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## THE TRADER.

TORONTO, ONT., APRIL, 1884.

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

## Advertising Rates.

Full Page.	-	-	\$20 00	each issue
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.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

13 Adelaide Street East, Toronto.

## SPECIAL NOTICE.

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

## Editorial.

## A NEW IMITATION IVORY.

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

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

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

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

## BILLS PAYABLE.

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

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

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

paper to be protested for non-payment if it could be avoided, and we are satisfied that many of our commercial delinquents or rather from want of knowledge than intent. To such we offer a few simple rules which will make such transactions much more satisfactory both to the wholesale dealer and themselves.

First, then, every merchant should keep an accurate account of his bills payable. For fifty cents a specially prepared book can be had which will show at a glance what you owe and when and where it becomes due. To be of any service at all this book should be accurately kept and ought to be a complete record of each note or draft, telling its date, amount, where payable and when due. *The proper time to enter these details is when you are signing a note or accepting the draft.* It should never be left over for a more convenient season, for such a time never comes, and further this is the only time when it can be accurately performed. It would be considered folly for a merchant to leave all his credit sales till the close of the day's business, and then attempt to enter them from memory, but such a thing would be no greater an indication of folly than for him to expect to make a record of his bills payable in a similar manner. The former would result in loss of money, and the latter in loss of reputation and business prestige, a thing no merchant who has any ambition would ever desire. Very few first-class wholesale houses now-a-days advise their customers of the maturity of their own notes, as such a notification would seem to imply that they regarded the makers as either incompetent or forgetful, and where such a course as we have pointed out above is pursued, it is entirely unnecessary, as the merchant himself has a complete and accurate record, which he should carefully examine day by day.

Second, provision for the payment of any note or acceptance should never be left off until the last minute, but should be arranged one or two days before it is due. If you can pay it in full so much the better for all concerned; it is but just to yourself and the wholesale dealer who endorses it, and it is better to know it before you are called upon for the money.

If, unfortunately as sometimes happens, you are unable after all your efforts to meet it in full, you should arrange with the wholesale dealer at least one day before it is due. Some people have a bad habit of leaving such things off until the

last moment, and then when they find themselves stuck, telegraph to the wholesale dealer to recall the note. Such merchants seem to think that the wholesale dealer has nothing else to do, but to attend to their individual notes, while the fact is, he may have several other similar applications for favours on the same day. Such a practice cannot be too strongly condemned, as it is unjust to the wholesale dealer and unbusiness like in the extreme. If after your best efforts you feel satisfied that you cannot meet your obligation in full, you should at once communicate with the wholesale merchant and let him know the best you can do in the matter, next to payment in full. *Such a thing should always be done before but never after the note is due.* This is the most satisfactory method of settlement; and it is but just to the wholesale dealer who has the whole financial part of the business on his shoulders.

Bad as the merchant may be, who, while doing his utmost to raise the money, leaves it off till too late, and is then forced to apply to the wholesale dealer, he is a king compared to him whose ignorance keeps him unconscious of his obligation, or whose carelessness makes him indifferent to it. In either case the result is the same and is discreditable to the individual. For the merchant who honestly tries his best to pay his bills as they mature, there is usually consideration and assistance, but for the other class who systematically ignore all such conventional usages there is rarely either the one or the other.

As we have endeavoured to show, it is just as easy, and certainly more business like and agreeable, to transact such business properly so as to afford general satisfaction instead of constant worry and annoyance, and we are satisfied that if some of the retail merchants who find these matters going wrong, were to practically adopt these simple suggestions, they would find such business simpler and much more satisfactory.

### Selected Matter.

#### "SHOVING THE QUEER."

A BLYTH JEWELER ARRESTED FOR OFFERING BOGUS MONEY.

Hamilton Spectator.

On the morning of Tuesday, Jan. 29 last, a Spectator reporter and a friend dropped into Messrs. George Lee & Son's

restaurant to get a glass of beer. The beer was drawn, and while they were drinking it Mr. Leo, sr., went into his office and brought out a plain envelope which bore the superscription, "Best Billiard Parlor, Hamilton, Ont." This Mr. Lee handed to the reporter, saying, "Here is something you might make an item of." The reporter took it and found inside the following circular:

Dear Sir:—My confidential agent gave me your name, he said you was a man of BUSINESS and in a position to handle our GOODS in safety. If we have made a mistake do us no harm and let the matter drop. Never try to injure a man who is willing to prove himself your friend. The articles we deal in are ONE'S and TWO'S of the Dominion of Canada, ONE'S and TWO'S United States Treasury notes, FIVES and TENS of the Bank of Montreal and Commerce. They are for every practical purpose as good as the genuine article, and there is not three experts in Canada who can detect them. The business is perfectly safe, but like all other paying speculations (not exactly legitimate.)

We will deliver the goods to you PERSONALLY, and see you safely out of town before asking you for one cent.

If you are willing to engage in the business write to me, and I will send to you full particulars as to price and how you can find me.

Yours confidentially,

W. A. GARLAND,  
Blyth, P.O.

With it was the following note:

Dear Sir:—If you will paste up the enclosed circular in a conspicuous place, so that it will not get torn down you will hear from me again ere long.

Don't obliterate the address. In confidence,

W. A. GARLAND,  
Blyth P.O., Ont.

Although it was no doubt particularly gratifying to Mr. Lee to have his billiard parlor recognized by the local postal people as the best in town, and although that fact would naturally put him in good humor, he could not reconcile the address with the opening words of the circular, "Dear Sir:—My confidential agent gave me your name, he said you was a man of BUSINESS," for billiard parlors, whether they are the best in town or not, are not commonly addressed as "dear sir," nor alluded to as men of business. Well, the reporter finished his glass of beer, put the circular in his pocket and went out. Shortly afterwards he sent the following telegram to the editor of the Blyth Review: "Got circular here offering 'queer' money,

ASK YOUR JOBBER

FOR QUIGLEY'S NEW PATENT

Invisible Joint Case,

THE FIRST

DUST PROOF HUNTING WATCH CASE

EVER MADE.

