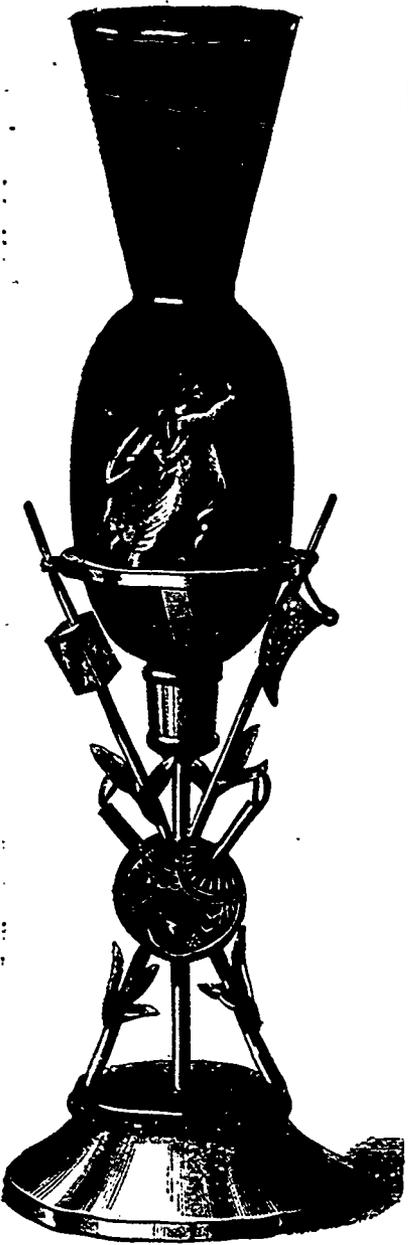
"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, JANUARY, 1881.

NO. 5

## CARD OF THANKS.



Zimmerman, McNaught & Co. desire to take this opportunity of thanking their numerous customers throughout the Dominion of Canada for the continued confidence and generous support that has been accorded them during the past year, and to wish them, one and all,

**"A HAPPY NEW YEAR."**

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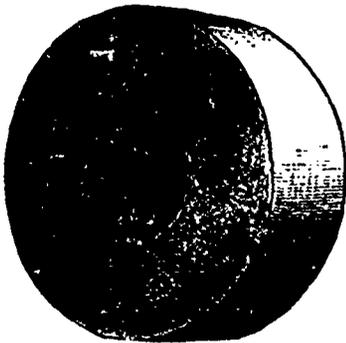
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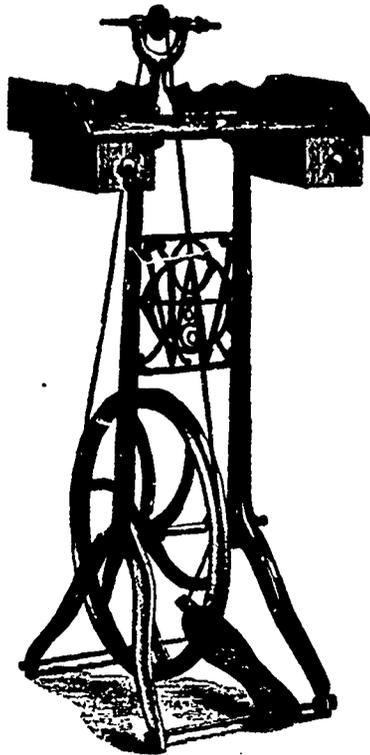
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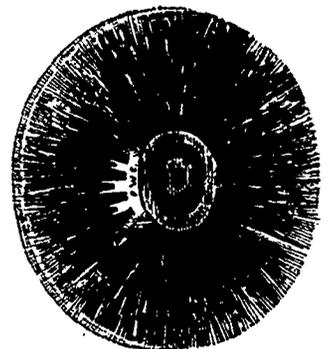
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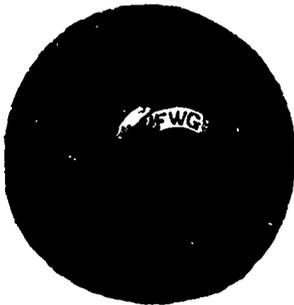
Felt Buff.



LATHE.



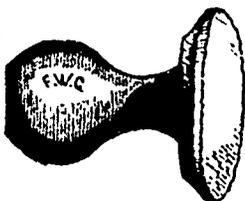
Bristle Brush.



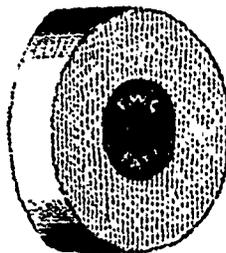
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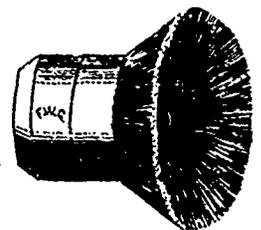
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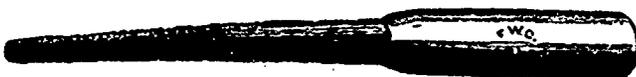
Inside Case Buff.



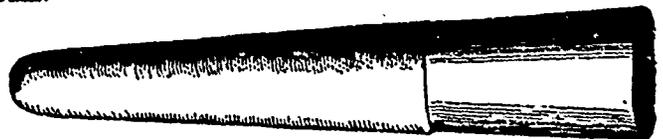
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Inside Case Brush



Inside Ring Felt Buff.



Inside Ring Cotton Buff.

We supply with this very complete Lathe besides above illustrated Brushes and Buffs, 1 Emery Wheel, 1 Circular Saw, 1 Box Tripoli and Rouge, and 6 ready-made Drills. Lathe is made entirely of Iron excepting top and drawers, which are of Walnut. Cheapest Lathe ever sold. Send for prices.

## THE TRADER.

TORONTO, ONTARIO, JAN., 1881.

Distributed free to every Jeweler and Hard ware Merchant in Canada.

## Advertising Rates.

Full Page, - - - \$20 00 each issue.  
 Half Page, - - - 12 00 "  
 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.

All business and other communications should be addressed to

THE TRADER PUBLISHING Co.,  
 No. 17 Adelaide Street East, Toronto, Ont.

## OUR NEW-YEAR'S GREETING.

Our present issue, coming as it does in the midst of the holiday season, is a most fitting time for us to convey to the many readers of "THE TRADER" our sincere congratulations upon the present favourable business outlook, and to wish them one and all "A Happy New Year."

We trust that with the year 1880 the last trace of hard times will have taken its departure from this country, and that the year now just begun will not only be the precursor of better times, but the initial year of a long era of national prosperity.

## THE HOLIDAY TRADE.

The reports of the holiday trade from all parts of the country is unusually satisfactory, and without doubt has been the best season the retail trade has experienced for the past six or seven years. From every section we have almost the same report, sales larger than usual and money more plentiful than before. Everybody seems to have had money to spend, and they have spent it freely, and the activity of the recent holiday trade has reminded us very much of the good old days of '79, and has been to us one of the most convincing proofs that the prosperous times we have been looking for so long have really come again.

