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The Trader.

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

45

TORONTO, JANUARY, 1880.

ZIMMERMAN, McNAUGHT & CO.,

MANUFACTURERS' AGENTS

TORONTO, - ONTARIO,

Have pleasure in thanking their numerous customers throughout the Dominion of Canada for the manner in which they have recognized their efforts to build up a trade in superior goods, and the generous support they have accorded them during the years they have been in business, and desire to wish them one and all "The compliments of the season."

Happy New Year 1880



But while

wishing them all the

enjoyments incident to this

festive season, they would also

direct their attention to the fact that

they have improved their facilities for supply-

ing the special lines in which they deal, viz:—

Cutlery, Electro-Plated Ware, and Jewelry, and

expect for the season of 1880 to be in a better position than

ever before to furnish their customers with reliable goods at bottom

prices. Their stock will at all times be found seasonable, and fitted for

the requirements of the trade, and they guarantee to meet any honest com-

petition, either in quality or price.

ZIMMERMAN, McNAUGHT & CO.,

MANUFACTURERS' AGENTS,

TORONTO,

ONTARIO.



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
OF 1.

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.

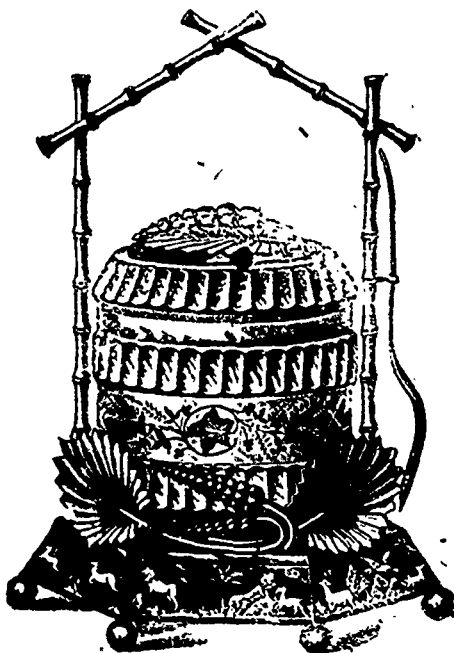
THE SHEFFIELD STERLING CO.,
Sheffield, Eng.

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.

This 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.

THE TRADER.

TORONTO, ONT., JANUARY, 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.

Our New Year's Greeting.

"Hark to the merry bells,
How joyous is the din?
Out, out, old Year they chime
And let the new one in."

"The King is dead, long live the King."

There is no interregnum in the government of old Father Time. The echoes of the requiem for Eighteen Hundred and Seventy Nine have scarce had time to die away, before the air is again vibrated by the merry peals that announce the birth and crowning of his successor Eighteen Hundred and Eighty.

Throughout all Christendom this is a joyous time, and we trust our readers one and all will enjoy its festivities to the fullest extent. As we look back upon the old year with its joys still fresh in our recollection, and its sorrows mellowed by time, we forget the bitter and remember only the sweet, so that as memory now paints it it has been to us a happy year. The year that now opens upon us is yet a sealed book; what its pages will unfold is hidden from our gaze.

We trust that for us all it may be one of unalloyed prosperity, and that our gallant vessels of trade after having buffeted for so many years with the waves of commercial disaster, may now find smooth seas and prosperous winds.

To our friends and readers we extend our cordial greeting and wish them one and all A HAPPY, HAPPY, NEW YEAR.

The Past Year.

The year 1879 which has just closed upon us has been a remarkable one in many respects. It dawned upon a period of commercial depression scarcely equalled in the annals of commerce, while its close has been marked by an extraordin-

ary revival of trade and a general advance in the prices of all manufactured goods.

In the JEWELRY business, at least, 1879 will long be remembered in Canada as a red letter year. The failures commenced early in the year and before many months had passed the insolvents could be counted by dozens. Nor was insolvency the worst feature of that disastrous time, for forgery and fraud went hand in hand with it and threatened to engulf whatever remained of commercial morality. Happily, however, by the firmness of our wholesale merchants and the punishment of such rascals as Montgomery, Knox and the Parks Brothers, the disease was arrested and the commercial atmosphere made purer than it had been for many years previous. The encouragement and aid extended to honest dealers and the punishment meted out to dishonest ones, has had a remarkable effect in resuscitating the jewelry trade, and has placed it on a sounder basis than it ever occupied before.