---

This Case is made in Key or Stem Wind,

— HUNTING OR OPEN FACE —

WEIGHTS IN SILVER, 3 oz., 4 oz. & 5 oz.

IN GOLD, ANY WEIGHT OR KARAT.

signed W. A. Garland, Blyth. Who is he? Wire answer 100 words and write immediately to *Spectator*, Hamilton." To this message no reply came up to the hour of going to press, and so a brief item was put in the paper to the effect that circulars were being sent out from a village in Ontario offering bogus money, and adding that the case was being worked up. Along in the afternoon, however, a telegram came from the Review man, saying that no such person was known there and that the name Garland must be an assumed one.

A letter was sent to constable James Davis, explaining the matter fully and asking his aid. Mr. Davis sent the reporter a lengthy reply, telling him of the person he had reason to suspect, and proffering his services and best help in any scheme got up to get on the rascal's tracks. The following letter was sent to Garland:

HAMILTON, Feb. 9, 1884.

W. A. Garland—Blyth—Dear Sir— I seen one of your circulars, and maybe you and me can do some business. Of course we must do it all on the quiet. I seen a bit in the paper here which I guess was about you, but that will put them off the track because they won't think I would go in right here. Of course I don't want much of the queer ones, but how much would you send me for \$5.00. That's all I'd want to start on. But be sure and keep this quiet on the dead between you and me. When you write send to—here. Write to F. W. Johnson.

The letter was received by Mr. "Garland," and in a few days the following letter and circular, with a slip from a newspaper enclosed, reached this office. The letter runs:

Feb. 12, 1884

Friend No. 48:—Your letter received all o.k. We send not less than One Thousand Dols. Price One Hundred Cash, or can give you ten thousand for \$500. Bring all the cash you can, as our goods are right and we can guarantee you a safe and rapid Fortune. I enclose instructions how to find me. If you cannot come yourself, you might send a Friend that you can trust to do the Business for you. Would much prefer if you could make it convenient to come yourself. In case you cannot come and see me and would like to handle our goods, if you enclose me Ten dollars as a guarantee of your good Faith, I will send you prepaid by Express, a tin sealed Package containing \$100 of our goods. This will convince you that the business is safe, and you can then come and see me. Enclose money in black bordered Envelope, and do not Register.

It will reach me all right. Thanks for your information about newspaper article, but we are too old hands for papers to bother very much. Yours in all confidence, W. A. Garland, Blyth.

The circular enclosed ran as follows:

READ CAREFULLY.

In order to meet me, it will be necessary to follow these instructions to the very letter.

1st.—Write me at least two days before leaving home, and mention name of hotel you will stop at.

2nd.—Arrive in town in the evening if possible, register your name, and see that the number of your room is opposite your name. Don't neglect this, or I could not find you, as I will only know you by your doing as I tell you, and can see you in your room only.

3rd.—Have no conversation with anyone after arriving in town. Should you see anyone you know, don't recognize them, as I do not wish you to speak to anyone, not even if they know your name. I will know by your letter when you will be here, and will be on the lookout for you. When I meet you in your room I will hand you your last letter, stating you were coming, and when you see your own writing you will know you are dealing with the right party; don't mention your business to anyone until you see your own letter. If you do this there can be no mistake, as our business is only known by you and me.

4th.—I will call upon you between 7 and 10 o'clock in the evening. Should I not call the first evening you are here, don't be alarmed, but in the morning drop me a sealed note in the post office box saying you are in town at the Central hotel, as I might be seeing some other agent who is ahead of you. It is absolutely necessary for you to REMAIN IN YOUR ROOM BETWEEN THESE HOURS.

5th.—I am busily engaged on Saturdays and Sundays, and cannot meet my agents on either of these days; when you come to see me be sure to reach town on other days!!

6th.—Read this carefully and be sure and follow my instructions; if it was not absolutely necessary for you to do so, to ensure success, I would not be so particular.

7th.—Do not enquire for me at any address, as I get my letters through a friend, who knows nothing whatever about my business.

8th.—You are at liberty to stop at any hotel you wish, only let me know which one you are at.

9.—Never sign your name to letters after I once have your proper address. Use No. 48. I will know who it is from.

Yours in confidence,  
W. A. GARLAND,  
Blyth P.O.

The reporter hardly knew what to make of this communication. He was

pretty well satisfied from the general tone of it, that the man had no bad money and that his sole idea was to work the \$10 racket. When he got the money he would let the sender whistle for his tin sealed package, and as express instructions were given not to register the letter, even if the queer money did come for the \$10 sent, he would be no nearer what he wanted than before. It was altogether probable, he thought, that if he went up to Blyth, "Garland" would fail to show up, and his time and money in going up would be spent on the finding of a fine, big mare's nest. But this was the only way he saw of getting at the man at all. There was just a chance that he might show up, and he thought it better to take that chance than give the thing up altogether. If the letter had been registered it would have been a different thing. The fellow could have been got at then easily enough, but he was too cunning for that. Indeed, his letters and circulars show that he is a pretty sharp and tricky individual. In the meantime the reporter had written to his friend in Blyth, telling him about the latest circular, and the friend sent him a letter which made him decide on going up at once. Thursday evening a letter was posted to Mr. "Garland," stating a "Mr. T. A. Ryan" would reach Blyth Monday evening, and would be at the Central Hotel, as requested. "Mr. T. A. Ryan" was the official representative of the *SPECTATOR*. The letter was signed "48." On Monday the reporter left.

Special Telegram to the *SPECTATOR*.

