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THE TRADER.

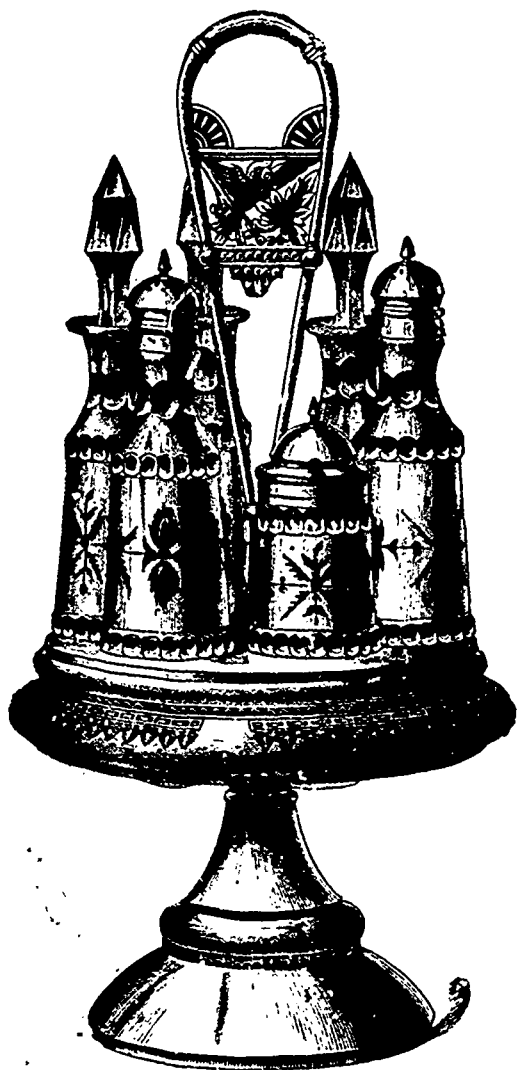
"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, DECEMBER, 1880.

NO. 4

XMAS TRADE!



We take pleasure in directing the attention of the trade to our unusual facilities for furnishing the special lines of goods we handle. We do not pretend to sell any and everything; the day for that class of business has gone by; but we assert that in our Special Departments, we have the largest, best assorted, and best value stock of any house in Canada.

Our goods are well bought, sell out clean, and leave us with little or no dead stock on hand. As a consequence, our customers can always depend on getting new goods and new styles at rock bottom prices.

We sell no goods we cannot honestly guarantee, and customers can always be sure of getting the best possible value for their money. For this season's holiday trade we are showing an immense variety of goods, in the following lines, and invite the inspection of all intending purchasers:

ELECTRO-PLATED HOLLOW WARE.—A full assortment Rogers, Smith & Co., and Simpson, Hall, Miller & Co's. goods. **ELECTRO-PLATED SPOONS AND FORKS,** Plain and Fancy Patterns, Rogers Bros. **ELECTRO-PLATED TABLE CUTLERY.**—Square and Windsor Patterns, in 4, 8 and 12 det. plate, the latter quality made by Rogers Bros. **SHEFFIELD STERLING SPOONS AND FORKS,** the best unplated Flat Ware ever sold in Canada. **CASED GOODS,** such as Fish Carvers, Dessert Sets, a full assortment. **BUTTER KNIVES AND PICKLE FORKS,** with Bone, Ivory and Pearl Handles, Plain or Chased Blades. **CUTLERY.**—Jos. Rogers & Son and other makes, in Bone, Rubber and Ivory Handles. **RAZORS.**—Wade & Butchers best makes. **JET AND BLACK GARNET JEWELRY.**—An immense assortment of these Goods in Brooches and Farrings. **GOLD AND ROLLED PLATE JEWELRY.**—The Largest and Best Assortment in Canada. **WATCHES.**—Ladies' and Gents', in Gold and Silver Cases. **PRESENTATION CANES,** all sizes, with Gold or Silver Heads.

Buyers in want of any of the above goods for their Holiday Trade, will do well to call and examine our stock before purchasing.

In all cases we guarantee satisfaction! Call and see us! It is no trouble to show goods! Orders by mail will have prompt attention.

ZIMMERMANN,

McNAUGHT & CO.,

56 YONGE ST.,

TORONTO.

P. W. ELLIS.

R. Y. ELLIS.

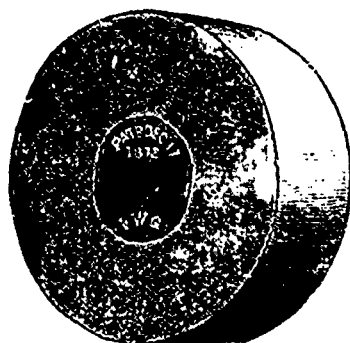
M. C. ELLIS.

P. W. ELLIS & CO., NO. 31 KING STREET EAST, - - TORONTO, Manufacturing Jewelers and Watchmakers,

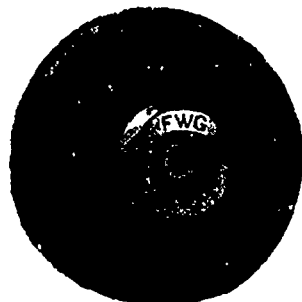
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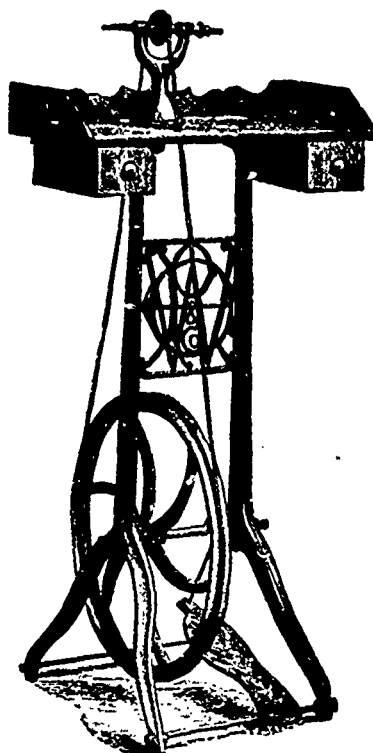
Diamonds, Real and Imitation Stones



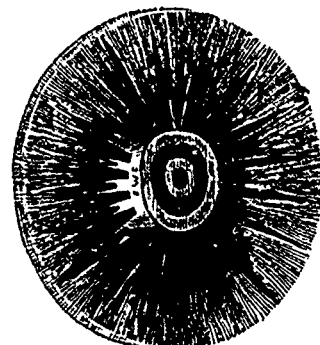
Felt Buff.



Bristle Brush.



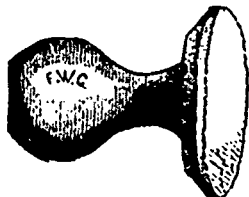
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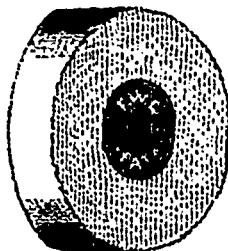
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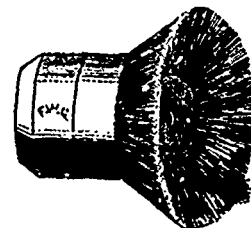
Bristle Brush.



