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The Trader.

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

46 TORONTO, FEBRUARY, 1880.

CANADIAN ELECTRO PLATED WARE.

In order to protect our Canadian Trade, we have opened a branch factory at Montreal, and have fitted it up with the latest and most improved machinery for the manufacture of all kinds of Electro Silver Plated Flat and Hollow Ware. We have imported a full corps of operatives from our main factory at Wallingford, Conn., U.S., which will enable us to turn out goods equal to any manufactured in the United States. The branch factory is under the personal supervision of Mr. G. W. Hull, who has long been recognized as one of the most experienced and practical Managers of this kind of manufacture in the United States; this in itself will be a sufficient guarantee that all the work turned out of the Montreal factory will be fully up to the standard, both in Quality and Finish.

IN HOLLOW WARE

We will as usual make a full assortment, including all the latest novelties. These goods will be found fully illustrated in our new catalogue, and are warranted to be equal to any goods of a similar kind manufactured elsewhere. All our goods bear our own Trade Mark and name, and are guaranteed to be first-class in every particular, no matter by whom sold.

IN SPOONS, FORKS,

And other Flat Ware we will continue to manufacture goods worthy of the high reputation we have attained, and can recommend them as being equal to any goods in the world. They are all heavily plated with a coating of pure silver, from 10 to 20 per cent. heavier than the regular market standard, upon a base of 18 per cent. Nickel Silver, and are all hand-burnished, and finished equal to sterling silver goods. We are prepared to furnish them either in Plain or Fancy Patterns, in Extra, Double, Triple and Quadruple Plate. Each Spoon and Fork has the quality plainly stamped upon the back, and every dozen is warranted by special guarantee wrapper. Full particulars as to patterns, etc., will be found in our illustrated catalogues.

SIMPSON, HALL, MILLER & CO.,

MANUFACTURERS OF FINE ELECTRO PLATE WARE,

Wallingford and Montreal.

SPECIAL NOTICE.

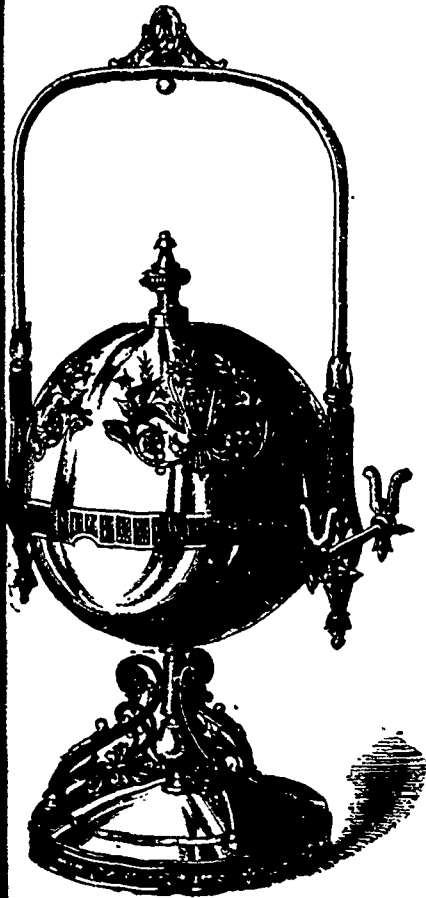
We also desire to notify the Trade that in order to meet the wishes of our western customers, we have entered into arrangements with

MESSRS. ZIMMERMAN, McNAUGHT & CO.,

of Toronto to act as our Sole Wholesale Agents for the Province of Ontario, and will hold at their Warehouse, 56 Yonge Street, Toronto, a full stock of our leading lines, both in Flat and Hollow Ware, which will enable them to fill orders on the shortest notice. They will supply our goods at the same price from Toronto, as if sold direct from the factory, and will furnish prices and Illustrated Catalogues free to dealers on application. Dealers in Ontario will please address enquiries to Zimmerman, McNaught & Co., Toronto.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD AND MONTREAL.



FIRST PRIZE GOLDSMITH'S WORK AT TORONTO INDUSTRIAL EXHIBITION.

P. W. ELLIS & CO.,
Mfg Jewelers & Watchmakers, Importers of Watchmaker's & Jeweler's Supplies,
DEALERS IN DIAMONDS AND OTHER PRECIOUS STONES.
NO. 4 TORONTO STREET, TORONTO.

We are now manufacturing Morocco Cases for Earing Sets, Watches, Necklaces, Locketts, and Rings. Ring and Watch Trays made to order. All at prices closer than imported goods of same class. Old Cases and Trays relined and made like new. Send for prices and samples.