BLYTH, FEB. 26.—The bait took. The reporter went to the Central Hotel, as requested, and was put in room 4. About 9.30 there was a knock at the door, and a small man, dark, good-looking face, long black moustache, and neatly-dressed, entered, looking the door and saying: "You are Mr. Forty-eight." "I believe so," said the reporter; "you are Mr. Garland?" "Yes, here's your last letter." He then entered into conversation, and said the business was done 40 miles from here, and was run by five men; that it was done by a patent photographic process. He produced a negative of a Molson bank bill for \$10, and a marked copy of the *Globe* of Sept. 8, 1883, saying a process had been discovered for taking photographs in natural colors. The

# The Derby Silver Co.,

Manufacturers of the Finest Quality of

## ELECTRO-PLATED WARE.

**FACTORIES** { **BIRMINGHAM, CONN., U.S.A.**  
**TORONTO, ONT., CANADA.**

The "Derby Silver Co." have pleasure in announcing to the trade that their Canadian Factory is now thoroughly equipped, and in good running order, and they are prepared to furnish their customers with Electro-plated Flat and Hollow Ware, of the Best Quality and Design. All Goods having their trade mark,

### "DERBY SILVER CO."

they guarantee to be First-Class in every particular.

For terms, prices, and any other particulars, address

**THE DERBY SILVER CO.,**

31 ADELAIDE STREET EAST, - TORONTO.

M. W. BARTLETT, Manager.

colors are produced by the action of light alone in the camera, owing nothing to the artist's pencil. The photographs taken were true to nature, and the delicate tones and shades were clear to view. "Garland" said he had no money with him, as he was certain that busybodies were suspicious, but he arranged to have \$10,000 worth in a day or two, for which the reporter was to whack up \$600. "Garland" said he was not afraid of any trouble, because any person wanting to buy was as liable as he was, and he got his letters through a local business man, who forwarded them to him 40 miles away. He went down stairs. The reporter followed in a few minutes and described his visitor to the constable, who at once arrested Mr "Garland," whose real name is O. G. Martin, and who for some years has carried on business here as jeweler, bookseller, etc. The photographic plate, paper, and the reporter's last letter, were found in his possession.

At a preliminary examination this morning before Magistrates P. Kelly and Wm. Drummond, the prisoner had nothing to say. The evidence of the reporter, the constable, and D. B. McKinnon, postmaster, was taken, and Martin was committed for trial. The postmaster testified that Martin had been in the habit of getting letters addressed to W. A. Garland. Martin does not bear a particularly good reputation locally, and many have thought sometime back that he was the "queer" person, for the matter has been an open secret around here for a long while. It is freely stated that others are mixed up with him. Neither counterfeit money nor circulars were found in his premises when the constable made search. He took his examination coolly, and didn't seem the slightest bit worried at the serious charge. He stated in the hotel room that he had been carrying this on for a year and a half. He said he got American greenbacks and photographed the faces of Canadian bills so that the difference was impossible to detect, unless a banker by chance struck two with similar numbers.

It is believed that Martin has no counterfeit money at all, and that his game all along has been nothing but shrewd playing on human gullability.

Up to the last few months he has been poor; since then he has blossomed forth as a rosebud bursts and blooms

under the loving rays of the June sun. He has furnished his house handsomely, got in a fine piano, and largely increased his stock. His living expenses generally became more expensive and people wondered where the money came from to keep this reckless grandeur going. He certainly didn't take it in his business, and no word had come of his having been left a fortune. Of late all sorts of suspicious rumors have been flying about, and last night and to-day the crash came and the "mystery" was revealed.

The post-office inspector came to the village some four months ago and spoke to the postmaster about the matter. At first he said that all the letters that came addressed to W. A. Garland were to be sent to Toronto, but afterwards said the Act gave him no power to interfere in the matter, and told the postmaster to continue giving Martin the letters.

He was taken to the Huron county jail, in Goderich, in the afternoon, by constable Davis, where he will await his trial at the next assize court, which commences April 1. He was committed for trial under 82 and 83 Vic., chap. 19, secs. 19, 20 and 21, which provides that any person who offers counterfeit money for sale, or has a "die" of any description in his possession is guilty of a felony.

\* \* \* \* \*

O. G. Martin, alias W. A. Garland, of Blyth, who was detected in a counterfeit scheme by a reporter of the *Hamilton Spectator*, has been released on bail, bonds having been furnished by himself in \$4,000, and by H. Wells, of Saltford, and Elijah Martin, of Goderich, for \$2,000 each.

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### Correspondence.

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Mr. Editor,—

Sometimes I imagine that a great many of the retail jewelers of Canada do not understand the true nature of a note, or the use it is put to by the wholesale dealer. If they think it is taken merely as an acknowledgment of an account, and placed into the safe of the creditor till it becomes due, it perhaps would be just as well to enlighten them to the contrary. Wholesale dealers have their obligations to meet, and to enable them

to do so, they transfer the notes of their customers to their banker, who converts them into cash, and places the amount, less the discount, to the credit of their account. This cash is checked out in payment of liabilities, or for the purchase of other goods, as the case may be. When these notes come due it is expected, and absolutely necessary, for the retailer to meet them on time, otherwise it is just the same as the wholesale dealer putting his hand in his pocket and lending the amount in cash to the former. After buying goods on three and four months' time, which is sufficient for the prudent and careful buyer to convert enough goods into cash to meet his payments, it is nothing but right and fair that provision, by an extra effort, if necessary, should be made to meet his obligations promptly, and save his creditor the inconvenience and embarrassment of having his note go to protest. Some dealers seem to take no notice of their notes coming due, and in about a week, after they receive word from the notary that their note has gone to protest, they coolly send a renewal, stating that it was inconvenient to meet the said note, and asking rather impertinently, with the air of assumed anger, "why their note was not taken care of," while others treat the whole matter with silent contempt; they seem to think, like Macawber, that when they gave their note of hand, they have performed their whole duty by their creditor. Now, Mr. Editor, the sooner the merchant finds out that this continued renewing business is only the beginning to an end, which will sooner or later wind up in bankruptcy, the sooner he will stop short, take stock, buy only what he really needs, and give less credit.

Yours, &c.,

A JOBBER.