Inside Case Buff.



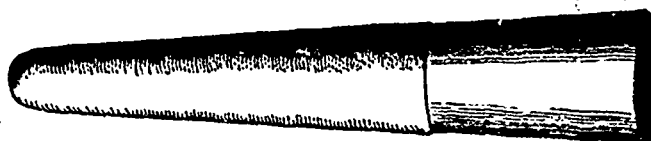
Cotton Buffs.



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, DEC., 1880.

Distributed free to every Jeweler and Hardware Merchant in Canada.

Advertising Rates.

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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.,
Box 1325, Toronto, Ont.

THE CHRISTMAS TRADE.

The "Christmas Trade" has, of late years, become such an established fact, that it is now confidently looked forward to for a certain amount of business, and, as a rule, the result equals the expectations. The giving of Christmas presents is becoming annually more a matter of fashion, and while the custom is highly commendable in itself as being indicative of affection, it is no less so as being a very strong factor in the yearly balance-sheet of many kinds of business. To the Hardware trade, it brings an increased demand for Sleds, Skates, and household articles fitted for presents, and makes business in that department seem specially brisk while it lasts. To the jeweler and fancy goods dealer, it is harvest time, and if they fail properly to take advantage of the opportunity, they will have to wait until the same season comes again before they can hope to do an equal amount of business in the same period of time. In "That season of innocent mirth, when a glory ineffable rests on the earth," not only do men's hearts seem to be opened, but their purse strings seem to be similarly affected, and they determinedly and composedly spend their money upon trifles that would make them hesitate and calculate at any other period of the year.

As we said before, it is well that it is so, and we trust, for the sake of trade if not for any higher object, that the custom will never die out.

The shrewd business man is always ready to take advantage of this fashion or custom, whichever it may be called, and he gets his stock into as good shape as possible in order to be equal to the

expected demand. Other things being equal, as a rule, people buy where they get the best assortment to select from, and the best value for their money, and it is for these reasons that it is imperative upon dealers who desire to do a good paying Christmas trade to have their goods carefully selected and in stock in plenty of time to anticipate the rush. Our experience is that the dilatory or procrastinating merchant loses more than he gains by being short of stock on such an important occasion, and the truth of the old proverb is fully attested, that "There is that which scattereth and yet increaseth, and there is that which withholdeth more than is meet and it tendeth to poverty."

From the present indications it would seem as if the coming Xmas trade will be more than usually lively. From every direction we hear of good sales being effected, money coming in more freely, and fair prospects ahead. For these reasons we would say to our friends throughout the country, you will consult your own best interests by ordering early and carefully, and erring on the side of liberality rather than that of overcarefulness.

To one and all of our readers we wish a successful and prosperous Xmas trade, and when we come in our next number to wish them a happy New Year, we trust that they will be able to look back upon the year 1880, not only as the most prosperous of their lives but as the precursor of good years to come.

A COMPETITOR TO THE GRAND TRUNK.

Probably no road on this continent is so much afraid of opposition as the Grand Trunk Railway of Canada. Its scent for opposition roads is as keen as that of the warhorse for the battle, and is always on the alert to buy up opposition roads, or fight those who cannot be thus treated. It is the grand railroad bully of Canada, and like the proverbial donnybrook fair Irishman is ever wanting some rival corporation to tread upon the tail of its official coat. Its treatment of the Credit Valley Road has been simply tyrannical impertinence, and it is only because it has friends at court that it attempts to play such pranks in a country like Canada. Its opposition to the scheme for bridging the St. Lawrence has been so fully ex-

posed by the general newspapers, that we need say nothing more about that little game, further than that it was a disgrace to any country. In fact in the continual fights this road has with other lines, we are reminded of the soldier who was being flogged; the man who plied the lash could never suit him as to place, for the blows were either too high up, or too low down. It opposed the St. Lawrence Bridge scheme on the ground that its construction would interfere with navigation, and it gave as a reason for opposing the Credit Valley Road that it was unjust to their vested interest to subsidize an opposition line. Their latest scare seems to be the "Toronto and Ottawa Railway," which proposes to run from Toronto to Montreal via Ottawa.

That this railway is badly needed, there cannot be the slightest doubt, for from present appearances the Grand Trunk is totally unable to carry the freight that is forced to take that route in order to reach the seaboard.

But, in its usual dog and manger style, it will do all it possibly can to stop the new road, and, if it cannot crush the scheme, will probably try and buy it up. Indeed the latter idea is freely talked of in the Montreal papers already, but we trust that Mr. Wm. Gooderham, who controls the projected road, will keep it independent of its huge and overgrown rival. The Grand Trunk Railroad has never done justice to the requirements of Toronto; indeed it has carefully discriminated against us in favor of Montreal. We are continually told by merchants in London and the west, that they get freights from Montreal as cheap as from Toronto by the G.T.R. That is, that the Grand Trunk carry freight for Montreal merchants 383 miles for nothing. When a Toronto merchant has to get goods from Montreal, this time of year, it costs him 50 cents per 100 lbs., and often takes from twelve to fourteen days to accomplish the journey by their so called "Express Freight!" Surely such a term is a misnomer, or is intended by the company as a huge pun. "Express Freight," which, under favorable circumstances, makes fully 25 miles a day, is pretty nearly as good a thing, in its way, as Mark Twain's "Avalanche Express;" the latter, although slower, had, however, a decided advantage in its freight and passenger rates, which were free. We are certain that if ever Mark Twain

had lived in Toronto, and been compelled to get goods by the Grand Trunk "Express Freight" system, it would long ago have been utilized by him to point a moral, if not to adorn a tale. The fact is, the Grand Trunk Road has the people of Ontario at their mercy in Winter, and that being the case, like most other monopolists, they put on the screws and make all they can out of them. We don't believe any other people would have stood it so long, and we are fully satisfied that the people of Ontario will not endure it much longer, but that the necessary bonus will be granted to the new venture to make it an accomplished fact. Then, and not till then, will the people be fairly and honestly served by the Grand Trunk.

HONOR TO A CANADIAN.

We are pleased to learn from the "Sydney Morning Herald" that our old townsman Mr. Donald D. Manson, has been the recipient of a complementary dinner, from the leading men of Sydney, New South Wales.

Every one who knows Mr. Manson will bear testimony to his many estimable qualities, and we feel proud to know that he has acquitted himself so creditably and upheld the reputation of his country as well as his own in that sister colony on the other side of the globe. He has left Sydney for Melbourne, where he is also engaged to act as Hon. United States Commissioner in addition to his duties as representative of three of the largest industries in the United States, viz:—"The Waltham Watch Co.," "The Gorham Silver Co." and "The Bradley and Hubbard Mfg. Co." Mr. Manson's is no ephemeral success, but is the result of more than ordinary ability, combined with a desire to please and the power to endure hard persevering labor. He achieves his success by unwearied toil in his special sphere, and we commend his example to our young men as showing what may be done by honest ambition properly directed. We wish Mr. Manson continued success.