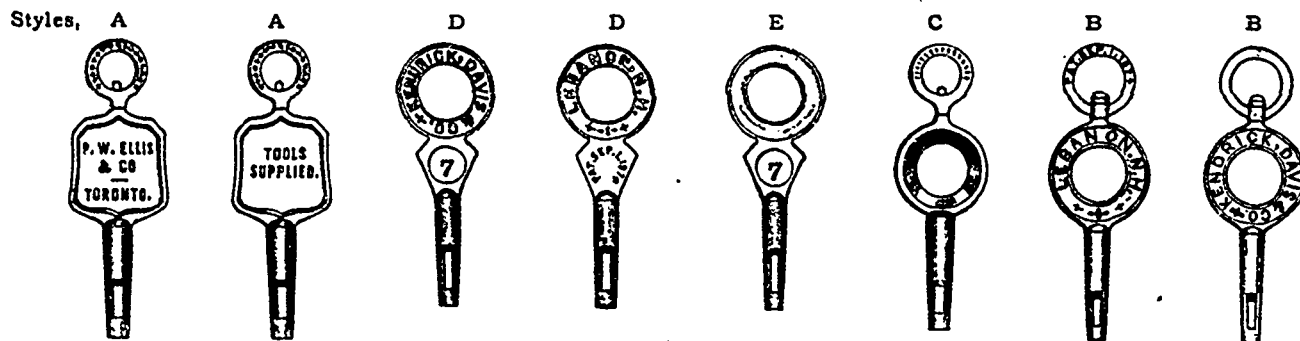
Manufacturers of Gold Chains. Albert, Long, Opera, Brooch, Leontine, Chatelaine, Tassel Chains, Necklaces, Solid and Hollow, in every design and any weight. Jewellery repaired, matched or made to order. Coloring, Cold and Silver-plating, Chasing, Engraving, both Silver, Gold or Stone, Enamelling and Diamond Setting. All classes of work made by experienced workmen who make a specialty of a particular branch of work. Estimates and designs furnished of Badges, Medals, articles for presentation or other purposes. In plain rings we stamp the name of the customer ordering, free of charge, which the trade will at once see the advantage of as an advertisement and guarantee of the quality represented. Thanking the trade for their past custom and soliciting a continuance of your liberal support.

We remain, yours respectfully,

P. W. ELLIS & CO.

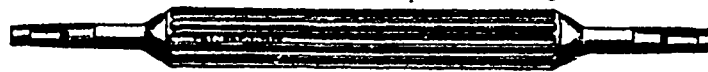
N.B.—Raised Gold Monogram Locketts, and Single Stone Diamond Gypsy Star Set Rings made to order.

Sole Agents in Ontario for the No Plus Ultra Dust-proof Nickel Plated Keys.



No. 9.

BENCH KEYS, in sets of 6, 4 and 3.



No. 10.

Style P, Nickel Handle.



The Key Pipes are all warranted to be made of the finest quality of steel, possessing an indisputable advantage over every Key yet offered. By having the square of each Key perfect, the whole depth, an advantage in its own durability, and a great preservative of the winding square in the watch, the utility of such will be readily perceived by every practical Watchmaker. Another great advantage: each Key has a mortice through the pipes, making it the most simple and thoroughly dust and moisture proof, as well as the cheapest Key, "advantages considered," in the market.

We forward complete descriptive Price Lists and samples upon application, and would press the trade to give them a trial, as we are assured they will use no other. The leading retail business throughout Ontario, have almost, without exception, universally adopted them. And from all quarters, we receive flattering testimonials of their superiority, in regard to durability and excellent appearance, rendering them readily saleable. Sizes 4, 5 and 6, fit American Gents' Watches and No. 9, Ladies' American.

Dealers will at once see the advantage of the name as an advertising medium,

P. W. ELLIS & CO.

THE TRADER

TORONTO, ONT., FEBRUARY, 1880.

Distributed free to every Jeweler and Hardware 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."
 Box 1325, Toronto, Ont

How we Stand.

The present is the time when every wide awake merchant should take an inventory of his stock, and find out how he has prospered during the year which has just passed.

This is a very essential thing, and no business man should neglect it. Every dealer, whether large or small, should take stock at least once a year and find out what he has been doing, whether he has made or lost money, what goods have sold well and what lines have hung fire, what and where his leakages have been, what accounts have been remunerative and what unsatisfactory; these and a hundred other things equally important will be brought before his notice during this annual dusting and squaring up operation. It is a good thing for a merchant to know exactly how he stands every year, and this can only be done by carefully taking stock and balancing the books. We have known several instances where merchants have been so careless as not to do this for years, and the consequence was that they were totally ignorant their true financial position. In this delightfully unconscious state they remained until they found money getting tight and themselves forced into bankruptcy, and probably they were as much astonished as any of their creditors to find they were insolvent.

Finding out how one stands is not an absolute preventive against bankruptcy, but it is at least a good safeguard. If a dealer finds he is getting behind, and has any business ability, he will at once endeavour to remedy the defect by curtailing his expenses and trying to increase his profits; if, however, he is unaware of the condition of his business, the danger

becomes none the less, while his ability to meet the threatened disaster is curtailed by his ignorance.

In any case this annual overhauling must be productive of good results. If the merchant has stock that is sticking on his hands, he will, if sensible, get rid of it by reducing it to cost if necessary, and at least save the interest on the outlay; if some of his accounts have not been satisfactory he will take means to reduce them and keep them lower in future, if he is over-stocking himself he will find it out this way sooner than by any other and should profit by the lesson, in fact, while there are a hundred things to be said in its favour there can be nothing said against it. It is very hard to estimate its importance as an aid to a successful business career.

The Failures for 1879.

The Mercantile Agency of Dunn, Wiman & Co., in accordance with their usual custom, have lately issued their annual circular upon the trade of 1879. The figures which we give below embrace the failures both in Canada and the United States, and are tabulated in a very convenient form. For the purpose of comparison they embrace the past five years, and are as follows:—

CANADA.		UNITED STATES.	
No. of Failures.	Amount of Liabilities.	No. of Failures.	Amount of Liabilities.
1874.....	966	8 7,666,765	5,830
1875.....	1,968	28,843,967	7,740
1876.....	1,728	25,517,991	9,092
1877.....	1,892	25,523,993	8,872
1878.....	1,697	23,908,677	10,478
1879.....	1,902	29,347,937	6,658

The number in business in Canada during the past year was 55,964, and in the United States, 702,157. In the following table is given the percentage of failures to the number reported in business for the two years 1878 and 1879 in the two countries:—