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### BUSINESS CHANGES FOR MARCH.

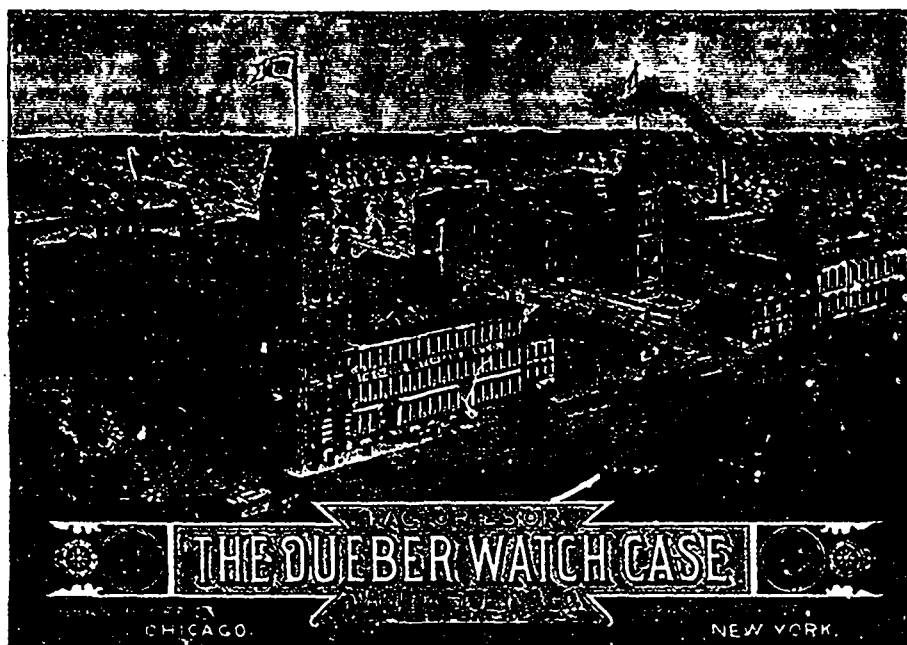
P. Patterson & Son, Hardware, Toronto, assigned in trust; C. Freeman, Hardware, St. Marys, Ont., sold out to Hamilton & Haight; John Edgar, Jeweler, Liverpool, N. S., burned out. Lane & Bass, Jewelers, Brockville, Ont., dissolved, Lane continues. Hannah & Knapp, Hardware, Shelburn, Ont., dissolved, Hannah continues the business; Wood Bros., Leather Cases, dissolved, W. F. Wood retires; Laing & Ruth, Hardware, and H. Tucker, Jeweler, Ridgeway, Ont., burned out.

THE LARGEST ESTABLISHMENT ON THE GLOBE FOR THE EXCLUSIVE  
MANUFACTURE OF

# GOLD AND SILVER WATCH CASES

ARE THE FACTORIES OF

— THE DUEBER WATCH CASE MANUFACTURING COMPANY, —



NEW YORK  
OFFICE:

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CINCINNATI, OHIO, U. S. A.

More than Eight Hundred Thousand Gold and Silver Watch Cases, all stamped "Dueber," are now in the pockets of the people; and all having one in their possession can rest assured that they have the very Best Watch Case made. Quality exactly as represented, and workmanship superior to all others.



## BUSINESS NOTES.

E. M. BLAKELY, jeweler, formerly of Picton, has moved to Trenton, where he proposes to push trade. THE TRADER wishes him success.

DEWEY'S hardware store, in St. Thomas, was entered on the night of March 10th by burglars, who carried off a quantity of firearms, knives, &c.

THE inscription "Thou shalt not steal" is conspicuously displayed in the window of a New York Jeweler. A loaded revolver emphasizes the command.

JEWELRY STORE BURGLARIZED.—John Cochran's jewelry shop, of Schomberg, was broken into on the 19th March, and about \$600 worth of jewelry stolen. The thief effected an entrance by cutting an armhole through the back door just above the bolt.

WE notice that Mr. T. J. Wheeler, jeweler, of Georgetown, has lately fitted up his new store with all the latest modern improvements. Friend Wheeler don't propose to take a back seat, and Georgetown can now boast of as elegant a jewelry store as any town west of Toronto.

MCINTYRE & DAVIDSON, jewelers, of Portage la Prairie, Man., are disposing of their branch business in Minnindosa, with a view of concentrating their business. This is a good chance for any enterprising man with a small capital.

THE New York Sun, speaking of a long-drawn-out suit between two farmers, says: "When they began the case there were two well-off farmers and two poor lawyers. Now there are two poor farmers and two well-off lawyers."

NATURALIZATION PAPERS.—Mr. Moses Schwartz, jeweler, of this city, swore allegiance to the Queen last month, took out naturalization papers, and became a British subject. Mr. Schwartz intends visiting his home in Russia, and for his own protection during his travels he became a Canadian citizen.

THE sign originally adopted by the pawn-brokers was three pendent dices, gilded to represent gold coins. After a while the form was changed to three balls, that the objects might be equally conspicuous from whatever direction seen. These remain the emblems of the traffic to this day.

FAILURE OF A SAFE MANUFACTURER.—Godfroi Chapleau, safe manufacturer, has failed with liabilities of \$40,000. At a meeting of his creditors the insolvent offered 35 cents on the dollar, which was declined. The embarrassments of Mr. Chapleau arises out of his investments in the Montreal abattoir enterprises, which turned out so badly.

THE RESULT OF A SIMILARITY OF NAMES.—Complaints reach us from several quarters of a person travelling for a small plate house in Toronto, who obtains orders from merchants by leading them to believe that he is the agent of the Meriden Britannia Co. Dealers should look out for such people, and make certain what Company they represent before they place any orders with them.

SAVING HIS CAPITAL.—"You're a goose!" angrily exclaimed an Austin man to his wife, who continually chided him about his excessive

extravagance. "You do nothing but cackle, cackle, cackle all the time." "Yes, dear," she sweetly replied, "but you must not forget that the cackling of geese once saved the capitol of Rome, and if cackling can save your capital I'm going to keep it up." And she did.