▲ NEW INSOLVENT ACT.

It is a fortunate thing for Canadian wholesale merchants that the country was entering upon prosperous times, almost exactly at the period when our Legislators, in the plenitude of their

wisdom, determined upon repealing the "Insolvent Act." Had times grown worse, or even continued as they have been for the past few years, we would long ere this have been tolerably conversant through the medium of our law courts, with morose commercial roguery than people ever imagined this country possessed.

In the United States where the Insolvent Act has been repealed for some time, the trade is heartily sick of the existing state of affairs, and are clamoring loudly for a return to the old method.

It appears that in that country, cheating ones creditors has been reduced to a science, and that when a merchant has made up his mind to fail, he does it in such a way that his friends sweep the board, not leaving even crumbs wherewith to satisfy the demands of the real creditors outside the ring.

In Canada even, such things are not altogether unknown, and we could point out instances of a similar description without having to go more than a thousand miles beyond Toronto. This evil is a natural result of the existing law, and the depravity of human nature, and until the former are altered or the latter materially changed, we cannot reasonably look for anything better. The general feeling amongst our more intelligent business men is, that a new Insolvent Law is a necessity which should be brought forward during the first session of Parliament. To be of much service such an act should be *cheap, expeditious and effective*, and while giving the Bankrupt every chance of fair play, see that such safeguards are placed about his failure, that no injustice shall be done to the creditors.

In a great many points, it seemed under the old law as if the bankrupt was the injured party, and not the creditors who were losing money by him. Thus the law demanded that the creditors should prove that the debtor had misappropriated goods or moneys instead of compelling the latter to show what he had done with his effects. No man is fit to be in business unless he can keep an intelligent record of his affairs, and if the law were to withhold a discharge from all Insolvents who failed to keep a set of books from which a statement of their affairs could be arrived at, it would be no more than just. Instead of compelling the creditor to ferret around like a detective, in order to get evidence on which to sustain a

charge of fraud, the debtor should be compelled to show from his books what has become of his stock or other property, and his failure to do this should be sufficient to make the law withhold his discharge.

The cost of Insolvency ought also to be cheapened, so that the bulk of the estate should not be swallowed up in expenses. If this were done and the number of hungry Assignees lessened, Insolvents would find that it would be very much harder to effect a compromise than it was formerly, as merchants often preferred giving a chance to an Insolvent, out of whom they might in the future stand a chance of recouping themselves, in preference to letting it go to enrich the Assignee, from whom they could expect nothing.

The time is now very near when Parliament will meet, and if anything is to be effected in the way of an amended act, it is high time that the proper machinery should be set in motion. Our boards of trade, who should look after these things, generally leave such matters off until the opportunity has passed away, and their resolutions and deputations are consequently of but little use. If they would get to work at once and raise an excitement before Parliament met, they might hope to effect more than they have hitherto done.

SMUGGLING.

There can be no doubt whatever but that the present high tariff on jewelry is answerable for the great amount of smuggling that is constantly being carried on along our border. High duties on jewelry, as we have before pointed out, are simply a premium on smuggling, and the only way in which such transactions can be prevented is to lower the duty and make it not worth while for smugglers to run the risk. We are perfectly satisfied, in our own minds, that the government do not collect duty on more than half the jewelry that comes into this country. Respectable houses who refuse to smuggle find themselves constantly being undersold by people who are the "underground railway," and in several lines of goods the trade has fallen into the hands of people who openly boast that they can undersell their competitors *because they pay no duties*. This is highly unfair to the honest importer, and if the Government find that they cannot afford them protection by preventing smuggling, they

should take the only other step in their power, and protect them by making it not worth while for such an unlawful trade to be carried on. If the duty on jewelry were reduced to 10 per cent., we are satisfied that the Government would at least collect as much revenue from it as formerly, while a large measure of protection would be afforded to the manufacturer and importer whose interests in this case are almost identical. The higher the duty the more smuggling, the lower the duty the less there will be. People do not smuggle for the fun of it as some would have us believe, but because there's money in it. Take away that incentive and you knock the evil on the head; in other words, make the duty low enough and smuggling will die out, because the "game won't be worth the candle." We trust that the Government will see the necessity of some change in this direction at the next meeting of Parliament.

MARKETING GRAIN.

We have several times stated our belief that the sooner our farmers can market their grain after harvest is over, the better prices they are likely to realize. Of course there are years when, owing to exceptional circumstances, grain advances in price, but we think we are safe in saying that such years are the exception, and only prove the truth of our contention. The present season it seems, at all events, will not be a case of this kind, as the following, from a well posted exchange, will testify. Our farmers would do well to take the advice in earnest and get their crops into a shape that they could put them into circulation and pay off their outstanding accounts.

"Our farmers are doubtless closely watching the grain markets of this country and Europe, and are discussing the advisability or otherwise of holding their grain for higher prices. Any information tending to settle the point as to whether an advance will occur cannot fail to be of interest. Now the *Chicago Tribune* holds that the prospect of good prices for American grain were never more flattering; but its opinion is probably influenced by the bull movements in the western grain market. The *New York Bulletin*, an excellent authority, points out, on the other hand, that in England and France, the two chief importing countries, the joint wants from

external sources are likely to fall seventy-five million bushels below those of last year. Taking the quantity in store, Europe was in a better position by sixty million bushels on 1st September than at the same time last year. To supply the deficiency the United States have thirty-one million bushels in excess of last year, and this country has also been blessed with an abundant harvest. With the European requirements largely reduced and increased crops on this continent, it is almost certain that any considerable advance in prices cannot be maintained. In view of these facts our farmers are realizing excellent prices, and they would act wisely not to speculate too much on a rise."

Selected Matter.

DEFINITION OF A REVENUE TARIFF.

PRESIDENT POLK ON THE TARIFF.

In his message to Congress suggesting modifications of the tariff of 1842, President Polk said—"The object of imposing duties on imports should be to raise revenue to pay the necessary expenses of the Government. Congress may undoubtedly, in the exercise of a sound discretion, discriminate in arranging the rates of duty on different articles but the discrimination should be within the revenue standard, and be made with the view to raise money for the support of the Government. It becomes important to understand distinctly what is meant by a revenue standard, the maximum of which should not be exceeded in rates of duty imposed. It is conceded, and experience proves, that duties may be laid so high as to diminish or prohibit altogether the importation of any given article, and thereby lessen or destroy the revenue which, at lower rates, would be derived from its importation. Such duties exceed the revenue rates, and are not imposed to raise money for the support of the Government. If Congress levy a duty for revenue of 1 per cent. on a given article it will produce a given amount of money to the Treasury, and will incidentally and necessarily afford protection or advantage to the amount of 4 per cent. to the home manufacturer of a similar or like article over the importer. If the duty be raised ten per cent. it will produce a greater protection. If it be still raised to twenty, twenty-five, or thirty per cent., and if

as it is raised, the revenue derived from it is found to be increased, the protection or advantage will also be increased; but if it be raised to thirty-one per cent., and it is found that the revenue produced at that rate is less than at thirty per cent., it ceases to be a revenue duty. The precise point in the ascending scale of duties at which it is ascertained from experience that the revenue is greatest is the maximum rate of duty which can be laid for the *bona fide* purpose of collecting money for the support of the Government. To raise the duties higher than that point, and thereby diminish the amount collected, is to levy them for protection merely, and not for revenue. As long then as Congress may gradually increase the rate of duty on a given article, and the revenue is increased by such increase of duty, they are within the revenue standard. When they go beyond that point, and, as they increase of duties, the revenue is diminished or destroyed, the act ceases to have for its object the raising of money to support the Government, but is for protection merely."