CANADA.				UNITED STATES.			
No. in Business.	No. of Failures.	P. C. of Failures.	Amount of Liabilities.	No. in Business.	No. of Failures.	P. C. of Failures.	Amount of Liabilities.
1878.....	56,347	1,697	\$23,908,677	702,157	10,478	1 in every 33	\$23,908,677
1879.....	55,964	1,902	\$29,347,937	702,157	6,658	1 in every 29	\$29,347,937

These statistics, while showing a marked improvement in the mercantile business of the United States, show just the opposite as regards Canada. There the failures in 1878 were 10,478, with liabilities of \$23,348,132; and in 1879 only 6,658 in number and \$9,149,053 in amount. Here the number of failures in 1878 was 1,697 as compared with 1,902 in 1879, and the liabilities in 1878 only \$23,908,677 as compared with \$29,347,937 in 1879. The average liabilities in Canada in 1878 was \$14,088, and in 1879 \$15,430.

The climax of the depression in Canada appears to have been reached in 1875,

for, as the statistics show, there was a steady decrease in the amount of liabilities from that year down to 1878, indicating that the country was slowly but surely recovering from the effects of the commercial disaster which overtook it in the fall of 1873. But in 1879 it experienced a sudden and an alarming relapse. The amount of the liabilities is found to exceed that of any previous year since 1873, while the number of failures is greater than for any year excepting 1875."

The above figures are interesting, inasmuch as they show conclusively how little a Government can do towards legislating people into prosperity. A year ago the Government organs predicted that the National Policy would make the country prosperous, but facts and figures are stubborn things, and the above affords an ample refutation of this over sanguine prediction. The fact is that the National Policy had but little to do with the failures of 1879. It neither made them more or less than they would have been under a Revenue Tariff such as we formerly had. It will be found on examination that the bulk of the failures took place during the first six months of the year, and that many who went down were bankrupt in 1878, but staved off the evil day till 1879, in the hope that the N. P. would somehow or other work a miracle on their behalf.

The following tables will show the proportion of failures during each quarter of the year, from which it will be seen that there has been a very decided improvement from its commencement until its close. Thus while there was 39.7 per cent. of the total failures during the first quarter, the fourth showed only 16.8 per cent. This result is in pleasing contrast with the figures for 1878, and which according to the report in Dun, Wiman's circular would appear to have been a more prosperous year than 1879.

The analysis given below, however, shows that after the first quarter business kept gradually getting worse, and that while the last quarter of 1879 showed only a proportion of 16.8 per cent., the same quarter for 1878 showed a proportion of 21 per cent. of the whole:—

Year	Quarter	No.	Amount.	P. c.
1879	1st quarter.....	634	\$11,647,698	39.7
	" 2nd ".....	433	5,777,256	19.7
	" 3rd ".....	418	6,998,617	23.8
	" 4th ".....	417	4,923,367	16.8
Whole year '79.....		1902	\$29,347,937	100.0
1878	1st quarter.....	555	\$9,100,929	39.4
	" 2nd ".....	392	4,407,800	19.1
	" 3rd ".....	295	4,629,392	20.0
	" 4th ".....	373	5,013,941	21.5
Whole year '78.....		1615	\$23,152,262	100.0

We are not admirers of the N. P. by any means, but in fair play we do not want to see it saddled with any more

sins than properly belong to it, we think it has plenty of its own to answer for, and must stand or fall on its merits.

In connection with the failures of last year we think the worst charge against it is that by the specious promises of its advocates many were inspired with delusive hopes which could not be realized, and only left them more hopelessly involved than they would have been if they had made some arrangement at once.

Another cause for the extraordinary Canadian failures last year was the fact that 1878 was the darkest year the United States had seen since the commencement of the late depression. As the returns show, they had that year 10,478 failures, amounting to \$234,383,132. Such a state of things across the border could not help affecting very materially the prosperity of this country, for our trade relations are so closely interwoven, that what affects the United States must reflect its influence on us whether it be prosperous or adverse. These effects, although certain, are not always immediate, and we are strongly of the opinion that to the working of this sympathetic trade feeling may be traced a great many of the commercial disasters of last year.

Another, and perhaps as strong a reason as any for the apparent difference in prosperity between the two countries, is the fact that the extraordinary amount of failures in the United States in 1878 was caused in no small measure by the action of the people themselves, and was the result of an attempt (and a successful one) to place their business upon a cash basis. The consequence of such an action upon the part of the manufacturers and wholesale merchants, was that the weak kneed had either to pay up or go under at once, and although the number of failures was unprecedentedly large, the effect was to benefit those who were solvent by weeding out those who were unworthy of credit, and to put business upon a much sounder basis than it had occupied for years.

The wisdom of this policy has been clearly demonstrated during the past year, for although there were in the United States 27,416 more traders than in 1878, there was 3,820 failures less than in the year previous, and a reduction in the amount of \$136,234,079.

The manufacturers and wholesale merchants of Canada, on the contrary, have been slow to adopt this very practical lesson, and it was only in the spring of 1879 that any decided attempt was made

amongst them, either to curtail credits or deal more vigorously with delinquent debtors. This attempt, although neither general or united, has not been unproductive of good results upon the various branches of our trade, and we may trace some small share of our present prosperity to this cause, which, although apparently disastrous for the time being, cannot fail in the long run to be beneficial to the country.

The fact of the matter is (and it is really the pith of the whole question) that there are too many people in business in Canada both in the wholesale and retail trade, and as a natural consequence, competition is extremely keen, and credit by far too cheap and easily obtained. So anxious have wholesale merchants been to do business that almost any person, no matter what may be his character or antecedents, can get credit from some house or other; is it any wonder, then, that failures are so common, when men without either capital or character, and oftentimes without any knowledge of the business they embark in, can get all the goods they want on time? In Canada we have one person in business for every seventy-two people that are out of business, a number which we consider is entirely out of proportion, considering the average wealth of our population.