The revival of trade has done much to help this business, and we trust that with the return of better times our jewelers will endeavour to buy on shorter dates and meet their payments more promptly than heretofore. Like every other kind of manufactured goods, jewelry was unprecedentedly low last spring, but as we predicted four months ago, in sympathy with the general feeling of reviving trade, it has rapidly increased in value, and even at the advanced prices the supply can scarcely keep pace with the demand.

The new protective tariff introduced in February last has had not a little to do with the direction of trade in several lines of goods.

IN ELECTRO PLATED WARE, for instance, it has completely revolutionized the trade. Under the former tariff of 17½ per cent American goods could be imported and sold to advantage in Canada, the new tariff, however, levying as it does 33 per cent. on these goods is practically prohibitory in its effects. The result has been that the two largest plate companies in the United States thought it advisable to establish branch factories in Canada, and by this means were not only enabled to retain their own share of the Canadian trade but to undersell and take that of other companies with less capital or enterprise than themselves. The result of this has been in a great measure to stop importation, as it is manifestly impossible for any outside company to compete against such an enormous duty and at the same time furnish reliable goods.

In the HARDWARE TRADE, as in the jewelry trade, the year 1879 has been marked by startling changes. Although financially sounder than most other branches of business the hardware trade has been very much depressed for some years back owing to the lack of building enterprise and the gradual shrinkage of prices. At no period of the depression had hardware goods reached so low a figure as in May and June last, and although the prices were without precedent, merchants as a rule were afraid to order for fear things had not then touched bottom. In a few weeks however things had so completely changed for the better that instead of having next to nothing to do, manufacturers were unable to fill the orders that came crowding in upon them. Every mail brought news of further advance of price, until in some lines, goods are now quoted at figures nearly double those of June last. And still the tendency is upward. From the experiences of last year our business men can draw many lessons which may be useful to them in the future. Now that we are fully entered on the high road to prosperity we trust that they will not be forgotten, but that they may serve to remind them that business has its seasons of trial as well as of success, and that the way to escape commercial disaster is to be always prepared to meet it.

The Discount Sale Humbug

For several years past it has become the custom with many of our retail jewelers to advertise what they are pleased to term "A Christmas Discount Sale." If these discounts were of such dimensions that the retail merchant could afford to give them, and still have for himself a living profit, we could see some reason in making offers of this kind in order to induce people to purchase; and it would be a very reasonable conclusion, that if by offering a discount, say of ten per cent., he could succeed in doubling his sales, the decreased profits would be more than counterbalanced by the increased volume of trade. But when merchants advertise sales with discounts varying from 20 to 50 per cent. it is patent to everyone at all acquainted with the trade, that if they sell at honest, or ordinary prices, they must in many cases give away more than their profit and sell below cost. Our merchants generally do business for the sake of making money, and not for the mere pleasure of doing it, as might be inferred from the flaring and extravagant

advertisements that have lately met the eye at every turn, and although jewelers are probably as charitably disposed as those of any other trade, we are strongly of the opinion, that even they, during the open hearted Christmas season, do business for something more than the mere desire to add to the happiness of their customers. One thing is certain, no retail jeweler can honestly give away 30 per cent. of his sales and make his business pay. This being the case he has to do one of two things, either sell at a loss, or else raise his prices preparatory to commencing his discount sale. As no sensible man ever pretends to make money by selling goods below cost (unless it is old unsaleable stock that is shopworn and almost valueless), it follows that the prices must be raised in order to allow the sweeping reductions they advertise. That this is often the case, we have had ample proof, time and again, and we submit that aside from all moral considerations, it acts to the prejudice of the business, and if persisted in it must ultimately work a great deal of harm. Assuming for a moment that the discount is given from the ordinary (not the extraordinary) selling price of the goods, the unsuspecting outsider, who takes for gospel all the advertisements tell him, naturally argues, that if during the Christmas season, Jewelers can afford to throw away such large discounts, his regular profits must be simply immense. This is the natural inference that any outsider would draw. The next is, if he can afford to give such a large discount off in December, why can't he do so in June or July? if it pays him at one time they argue, it must pay him equally well at another, and then they arrive at the final and logical conclusion, that it would be very unwise to pay him his ordinary price at any time, and so during the regular course of business they try and cut down his profits by offering him 30 per cent. or whatever his holiday discount may be, less than the figures he asks. This must be the natural outcome of the discount sale system as practiced at present by many of our Jewelers during the holiday season. If there is any one thing detrimental to trade, it is having no fixed price. With a business conducted on this plan, the salesman, in every transaction has to huddle and bargain and expend more talk than would make a dozen such sales under the regular one price cash system.