INSTRUCTIONS TO SALESMEN.

The following words of advice, said to have been published in a book issued by a New York firm, for the guidance of their employees, are well worth considering:

Toward customers be obliging, be invariably polite and attentive, whether they be agreeable or exacting, without any regard to their class or condition, unless, indeed, you be more obliging and serviceable to the humble and ignorant.

The more self-forgetting you are, and the more acceptable you are to whomsoever your customer may be, the better you are as a salesman. It is your highest duty to be agreeable to all.

Cultivate the habit of doing everything rapidly, do thoroughly what you undertake, and do not undertake more than you can do well.

Serve buyers strictly in their turns. If you can serve two at once, very well, but do not let the first one wait for a second.

In your first minute with a customer you give him an impression, not of yourself, but of the house, which is likely to determine, not whether he buys of you, but whether he becomes a buyer of the house or a talker against it.

If you are indifferent, he will detect it before you have uttered a word.

At the outset you have to guess what grade of goods he wants—high-priced or low-priced. If you do not guess correctly, be quick to discover your error, and right yourself instantly.

It is impertinent to insist on showing goods not wanted; it is delicately polite to get to exactly what is wanted adroitly and on the slightest hint.

Do not try to change a buyer's choice except to this extent: Always use your knowledge of goods to his advantage if he favors or indicates a desire for your advice.

The worst blunder you can make is to imitate in a supercilious manner that we keep better goods than he asks for.

Show goods freely to all comers, be as servicable as you can to all, whether buyers or not.

Sell nothing on a misunderstanding, make no promises that you have any doubt about the fulfilment of, and, having made a promise, do more than your share toward its fulfillment, and see that the next after you does his share, if you can.

COMPLIMENTARY DINNER TO MR. D. MANSON.

Mr D Manson, who acted as honorary commissioner on behalf of the United States at the Sydney International Exhibition, was entertained at dinner, at Perry's Hotel, last evening, by a number of friends.

Mr. J. Davies, M.L.A., presided, and read a number of letters from several leading citizens, including Sir Henry Parkes, Sir Alfred Stephen, Colonel Roberts, Mr Combes, M.L.A., Mr. A. Stuart, M.L.A., Mr Fowler (Mayor of Sydney), and Mr Williams (United States Consul), expressing regret that prior engagements prevented them from attending.

The toasts of "The Queen," and "The President of the United States" having been duly honoured.

The VICE-CHAIRMAN (Mr. Augustus Morris) proposed "The Parliament of New South Wales."

SIR JOHN HAY, in returning thanks on behalf of the Legislative Council, remarked that Mr Morris was well qualified to offer an opinion upon the Parliament of the country, having been a member of the Legislative before he (Sir John Hay) was and that was for about twenty-four years. He believed that our Parliament was honest and free from corrupt practices—(hear, hear)—and it was well that the electors should bear in mind that the new Parliament would be just what they made it. (Hear, hear). He was glad of this opportunity of meeting Mr. Manson, he had already had opportunities of witnessing the efforts of that gentleman in his capacity as one of the representatives of the great country to which he belonged, and he was pleased that Mr Manson had received this evidence of the high estimation in which he was held (Hear, hear).

The CHAIRMAN, as one of the members of the Legislative Assembly, returned thanks on behalf

of that branch of the Legislature; and considered that the present Parliament had fairly earned the thanks of the country for the passage of so many valuable measures during the last session. (Hear, hear.) With regard to the main object of the gathering that evening, he desired to say that the manner in which Mr Manson, who was about to leave them, had discharged his duties as honorary commissioner for the United States thoroughly deserved the recognition he had received. (Hear, hear.) Apart from his merely official relations, Mr. Manson had also formed many strong personal friendships that would continue long after he had left them. (Hear, hear.) He had come in contact very frequently with him at the late Exhibition, and could bear testimony to the manner in which Mr. Manson had guarded the interests of the United States, which country he had been in every way a worthy representative. (Applause.)

The Rev. W. Curnow proposed "The Health of our Guest, Mr. Manson." In sending Mr. Manson here the Americans had sent a worthy representative, and paid a high compliment to New South Wales. (Applause.) It used to be said of the Americans that, although their productions were the largest, they were not the best; but Mr. Manson had helped to show us that Americans can produce some of the best. (Hear, hear.) The password in America was "Go Ahead" and in England "All Right." If we could get a little of the "go-aheadism" of America, and the "all rightism" of England, we might, with the Australian boys, be able to cry "No fear." (Applause.) It was a gratifying fact that the late Exhibition had practically brought the great country of America nearer to, and in closer relationship with us, and he was sure that in carrying on that Exhibition Mr. Donald Manson had played an active part. (Hear, hear.)

The toast having been duly honoured,

MR. MANSON, who was cordially received, returned thanks. He stated that he was preparing for his departure for Melbourne when he received an invitation to be present at this gathering, and that invitation was of such a pressing nature, and came from such kindly sources, that he felt he would be doing injustice to the kindness he had received if he had declined. It had been his pleasure on many occasions to meet many of the gentlemen present, but he felt on this occasion, that he was the recipient of a double compliment, from the fact that the company included not only many of those whose acquaintance he had already enjoyed, but also many whom he had not met before. He felt that the compliment was paid, not only to him, but to the United States, which he had had the honour of representing—not in any great official capacity. As the representative of one of the American industries he had been induced to take the position of acting honorary Commissioner for the United States at the earnest solicitation of the United States Consul, and Mr. Augustus Morris who was himself one of the honorary commissioners for the United States. He felt that he was called upon to act, when he saw that the interests of his country were in jeopardy, and that it was his duty as an American citizen to secure the fitting representation of other industries besides that with which he was directly connected. He was quite sure that if he had

done anything to promote the interests of his fellow-countrymen he had done it from a very disinterested motive (Hear, hear) He again thanked the company for the compliment they had paid him, and the kind treatment he had received at the hands of the people of New South Wales, and hoped that he might have the pleasure at some future time of returning that compliment (Applause)

The VICE-CHAIRMAN proposed "The Municipal Council of Sydney," which was responded to by Alderman J. D. YOUNG and Alderman DAVIES. The other toasts were "The Press," proposed by Mr. H. HALLORAN, C.M.G., and acknowledged by Messrs. S. COOK, J. H. LYNN, and W. H. HICKS; and "The Ladies," proposed by Mr. F. W. WARD, and acknowledged by Mr. BRECHET. The proceedings concluded with the sentiment "Our Next Happy meeting."—*Sydney Morning Herald.*