The only thing, we think, that can permanently improve our trade is a more rigid method of dealing with insolvents, and a weeding out of those merchants who prove themselves either dishonest or incapable of properly managing their business. If this were strictly adhered to we would soon find that although for a time our failures would apparently increase, the country would become much more prosperous, for the incapable or dishonest traders would be compelled to become producers, and thus afford a better chance to those who were left.

From this stand point we look on the figures of last year's failures with some small degree of satisfaction, and seem to catch through the rift of adversity's dark cloud a glimpse of the silver lining beyond. In spite of what some may say, we think that the country is more prosperous than it was a year ago; we have fewer men in business, and as a rule they are sounder financially, and are meeting their obligations better.

The abundant harvest of 1879 has only begun to make itself felt, and the extra millions which we must realize from this source alone cannot fail to help in bring-

ing about a better state of things. Our lumbering interests are again looking up, and with the return of prosperity in the United States we are having a greater demand and higher prices for all the lumber we have to sell. These and other causes will, we think, make this year a much more prosperous one than the last, and we trust that when Dun Wiman & Co. come to issue their next annual circular, it will be found that the year 1880 will show a decided improvement over any of its predecessors during the last decade.

The Future of Canada.

The political organs have lately been discussing at considerable length, and with no small amount of bitterness, the future of Canada, and while each party has been trying to shew itself superlatively loyal to the British Crown, it has been trying to throw the onus of the late discussion upon its opponents. We do not intend to discuss this question at any length, but simply to look at it from a different point of view from the political organs. We are not a nation of politicians who can be agitated by the chimerical idea of preserving the balance of power on the American Continent, but like our neighbours in the United States, one of merchants and agriculturists, and our view of the situation therefore, should be an extremely practical one. One thing is certain, we cannot always go on as we are, for questions will arise in which our interests must clash with those of the mother country, and it is hardly to be expected that we will always be willing to sacrifice ourselves for the benefit of our relations across the Atlantic. Another thing is almost as certain, that in the not far distant future one of three things must happen to Canada, viz., (1) Union with the United States, (2) Federation with England, (3) or Independence.

In reference to union or annexation with the United States, we think that the least practical solution of the three ways.

The Canadian people as a rule know too much about the United States to voluntarily enter into a partnership with them, and we are strongly of the opinion that the people of the United States will never try to annex us by force, even if they were certain of succeeding in the venture. From a commercial standpoint we think that such a union would be disastrous to many of our interests. It is true it would be beneficial to our lumbermen, and it might advantage our farming population

somewhat, but it would be ruinous to a great many of our factories. In fact we would almost at once take the same position as the Western States, and become metaphorically hewers of wood and drawers of water for the manufacturers of the Eastern States.

It is argued by some that if Canada were joined to the States, that our carrying trade would be vastly increased, and that instead of the produce of the Western States finding its way to the seaboard by the Erie Canal and New York, it would go via Montreal and the St. Lawrence; but this, we think, is hardly a sound argument, for if the St. Lawrence route is shorter and cheaper than any American route, the grain for European markets (unless embarrassed by the stupidity of our legislators) will as surely find its way thither as the waters which draining the North-Western States find thus their natural outlet to the ocean. If the St. Lawrence is not the natural highway of commerce, union with the United States would not make it so.

Another reason against this change is, that such cities as Montreal, Toronto, Hamilton and London, that have an extensive wholesale trade, would very soon find their occupation gone, for their business would soon be absorbed by New York and Boston, and in a very short time they would be in a position to receive Macaulay's moralizing New Zealander in a becoming manner.

The last, and probably one of the most powerful reasons is, that the sentiment of the people is strongly opposed to such a change. Canadians as a rule are intensely loyal to the British Crown, and it will take a great deal of weighty argument and solid advantage to make them change their allegiance from the glorious old flag that is emblematic of a historic past, for the newer and more gaudy bunting of an experimental republic.

The question of Federal Union is no new idea, but has been discussed for a number of years, and although some of the best minds of the age have given it their attention, no feasible plan has yet been arrived at. Indeed the more it is discussed the further it seems to be from a conclusion. Leaving aside the much discussed questions of unequal parliamentary representation and foreign wars in which we could have only an indirect interest, we look at it entirely from a commercial standpoint. The great want of England to-day is a market for her manufactures, and in order to benefit

her we would have to discontinue manufacturing almost entirely and promote only the production of raw material. In other words we should have to lay ourselves out to provide England with food and be willing to take her manufactured goods in exchange. If Canada was merely an agricultural country, it would be a very simple matter to adjust the tariff of England so as to bind this colony, and perhaps all the others, much closer than they are at present, but our manufacturing interests have become so large that they have now to be considered, and they will be no small factors in determining our future. Commerce is selfish, and every country like every individual manufacturer or merchant, has to look out for itself and see that it does not fall behind in the race for supremacy. This being the case, our manufacturing population, although personally loyal to the Crown, cannot and will not stand quietly by and see their rights bartered away for the benefit of the Mother Country.

To our mind everything points in the direction of ultimate independence, but an independence sanctioned by the Mother Country, and favourable to a closer alliance than we have at present. This, however, is a thing of the future, and will come soon enough without our seeking to force it by premature discussion. The duty of the present is to act loyally to the Crown and faithfully to ourselves; to lay the foundations of our national character broad and deep so that come what may, the question of our future shall be discussed and decided not by an illiterate and unthinking mob, but solely upon its merits by an educated and self-reliant people.