This evil we are sorry to notice is not altogether confined to the retail dealers, but has apparently taken possession of

some in the wholesale trade who think to steal a march on their competitors in business by advertising extravagant discounts. With the exception of a few novices new to the business, the trade is now so well posted about prices that this ruse must necessarily fail, to accomplish its object and the sharp promoters will no doubt be rewarded by having their trouble for their pains. A few days ago we were shown an illustrated catalogue of electro-plated ware accompanied by a price list on which was written the words "50 off special, to you." The dealer who received it, being posted about the value of such goods, at once compared it with its cost and found that this special favour was no favour at all, but only a very transparent humbug, the prices being very much higher than he was in the habit of paying. An examination of the prices and goods elicited the fact, that while on one hand this generous merchant was offering his customers the liberal discount of 50 per cent., on the other, he had advanced the ordinary list price in some cases as much as 67 per cent. Of course some few dealers will be caught by such chaff, but it will be those who have still to buy their experience.

This way of doing business may not be dishonest, but it verges so closely on it that a great many people of only ordinary intelligence fail to discern the difference. Of course they ought to know better than this, as it is only a sharp business practice and humbug is now days considered legitimate if it is only successful, but it is in our estimation one that should not be commended, but that should be frowned down by honest dealers who despise humbug.

Our idea is that the only way a safe and paying business can be built up, is to make a reputation for honesty and integrity by selling goods for what they really are and at their true value. This may be old fashioned and behind the genius of this fast age, but it is safe and honorable. Any system of chicanery although it may flourish for a season is sure to come to grief in the long run.

THE well-known hardware firm of Morland, Watson & Co., Montreal has been dissolved, Mr. James Rose retiring. The remaining partners—Mr. Watson and Mr. Sutherland—will, we understand, wind up and liquidate the business of the firm. Messrs Morland Watson & Co. is one of the oldest and best known houses in Canada and has always borne a high reputation for fair dealing and liberality. They will be missed by their many friends in the hardware business throughout Canada.

Business Notes and Comments

IRON smelting works, and 20 or 30 dwellings for the hands to be employed, are proposed to be erected at Drummondville, Que in April next by Mr R McDougall

APPLICATION will be made to incorporate "The Canada Wire Co," by Messrs. H. R. Ives, John Taylor, J. T. Molson, of Montreal; R. E. Sears, of Marshaktown, Iowa; and G. Nicholson, of New York.

Mr. J. W. Baine, one of the oldest hardware merchants in Hamilton, died on the first of last month after a very brief illness. Mr. Baine had been in business in Hamilton for over 25 years, and was well known and highly respected.

THE American National Board of Trade has adopted a report favouring the re-enactment of the national bankruptcy law in the United States. At present they have no such law, and every State is a law unto itself which mixes things up considerably.

TWELVE new locomotives and one hundred cars have been ordered by the Canada Southern R R Co. to accommodate their increased traffic. The freight traffic shows no signs of abatement. We are told every available car is used in transit, and the passenger traffic also shows an increase.

SILVER JEWELRY is all the rage now in England and the United States. The prevailing styles are filagree earings and brooches of small neat patterns, with neck chains to match. In bracelets the snake patterns are mostly worn. The probability is that it will have a large run in Canada for a year or two.

LEVI COSSITT, implement manufacturer at Guelph, has assigned, his offer of 25c in the dollar not having been accepted. The parties who became sureties to the Bank offer to pay unsecured creditors 25 per cent, and take the estate and conduct the business in their own interest. The unsecured liabilities amount, we are informed, to 97,916 and those secured to \$55,964.