JOSH BILLINGS forcibly observes that "before a man deliberately makes up his mind to be a rascal, he had better examine himself closely in order to ascertain whether he ain't better constructed for a phool." If O. G. Martin, jeweler, of Blyth, had taken this into consideration before he went into his "queer money" speculation, he would have been better off today. Honesty is the best policy after all, as Mr. Martin's experience given in another column will show.

F. T. BRADLEY, Collector of Customs at Emerson, was arrested last month and brought to Winnipeg, charged with destroying the manifest of coal, the duty on which was many thousand dollars, and keeping the money. He was also charged with embezzling \$4,000 of the Government's money. When brought to Winnipeg he was taken with convulsions and subsequently expired.

AN INVESTIGATION conducted by Inspector Mewburn, of Hamilton, shows Wm. Buchner, Collector of Customs at Fort Erie, to be out in his accounts \$500. Buchner has always borne an excellent reputation until now. He once ran for the Ontario Legislature. He is about 35 years of age, with a wife and three children. He is supposed to have become embarrassed and borrowed the money to pay old debts. Buchner's bondsmen will be held responsible for the deficit.

THE EMPLOYEES in J. & J. Taylor's safe works a few evenings since presented a beautiful marble clock, accompanied by a complimentary address, to Joseph Grove, for many years foreman and manager of the works, upon his retirement from his late position to open safe works for himself in London. Mr. Grove made a very appropriate acknowledgment of the presentation made him, and only hoped that his his new field in life might be productive of as much happiness as he had experienced in his late position.

THE jewelry store of Abel Ashby, on Sandwich street, Windsor, was robbed last Wednesday afternoon of 24 watches, three sets of plated jewelry, two revolvers, a set of watchmaker's tools and a lot of assorted jewelry. The supposed thief is Randolph Malandur, who had charge of the store. Ashby did not discover his loss until several hours after Malandur had departed. He estimates his loss at about \$212. Malandur has been in his employ but a short time. His home is in Montreal.

AN OFFICIAL of the C. P. R. states that trains are now run east of Port Arthur as far as Nipegon, where they are stopped, as the bridge has not yet been built over the river there. Upwards of 10,000 men are at work on construction between Port Arthur and Michipicoten, to which point it is thought the road will be finished by this time next year. Work could be found for 500 additional men now, and in a few weeks for 2,000 more.

THE latest "city of a day," Silver City, in the Rocky Mountains, is growing apace, Build-

ing operations are being rapidly pushed with a view to a rush of business in the spring. Four large mining companies are at work developing their locations, and have thus far met with unexpected success. Smolt works, shafts and outbuildings are being rapidly erected. Business men are arriving by every train. Property has risen and rents are high. Everything points, in fact, to the new city becoming a Canadian Leadville.

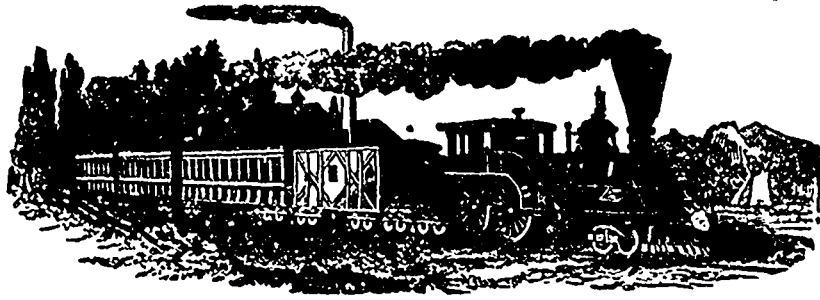
AN ASSIGNMENT.—The firm of Peter Paterson & Son, hardware merchants, has assigned in trust to M. & L. Samuel, Yonge street. It is claimed that the liabilities of the firm amount to only \$5,000, exclusive of loans on real estate which are covered by mortgages. The assignment was precipitated, so it is said, to prevent the foreclosure by a loan company of real estate on King street, but there were other claims which would have rendered the action necessary in a short time. The cause of the failure is alleged to be the limited capital on which it was attempted to carry on the business.

ONE effect of the cheapening of letter postage in the United States has been the reduction in the number of postal cards used, the falling off since July 1st being over three million and a half. The increase in stamps used during the same period has been 18 per cent., and of stamped envelopes 25 per cent. The loss on the reduction will probably be merely temporary. It is not to the credit of Canada that we still keep up the three-cent rate while our neighbors are enjoying the advantages of two-cent postage.

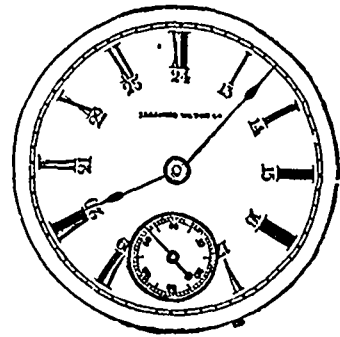
AT EL PASO, Mexican dollars are worth 85 cents in American coin. At Paso del Norte just across the river, American dollars are worth 85 cents on the dollar in Mexican coin. One morning a car-driver started from the American side with a Mexican dollar. On his arrival at the Mexican town he took a drink of chain lightning, which was fifteen cents, and received an American dollar in change for his Mexican. On his return to the American side he took a drink of equally bad liquor and received a Mexican dollar for his American, and so repeating the drinks at intervals during the day, and at night he closed up business with the Mexican dollar he started with in the morning in his pocket.