If ever the time shall come when we have to sever our connection with England, we think it will be accomplished by mutual consent, and a desire on the part of each to further the other's interests as well as their own, and the demagogue who would incite in this Colony feelings of hostility towards the Mother-land should be scouted by his countrymen as disloyal not only to England, but to Canada as well.

We trust that whatever our future may bring, it may not be antagonistic to England, but that by wise legislation and sympathetic action we shall be bound closer together, and that while we may be rivals in manufactures and commerce, our country shall always afford a safe and hospitable home to the surplus millions of the old land who may within our borders

find not only contentment and plenty, but a kindred feeling denied them elsewhere on this Continent.

Business Notes and Comments.

Messrs. George Fleming & Son, of St. John, N.B. have obtained the contract for eleven locomotives for the Intercolonial Railway.

DURING 1879 the total losses by fire in the city of Toronto, amounted to \$194,328, the property affected being insured for \$451,525.

PROF. CROFT has lately tested a sample of ore found east of Gull Lake, which gives 37 per cent of iron. Some silver from the same locality has been sent to Prof. Croft to be tested.

THREE-AND-A-HALF millions of dollars were paid at the New York Customs House last week for duties on imported goods—the largest receipts in a single week in eight years.

IT is estimated that the cut of square timber in the Ottawa district this year, will not exceed one and a quarter million feet, against nearly three million of feet for the previous year.

THE Customs report for 1879 shows the value of imports of Canadian goods into Manitoba to have been, in round numbers \$2,000,000, being half a million greater than the Canadian imports in 1878.

"EFFORT gentlemen," said Mr Gladstone in his address to the enthusiastic students at Glasgow, "honest, manful, humble effort, succeeds by its reflection action, especially in youth, better than success."

COL. Robbins, superintendent of the Baldwin Mines, has about completed the arrangements for the shipment, via Rideau Canal, of 25,000 tons of iron ore to Kingston, at which point it will be loaded in schooners for Cleveland.

"A TRUE AMERICAN," says a trans-Atlantic contemporary, "is too proud to beg and too honest to steal: he gets trusted," and then "busted." It is evident that the writer of the above is not conversant with American politics.

THE Hamilton Tool Company, of Hamilton, has been attached by Messrs. Burrows, Stewart & Milne of that city. The amount of the liabilities is not yet known. The Company has been unsatisfactory in payments for some time.

Messrs. Gilbert, founders, of Montreal, have signed a contract with the Government for \$50,000 worth of heavy guns for Canadian defences. The same firm offers to take up the rocks in the Galops Rapids, and is looking after the contract.

Messrs Babb & McIntyre, Mitchell, dissolved in June last. Mr. Thomas Babb, an old and well-known citizen, who got an extension, continued the business. Having fallen behind in his payments, he has been served with a writ in insolvency.

CANADIAN Pig Iron is now being bought by the Americans. A considerable quantity of Three Rivers iron has lately been sent to the States, including 1,090 tons sold by the estate of the late G. B. Hall from the Radnor mines at \$25 per ton, which is cheap, as prices are now going.

THE manufacturers of axes in Belleville, St. Catharines, Galt and Dundas, met in Toronto last month, to arrive at a basis of prices for next season's business, and there is every likelihood of an advance: prices must be higher to enable any profit to be made on their production.

SOME small towns seem to be infatuated with the idea that if they could establish a manufactory of some kind in their midst, they would go on prospering and to prosper. The latest is that the Kin-cardine Town Council are considering the propriety of giving a bonus to the manufacturers of a steel horse collar.

THE new City Council of Toronto comprises 7 lawyers, 4 merchants, 2 ex-contractors, 1 hide dealer, 1 soap manufacturer, 1 marble cutter, 1

druggist, 1 mill-stone manufacturer, 1 tea pedlar, 1 vessel owner, 1 saddler, 1 tea broker, 1 Government official, 1 florist, 1 wharfinger, 1 ex-hotel keeper, and one gentleman

The wholesale firm of Nerlich & Co., Toronto, has lately been dissolved by effluence of time. Mr Hugh Blain, retiring. Mr. Blain is well known amongst the wholesale trade of Toronto as an energetic and gentlemanly man of business, and his talents are such as should make him succeed in any new venture he may undertake.

It is not what we earn, but what we save, that makes us rich. It is not what we eat, but what we digest, that makes us strong. It is not what we read, but what we remember that makes us wise. It is not what we intend, but what we do, that makes us useful. It is not a few faint wishes, but a life-long struggle that makes us valiant.

The folly of endorsing for ones friends is continually being illustrated in a very practical manner, the latest is, that of Mr. H. C. Russel, furniture dealer of Port Hope, who fell into difficulty through endorsing for friends, has obtained a discharge in insolvency. He owed to people in the trade, on his own account, not more than \$100.

A REQUEST to assign has been made upon Mr. William Elliott, M.P., general store dealer, Meadowdale, by Messrs. John Garrett & Co., of Hamilton. Mr. Elliott had been a successful farmer, and became the possessor of a good deal of land, which is, however, heavily mortgaged. His store business does not appear to have been a live one, and he fell behind in his payments. The estate, we imagine, will be a difficult one to realize from.

D. A. HARPER, the "Dollar Store" dealer of Montreal, in straitened circumstances, and now proposes to put his affairs into the hands of a trustee, and work off his liabilities within a year. He has lately spread his interests too widely, having opened at Ottawa, and is caught with a large stock, whose realizable value is uncertain. He owes but little over \$5,000, while his nominal assets represent about \$12,000.