The balance of the jewelry and fancy goods stock belonging to the estate of J G. Joseph & Co., insolvents, was sold last month by public auction. It amounted to nearly \$7,000.00, and was bought by Messrs Lee & Chillas for 39½ cents on the dollar, a pretty good price considering that the stock was old and had seen a good deal of the Dominion before it came under the auctioneer's hammer.

BETWEEN Saturday evening and Sunday morning before six the jewellery store of George Waiker was broken into by burglars. Plated goods valued at \$75 were stolen. They effected an entrance through the front windows by removing the shutters and cutting a pane of glass out with a diamond. It is supposed they were the parties who entered Allan McNab's fruit store and Robert Patterson's ticket office on the same evening. McNab lost \$25 worth of goods.

NOTICE has been given in the *Canada Gazette* by Mr. Acton C. Burrows, agent for the promoter, that application will be made to Parliament next session for an Act to incorporate the Great Western Telegraph Company of Canada, and to confer on such Company corporate rights, with power to build, lease, purchase, and maintain lines and to carry on the business of telegraphing in the Provinces of Manitoba, British Columbia, and Ontario, the district of Keewatin, and the North-West Territories, with power to amalgamate with any other company.

It is the custom with a great many merchants to use their show cases with blue paper, and the result invariably is that any silver plated-ware they may keep in them soon becomes badly discolored. The reason is that blue paper always contains more or less arsenic which chemical acts very quickly on any kind of silver goods. Blue paint is equally as bad as blue paper, and neither of them should ever be used in cases intended for shewing silverware.

Why can't the Allans establish a special express route to England. In New York an ordinary parcel averaging from 20 to 30 lbs. can be sent to England for about two dollars—from Toronto to Liverpool would cost four times that sum. If a cheap rate could be had through a great many goods that now come to Canada by way of New York would come through Montreal. It would be to the interest of both the Allans and the Express Co to make such an arrangement.

A GREAT complaint is made by Toronto and other Western merchants about the delay in getting freight from Portland or Halifax. The Grand Trunk ought to establish a kind of 'Merchants' Despatch' by which goods could be sent through in three or four days at the most. As it now is, they are often a couple of weeks on the way. If this were done, merchants would not object to an extra freight rate, as it would be more than counterbalanced by the saving in time.

THE Weights and Measures Department have given orders that any butcher who gives his order for a scale to replace those spring scales now condemned, and who obtains a certificate from a scale manufacturer that he has so ordered, will be given a reasonable time to get the new scales delivered to him. This is the result of a deputation of butchers visiting the Minister of the Department. The rules governing the scales would seem to be almost as elastic as the springs.

THE Post-office authorities in Toronto have raised the rent of the Boxes, and in future will charge \$4.00 instead of \$2.00 as heretofore. Merchants are grumbling about the price, but it doesn't seem to do any good, even the Board of Trade got a nubbing from the Postmaster General in answer to their appeal for a reduction of the price. The new arrangements for posting and sorting letters is a good one, and has long been wanted, and Postmaster Patteson deserves well of his fellow citizens for his efforts in improving the Post-office regulations generally.

A HARDWARE APPRAISER is badly wanted for the Port of Toronto—one that knows his business. The present incumbent of the office, is honest, but is an 'incapable of doing all' the work required at such a large Port of Entry as Toronto has grown to be. It was well enough to have a general appraiser for goods when Toronto was Little York, but at the present, with its growing hardware trade; the second largest port in the Dominion wants; and must shortly have, a competent man to appraise the hardware imports. If the Government are bound to appoint a party man, they should see that he is thoroughly posted in the hardware business as well as politics. The fault of our civil service now is, that there are too many politicians and too few practical men in it.

It is deserving of notice, in this era of 'big things' and competitive enterprises, that the biggest thing of the kind known, one which made even Bostonians stare and underwriters hesitate, has just been accomplished by a Canadian firm. The

steamship *Hooper*, next to the *Great Eastern*, the largest freight ship in the world, capacity of 4,900 tons, has just been loaded at Boston, by Messrs. W. P. Howland & Co., of this city, with 150,000 bushels of grain, the largest single cargo ever shipped, we believe, by one firm. The insurance upon it reached \$220,000. The enormous capacity of this vessel may be gathered from the fact that besides this great quantity of grain, it was found possible to put on board of the *Hooper* 500 head of cattle, 800 sheep, 5,000 sacks of flour, and several hundred tons of other freight.