As we predicted in our last issue the holiday trade came on with a rush, and the dealers who had their stocks fully assorted were the gainers by it. The present tendency is to keep fuller and better assorted, though not necessarily much larger stocks than heretofore, and as a rule the dealer who has the best assort-

ment of goods will effect the largest amount of sales in proportion to the value of his stock. We are glad to know that trade in general has been so satisfactory, and we trust that the revival may extend throughout the whole year, and not simply be a reminiscence of the holiday season.

## THE OUTLOOK.

So far as the Dominion of Canada is concerned the condition of trade was never better than it is at present. Our dealers have learned from experience how to make the most of their means, how to buy close, and more important still, how to keep down expenses. The secret of success in these days of keen competition is how to keep down the expenses as low as is consistent with efficiency, and make money by saving money. Our dealers have also learned the important lesson of buying carefully so as not to overload their stocks, and it is highly important that they should be seconded by the jobbers in this respect, for it is certainly as important to the latter as to the former to see that his stock is large enough for his requirements and no larger, and that he does not go on accumulating bad and unsaleable stock, and as a consequence get behind with his payments. It may be safely taken as a rule that a small and attractive stock of new and desirable goods, always kept abreast of the times by the careful addition of novelties, is a much better paying investment than a heavy stock that hangs on the hands and grows old and shop worn before it can be disposed of. Everything at the present time points to a prosperous era ahead and our merchants should, while exercising sufficient caution, get themselves ready to provide for a larger and better paying trade than they have had for years past. The new year 1881 opens with promise of great things, and it needs only prudence, energy and good judgment on the part of our merchants to make its returns commensurate with the present expectations.

## OUR CANADIAN ELEPHANT.

The all absorbing topic in Canada at present is, without doubt, the bargain between the Government and the Pacific Railway Syndicate. It is quite apparent from the utterances of our political press, that the roseate or sombre hues of the bargain are very much in keeping with

the tint of the political spectacles through which they are seen; and it is for this reason, mainly, that we take the ground that this question should be considered solely on its merits, and party consideration left entirely out of the issue.

We have been told that this is a question for politicians only, and one that we, as commercial journalists, have no right to discuss; we deny the force of any such contention, and insist that this is not only a commercial question, pure and simple, but one, moreover, that is so momentous in its effects upon the future of our country, as to make it an imperative duty for every commercial man of any standing whatever, to speak out his mind, and that with no uncertain sound. We think that this question has too long been made a handle of by politicians for party purposes, and that the sooner our members of Parliament can be made to understand that the country is determined to treat this bargain as a commercial question, and try and get "value for their money," instead of a good thing for their party, the better it will be for all concerned. In approaching this question we shall, leaving politics entirely to one side, look at it solely from a commercial standpoint, and we trust that if some of our readers differ with us in opinion, they will at least give us credit for sincerity.

In the first place we think that while it would be well to have a transcontinental railway across Canadian territory, it is not a pressing necessity. Everybody, except the most rabid of politicians, must now admit that this scheme, inaugurated solely for political purposes, was premature.

Ten years ago our rulers, then totally in the dark as to its cost, pledged the country to build this gigantic railway; the reasons then assigned were the political buncombe of a military highway which should unite and consolidate our scattered provinces, and the addition of the trade of the newly admitted Province of British Columbia, with its teeming population of about 15,000 souls. This stupendous undertaking was to have been completed in ten years from date of agreement, 1870; the time has now expired, and although nearly thirty-five millions of dollars have been expended upon it, we are still only upon the threshold of its construction. The political buncombe of a grand transcontinental military highway has gradually fizzled out, while the magnitude and importance of the British Columbian trade is now

estimated at pretty nearly its true value.

The want of the hour is cheap and rapid communication with our northwest territory by an all Canadian route, if at all possible, at reasonable expense. To our mind the most important part of the road is the section from Fort William to Winnipeg, for this, with the existing waterways, will give us an all Canadian route, available for nearly eight months in the year, to the fertile lands in the northwest, and will answer our purpose until the all rail line is completed. This portion of the road, however, is already under contract, and it is expected that it will be completed and in thorough running order in about eighteen months.

The next section in importance is that from Winnipeg to the Rocky Mountains. It runs almost entirely through the prairie country, is easy and inexpensive to build, and is a pressing necessity for colonization purposes. It is the key of the rich prairie lands, and its construction should be entered upon at once and pushed with all the vigor that the government possesses.

The third section in importance is the eastern or Lake Superior Section, which will unite the central or prairie section with the railroad system of Ontario and the east. This section, while it would be of immense value to Ontario and Quebec, can hardly be considered as an immediate necessity, seeing that in the summer months we will have direct communication by the Lake Superior and Fort William route, while winter and summer we can use the all rail American route via Chicago and St. Paul.

The fourth, and least important of all the sections is that over the Rocky Mountains and across the western slope through British Columbia. Commercially speaking, this section is at present unnecessary, and the construction may, therefore, be delayed, without any very important loss of traffic, until some period in the future when the necessities of the case will demand its prosecution. Such is our view of the relative importance of the different sections of this road and the order in which the work should be prosecuted.

From this standpoint it is evident that the present policy of constructing the entire railway is a mistaken one, because it involves the country in an expenditure for which there is no pressing necessity, and for which no adequate return can be obtained for many years to come.

Without doubt the central or prairie section will pay almost from the start, if

proper land regulations are enacted, and emigration encouraged as it should be. The eastern, or Lake Superior section, in our opinion, although passing through an inhospitable country for settlement, but which will probably prove rich in mineral products, will no doubt pay as soon as completed because both the natural produce of the Great North-West seeking its way to the seaboard and the manufactured goods which it must of necessity import from the Eastern Provinces or Europe must find their way over this section, provided always that the freight rates are low enough to induce shippers to use this direct route in preference to its round-about competitors. This being the case, we think that the Government have acted unwisely in forcing on the country a contract which includes the western, or as is generally admitted the useless part of the road, when there is no immediate necessity for it, and the promoters of the scheme admit that the fact of its being included in the contract has detracted greatly from their success in negotiating for its construction and added materially to the cost of the enterprise.