It is said that the "Terry Clock Co." of the United States, propose starting a Watch and Clock Co., at Hochelaga, near Montreal, and employing about 200 hands. They are to be exempt from taxation for 25 years. If they do commence business in Canada, it is to be hoped that they will turn out an article which will do the country more credit than those manufactured by the "Hamilton Clock Co."

GEORGE H. STUART, the well-known philanthropist of Philadelphia, has lost all his princely fortune by the failing of another, whose endorser he had become. He surrendered his entire estate to the creditors of the party for whom he endorsed, and now, at the age of over 70 years, lives in a rented house, yet meets his friends every day with the sweet smile of conscious integrity and the proud content resulting from a well-ordered and honourable life.

From the bulletin of the American Iron and Steel Association, it appears that the American out-put of steel this year is the largest ever known, while the price is extraordinary high. In spite of the large importation of both old and new rails and pig iron, the American orders for these are not nearly filled. The total production of 1879 was 1,650,000 tons, against 1,157,000 tons in 1878. In addition to the railway iron demand, steel wire for fencing and iron pipe for the oil regions were also in great request.

The chief of the Montreal police is in receipt of letters from all parts of the United States, asking information concerning a bogus jewellery firm, known as Mamfret, Belmont & Co., 214 St. Lawrence street, cheap watch manufacturers. Their mode of doing business has been to solicit orders, and get part payment in advance for cheap gold watches, and now they have gone away to keep store in Boston, in which place it is expected they arrived on January 1st. They have swindled the public out of thousands of dollars.

The London Times having lately asserted that the present rise in iron is wholly due to American

orders—hence is temporary, the Manchester Guardian says the facts are otherwise. Prices are declining in speculative districts, but still rising in Staffordshire and South Wales, the manufactured iron markets. The Bolckow-Vaughan, a leading company, are working chiefly on East Indian orders, and are also executing large New Zealand ones. The Guardian asserts that no large iron-master accepts important contracts at the present prices. Experts generally believe that a further rise is probable.

The liquidation of Messrs. Morland, Watson & Co., of Montreal, will, it seems, bear hard on a good many hardware dealers who have dealt principally with them. We are sorry to learn that Hatch & Mearns, of Oshawa, who got an extension some time ago, and have been paying up very promptly, have been attached by them. These gentlemen have for years been doing a good business, and were well regarded by the wholesale houses with whom they dealt. We trust they will be able to arrange matters so as to enable them to carry on their business with success.

ADVANCE IN PLATED WARE.—As we predicted some time ago, the general rise in the price of metals and labour has affected the price of electroplated ware, which has advanced in price nearly ten per cent., and still shows an upward tendency. With the return of prosperous times in their own country, the United States manufacturers find themselves almost unable to fill their home orders, and as a consequence are not so eager to slaughter the goods in foreign markets as they were during the depressed times. The effect of this rise will be to stimulate the production of these manufactures in Canada, for it is evident that with the present duty it will not pay to import these goods when they can be produced almost as cheaply at home.

The free market question is gaining ground. In Sarnia a vote of the people was taken the other day, and they decided by a vote of ten to one to sweep away all restrictions on local trade. The fees have been taken off in Mitchell, and Lindsay is agitating the matter, with every prospect of a favourable result. The Advertiser advocates the abolition of fees in London, speaking of them as "petty restrictions on trade which should find no encouragement among enlightened people." The Beacon says Stratford's turp will come next. The Chatham Banner favours the principle, and reports the circumstances which prevent its immediate application there.

At a church prayer meeting not far from Boston, a man whose credit was not the best, and who was somewhat noted for his failure to meet his obligations, arose to speak. The subject for the evening was, "What shall I do to be saved?" Commencing in measured tones he quoted the passage, "What shall I do to be saved?" He paused, and again more emphatically asked the question, "What shall I do to be saved?" Again, with increased solemnity and impressiveness of manner, he repeated the momentous enquiry, when a voice from the assembly, in clear and distinct tones, answered, "Go and pay John Williams for that yoke of oxen you bought of him!" The remainder of the gentleman's address was not reported. All present appreciated the fitness of the unexpected word in season, and were saved from hearing a lengthy exhortation from a swindler's lips.

WHAT A DEALER THINKS.—Mr. Alvin Patton, a diamond merchant of Cincinnati, thinks it highly probable that Mr. McLearn, of Glasgow, has produced carbon in diamond formation as, many scientific men have done before him, "but always in such infinitesimal particles as to be utterly useless for ornament. Sands of gold are found in quartz rock, but could they not be fused and melted together they would be of as little value as the Scotchman's carbonic particles of diamond. If you break a diamond into little pieces,

All the king's horses and all the king's men
Cannot put it together again.

I am not at all frightened, hoping and expecting to remain a diamond merchant all my life.

Judges should refuse to commit indigent debtors to jail for contempt of court in not being able to obey a Division Court order to pay their indebtedness. As a rule they do refuse. But now and the

some unfortunate debtor is packed off to jail because it is his fate to be hard up—and a good many people have been hard up during the commercial depression. To imprison a debtor, nominally for contempt of court, but really for inability to pay a debt, is a barbarous proceeding and altogether opposed to the spirit of the age. There is something wrong to the law that allows a man who owes thousands to go free while the man who owes a few dollars is clapped into jail.