IN London, although the jewelry trade is somewhat languid, the leading jewelers are taking the opportunity of refitting up their places and be ready for the rush when it does come. A. S. Murray leads the van in the way of improvements, his fixtures being extremely elaborate. Trebilcock is pushing things as usual and expects to be able to meet all the requirements his customers may make. Morphy has improved his stand, certainly the best in the city for his business, until it presents the appearance of Broadway enterprise that our cousins across the border are slow to give us Canucks credit for. And McCloghlon, we were almost forgetting him, has got his sextant, or quadrant, and all his other ancient paraphernalia burnished up, and in his window, ready for the opening of spring navigation or anything else that turns up. In spite of his wonderful bargains of goods below cost, a friend of ours managed, last week, to press his way into McCloghlon's store, and

# ON TIME!



The ILLINOIS SPRINGFIELD  
**“RAILROADER.”**



Adapted for either the new or old system of

**TIME.**

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

Warranted by the

ILLINOIS WATCH COMPANY,

FOR SALE BY ALL JOBBERS.

found out that his extra cheap watch was just out, but that plenty more were *en route*.

AN IMPORTANT JUDGMENT to commercial men was delivered in the Superior Court at Montreal last month by Mr. Justice Johnson. Some time ago James Murray, a dry goods merchant there, finding himself in financial difficulties, made an assignment of his estate to assignees for the benefit of his creditors. Subsequently a party to whom he was indebted to a small amount sued and got judgment. A seizure was then immediately placed on the assets in possession of the assignees, when the latter applied to the court to set it aside. The court had the case under deliberation for some time, but has at last decided that there is no law in that province to prevent a creditor getting his own. The seizure was upheld and the assignees condemned in costs. This decision will cause great confusion when an insolvency takes place, as it will devolve on every creditor to take care of his own interests. If the judgment is confirmed, then an insolvent law for the distribution of assets becomes an absolute necessity, or otherwise estates will be swallowed up in law costs or sheriff's fees.

SEIZURE OF SMUGGLED JEWELRY.—Messrs. O'Hara, pro-collector of Customs, and Mr. Sidmark, landing waiter, last month made a seizure of \$1,500 worth of gold watches in Montreal, which had been smuggled across the border. The valuable consignment has been confiscated, but no prosecution, it is said, will be instituted. It would appear that notwithstanding the vigilance of the Customs officials for a considerable time past and the many attempts at smuggling that have been detected such fraudulent dealing cannot be suppressed. Heavy penalties on the offenders should be imposed as well as the confiscation of the goods. It is well known that a jewelry firm in that city in the course of some years made an immense fortune out of the most systematic smuggling, and that all the government could get out of them ultimately was \$12,000 or \$15,000 for their operations for twelve or fifteen months, only before they were defeated by Mr. O'Hara, who has again signalized himself in this seizure.

#### WORKSHOP NOTES.

To DRILL holes in glass, take a good steel drill and wet with a saturated solution of camphor in oil of turpentine. It is said that holes may be rapidly drilled in this way through the thickest plate-glass.

WAX or Egg, heated to 212 degrees, and kept there a while, will become dry, shrunken and horny. If the heat is carried a little further, it becomes converted into a substance which is so hard and tough that a valuable cement is obtained by simply smearing the edges of the article to be cemented with white of egg, and heating it to a little above 212 degrees. You can test the heat by a touch of your finger if you think best.

To TEMPER LAMP CHIMNEYS.—A Leipzig journal gives a method which, it asserts will prevent lamp chimneys from cracking. The treatment

will not only render lamp chimneys, tumblers, and like articles more durable, but may be applied with advantage to crockery, stoneware, porcelain, etc. The chimneys, tumblers, etc., are put into a pot filled with cold water, to which some common salt has been added; the water is well boiled over a fire and then allowed to cool slowly. When the articles are taken out and washed they will be found to resist afterward any sudden changes of temperature.

#### OTHER NOTES.

At Krupp's celebrated foundry mountain guns are finished in two months after work on them is begun, while two years are required to manufacture a 16-inch gun of 35 calibres length. This apparently long time is made necessary by reason of the large surfaces that have to be worked over on a steel cannon of this description 55 feet long and weighing 121 tons.

The temple of Jerusalem, writes a Paris correspondent of the Boston *Pilot*, is to be rebuilt by the combined efforts and contributions of twelve American millionaires, two of whom have already gone to Palestine to study on the spot the most efficient means of putting into execution their gigantic and costly project.

PARIS is regarded as the foremost in the absolute provision for manual training in connection with primary schools. Over a hundred schools in the French Capital are now provided with workshops. At present they turn out articles of wood from planing benches and lathes. It is proposed soon to add iron to the material to be operated upon. This manual training is an addition to the ordinary studies of a primary school, the boys appear to like it, and it gives a new form of activity to their minds and valuable exercises to their muscles.

AT A RECENT MEETING in Boston, Dr. Bowditch, of Harvard College, exhibited a series of magnified impressions made by the finger-tips belonging to different persons. It was shown that the finger-tips are as distinctive as the face, and that they change less than the face in a given period. Dr. Bowditch showed impressions made with his own fingers fifteen years ago, and they differed but little from those freshly made by him. It is suggested that if every family would preserve impressions of the finger-tips of its individuals, they would be valuable for purposes of identification in the event of a disappearance and a subsequent dispute as to identity.

WHAT WILL BURST A GUN.—Some strangely twisted pieces or gun barrels in a window on Chestnut street exhibit in most interesting fashion the vagaries of overtasked gun barrels. These specimens are part of some guns burst by Captain Heath, of Philadelphia, during some protracted experiments with various weapons. Five of the barrels were burst because a ball was "stuck" over the muzzle in each case, two gave way because about four inches of snow was put in the muzzle, two were burst by reason of having some wet sand at the muzzle. Sportsmen often scoop up a little mud or sand unconsciously, bang away at game, and are then astonished to find the gun with a ragged and shortened barrel.

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ORNAMENTAL & GENERAL

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31 KING STREET EAST,

TORONTO - - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.

TASTEFULLY ORNAMENTED.

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

## T. WHITE & SON,

### MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

—FOR THE TRADE.—

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

### BUY THE



BECAUSE THEY ARE THE BEST IN USE.