BUSINESS CHANGES FOR NOVEMBER

Turnbull & Butler, Hardware, Port Dover, dissolved, Benj. Butler continues. Thomson & Williams, Manufacturing Co., Stratford, stock advertised for sale by Sheriff. C. Eaton, Hardware, Truro, N. S., sold out to Walker & Henson. A. Dedrick, Tins, Port Rowan, admitted G. Pitman as partner, style Dedrick & Pitman. Murray & Co., Stoves and Hardware, North Sydney, N. S., O. B. Lewis advertises withdrawal. George Stanley, Hardware, Chesley, admitted J. Halday. James Lindsay, Gs., Collingwood, has compromised at 75 cts. on the dollar. Hyslop, Russel & Co., Fancy Goods, Hamilton, dissolved, business continued by Hyslop, Cornell & Co. John Edwards, Tins, London, assigned in trust. J. Bell, Tins, Oshawa, has been sold out by creditors. D. O. Bricker, & Co., Port Elgin, received an extension. M. McKechnie, Hardware, Emerson, Mann, has sold out to Walton & Bird. W. H. Griffin, Fancy Goods, St. Thomas, sold out to William Gunn. Henry Knell, Jeweler, Berlin, Advertises business for sale. L. Lewis, Jeweler, Watford, burned out. Creelman Bros., Fancy Goods, Georgetown, advertise business for sale.

NOTES.

DURING the recent fire in Ingersoll, Mr. R. W. Woodruff, Jeweler, had his large plate glass window broken by the intense heat. It was covered by insurance.

THE well-known firm of R. M. Wanzer & Co., of Hamilton, are stated to have shipped over 700 machines of different makes to Europe, the colonies, and different parts of Canada, on one day last week.

THE 200 miles of telegraph wire ordered from England by Messrs. Horsman & Co., of Winnipeg, for the Manitoba Telegraph Company, has arrived at Halifax, and is being sent forward. It takes three cars to carry the wire.

IN Iserlin, Westphalia, thin sheet iron is plated with alloys of nickel or cobalt and manganese. A half of 1 per cent. of manganese makes cobalt and nickel very malleable, fluid when melted, and ductile. The plates which are already in the market are beautifully white and brilliant.

THE Wolverhampton tin-plate workers have been called out on strike by the Trade Union Society, because of an action of their employers endeavouring to force them to sign a document resigning their connection with the Union.

MR. PATTERSON, Great Western Railway Manitoba excursion agent, has during this season personally seen to the transportation to Manitoba of sixty cars of passengers, nineteen cars of baggage, and two hundred and seventy-eight cars of freight.

THE report of the Postmaster-General of the United States for the fiscal year which closed on the 30th June shows that 866,600,000 letters, 276,000,000 postal cards, 695,000,000 newspapers, and 301,000,000 books passed through the mails in that twelve-month.

APPLICATION has been made to the City Council of London for a lease of certain land and waterpower, at the Water-Works, belonging to the city for a proposed paper mill. The material of which the paper is to be made is said to exist in abundance in the vicinity.

At the recent meeting of the Carriage Builders' National Association at Chicago the president called attention to the fact that more pleasure carriages are manufactured in the United States than in Great Britain, France, Germany, and Italy together.

THE Perth *Expositor* understands that Mr. Boyd Caldwell, of Lanark, has received an offer of \$40,000 for the iron mines he owns in the township of Lavant. That valuable deposit will be within easy distance of the Pembroke railway, when that road is extended to Renfrew.

A *Western Ontario Exchange* says.—A significant sign of the increasing prosperity of the times is furnished by the fact that farmers in this neighbourhood are lifting mortgages from their farms, while not one-half the money borrowed last year is wanted this fall, although the interest is much less.

WE regret that amongst the sufferers by the recent fires at Watford, was our old friend Mr. W. P. McLaren. Although a heavy loser, Mr. McLaren has got to work again with his accustomed energy and is putting up a new brick store which he expects to occupy about New Years. He has secured temporary accommodation for his business in the meantime.

BOGUS \$10 bills are in circulation. The counterfeit consists in a change which is effected by neatly stretching or slitting away one half of the thickness of the bill, covering it and letting in (so to speak) with mucilage the words and figures, ten, from useless Consolidated and other bank bills. This patch-work fraud can be detected by holding the bill up to the light and by the small imprint of the figure "five," or whatever the actual denomination of the bill may be, on various parts of the bill.

THE Cunard Line Steamship Company have concluded contracts for the construction of three powerful screw steamships for the trans-Atlantic service, the largest of which is to be of steel, and will be of 7,000 tons and 8,500 horse-power, to be called the *Aurania*. The other two will be of 5,000 tons, 4,500 horse-power, and will be called respectively, the *Parosia* and *Cephalonia*. *Aurania* and *Parosia* are to be built in England by James and George Thompson. The total steam tonnage now in course of construction for the Cunard Company amounts to 30,500 tons, and 32,500 horse-power.

THE village of Watford, so recently devastated by fire, is being rebuilt, a correspondent tells us, mostly by two story brick buildings, where frames were. Every store and shop is already leased by the former lessees, and new ones building are arranged to better advantage, and fitted up in the latest styles consistent with economy and convenience. At present writing many of the buildings are pushed forward to completion, and what on the 6th of November was black charred remains is now wholly covered by brick structures. Over 100 hundred men are working on the grounds.

THE coal dealers appear to have things pretty much their own way. They charge almost what they like for fuel. People had hardly got through complaining of the high price of coal when up it went another fifty cents per ton. At this rate it is only a matter of time until the coal dealers will all be retiring with large fortunes and the consumers will all be in the poor house. This is not a comforting outlook. But consumers may console themselves with the reflection that coal dealers who charge an exorbitant price for coal can never expect to enjoy celestial happiness. They will have to spend eternity with a gentleman in their own line of business.

WHERE TO STOP AT WHEN IN TORONTO.—We are often asked by merchants visiting Toronto, what hotel they should put up at. We know of no better or comfortable house than *The American*, since it has passed under the control of the new management. Messrs. Atwood & Bingham—the former an old and experienced New York hotel keeper—have put the entire building, from garret to cellar, under thorough repair. It has been entirely re-carpeted and re-furnished, and ranked second to none in this city for comfort. From experience we know that its table is first-class, and fully equals hotels whose rates are nearly double. "*The American*" is right in the centre of the wholesale trade, and is by far the most convenient hotel for buyers who desire to get near their business. By stopping there they will save time and money, and get as good accommodation as can be had elsewhere.