According to Sir Charles Tupper's statement, "there are at present three parallel lines of railway chartered by Parliament, which are to run from the province of Manitoba to the foot of the Rocky Mountains. These lines are, according to the Minister of Railway's statement, to be built by private Companies, who have so much faith in the future of the country, that they are willing to construct them with their own money, provided only that the Dominion Government will sell them lands at \$1.00 per acre, in the country through which they pass in order to enable them to construct and operate their lines." This is a singular contrast to the present agreement under consideration, by which the Government propose to give the syndicate to aid them in the construction of a parallel railroad through the very same section of country, a cash bonus of \$10,000, and a land bonus of 12,500 acres per mile. Taking the land as being worth \$8.00 per acre, which no doubt will prove to be less than its real value, as a glance at the article, on another page, on the value of railroad lands in the United States will testify, we have as a bonus for this prairie section of say 1,000 miles—cash, 1,000 miles at \$10,000 per mile \$10,000,000, and land 12,500,000 acres at \$8.00 per acre, \$97,500,000, or in all

a grand total of \$47,500,000. Now, looking at this matter from a purely commercial standpoint, one would naturally say that there must be something wrong, where there is such an enormous discrepancy, certainly one of the parties must be laboring under a very grovius mistake. If the Syndicate is getting only a fair bonus for their road, what a foolish lot of people must those gentlemen be who propose to build a similar road through exactly the same kind of country for forty-seven and a half millions of dollars less bonus in money and lands, and actually think they are getting a favor from the Government when they are allowed to purchase lands for \$1.00 per acre. Commercially speaking, however, it is more than probable, that as there are according to Sir Charles Tupper's statement, three distinct Companies who are so foolish as to be willing to risk their own money in order to construct these roads and also pay the government \$1.00 per acre in addition for the lands they acquire, and fancy they can make money out of the operation, that there must be some very good grounds for their belief. The general opinion is that capitalists will not risk their money without fully counting the cost of any proposed venture, and for this reason it is quite evident that the bonus for the Central Section in enormously in excess of what it should be. Indeed we have no hesitation in saying that if the Government were to-day to advertise for tenders for its construction even without the monopoly clauses of the contract, they could get plenty of companies to construct it for less than half the present bonus, provided it became their property on completion. Our belief is that on these conditions a company could be formed to build it for a grant, in lands alone, of 5,000 acres per mile or five millions of acres in all, equal, at the price we have before calculated the value of such lands, to \$15,000,000. This would effect a saving on this section of \$10,000,000 in cash and 7,500,000 acres of land, which at \$8.00 per acre would be \$22,500,000, equal in all to \$32,500,000.

If any additional proof were wanting to strengthen this view, section 5 of the present agreement would amply furnish it. This section provides that the Syndicate shall pay to the Government the actual contract cost of the 100 miles of railway west of Winnipeg, now nearly completed. The contract price of this

section was \$6,000 per mile cash. The steel rails which are provided by the Government, calculating 88 tons per mile would cost \$8,000 per mile, thus making the total cost per mile \$9,000, or, \$900,000 for the whole section of 100 miles, while on its completion the Railroad would be owned by the Government. Now, according to Section 9, clause A, of the contract, the Syndicate is to receive from the government for the \$900,000, the actual cost of the road paid by them, cash \$10,000 per mile, (or \$1,000 a mile more than they pay for it), or \$1,000,000 in all, and a land grant of 12,500 acres per mile or 1,250,000, which at \$8.00 per acre would amount to \$8,750,000, or, in all a grand total of \$4,750,000. In other words for their \$900,000 the Syndicate receive—the road itself, and \$4,750,000 as a bonus for their kindness in taking it off the country's hands. At the same rate of construction, the central section of 1,000 miles at \$9,000 per mile would cost \$9,000,000 in cash, but the Government would own the road, which would always be an asset and supposed to be value for its cost. Under the contract the Syndicate get from the government \$10,000,000 in cash (or \$1,000,000 more than they could let out the contract for,) and 12,500,000 acres of land which at \$8.00 per acre would amount to \$97,500,000, thus making a grand total of \$47,500,000—or \$88,500,000 more than its actual cost, and not only this, but a present of the entire road itself into the bargain.

If this 100 mile contract costing only \$9,000 per mile is a fair sample of the central or prairie section, it is quite evident that our estimate of a 5,000 acre land grant (equal to \$15,000) per mile would be an amply sufficient bonus to build this part of the road, provided that the road itself become the property of the company on completion.

This being so, and from the facts which are coming to light every day we see no reason to doubt it, we think it would have been better for the Government to have let this section separately, and then devoted the money and lands thus saved to the work of pushing forward the Lake Superior section.

For this section assumed at 650 miles they have in the contract set aside a subsidy of \$15,884.61 per mile, or \$10,000,000 in money, and 9,615 acres of land per mile, or 6,250,000 in all, equal at three dollars per acre to \$18,750,000; total \$28,750,000. Now

if this is anything like the real value of the work, or rather the loss on the undertaking, for it is always assumed by the Government that the subsidy is given for the purpose of getting the Syndicate to swallow something that is in itself bad and unpalatable, it seems to us that with \$32,500,000 saved from the central section they would be in a pretty fair position to proceed with the work. If this amount were deemed insufficient they could increase this subsidy one half which would make it \$48,750,000 and still effect a saving of \$27,500,000 in the amount of the combined contracts of these two sections. As the amount of bonus for this section according to the contract is only \$16,250,000 and the road, we think it might be fairly assumed that it could be let by public tender for \$48,750,000 and the road into the bargain. We believe strongly in pushing forward the Lake Superior section to a speedy completion, and think that the contract should be completed if possible in five instead of ten years. While we are well enough off during the season when navigation is open, we must, until this section is completed, be compelled to find our way through the United States, and be subject at all times to the vexations of bonding and other restrictions imposed by their Government, and the only way by which we can ever become thoroughly independent is to build this line on our own territory. In the meantime we think that the Sault Ste Marie line should be pushed forward with all possible dispatch. This would give us a choice of routes, and consequently cheaper rates, and even after our own Lake Superior section was finished, would be useful in securing for our main line a large share of the through carrying trade of the produce of the North Western States, which would thus find its shortest and cheapest way to the ocean.

In regard to the bargain now before the public we think it is an extremely bad one for the country and a good one for the Syndicate.

According to our calculations we agree to pay them as follows:—

Cash.	\$25,000,000
Works already constructed or which will be completed by the Government.	35,000,000
25 million acres land @ \$3.00 per acre.	75,000,000
Total.	\$135,000,000

Now if this was simply a contract by which the Syndicate should build the road it might be considered a fair price, but when we come to consider that after the road has been built and paid for entirely with our own money, it will not belong to us but to the company, it strikes us that we are paying rather "too dear for our whistle." But there are other and graver objections to the bargain than even this, bad as it is. The disadvantage at which it puts the trade of Ontario as compared with that of Quebec, the creation of a monopoly by the action of government refusing to allow the construction of competing lines to the south of it for twenty years, the inadequate and unfair distribution of the bonus over the different sections by giving the greatest bonus for the easiest constructed portion of the road, and last but not least the failure of government to provide sufficient legislation by which a fair upset price shall be fixed upon the land and the interests of the settler and country thus protected. As each one of these features would furnish material for a lengthy article in itself, we shall not do more than mention them here. We trust, however, that before parliament passes judgment upon this question, the commercial men of Canada who have such a large interest in the future of the great North-West as a market for their manufactures, and the farmers whose descendants must naturally look to that part of the Dominion for their future homes, will enter such a decided protest against the unjust points of this contract, that our rulers may be compelled to amend them before it is too late. This the most important question we have ever had before us, and it is one which more closely affects our national prosperity than any which we have been previously called upon to decide. With all good men and true who believe in country before party we will hope that the decision of Parliament may be so influenced and directed that it may legislate in this matter in the manner best suited to the present interests of the country and its future prosperity.