WHAT AN INVENTOR THINKS.—Mr. McLearn writes to the Times stating that he had held an interview with Maskelyne, and after fresh investigations, lasting four days, of the crystalline substance obtained by him, he feels it his duty to say that the crystalline substance which he believed to be carbon in that condition is not so, but that while it very strongly resembles Brazilian "bourt," or diamond dust, it consists almost entirely of silica and alumina and a residue insoluble in hydrofluoric acid. Even after forty-eight hours action the residue still contained a few minute crystalline forms. Maskelyne thinks that by some modification of the experiments the desired result may yet be obtained. Mr. McLearn thinks it improbable that diamonds of any size can be produced artificially, but he firmly believes that the time is not far distant when crystalline carbon in the form of dust, such as he still hopes to produce, will be obtained in quantity, and will have before it a great future in the arts.

In order to prevent smuggling in Montreal, the Government has issued most stringent instructions to their officers to be on the alert. To give the order effect instructions were given by the Surveyor of Customs to allow no parcels to leave the surveillance of the Customs officers in transit from Bonaventure Depot to the Express office, the presumption being that packages invoiced to parties were changed while en route from the depot. The absurdity of such an order is apparent when it is considered that the express officers have control of these packages from the moment they leave the Province line, when parties interested could easily change the packages if they were so disposed, and substitute others marked to correspond with the invoice, a thing which is not possible on the American side, where express cars are sealed from the public, and where express companies are under heavy bonds for goods carried.

Most of our readers will remember the case of R. Knox, watchmaker, Wingham, who after being refused a compromise of thirty cents on the dollar by his creditors and skedaddling to the States, was afterwards allowed to come back by paying eighty cents on the dollar of his liabilities, unsecured. The first composition notes became due last month, and Knox now declares his inability to pay them. It appears that when the former settlement was made, the stock valued at \$2,000 was handed back to the insolvent, who has since been selling what he could from it. It seems that this stock has been afflicted with the galloping consumption, for it has shrunk into a value of \$900, although the creditors have never received any returns from it. In fact the whole transaction looks so like a premeditated swindle that the creditors contemplate arresting Knox, and making an example of him. The wonder is that merchants who had any experience of his former deliberate attempt to swindle his creditors would again trust him with his stock without being fully secured.

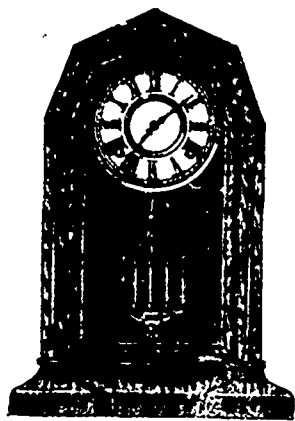
TORONTO ABROAD.—We notice that at the farewell dinner tendered to Dr. Williams, United States Commissioner to the Sydney International Exhibition, the toast of "The Sydney International Exhibition," was proposed by Mr. D. D. Manson, of Toronto, the foreign representative of the Waltham Watch Company, who in a very appropriate speech, pointed out the great good that would emanate from this Exhibition, which would tend greatly to a closer and stronger feeling of reciprocity, both socially and commercially, and to bring to the notice of the world at large the great and lasting resources, both as regards agricultural and mineral wealth, of this great colony. He concluded a very interesting speech, which was frequently applauded, by coupling with the toast the name of the Hon. Augustus Morris. In referring to the above, the "American Exporter" says that Mr. Manson's was undoubtedly the speech of the evening.

Business Changes.

ATTACHED.—John Radigan, tins, Arthur, Ont.; E. Dufresne, tins, Montreal, Que.; Wm. Elliott, general store, Meadowvale, Ont.; R. Knox, jeweller, Wingham, Ont.; A. McGowan, hardware, Orangeville, Ont.; Chas. Carnegie, jeweller, Toronto, Ont.; P. Brunet, jeweller, Quebec, Que.; R. D. McElmon, jeweller, Moncton, N.B.; Thomas Sturdy, tins, Hamilton, Ont.; Arch. Campbell, hardware, Woodville, Ont.; Hatch & Mearns, hardware, Oshawa, Ont.; Henry Potts, tins, Wardsville, Ont.; Truesdale & Co., manufacturers of hoes, Hamilton, Ont.; Edward Foster, tins, Leamington, Ont.

OTHER CHANGES.—Charlton & Roddy, tins, Norwich, dissolved, style now Roddy & Son; Abel Coulton, tins and hardware, Stratford, Ont., sold out to Geo. Hodge & Co.; Nerleick & Co., wholesale fancy goods, Toronto, dissolved, H. Blain retaining, style the same; W. S. Webster, stoves and tins, Galt, Ont., has sold out; Ross, Cumming & Co., hardware, Prescott, Ont., dissolved, business now under the style of R. W. Ross & Co.

SAMUEL STERN,



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, GILBRET,
AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples.

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.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

SAMUEL STERN,

31 Wellington, 40 Front St. East,
TORONTO.

GEO. E. COOPER,

Ornamental and General Engraver,

4 TORONTO ST.,

Toronto, Ontario

All Kinds of Plate, Jewellery, Etc.
Tastefully Ornamented.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

WATCHMAKERS

In need of first-class work at lowest trade prices should send to

A. C. ANDERSON & CO.,

HAMILTON,

WHOLESALE JEWELLERS,

AND DEALERS IN

WATCH MATERIALS AND TOOLS

FOR SALE!

NICKLE SHOW CASES.

Almost new, made by Millichamp.

Ten feet long; 24 inches wide; 7 inches in height; square front; opens from the top; made for a Druggist. Suitable for a Druggist, Stationer, Jeweller or Hardware Merchant.

Price \$30.00 Cash.

CAN BE SEEN AT 58 YONGE ST.

ZIMMERMAN, McNAUGHT & CO.,

FOR SALE!

Ebony & Silver Show Case,

Almost new, made by Millichamp.