A meeting of a number of gentlemen interested in the business of the port of Halifax was held recently to devise some means to improve the freighting business. Considerable discussion took place, the speakers avoiding any political bias, but pointing out in many places the grievance inflicted on Halifax by the Government not extending to this portion of the Dominion the same support received by the West and trade. They contended that the Government should take steps sufficient to secure for Halifax, at least for the winter months, the freighting business between Canada and Europe. A committee was appointed to take action to secure a public meeting of the citizens generally for expressing the feeling that the Government should aid the port of Halifax in becoming the terminus of the Canadian freighting and travelling business.

G. A. SALA points out in a recent letter that while in London people grudge paying four shillings and ninepence for a pair of the very best kid gloves, in the United States the "Americans must pay, thanks to the tariff, two dollars or eight shillings and fourpence for a pair, and these not of the very best quality;" and, he adds, "I should be very much obliged if any one would tell me in what American city, and

at what kind of a store, I can buy a pair of strong leather gloves simulating dog-skin for five and twenty cents, or one shilling. Yet the Americans have plenty of leather, and are expert mechanics. Why should they not make their own gloves as they are making their own watches—which are coming to be of surprising excellence—and their own sewing machines? You must excuse my occasional reference to the tariff. It is the bottle imp of American life, and people have not yet 'learned to love it.'"

THE Halifax *Herald*, having had special facilities for becoming thoroughly acquainted with the actual condition of the Intercolonial railroad, testifies in the strongest terms to its excellent equipment and management, giving full details of the improvements which have been effected. Ballasting has been carried on continually, sleepers in great numbers have been laid, and in the matter of bridges a great and permanent improvement has been made. Over thirty wooden haws in the last two years been replaced by iron ones. At nearly every important station additional siding accommodation has been provided, and not less than \$35,000 to \$40,000 has been expended in improving the shipping facilities at Richmond. The special train upon which the writer travelled made the astonishingly fast time between stations of eighty-five miles an hour. These and many other facts presented are a sufficient reply to the charge that the road is running down for want of proper repairs and renewals.

ONE of the boldest and most successful robberies committed in Hamilton for some time was perpetrated on the 18th November, between 5.30 and 5.40 on a crowded thoroughfare, and the police have not as yet been able to trace the thief. At the hour named a man entered the jewellery store of Mr. David Thompson, 78½ King street east, and requested the young man in charge (William Smith) to show him some silver watches with the P. S. Bartlett movement, the Waltham manufacturer. Smith placed on the top of the showcase a tray containing about four dozen watches. The man picked out two, and laying them apart on the show case, pointed to a gold watch in the case, and said, "Let me see that, I believe it is the one I was shown by Mr. Thompson last evening." The request was complied with by Smith, the man taking the watch, and observing, "No, sir, this ain't the one, I guess it must be the other," pointing to another gold watch. Smith opened the case to get the other watch, when the man seized the two silver watches and the gold one and bolted out the door. So soon as Smith noticed the dodge of his customer he jumped the counter and gave chase, following the man down King to John, down the latter to King William, and thence to Hughson, down which the thief turned and escaped most mysteriously in the vicinity of the central fire station. The value of the property taken was \$85, one of the silver watches being worth \$25, the other \$20, and the gold one \$40. Smith describes the thief as a tall man apparently about thirty years of age, the first two joints of the forefinger of the left hand being missing, a fact which he noticed in consequence of the man holding a cigar of superior quality between the fingers of this hand. The man was dressed in dark clothing, a hard felt hat, a white shirt, collar, and black necktie. The police authorities were communicated with at once, and a watch was set on the different railway stations, but so far unsuccessfully.

APPLICATION will be made at the next session of the Legislature for an Act authorizing the Midland Railway of Canada to construct a branch line of railway from a point at or near the Village of Omencee, in the County of Victoria, to the Town of Peterborough, and thence, in an easterly direction to the City of Ottawa, with power to construct branch lines of railway to connect with the Marmora and Marquette Mines, or with any other mines or mills along the route, also enabling the Midland Railway of Canada to purchase, lease, or otherwise acquire the Port Hope Harbour, or other lines of railway.

PROMISING investment as Manitoba lands are, young merchants ought not to speculate in them at the expense of depleting their business. If they do, they may take one chance too many. Witness, Mr. Robt. George, a Toronto grocer, who, with a surplus capital of \$5,000, thought himself entitled to buy—not a modest quarter section or two of 160 acres each—but 12,000 acres of land in the prairie province! at a cost of \$11,000. The payments on this hampered him, and he cast his creditors together a week ago. Fortunately he found some one to buy the land at a profit, and pay part cash. His merchandise creditor gave him eighteen months extension with monthly payments. He owes some \$20,000 in all.

THE best thing to do with British Columbia is to begin making a self-discovery now, and to take her kindly by the hand and bid her goodbye. There is no danger of the Confederation going to pieces even if British Columbia does with raw; she has been a grumbler and a nuisance ever since she came in. Had it not been for British Columbia the country would never have been pledged to build the Canada Pacific Railway, nor would it have seriously attained its financial and crippled its prosperity by trying to carry out the bargain. If there ever was any likelihood of the railway being built, there is a likelihood of it now, seeing that a syndicate has been formed to build it. Yet notwithstanding this fact, British Columbia is grumbling again and lamenting that she is not like Newfoundland, a little province all by herself. The truth is that the Dominion Government has made too many concessions to British Columbia already, and the result is that she is now the spoiled child of the Confederation crying for a piece of the moon.

CUSTOMS officer Adams made an important seizure at Sarma on Saturday, the 23rd Nov. From descriptions given to the department he recognized on the streets there last Friday night a well-known smuggler, C. W. Dudley, of New York, whose ventures in the watch and jewellery line were detected two or three times before at Montreal and Prescott. Closely shadowing the man, he was rewarded by seeing him bring two or three satchels across the river that night in a row-boat, and next morning he had him arrested at Point Edward as he was making arrangements to go east on the Grand Trunk. Dudley is in gaol awaiting the action of authorities. This morning, at nine o'clock, Mr. W. R. Davis, of the firm of Messrs. Davis & McCullough, jewellers left this city for the purpose of placing a valuation on the goods seized. It is said, again, that the cause of the seizure was the refusal of Dudley to give more than the sum agreed upon to the man who towed him across

the river. This man, knowing that jewellery was being smuggled, demanded double the stipulated sum and Dudley refusing, he conveyed information to the Customs authorities which led to the seizure. It is also said that the value of the jewellery is over seven thousand dollars, although some reports say only one thousand to fifteen hundred dollars.

It seems the fools are not all dead yet, although another of them recently did his best to attain that condition. A few days ago there arrived at the American Hotel, Toronto, a man named James Woods, a green-looking individual who claimed Lindsay as his home. He engaged room No. 22 and retired at about eleven o'clock, blowing out, instead of turning off, the gas. At about three o'clock in the morning, Mr. Ed. Armstrong was disturbed by hearing vociferous appeals for assistance, and upon approaching Woods' room perceived a strong smell of gas. He called the night porter, and upon bursting open the door found Woods lying on the edge of the bed yelling loudly and complaining that he was dying. His face was turning blue, and he was apparently in an advanced stage of suffocation. He was immediately taken into the hall, and after a medical gentleman had administered a reviving draught he regained his strength, but he did not go to sleep again, and the same morning he took the first train for home, fully determined never to sleep in the same room with a gas pipe again. It was a fortunate thing that Mr. Armstrong happened to hear the cries, as had Woods been allowed to remain in the room five minutes longer he would have been beyond mortal help.