ARRANGEMENTS are nearly completed at Kingston for the founding of a new industry, the manufacture of charcoal iron. It is intended to commence operations with a capital of \$40,000 merely manufacturing charcoal blooms at first, but if successful, the capital would be increased and operations extended to the manufacture of bar iron and Canada plate.

### Selected Matter.

#### BLACK PEARLS.

A contemporary says: "In reference to the recent discovery in Vienna of a valuable black pearl, supposed to have been one of the three of the same color that formerly adorned the English Crown, the Banff correspondent of *The Aberdeen Free Press* states that a gentleman there had shown him a black pearl of rare value and beauty that had been brought to this country a good many years ago from South America by a shipmaster. The pearl is oval-shape and is about the size of a small pea; and although jet black, it has a polish of great brilliancy. It has been cut slightly on one of the sides as if it had been provisionally placed in setting.

Black pearls are really not very uncommon: they are found, says Mr. Streeter, in the Gulf of Panama, and in Western Australia, and rise in value from \$5 to \$50 a grain. It appears that inferior colored pearls are sometimes dyed black or russet brown, and sent into the market that only a very inexperienced eye can be deceived by them. The author just quoted, states that the Empress Eugenie, consisting of a row of matchless black pearls, realized the large sum of \$30,000 after the removal of the pearl forming the snap, which was subsequently sold for 1,000 guineas to form a centre of a bracelet.

With regard to pink pearls, of which mention has been made above, we may remark that, when fine and large, they command exceptional prices. They are found in the rivers of South America, and in the Bahama Islands, and vary in value according to their quality, shape, and size, the price ranging from five shillings to \$80 per gram. This kind of pearl is apt to have an irregularity of form which unfits it for use as a personal ornament. It is imitated in pale pink coral, cut and finished for the purpose, but the counterfeits fail to present the peculiar sheen which distinguishes those that are genuine.

#### TRADE MARKS.

In the United States Circuit Court of Maryland was recently decided an interesting case on the above subject. The complainant was a manufacturer of bluing at Boston, Mass., who had devised and adopted as a trade-mark, certain devices and marks, and a certain form of

package to identify his goods. The complaint was that the Respondent engaged in the same business in Baltimore, had sold his bluing in boxes designed to imitate those of his Boston rival. For the defence it was contended that complainant was entitled to exclusively use only the *fac-simile* of his signature, the dates of the patent and re-issue thereof and the word "crystal." The matters complained of as having been imitated, viz., the size, form and color of the boxes, the blue color of the label, the lettering, type, phraseology, and the red top of the boxes, it was contended were such as belonged to commerce and the public in general, and were incapable of exclusive appropriation by any one.

When the cause came on for hearing it was shewn in evidence that the name and place of manufacturer on the labels, and many of the words were different, but that the color, size, type, arrangements and divisions were in such exact similitude in all respects as to divert attention from the differences, and to produce the impression that the wares were the same. Under these circumstances the Court held that as a simple matter of trade mark, the respondent was sustained in the position assumed by him, but that he had nevertheless been guilty of improper, and inequitable conduct to the complainant in having designedly so put up, labeled and packed his goods that purchasers for whose use they are intended are misled and deceived. The fundamental rule applicable to such cases is stated to be that one man has no right to put off his goods for sale as those of a rival dealer, and that "he cannot, therefore, be allowed to use names, marks, letters or other *indicia* by which he may induce purchasers to believe that the goods which he is selling, are the manufacture of another person." A decree was accordingly made in the complainant's favor.

#### SALES OF AMERICAN LAND GRANTS

Mr. Poor, the compiler of the "Railroad Manual," has forwarded to Mr. F. W. Glen an extract from the forthcoming volume of the Manual for 1881. The extract shows the total number of acres sold by the American companies, the number sold during the last year, and the price paid per acre obtained last year. In the case of most of the roads the information is brought down to June, 1880, and as to the others to December, 1879.

The following remarkable state of affairs is shown:—

#### SALES OF AMERICAN LAND GRANTS.

	TOTAL DURING		PRICE PER	
	ACRES SOLD	LAST YEAR	ACRE LAST YEAR.	ACRE LAST YEAR.
Southern Min ..	---	4,252	86	79
Hannibal & St. J	512,999	64,273	7	76
Burlington & Mo	1,041,526	514,098	6	15
St. P. & Sioux C	321,544	80,955	6	65
Union Pacific ..	3,166,997	402,707	4	05
Central Pacific..	726,636	91,270	3	54
Kansas City, Fort Scott, etc. ....	441,708	32,760	4	26
Kansas City, Lawrence & So'n	199,760	20,216	3	23
St. Louis & San-Francisco ..	553,874	40,344	---	---
Iowa P. & Sioux City ..	314,276	36,266	---	---
Chicago, B. & Q.	---	26,140	14	65
Illinois Central..	2,314,143	19,928	6	08
Northern Pacific.	2,593,983	304,277	2	67
Sioux City & St. Paul ..	232,137	33,672	6	30
Grand Rapids & Indiana ..	---	80,923	11	61
Chicago, Rock Island & Pacific..	371,854	93,318	8	63
Chicago & Northwestern ..	557,575	103,140	3	20
Chicago, Milwaukee & St. Paul..	148,857	7,634	4	17

It will be observed that in every case where the land grant is situated in a State of average fertility, prices ranging from \$5 to \$14 are being obtained for the land. Even Northern Pacific land, which is as bad in quality as that which in our North-West is classed as uncultivable, is selling for \$2.67 per acre.

#### DIAMOND CUTTING.

The art of diamond cutting is usually supposed to have been invented by Louis Van Berquem, of Bruges, in 1456, but closer inquiry shows that he only introduced important improvements into a method already in use. It is said that there were diamond polishers, at Nuremberg in 1373, and the same trade was exercised early in the following century at Paris, where a cross-way called "La Curarie," once inhabited by the workmen, still exists among the diminishing relics of the past. Nor is it to be supposed that this art was entirely unknown to ancient nations. In India, from the earliest times, a mode of realising the crystal from its native husk was employed, which probably differed less in principal than in application from that now used in London and Amsterdam. The gem engravers of antiquity not only worked extensively with the diamond point, but in some rare cases engraved the "indomitable" stone itself. In the Duke of Bedford's collection, for instance, is a diamond engraved with the head of Poissonius, and one bearing the por-

trait of a Roman Emperor was to be soon at the Paris Exhibition of 1878. After the barbarian invasion, the art became the secret of a very few, without, it would seem, ever declining to distinction; for the diamond clasp fastened the imperial mantle of Charlemagne at his coronation had the natural faces of crystals rudely polished, and cut diamonds have occasionally been found on mediæval church ornaments.

The fashionable rage at present is for everything American. American ladies are the most eagerly sought for in London society; American writers command their own terms in the magazines, especially if they have certificates to show that they are real "American humourists; American novelists write for three or four periodicals at a time; in short, to "take" with the public, all things must come from New York, Boston, or Philadelphia, from a mouse-trap to a clothes-wringer, from a ballet-dancer to a countess.