THE disadvantage at which the merchants of the west have been placed on account of the detention of the English mails at Montreal over Sundays is to be removed, a special train service having been established by which the mails will be brought on from Montreal to Toronto at once. The Postmaster-General was at first loth to assent to the wishes of the Toronto Board of Trade in this respect, but he seems to have reconsidered the matter, and so we are to have a special train. There was a special train in the old days, before the fall of the Macdonald Administration in 1873, but for some reason or other it was discontinued, and the merchants of the west have since been obliged to adopt Longfellow's advice by learning to labor and to wait—for their English letters; while the merchants in Montreal have had their letters brought on from Rimouski by special train.

THE first and final dividend sheet of James A. Montgomery, formerly Jeweler of Port Hope, but now an inmate of Kingston Penitentiary, has just been declared by J. B. Rousehead the Assignee. His estate realized from all sources the amount of \$4,610.31. The disbursements were as follows:

Expenses incurred in procuring arrest of Insolvent and getting goods back from St Louis, Mo	\$1008 46
Reward for arrest of Insolvent	400 00
Privileged Claims	293 33
Law Costs	133 73
Advertising	34 15
Auction Fees and Advertising Sale	101 00
Express Charges on Goods	28 80
Sundry Disbursements	80 80
Interim Assignees acct.	80 50
Inspectors Fees	200 00
Assignee's Fees	250 00
Discharge of Assignee	25 00
First and final dividend, 24c per \$ on \$8602 47...	2064 54
	\$4610 31

From the above it will be seen that it cost \$1408.46 to arrest Montgomery and get the goods back to Canada again, which is quite opposed to his statement to the judge before being sentenced. Some of the charges appear exorbitant considering the amount of the estate. Thus the Inspector's fees amount to \$200.00 or \$100.00 each. Both of these gentlemen were creditors—one of them received \$122.30 as his share of the dividend—the other \$77.23 in all \$199.53, so that for the slight services they rendered the estate, these two creditors received as much as their share of the dividend and 47c over. In other words, while the rest of the creditors got 24 cents on the dollar of their claims, the Inspectors were able by help of their fees to make theirs pan out 48 cents. Surely it is a good thing for a firm interested to have one of its members appointed as an inspector, but it is hard on the rest of the creditors. In most estates the Inspector's duties are only nominal, involving neither loss of time or money, and their fees should be reduced down to the actual expenditure incurred by them. This would not only benefit the estate, but in many cases, bring out better men as Inspectors, men who cared more to see the estate honestly worked than to get a liberal remuneration for their services.

ROBERT CUTHBERT agent for Thos Russell & Sons, an English Jewelry firm doing business in Canada, was lately tried at the London Police Court for disposing by auction of a stock of watches and jewelry, such being contrary to the Transient Traders' Act. Mr. Cuthbert claimed that the goods were consigned to a local firm of auctioneers who sold them on commission. The Magistrate held that the law had been violated by Mr. Cuthbert and imposed a fine of \$50 and costs. The defendant gave notice that he would appeal from the decision. In reference to this case, whatever be the result of the appeal, it is evidently unfair to the local jewelers who pay taxes, that an English firm, said to be manufacturers, who do not contribute a cent to the revenue of the city, should be allowed to send a stock of goods to places like London or Toronto and dispose of them by auction. We think in such a case, no matter how they try to evade the law, the license inspector is perfectly justified in bringing them before the Magistrate and having them fined.

ARTIFICIAL DIAMONDS.—James MacLear, of Rollox Chemical Works, has informed the Philosophical Society that after experiments since 1868 he has succeeded in obtaining crystallized forms of carbons, which Professors Tyndall and Smith do not doubt are diamonds. Some of the artificial gems were submitted to Prof. Maskelyne, of the mineral department of the British Museum, who writes to the *Times* that after a thorough test of the so-called crystallized forms of carbon, obtained by James MacLear, of St. Rollox Chemical Works, who supposed he had discovered a process of making diamonds, he (Maskelyne) has no hesitation in declaring that they are not diamonds at all but consist of compound silica. Although diamonds are only crystallized carbon or charcoal, the crystallizing seems to be a hard thing to accomplish, and, like the search after the philosopher's stone, has generally ended in dissatisfaction. In view of the obstacles to be overcome, we think our friends who have a stock of diamonds on hand, need not get uneasy about any great depreciation in their value for some time to come.