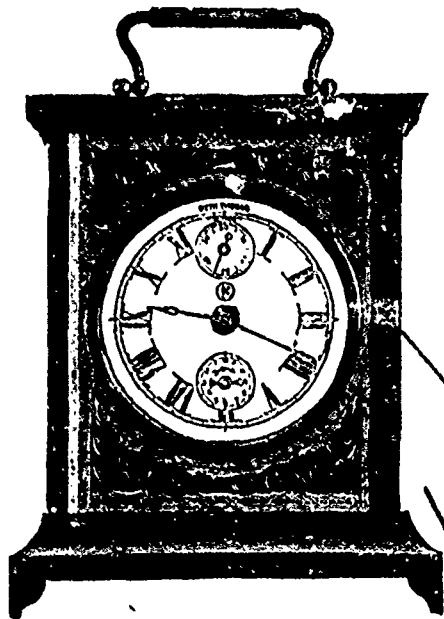
THE folly of people who have not been trained to business habits, rushing into a trade of which they are entirely ignorant, has received another exemplification in the person of Mr. G. A. Goodwin. The lesson, however, will probably be thrown away as has thousands of similar ones, and the country moths continue as before to singe their wings in the flame of the business candle. The case is thus nicely put by the "Monetary Times."

Any young farmer who hankers after the pleasures of store-keeping, may read with profit the following brief history. After doing so, we think his aspirations will have materially cooled. G. A. Goodwin, of Cookshire, was a young farmer without any knowledge of mercantile business. In an evil moment he sold his farm last fall for nearly \$2,000 we believe. This amount he devoted to buying the old stock of an old established business at one hundred cents on the dollar, and after one brief year's experience he comes before his creditors, showing liabilities of about \$4,000, and nominal assets of about \$2,700, these latter figures including bad and doubtful debts. The creditors having an offer for the estate from another party, of 30 cents on the dollar of liabilities, have accepted the same, doubting if there was that much in the estate if they wound it up themselves. We imagine that Mr. Goodwin must feel keenly the great difference between his position of to-day and the comparatively comfortable shape he was in one year ago. It is not easy at first to see how he can have dissipated in a small country business, not only his own capital but some \$1,200 of \$1,500 of his creditors' money as well, in so short a time. When, however, we come to consider the price paid for old stock, some of it said to be the accumulations of years, Mr. G.'s total inexperience, and as we are informed, his speculating in lumber about which he knew as little as he did of store-keeping, the rapid collapse does not remain such a matter of wonderment. So far as we can learn, no charges of dishonesty are preferred, and the failure is attributed solely to want of capacity and business knowledge.

PROGRESS OF WINNIPEG.—Significant evidence of the marvelous progress of Winnipeg, both in population and material growth, is found in the fact that the assessment has increased from \$2,000,000 in 1874, to \$4,600,000 in 1879 and nearly \$5,000,000 in 1880, and that some 400 buildings consisting of stores, dwelling houses, etc., have been erected or are in course of erection the present year, involving an outlay of close upon \$1,000,000. At its incorporation in 1873, the population did not exceed 2,000, whereas, says the *Times*, it now numbers 17,000 souls. The city register computes that \$1,250,000 has been invested in real estate within the city limits during 1880. The indebtedness of the city on the 4th March last, according to the City Chamberlain, was \$234,794, against which were unpaid taxes, \$27,672, and sinking fund \$20,819. Since, that time, however, bridge debentures have issued amounting to \$200,000, making the total debt of the city now \$386,302.

CAPTAIN ERICSSON'S new torpedo implement is a boat, a gun and a projectile. The boat is submerged like a monitor, with all the machinery below an intermediate deck of plate iron, which is strongly ribbed and supports inclined armour plates. The deck-house above water has no ports at the sides, and can be shot away without the vessel being disabled. Heavy wood backing gives additional protection to the wheel and the electric battery, and the steering gear is ten feet below the water line. Attacking bows on, and defying with her armor the heaviest ordnance, the *Destroyer* is practically invulnerable, and at the same time a most terrible antagonist. Her armament consists of a single breech-loader of wrought iron hooped with steel and a bore of 16 inches. This gun lies seven feet under water and discharges a projectile containing 250 pounds of dynamite. When the boat, with its crew of ten men, is within 300 or 400 feet of the enemy, the gun is fired by electricity and the projectile explodes by concussion. If the first shot fails, another follows in a few minutes, and the torpedo bombardment proceeds with extraordinary rapidity, no time being wasted in charging the gun. The substitution of gunpowder for compressed air in the operation of charging the gun vastly increases the efficiency of the armament.

A PITTSBURG firm is manufacturing all kinds of garments from spun glass. Specimens have now been made and exhibited, among the articles being a large table cloth, a towel, and a napkin. At first sight they could not be distinguished from the common kind, but, on closer inspection, were found to be marvelous specimens of glass manufacture. The table cloth was about six feet square, and white in colour, save near the ends and sides, where a border of delicate but pretty green added a tasty finish to the entire piece. The cloth was fringed on its four sides. The other articles were similar, save in the ornamental borders, which were pink and red respectively. The cloth was found to be made of threads, not transparent which rivalled cobwebs in gossamer-like tenacity. These frail filaments were woven together perfectly, and the cloth proved itself to be as flexible as but slightly heavier than if it had been composed of cotton. It is said that this cloth could be washed and ironed with equal propriety. Feathers were exhibited, fashioned into a natural shape out of variously coloured threads of glass. Some of the white neckties made from glass, when worn at night in a brilliantly lighted room, sparkle and glisten like diamonds, giving a very startling and pleasing effect.



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.

SAMUEL STERN,

Sole Agents for SETH THOMAS CLOCKS,
31 Wellington, 40 Front St. East,
TORONTO.