Length, 10 feet; width, 30 inches; height, 4 feet 6 inches; fancy scroll work and silvered sign on top; opens at the back; doors lined with the best quality mirror plate, has one shelf, supported by silver-plated brackets. One of the handsomest show cases ever made in Canada, suitable for a fine class jewellery business.

Price \$100.00 Cash.

CAN BE SEEN AT 58 YONGE ST.,

Zimmerman, McNaught & Co.

W. M. COOPER,

MANUFACTURER'S AGENT,

DEALER IN

RIFLES, GUNS, AND SPORTING GOODS,

SOLE AGENT

For the Celebrated Guns, & Rifles,
Manufactured by

W. & C. SCOTT & SON.

W. W. GREENER.

GEORGE GIBBS.

THOMAS TURNER.

WILLIAMS & POWELL.

W. M. COOPER,

23 FRONT ST. WEST,

TORONTO.

DAVID WILSON,

Ornamental and General Engraver,

7½ KING ST EAST,

TORONTO.

Crests, Cyphers, Monograms,
and inscriptions of all kinds
of Silverware, etc.

JEWELLERY NEATLY ORNAMENTED.

TERMS CASH.

ZIMMERMAN, McNAUGHT, & Co.,

MANUFACTURERS' AGENTS,

56 Yonge Street, Toronto.

Sheffield Sterling Spoons and Forks.

The best unplated Flat Ware ever offered to the Trade of Canada. Superior in Quality, Design and Finish, and as low in price as any goods ever offered in this market. Every dozen Forks or Spoons have a guarantee wrapper, of which the following is a copy:

SPECIAL NOTICE.

THESE GOODS ARE MADE OF

SHEFFIELD STERLING,

The best known substitute for Sterling Silver, and are warranted to resist acids, keep their colour, and improve with use.

The manufacturers guarantee all the goods bearing the Trade Mark—

SHEFFIELD STERLING CROWN
2 OF 2

to be of the above metal throughout; and the trade is authorized in all cases where these goods prove defective to return them to their Canadian Agents and draw upon them for their invoice value.

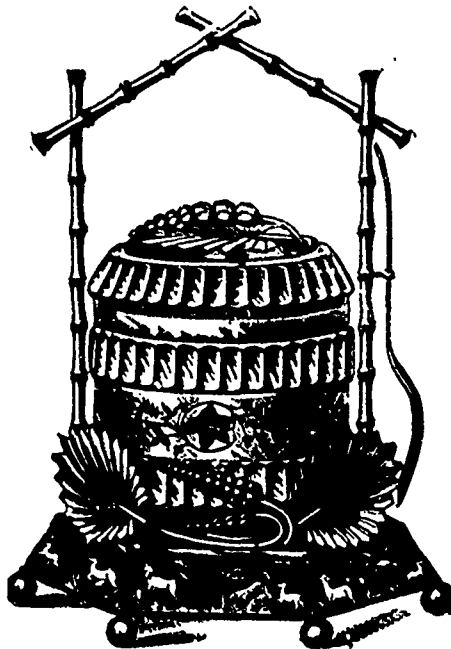
THE SHEFFIELD STERLING CO.,
Sheffield, Eng.

Dealers who have tried them will use no other. 100 Gross just to hand ex Steamer "Scythia,"—a full assortment of all the lines.

WHOLESALE ONLY

BY THE

Co.'s Canadian Agents,
Zimmerman, McNaught & Co.,
No. 56 YONGE STREET,
TORONTO, ONTARIO.



Electro Plated Ware.

We have to apologize to many of our customers for the delay in filling orders for these goods during the past two months. The fact is that our sales in this line, during the season which has just closed, were nearly double those of any former year, and entirely beyond the capacity of our Canadian manufactory. While grateful to our customers for their liberal patronage we have also to thank them for their kind forbearance. It is gratifying on looking back over the season just passed, to know that although we came before the trade with no elaborate advertisements or illustrated catalogues, gigantic alike in prices and discounts, our efforts to supply our customers with honest goods at honest prices were so well appreciated that the demand was beyond that of any former season, and far exceeded our most sanguine expectations.

We are at present engaged in perfecting our arrangements for the manufacture and sale of these goods, and trust in future to get such a stock of goods ahead that we shall be able to fill promptly any orders with which we may be favoured.

ZIMMERMAN, McNAUGHT & Co.,

Sole Wholesale Agents for

SIMPSON, HALL, MILLER & Co.,

Wallingford and Montreal.

Fine Cutlery.

We desire to notify the trade that we have been appointed Sole Wholesale Agents for the Dominion of Canada, for the celebrated Cutlery manufactured by Robert F. Mosely & Co., of Sheffield, England. These goods are all manufactured from the best double refined shear steel, and are guaranteed to be equal in finish and quality to any cutlery manufactured in England, while the prices will be found much lower than that of other first-class makers. R. F. Mosely & Co. make a specialty of the following lines, viz.: Bone, Ebonite, Patent Ivory, Hard Rubber and Ivory Handled Cutlery of the newest American patterns. They are also manufacturers of the celebrated

COMBINATION CARVER

AND KNIFE REST.

Tr's Double Guard and Knife Rest is made all in one piece, and is the cheapest, strongest, most durable and elegant invention of the kind ever offered to the trade. Letters Patent have been secured for this invention, and any person found selling imitations will be prosecuted according to law. These goods will be found the most saleable of any in the market, and are guaranteed to give satisfaction.

TO BE HAD WHOLESALE ONLY

—: FROM :—

ZIMMERMAN, McNAUGHT & Co.,

No. 56 Yonge Street,

TORONTO, ONTARIO.