We are glad to learn from the Melbourne papers, that Mr. D. D. Manson, the representative of the Waltham Watch Co., at the Melbourne International Exhibition, has disposed of their entire exhibit, for the sum of \$75,000. They have been bought by dealers residing in Melbourne, and will be delivered as soon as the Exhibition closes. We understand that Mr. Manson's sales have been very large since his arrival in Australia, and that the Company are highly pleased with his success.

SOME of our Canadian manufacturers have a world-wide reputation, and none probably are more justly famed than the goods turned out by our carriage makers. The past week one Montreal maker shipped a fine covered buggy to the Cape of Good Hope, while another firm in the same city shipped several vehicles of the same kind to Siam. Lord Dufferin justly appreciated the excellencies of Canadian made carriages and sleighs, and upon being appointed to his present post at St. Petersburg, ordered a double sleigh from a Montreal maker. British officers who have served with regiments stationed in Canada have also done much to advertise our makers, and orders from England and Scotland are not seldom received.

DETROIT is forming a company to build the Fontaine locomotive, which some

railroad men think will revolutionize the construction of locomotives. The Fontaine engine differs from the standard engine in having the power applied by a single rod on each side running from the cylinder to a large drive wheel immediately above the front driver on the ordinary locomotive. The upper drive wheel is of the same diameter as the lower, but it bears upon a flange several inches smaller than the lower driver, and thus brings into play the principle of large and small pulleys in the driving of ordinary machinery. The Fontaine locomotive also has no dead centres, for the lower driver acts as a huge balance wheel, carrying the upper wheel past the point where power is lost.

**BUSINESS CHANGES FOR DECEMBER**

John Webster, hardware, Brussels, Ont., has sold out to Benj. Gerry; Robert Keebe, tins &c., Newry, Ont., removed to Wellesley; Wright & Co., hardware, Napanea, Ont., dissolved, R. G. Wright continues; Wm. Lomon, hardware, Forest, has sold his business; G. H. Bertram, hardware, Lindsay, Ont., selling off and retiring from business; W. D. Brock, tins and stoves, Wyoming, Ont., has sold out; W. C. Allgeo, jeweller, Hamilton, Ont., been sold out by Sheriff; L. E. Battagay, jeweller, Toronto, selling out by auction; Jacob Graber, jeweller, Montreal, dead; Stuart & Sheppard, hardware manufacturers, Brockville, Albert Stuart, dead; M. C. Potts, hardware, Palmerston, has sold out; Decondu & Co., hardware, Joliette, Que., burned; Chinic, Beaudet & Co., wholesale hardware, Quebec, dissolved, Hon. E. Chinic retiring; new firm will be Beaudet & Chinic.

**NOTES.**

THE Toronto retail firm of Johnson, Dixon & Co. paints, oils, and glass, have sold out to Mr James W. Paton, Yonge St., in the same line, who took possession on 1st prox.

A CONTRACT to manufacture five thousand pairs of skates for Messrs Crathern & Caverhill, of Montreal, has been undertaken by the Guelph Sewing Machine Company.

ROBERT PATTERSON, late Great Western Railway and Manitoba excursion agent at Paris, took a severe attack of bronchitis on Friday afternoon and died at four o'clock next day.

THE efficient surveyer of Customs of this Port, Mr John Douglas, has received from the Department, we are informed, a handsome sum in recognition of his services as acting collector since the removal of the late collector Mr. James E. Smith.

THE owner of the diamond found at the ballast wharf, Newcastle, N. B., has returned from Europe, whither he went for the purpose of disposing of it. He was informed that his diamond was too soft, but the proposition was made that if he cared to run the risk it could be worked and he be paid what it was worth. This proposal was not accepted.

IT is stated that small silver to the amount of \$120,000 reached the Receiver General's Office in this city, on the 24th ult., and that \$80,000 more is on the way. This has lessened the scarcity of small change.

DUBREY, the jewellery smuggler, captured at Sarnia, has been convicted and sentenced to three months' imprisonment on two indictments. His chief punishment lies in the confiscation of the smuggled jewellery found in his possession when arrested, which is valued at \$1,000 or more.

CHEAP COAL AT EDMONTON.—The proprietor of the hotel at Edmonton, N.W.T., has procured all the coal necessary for his use on the banks of the Saskatchewan opposite that place. The bank has three seams in sight. The upper one, which is thirty feet below the top of the bank, is twenty inches thick. The next seam is some eight feet below that and is five feet thick, and is first rate coal. The lower seam is thirty inches thick, and is quite good enough coal for anybody.

MR. EUGENE FONTAINE, the inventor of the new locomotive bearing his name, which was built at Patterson, N. J., and is attracting much attention in the west, was born near Quebec, of French Canadian parents, learned his trade as machinist at Rouse's Point N. Y., is forty six years old, and lives in Detroit, Mich., where five years ago he took charge of the "Pin Works." The Fontaine locomotive has four driving wheels revolving above the boiler upon the flanges on the smaller wheels below running upon the tracks, the lower wheels revolving one and three-quarter times to each revolution of the upper wheels. It is reported to have run a mile in forty eight seconds.

W. C. Allgeo, jeweler of Hamilton, has decamped for parts unknown, but generally supposed to be the United States. The stock has been sold by the bailiff under power of foreclosure of a mortgage given by Allgeo to one Fanny Gould, his sister. The whole affair looks like a put up job on the creditors, for what Allgeo has not taken with him has been swallowed up in satisfying the chattel mortgage given to his sister. The only pity is that the extradition treaty will not allow the arrest of such a scoundrel as Allgeo wherever found in the United States, as he should certainly be made an example of.

PRESENTATION TO MR KEMP.—On the 2nd Decr a number of personal friends of Mr. J. C. Kemp, retiring manager of the Bank of Commerce, at Hamilton, presented him with a valuable service of silverware at his residence. A large number of ladies and gentlemen were present, among them the Hon. A. Hope, Mr Broughton, Manager of the G. W. R., Judge Sinclair, Mr. Burns, manager of the Federal Bank; Mr Hammond, manager of the Bank of Hamilton; Messrs. Benner, Cameron, Mason, Billings, Roach, C. Hope, Glasgow, E. Mitchell, Crerar, Brown, and other leading citizens. Mr. Crerar made the presentation in a few well chosen remarks. On one of the pieces the following was engraved:—"Presented to John C. Kemp, Esq., by a few of his personal friends in Hamilton on the occasion of his removal to Toronto, 1880.

The merchants and tradesmen of Durham have shown commendable unanimity in limiting the term of credit to their customers. Some thirty of them, including eight general dealers, three harness dealers, grocers, milliners, founders, and blacksmiths, etc., have signed the follow-

ng advertisement, which we find in last week's *Grey Review*. "Being fully impressed with the serious consequences arising from the long credits heretofore given, and in conformity with similar action already taken in many other places we have decided to limit credit on current accounts to six months. All accounts becoming due and payable on the first day of July and January of each and every year, after which dates interest will be charged. This agreement to take effect on and after the first day of January, 1881."