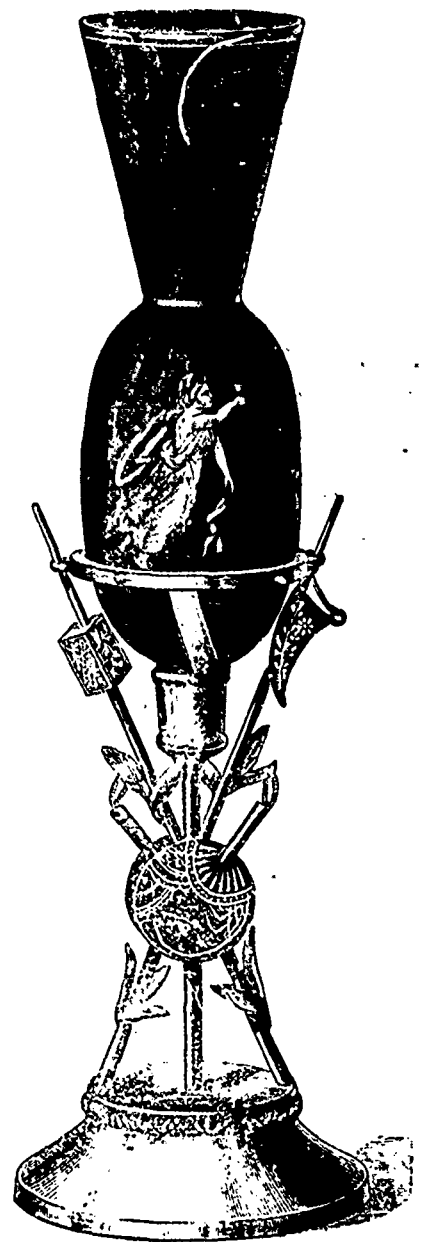
The estate of Robert Wilkes as advertised lately sold by public auction their Toronto retail business, commonly known as Diamond Hall. It was bought by Messrs. Moodie & Co., of Montreal, at 40¢ cents on the dollar - a pretty good price considering the nature of the stock.

Mr. Wm. Wharim, Jeweler, Toronto, after eleven years in his old stand, has removed his business to Marshall's new buildings, which have been specially fitted up for his accommodation. His new store presents a very neat and attractive appearance, and we trust that Mr. Wharim will find his business greatly increased on account of his better facilities.

Messrs. Kent Bros., Jewelers, Toronto, have just completed their handsome stone building on Yonge street, and expect to occupy it in a few days. It is, without exception, the finest building ever built in Canada for the retail jewelry business, and is highly creditable to their enterprise. We wish the firm continued success.

Messrs. D. O. Bricker & Co., of Port Egin, general store keepers and extensive grain dealers, have got into difficulties. In February, 1878 the nominal surplus of this firm, consisting largely of real estate, was \$100,000. The stock of goods was of the greatest variety, much of it being old and almost unsaleable. Heavy losses sustained by grain operation and merchandise brings their surplus down to \$19,000. At a recent meeting of creditors, held in Toronto, the firm made an assignment of all their property to Mr. Dewar, agent of the Bank of Commerce at Walkerton, and Mr. Patrick Hughes of Toronto, who were appointed Trustees to act for the creditors. The Trustees were instructed to realize the assets as quickly as possible, without sacrificing them, and divide the proceeds amongst the creditors. The estate will probably turn out all right and will leave the Messrs. Bricker with a surplus.

The "Monetary Times" says: "The resignation by Mr. J. S. Lockie, of the position he has for some years filled so acceptably, as manager of the Toronto branch of the Bank of Commerce, causes some changes among the officers of that institution. Mr. John C. Kemp comes from the Hamilton branch to succeed Mr. Lockie, and takes, besides, a liberal responsibility as assistant general manager. Mr. Kemp's training began in the Commercial Bank, twenty years ago, and his subsequent experience in various capacities in the Merchants and Commerce, has good perceptive and executive ability, doubtless marked him out for his new and important post. Mr. B. E. Walker goes from the inspectorship of the Bank to replace Mr. Kemp, at Hamilton. We should have said that Mr. Lockie will assume the management of the new British Canadian Lumber & Timber Co."

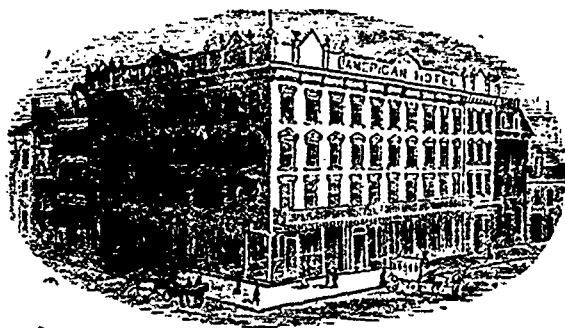


**ELECTRO PLATED
WARE.**

As heretofore, we lead the trade of Canada in this special department, and we are glad to be able to announce that this season our stock is larger than ever before, and that we are in a position to fill orders promptly. We sell none but the best quality of goods, and guarantee to meet any honest competition. To dealers in want of goods, we say it will pay you to come to Toronto and examine our stock. If you cannot come, order by letter and we will guarantee to give you satisfaction.

ZIMMERMAN, McNAUGHT & CO.
TORONTO.

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.

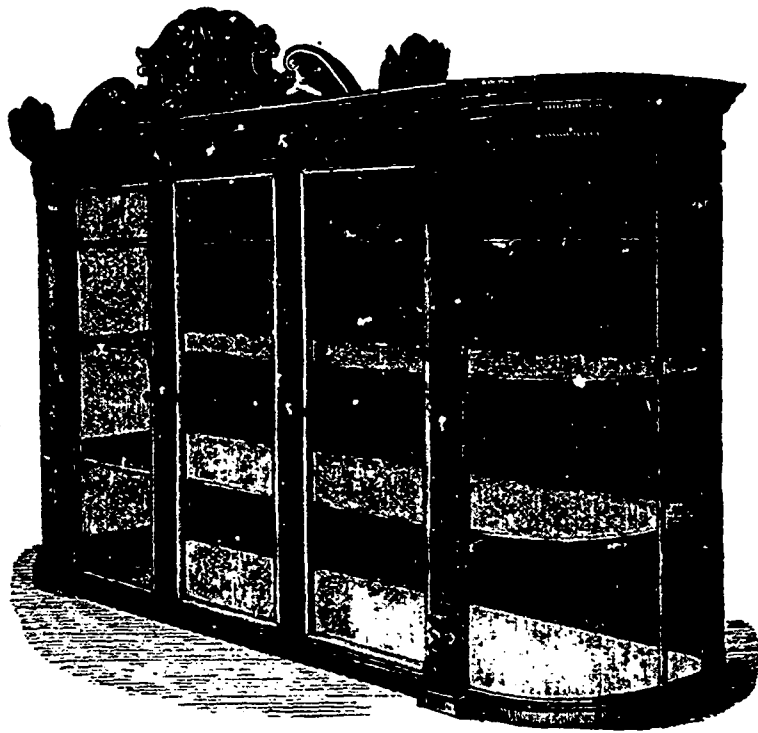
From its commanding location, and its future management, no Hotel in Toronto will offer superior accommodations to the travelling public. Rooms can be engaged by mail or telegraph.

ATWOOD & BINGHAM, PROPRIETORS.

ESTABLISHED 1859.

W. MILLICHAMP & CO.**29, TO 35 ADELAIDE STREET EAST,
TORONTO.**

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.

WELCH & TROWERN.

WELCH & TROWERN.

WELCH & TROWERN, 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,
TORONTO, ONT.

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.

H. & A. GUNTHER,

Jordan and Melinda Sts., Toronto.

WATCHMAKERS TAGS
1000 BEST. POST PAID. \$1
5000 " " " 4
LONDON CARD CO. LONDON ONT

T. WHITE & SON,

Manufacturing Jewelers,

—AND—

LAPIDARIES,

12 MELINDA ST.,

TORONTO.

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

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