These Celebrated Cases have lately been reduced in price, and are now the Cheapest as well as the Best case made. Send for Price List to

## McNAUGHT & LOWE,

CANADIAN WHOLESALE AGENTS,

16 WELLINGTON STREET EAST, - TORONTO

A FULL ASSORTMENT ALWAYS ON HAND.

AN ENTIRELY

# NEW LINE

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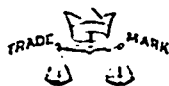
—ON—

## JAS. BOSS'

# Gold

# Watch

# Cases.

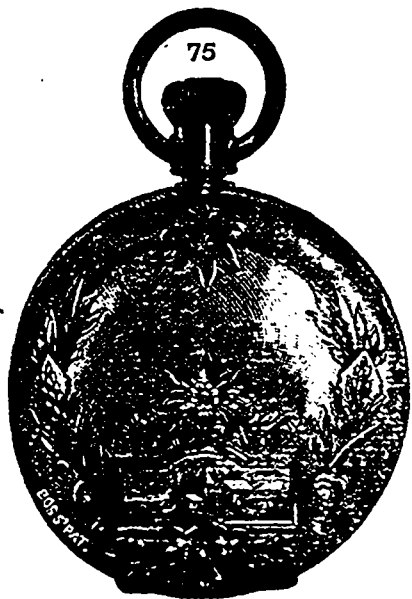


The handsomest goods  
ever put upon  
the market.

DO NOT BUY UNTIL YOU HAVE  
SEEN THEM.

They are now in the hands  
of all Canadian

# WHOLESALE HOUSES.



# SIMPSON, HALL, MILLER & CO.,

## WALLINGFORD, CONN.

—MANUFACTURERS OF—

### Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.



There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

*Our Facilities for Executing Fine Work are Unexcelled.*

*Our Assortment is Suitable for the Best Trade.*

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

*Extra, Double, Triple, and Sectional Plate.*

Full lines of over

*Forty Staple and Fancy Pieces*

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

**WM. ROGERS,**  
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any form



**FACTORIES : WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.**

Highest Honors Awarded at the Toronto Exhibition, 1882.

**TWO SILVER MEDALS AND A GOLD MEDAL!**



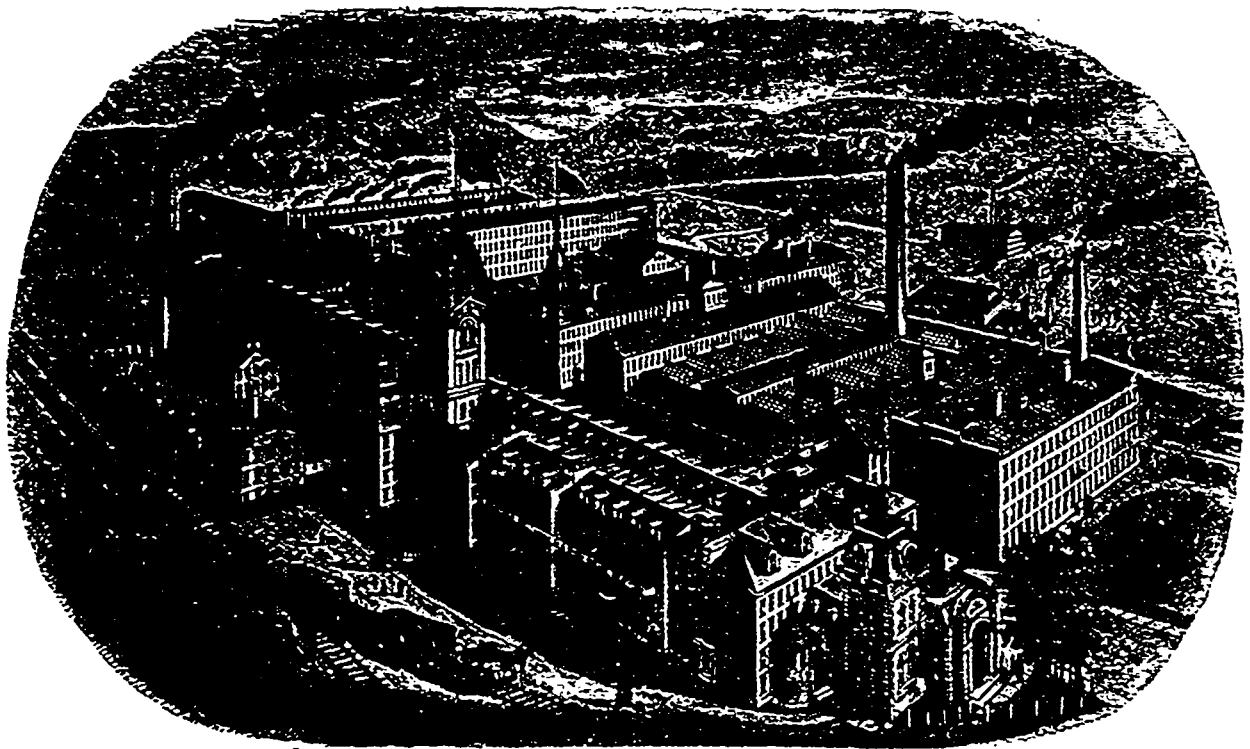
# Meriden Britannia Co.

MANUFACTURERS OF STANDARD

**ELECTRO, SILVER AND GOLD  
PLATE.**



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



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

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



**OBSERVE**

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

**TRADE**

**1847, Rogers Bros., A I,**

OR

**1847, Rogers Bros., XII**

**MARK**

**OBSERVE**

this Trade Mark is stamped on all  
Knives, Forks, Spoons and  
other flat ware of our manu-  
facture.

*The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.*

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

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

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

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# SOMETHING NEW IN GOLD CASES

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We would call the attention of the Trade to our

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## 10 Karat Gold Cases.