AMERICAN MANUFACTURERS reckon without their hosts when they flatter themselves that having once gained a footing for a novelty in the English market they are there for ever. Under compulsion the English artisans will adopt new patterns. He does not like it, but if he must do it or starve he prefers the least of the two evils. We learn from the London *Ironmonger* that all the new American patterns of saws are now made in Sheffield at prices with which Americans cannot compete. This is but one instance, says the *Ironmonger* :—

"Wolverhampton and Willenhall are doing in other directions what Sheffield is doing in the case of small saws, and the manufacture of what may be called 'Anglo-American novelties' is now becoming quite an important business. But this is not the only satisfactory feature of the present situation. Our manufacturers and workmen alike, have discovered that the Americans do not possess a monopoly in the art of producing novelties and ingenious contrivances for saving labour, are turning their attention in the same direction. Invention is being stimulated here, as well as elsewhere, in a way hardly imagined a few years ago, and it is not improbable that the Americans may find us formidable rivals even upon ground which they have hitherto had pretty much to themselves. Their clocks cannot yet be approached for cheapness, but saws, locks, iron fittings of various kinds, and knick-knacks generally, can be produced at home equally as well and much cheaper. This constitutes a most cheering 'sign of the times'."

The Mennonites settled upon the reserve west of Emerson, Manitoba, are reported as making gratifying progress. Last year the population of this reserve, which comprises seventeen townships, was 2,841, the total amount of grain raised was over 200,000 bushels, and the value of their stock and implements, \$140,000. This year the population is 3,921, their surplus grain, above what was needed for seed and home consumption, was 263,041 bushels of the value of \$761,331, and the value of their stock and implements amounted to \$383,417. There have been 167 marriages during the year. This is an excellent showing.

A new pastime for ladies has been invented by a Nuremberg chemist—the art of eidographic. The art consists of a new method of decorating silks and other fabrics, and it is expected to supersede embroidery. The eidographist uses hollow pencils which are charged with a fluid metallic compound. On exposure to air the metal hardens instantly. Every known colour can be produced. Designs traced with the pencils become indelible, lasting as long as the materials on which they are traced. Glass can

be stained, and wooden ware and pottery decorated in the same manner. The manufacture of the pencils has already become a considerable industry in Germany.

About twenty-five years ago Canada imported annually from fifty to seventy-five thousand dollars worth of cheese, while now she exports the enormous amount of ten million dollars. It is estimated that last year the butter and cheese exports exceeded those of wheat by nearly four million dollars. The quality of the cheese has also greatly improved, so that to-day Canadian cheese is equal to any manufactured. The result is largely attributed to the factory system, Canadian cheese carried off the first prize at the Centennial Exhibition against the world, and also at the International Dairy Fair at New York in 1879. The same results can be obtained by carrying out the project of establishing butter factories. Let our western farmers enter into the task with vigour, and success is assured.

The law is often more tortuous than its framers wish, as the Goldsmiths' Company of London have found to their cost. They proceeded under an ancient charter against a shopkeeper named Curry, a dealer in plate in Oxford street for the recovery of \$35,000 penalties for uttering counterfeit hall marks upon 650 articles which he sold. Whatever may be the bloated wealth with which their enemies charge these fine old London guilds, no one has ever impeached their sterling integrity in commercial transactions, and it is obviously for the welfare of the public that the guarantee of genuine gold and silver should be under their stamp. The successful plea of the defendant was not a denial, but was based upon the statute of limitations.

When a man who was thought to be a little "nigh," but who always had a good excuse for not giving, was asked to contribute to a charitable object, he refused on the ground that he owed too much money and could not afford to give. "But, my dear sir," pleaded one of the officers of the organization, "you owe the Lord a larger debt than you owe to mortal man." This was a truism, and most men would have succumbed at once. The faculty, however, which enabled our hero to make his money suggested also a way to keep it. He, therefore, replied, with a bland smile, "What you say is quite true, sir, but it is also true that the Lord a't' pushing me for what I owe him as my other creditors are."

Application is to be made to Parliament for a charter to build an elevated railway in Toronto. Toronto is growing rapidly in area and population, and its want of rapid transit is yearly becoming greater. Rapid transit would bring the outskirts of the city nearer to the centre, and so help to develop them more quickly. The objection to the elevated railway in New York is the fearful noise made by the cars. Possibly by the time the elevated railway is running in this city some means will have been found of avoiding the noise. Rapid transit between Toronto and Yorkville, Parkdale, and the other suburban villages would hasten their amalgamation with the city.

The Deputy Minister of Finance announces that efforts have been made by his Department

to meet the demand for small change by a new coinage of silver pieces, the sum allotted to Toronto being \$90,000, which arrived a few days ago. The scarcity of small notes can be remedied effectually after the first of July next, as the Act compelling the banks to pay in Dominion notes any sum up to \$50, at the option of the payee, will then come in force. Meanwhile an effort will be made to supply the demand for small notes through the offices of the Assistant Receiver-General at Toronto, Montreal, Halifax, St. John, Winnipeg, and Victoria, to which those in want of small money should apply.

The Lowe magazine rifle assumes an importance of political magnitude. Great as it was at the time, the progress made by the adoption of the needle gun appears small in comparison to the results obtained by the new invention. The extreme rapidity of the fire, which at first was supposed to constitute the one merit of the apparatus, in a new series of experiments has been discovered to form only one and this not the greatest, of the advantages gained. To the astonishment of the experts, the apparatus very considerably steadies the aim and increases the capacities of the soldier's arm. At a distance of six hundred metres a column target fired at by a company ranged in two files, the other day, showed the marks of ninety-nine per cent. of the bullets discharged. Thirty-six figure targets ranged in a broken line at a distance of four hundred metres were hit by eighty-five per cent. of the bullets fired. It is true the experiments were carried on by a crack rifle company; but as the above results were secured during the quickest of quick fire, the terrible effect of the new arm in battle may be easily imagined.

A short time since, says the *Chatham Tribune*, an English emigrant family arrived in town and being destitute of everything, a few kind-hearted people gave them sundry articles to help them to go to housekeeping, and among other things a stove. The donor forgot, however, to send along the necessary pipe. The day being very cold, the first thing which the father of the wandering flock turned his attention to was the making of a fire. With grateful eyes he surveyed the stove (the first he had ever seen) and then glancing at the stove-pipe in the chimney, which was about two feet from the ceiling, wondered how the smoke could get up and out of that small hole. His eyes soon rested upon some hooks in the ceiling, which a former tenant had used for drying apples thereon and he naturally came to the conclusion that they were intended to hang the stove upon. There was no time to be lost, and so with the aid of chairs and table, and a good deal of exertion, the able-bodied man lifted the stove up so that the stove-pipe hole, which happened to be at the side of the stove rested nicely in the hole in the chimney, while his better half lashed it to the afore-mentioned hooks with ropes, which came around their scanty luggage. After everything was secure the patient house-wife hastened to prepare some wood wherewith to make a fire, while the perspiring father was designing in his perplexed mind some kind of a scaffold whereon his wife could stand to cook the frugal meal. But his ideas were knocked endways

by the sudden appearance of the donor of the stove, bearing the forgotten pipe An explanation was in order, and after a hearty laugh, the bewildered Englishman was thoroughly initiated into the mysteries of the American way of putting up stoves.