For nearly a quarter of a century the name of "John Horsman," hardware merchant, has been a household word to the people living in Guelph and the district it supplies, and probably no retail hardware merchant in Canada did a larger business. Commencing in 1857 with very small capital and plenty of energy and pluck, Mr. Horsman soon made a name and a business for himself and outstripped all his local competitors in the same line of business. For many years he was looked upon as one of the wealthiest and most prosperous merchants in Guelph, and his recent troubles have called forth a good deal of sympathy. In 1877 a fire in his premises occasioned a heavy loss, then, early last year he had to ask indulgence on account of a heavy lock-up in real estate, and loss by bad debts; although shewing a good surplus; now, again, he finds it needful to make some arrangement with his creditors. He owes, we understand, about \$50,000, of which nearly \$24,000 is direct, largely in Montreal and in Britain. It is to be wished that some means may be found of re-organizing so important a business upon a prompt basis.

THE Postmaster-General does not seem to be inclined to accede to the request of the Toronto Board of Trade—representing the commercial men of Toronto—either in the matter of the English mail service or the post-office boxes. The object-

ions of the business men to having their postal matter delivered by the carriers are sound nevertheless, while it is evident to everybody that it is a foolish piece of business to rush the English mails on from Rimouski to Montreal the moment the steamer arrives, only to leave them lying there all day Sunday, instead of being sent forward at once. It is unfair to the commercial men of the west that Montreal have exceptional advantages in this respect. In regard to the letter boxes, the Postmaster-General says the object is to foster, as far as possible, the system of free delivery. He says it has worked well Great Britain, "where there is no box system, or any equivalent to it." The Postmaster-General has fallen into error in assuming that there is no equivalent in Great Britain to the box system, for it is well known that all the banks and commercial people send their clerks or porters to the post-office with locked mail bags, from which the post-office officials take the letters that are to be posted, put in the mail matter that has arrived, lock the bags, and return them to the porters. This is a very substantial equivalent to the letter boxes. If the Postmaster-General is desirous of consulting the convenience of commercial men he will leave the boxes as they are.

SHARP PRACTICE.—On Monday before New Year's a man visited the store of Mr. J. Wanless, No. 172 Yonge Street, and represented himself as "Mr. John Snell," a well-known farmer residing four miles from Brampton. He related that he was en route for Duffin's Creek to visit his daughter, and he intended to make her a New Year's present of a gold watch and chain, a brooch and ear-rings, for the purchase of which he immediately commenced to negotiate. After a tedious inspection, he selected articles valued at \$140, and explained to Mr. Wanless that he had expected to meet a man who owed him a sum of money, but for some reason or other the party had not kept his appointment. However, he would leave a team of horses he had at the door at any place Mr. Wanless would name as a guarantee for the payment of the jewellery, and he would call around next day and settle the bill. This was agreed to, and Mr. Wanless took the team to Best's Hotel, Yonge street. The next morning a man representing himself as J. P. Allan called on Mr. Wanless and claimed the team. He said he kept a livery-stable in Brampton, and that the man who had given the team over to Mr. Wanless had engaged them on Saturday night to drive to Orangeville, and he had not seen him since. He then traced him to Toronto. Strange to say, both the men bear a striking resemblance to each other. Mr. Wanless has not yet delivered the horses over to the claimant, as he is unable to produce any one in this city who can identify him. The purchaser of the jewellery had every appearance of a well-to-do agriculturalist, and he went about his business in such a blunt way that Mr. Wanless was quite deceived in him. The police have the matter in hand.

DISSOLVED.—Boyle & Feron Hardware Montreal, Que.; Gillen & Keith, Hardware, Belleville, Ont.; Zimmerman & Ross, jewellers, Hamilton, Ont.; Shand & Clay, hardware, Halifax N.S.; McDonald & Booth, dominion tin works, Toronto, Ont.; Dufresne Bros., tinware, Montreal, Que.