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These goods are manufactured by the American Watch Co. of Waltham, Mass., and are made in every Style and Size to fit the Waltham Movements. The outside, or wearing surface, is 14 karat gold. The inside, or not exposed surface, is 8 karat gold, and when taken together the case will assay 10 karat. Thus possessing every quality of a much higher grade of case, and for Style, Finish and Durability are FAR SUPERIOR TO ANY OTHER THAT IS OFFERED TO THE TRADE AT THE SAME PRICE.

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**FOR SALE BY ALL LEADING JOBBERS IN CANADA.**

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Robbins & Appleton,

**SOLE AGENTS,**

New York. Boston. Chicago. London, . Sidney, N. S. W.

# A. C. ANDERSON & CO.

◀NEW GOODS▶

◀NEW GOODS▶

We have just received a large consignment of New Spring Goods, consisting of Novelties in  
**CHARMS, LOCKETS, CHAINS,  
 BAR PINS, DROPS, BRACELETS, &c.**

We make a specialty of getting new and fresh Goods for our Travelers to show our customers every trip.

A. C. ANDERSON & CO.,

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

John Segsworth & Co.,  
 23 SCOTT ST., - TORONTO, ONT.,  
 IMPORTERS OF  
**DIAMONDS, WATCHES & JEWELRY**

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

Canadian Agents for Waltham Watches.

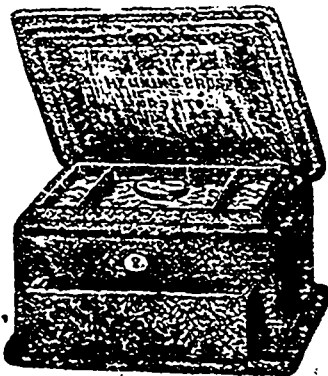
W. G. A. HEMMING.

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## TORONTO CASE CO'Y.

52 ADELAIDE STREET EAST,  
**HEMMING BROS.,**

MANUFACTURERS OF



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| WATCH BOXES.                | PAPER NEST BOXES.          |
| JEWELRY BOXES.              | WOOD MAILING BOXES.        |
| SILVERWARE BOXES.           | JEWELRY CARDS AND FINDINGS |
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| MUSIC ROLLS AND HOLDERS.    |                            |

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



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

### OUR SPECIALITY:

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

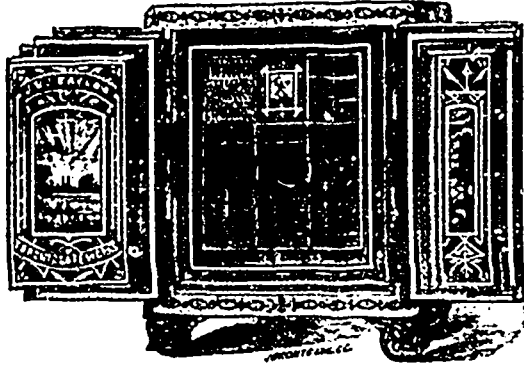
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## HEMMING'S PATENT SPRING SELF-LIFTING TOP!

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

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Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with  
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ALSO MANUFACTURERS OF  
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Combination Locks, Prison Locks and all Kinds  
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**20 YEARS ESTABLISHED.**

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion

THE

## LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks, Factories, Stores, &c. Also just received The Meteor Illuminated dial clock Nickel Case, 4 inch dial,

**SHINES ALL NIGHT**

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

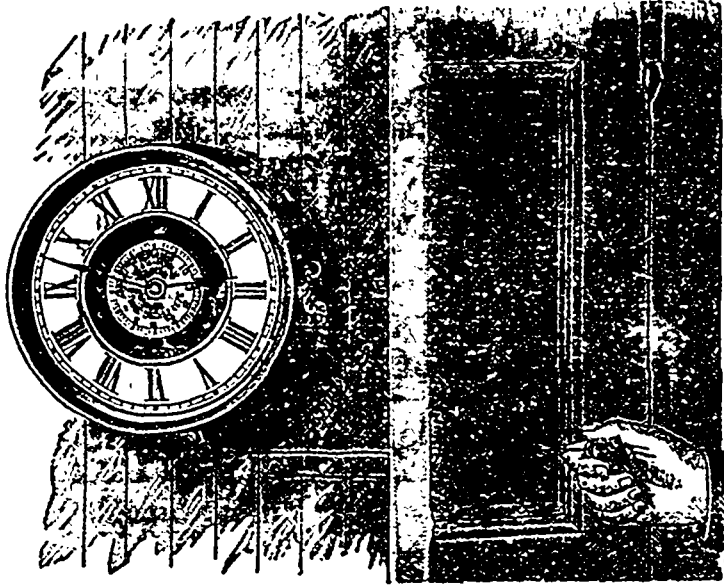
**THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS  
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*Prices furnished to the Trade only.*

N.B.—I keep on hand a Large Stock of Jewelry, Watches of all grades, Silver and Gold. Watch Cases at Bottom Prices.

**SAMUEL STERN,  
WHOLESALE IMPORTER.**

31 Wellington and 40 Front Streets East, Toronto.



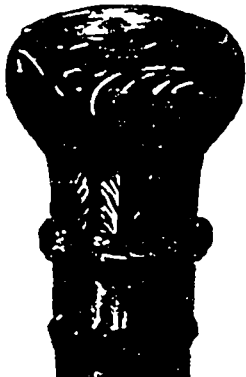
## McNAUGHT & LOWE,

WHOLESALE AND MANUFACTURING JEWELERS,

16 Wellington Street East, - Toronto, Ont.

## MARBLE CLOCKS.

Received from the French Manufacturers, a large assortment of BLACK MARBLE CLOCKS which we offer to the trade at very low prices. For presentations or regular stock, our assortment will be found equal to anything in Canada. Call and see them.



## GOLD AND SILVER HEAD CANES.

We have now in stock a full line of Silver, Gold Filled and Solid Gold Headed Canes. Orders by mail will receive prompt attention.

## GOLD AND PLATED JEWELRY.

A full assortment of the latest American and English novelties on hand. Prices low.