A VERY curious table of prices of food, clothing, and cost of labour has been compiled, taking the two periods in England between 1261 and 1400, and in the decade of 1856 and 1865. With but two exceptions, that of sugar and pepper, an increase of cost is noticeable An ox in the first period being worth 13s. 3d., would have fetched in 1865 191s. 4d., an increase of 14.49 times. In sheep the modern augmentation is much greater, being 22.54 times. The largest increase is in the cost of pigeons. In the fifteenth century the price appears to have been 3½d. a dozen, and in our nineteenth century 10s., a rise of 33.10 times. Milk was worth before the Restoration something like ¼d. the gallon; salt, 6½d per bushel; herrings, 11s. 2½d. the 1,200 pounds; wine, 6d. a gallon; butter, 4½d. the 7 pounds; cheese, ¼d. less than butter; and eggs, 4½d. per 100. The increase in the price of metals, comparing the same periods, is notable. Iron is to-day worth in England about 181 times more than in the fifteenth century; tin, 1.63 times, and copper, 4.01 times. For labour, a carpenter's wages in the earlier time was 2s 3½d per week, a mason's 2s 2d, and farm work was paid from 6d to 7d a week. A very interesting calculation has also been entered into by Mr James E. Thorold Rogers on the estimate of expenses of those who, in the year 1,400, had an income of £40, and those having only £5. The richer man could spend 12s 6d for linen, and £4 for cloths; his shoes would cost him 15s, his wages for servants would come to £3, his total rental of house and land being some £3 3s If he drank 50 gallons of wine, he would spend £1 5s, and his illumination in candles would be worth 7s 11d He would eat his £4 16s worth of beef per annum, and 14s would purchase his poultry. Altogether he would spend out of his income £37 2s 1½d. As to the poorer £5 man, with his four quarters of wheat, his two quarters of malt, his beef clothes and shoes, with sundry other expenses, when his year was over, he would have left just about £1.

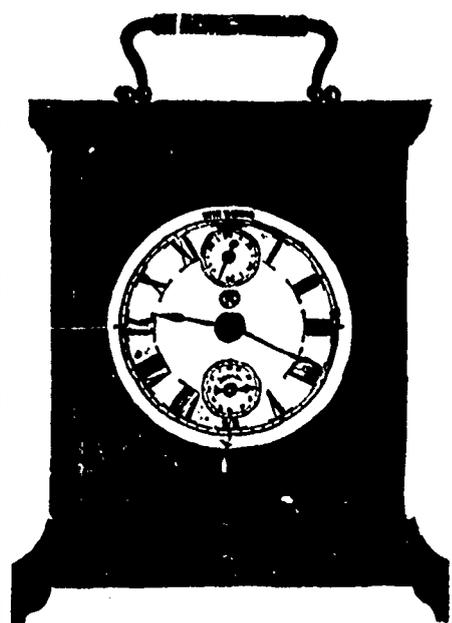
SIR HENRY BESSEMER was recently presented with the freedom of the City of London and an address, to which he replied in a very neat speech. After contrasting the rewards gained by him with those of certain unfortunate inventors who did much for the iron trade in the past, he modestly pointed out some of the benefits that had resulted to England and the world from the application of the Bessemer process. "Steel," said he, "can now be made in the short space of 15 or 20 minutes, instead of requiring from two to three weeks as formerly, and it now costs only £6 or £8 per ton, instead of £50 or £60. Under the process which I had the honor of inaugurating we dispense with every one of the intermediate processes formerly employed. We have no smelting of pig iron, we have no puddling, we have no making of balls, we have no rolling of bars, we have no heating furnaces for blasting operations. I have lately seen at the large works of Sir John Brown

twenty tons of crude cast iron converted into 20 tons of cast steel in the small space of 23 minutes. The value of that material, taken at £4 per ton, would be £80 at the commencement; its value after conversion at that particular time could not have been less than £100 per ton, or £2,000 altogether. That is, of course, an exceptional case; but it is a fact. At the time when my invention was introduced into Sheffield the entire make of steel was 51,000 tons of Bessemer steel, being 16 times what it was before the amount of the whole produce of the country. It is anticipated that on the continent of Europe this year's make will reach 2,000,000 tons, and our own 1,000,000. The value of these 3,000,000 tons together may be taken at £10 per ton, or £30,000,000 sterling; and if that metal had been made by the old process which I have described it would have been impossible to have brought it into the market under £50 per ton, or £150,000,000 sterling."

TENNYSON can take a worthless sheet of paper and by writing a poem on it make it worth \$500. That's genius. Mr. Vanderbilt can write fewer words on a similar sheet and make it worth \$500,000. That's capital. And the United States Government can take an ounce and a quarter of gold and stamp upon it an "Eagle bird" and "Twenty Dollars." That's money. The mechanic can take the material worth \$50 and make it into a watch worth \$100. That's skill. The merchant can take an article worth 25 cents and sell it to you for \$1.00. That's business. A lady can purchase a comfortable bonnet for \$10, but prefers to pay \$100 for one because it is more stylish. That's foolishness. The ditch-digger works ten hours a day and shovels out three or four tons of earth for \$1.00. That's labor.

If the town of Lindsay will exempt their works from taxes for five years, or will guarantee not to increase for the next ten years, their present taxation, Messrs. Wallace & Dundas, of the Lindsay Woollen Mills, offer to begin at once the erection of a building 100 by 42 feet, three stories high, and to place therein two sets of manufacturing machines, furnishing employment for from 25 to 40 hands.

**A. KLEISER,**  
IMPORTERS OF  
Watchmakers' and Jewellers'  
**TOOLS,**  
French and American Clock materials, Stem Winding and all other Wheels cut to order. Watch repairing for the trade.  
A large stock of Swiss and American Main Springs and flat Watch Glasses for American Open Faced Watches.  
**No. 14 King St. East,**  
2ND FLOOR,  
**TORONTO.**



THE LARGEST  
**Clock House**

IN CANADA.  
I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz  
SETH THOMAS, WELCH,  
NEW HAVEN, GILBERT,  
AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples, besides Regulators of all kinds. I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem winders. Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.  
Jewelry and Fancy Goods of all kinds.

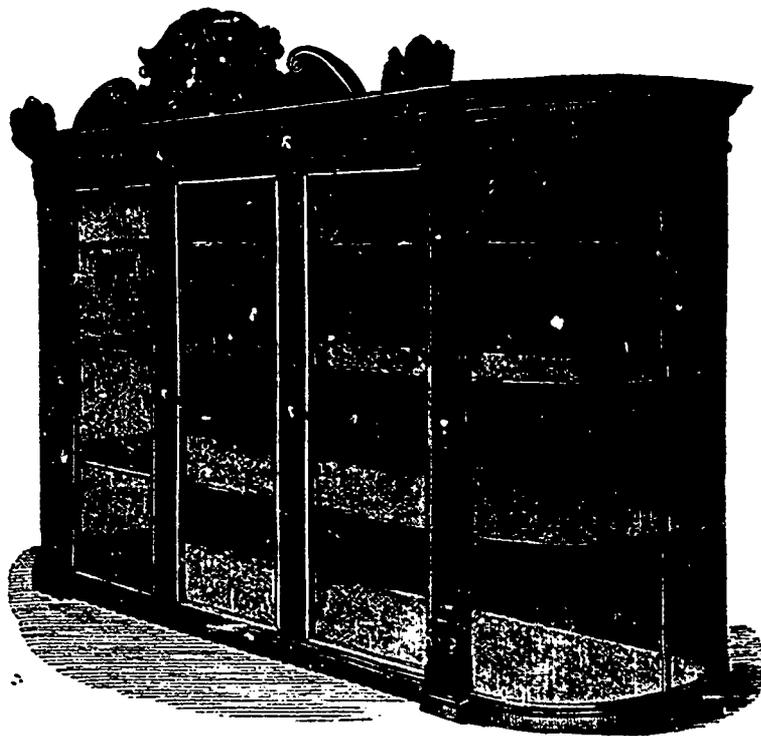
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Sole Agents for SETH THOMAS CLOCKS,  
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1st Quality Roll Plate Alberts, in Straight, Graduate, Chased and Gold Tipped Curbs.  
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Our Stock in American Roll Plate Jewellery cannot be beat, which we are offering at Special Low Prices.  
Silver Hunting Swiss Watches at bottom prices  
Our Stock of Watchmaker's Tools and Materials is complete, all new and fresh. No Job Lots  
**A. C. ANDERSON & CO.,**  
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ESTABLISHED 1859.

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SHOW CASE MANUFACTURERS AND SHOP FITTERS, GOLD, SILVER, NICKLE AND BRASS PLATERS, ENGRAVERS, &c., BRASS RODS AND BRACKETS FOR SHOW CASES AND SHOP WINDOWS TO ORDER, NICKLE AND BRASS WINDOW BARS, DOOR PLATES &c., CARRIAGE AND HARNESS PLATING.



We would respectfully call the attention of all dealers in Plated Ware to the above cut, shewing our new design of Wall Case for Plated Ware. They are the handsomest and most attractive Wall Case made. We get them up in Square and Circle ends, with Nickle Silver doors, either to slide or open out. Size from 6 to 12 feet long and 6 feet high. Prices given on application. All styles of Counter and Window Cases in Silver and Wood and Silver jointed to order. Prices as low as quality of work will warrant. Send for our Illustrated Catalogue.

**W. MILLICHAMP & CO.**

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JEWELRY MANUFACTURERS**

**DIAMOND SETTERS,  
DEALERS IN PRECIOUS STONES.**

**FINE COLOURED GOLD LOCKETS, Brooches, Ear Rings, Ladies Opera and Long Chains, Gent's Chains, Sleeve Buttons, Front Studs, Diamond, Wedding, Gem, Chased and Signet Rings, Monograms, Charms, Masonic and Society Jewels, Gold and Silver Medals, &c., &c.**

**FINE SILVER LOCKETS, Napkin Rings, Trowels, Stick Heads, Silver Prize Cups, &c.**

Our long experience and practical knowledge, in addition to the best machinery, enables us to manufacture the above in the best possible manner. Using the finest material, combined with neatness, durability and design, we trust to be favored by those desirous of having goods manufactured that can be confidently relied upon.

Orders received or Parcels sent for repairs, receive our prompt and personal attention. Particular care exercised in Gilding, Altering and Repairing all styles of Jewellery.

**36 ADELAIDE STREET WEST,**

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*West of Grand Opera House, between Yonge and Bay Streets.*

**CLOCKS!**

Just received. The **LARGEST** Variety of American and French **CLOCKS** Ever imported into Canada.

**ALL THE LATEST STYLES.**

To **CASH** Buyers we offer **SPECIAL INDUCEMENTS.**

Newest Styles in Yankee Jewelry Exceedingly Cheap.

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**F. T. TRENKLECOCK,  
WATCHMAKER AND JEWELLER,**  
Dealer in Sporting Goods, &c. Gold and Silver Plating done in the best style and warranted to wear. Trade work at trade prices. 351 RICHMOND ST., LONDON, ONT. (All work warranted.)

**WATCHMAKERS TAGS**  
1000 BEST. POST PAID. \$1  
5000 " " " 4  
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Canadian Agates, Amethysts, &c., Polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of Stones, Imitations, Locket Glasses, &c Unsurpassed in the Dominion.

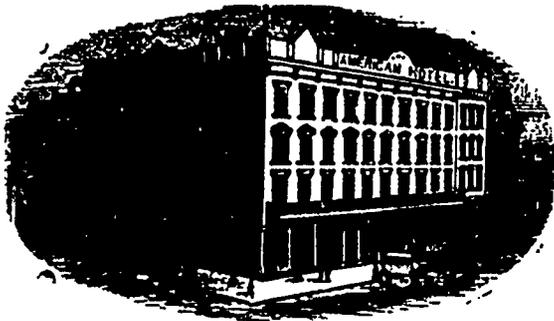
**Zimmerman, McNaught & Co.,**

**56 YONGE STREET, - - TORONTO.**

For the Spring Trade of 1881, we are showing a Splendid Assortment of American Jewelry, only just to hand. New Goods, New Styles, New Prices.

Dealers wishing to sort up will do well to wait until our Travellers call upon them. We guarantee to meet any honest competition.

# THE "AMERICAN."



THIS old established Hotel containing 100 rooms, is located on the corner of Yonge and Front Sts., overlooking the Bay of Toronto, and being only one block from all of the R. R. Depots and Steamboat Landings.  
This hotel has just been newly decorated, newly and elegantly furnished throughout with Brussels Carpets, Solid Walnut Furniture, Pure hair with the best Spring Mattresses, and new Billiard and Sample Rooms.  
From its commanding location, and its future management, no Hotel in Toronto will offer superior accommodations to the travelling public. Rooms can be engaged by mail or telegraph.

ATWOOD & BINGHAM, PROPRIETORS.

## \$50.00!

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It having come to our knowledge that imitations of our justly celebrated "Sheffield Sterling" Spoons and Forks are being put upon the Canadian market, we desire to notify the trade that we have registered the name "Sheffield Sterling," as our Trade Mark in the office of the Hon. the Minister of Agriculture at Ottawa, (No. 1421) and that any person found guilty of illegally using the aforesaid Trade Mark, or vending any such imitation, is liable to prosecution for misdemeanor.

The test of ACTUAL WEAR has proved that our Genuine Sheffield Sterling Goods are the best unplated Spoons and Forks ever offered to the public of Canada, and their Trade Mark has become valuable as a recognized guarantee of superior excellence of quality and finish. In order to protect the Trade from the worthless imitations of our goods that are being imported into this country, we are prepared to offer the above reward for the conviction and punishment of any person illegally using the above Trade Mark or vending imitations of our goods. All our unplated Spoons and Forks are stamped "Sheffield Sterling" "Crown S or X," and every dozen is wrapped in a special guarantee wrapper. For sale only by ZIMMERMAN, McNAUGHT & Co.

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AND  
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*The only Organ of the Commercial Man  
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