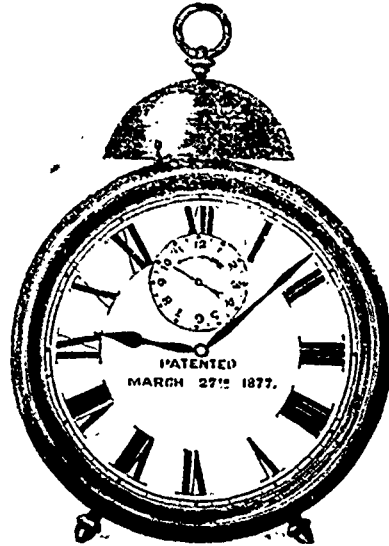
ASSIGNMENTS.—John Horsman, hardware, Guelph, Ont.; Levi Cossitt & Son, impliments, Guelph Ont.; T. Driscoll, hardware, Frederickton, N.B.

ATTACHED.—Hamilton Tool Co, Hamilton Ont.; Thomas Babb, hardware, Mitchell, Ont.; Smith Bros., general store, Vankleek Hill, Ont.; O'Byrne & Co., hardware, Exeter, Ont.; W. K. Atkinson & Co., general store, Ailsa Craig, Ont.; O Jette, hardware and tin, St. Jean Baptiste, Quebec; Chas. W. Rudd, jeweller, London, Ont.; E. O. Lesperance, hardware, Sherbroke, Que.

SOLD OUT.—Wm. Gillies tins and grocery, Preston, Ont. has sold out grocery; R. W. Soper, guns, London, Ont.; J. E. Darby, general store, Parkhill, Ont.

OTHER CHANGES.—Morland, Watson & Co., wholesale hardware, Montreal, Que., dissolved by liquidating; C. Davidson & Co, wholesale saddlery, hardware, Toronto, Ont., style now Foster, Davidson & Co; Thomas M. Banting, general store, Clover Hill, Ont., moved to Cookstown, Ont.; Wm. Hillman, silver plater, St. Johns, N.B., has given a bill of sale; John W. Baine, hardware, Hamilton, Ont., dead.

NICKEL CLOCKS. 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, GILBERT,
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!

NICKEL SHOW CASE,

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 56 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 \$200.00 Cash.

CAN BE SEEN AT 56 YONGE ST.,

Zimmerman, McNaught & Co.

Established 1867.

W. MILLICHAMP & Co.,
GOLD, SILVER AND
NICKEL PLATERS,

And Manufacturers of all Styles of

Nickel Silver and Wood Show Cases,
WINDOW BARS, DOOR PLATES, &c.

Nos. 29, 31, 33 & 35 Adelaide St. East,

ENTRANCE AT 81 MILLICHAMP'S BLOCK,

TORONTO.

Price List for Re-Plating in Silver the following Articles :

	Single Plate. Per Doz.	Double Plate. Per Doz.	Treble Plate. Per Doz.
Plain Tea Spoons.....	\$1 50.....	\$2 00.....	\$2 50.....
Queen and Thread Patterns..	2 00.....	2 25.....	2 60.....
Dessert Spoons "plain".....	2 25.....	2 50.....	3 00.....
Table Spoons "plain".....	3 00.....	3 50.....	4 00.....
Queen and Thread Patterns, 25 cts. per doz. extra.			
Dessert Forks	\$2 25.....	\$2 50.....	\$3 00.....
Table Forks, "plain"	3 00.....	3 50.....	4 00.....
Queen and Thread Patterns, 25 cts. per doz. extra.			
Tea Sets of four pieces	\$10 00.....	\$12 00.....	\$15 00.....
Ice-Pitchers	4 00.....	5 00.....	7 00.....
Salvers.....	10 inch, 2 50.....	12 inch, 3 25.....	14 inch, 4 50 to 6 50
Steel Knives, "dessert"	3 25 to 4 00 per dozen.		
Steel Knives, "dinner".....	3 00 to 5 00 per dozen.		
Cruet Stands, each.....	2 00.....	3 00.....	4 00 to 5 00
Watch Cases in Gold.....	3 00.....	4 00.....	5 00.....
Watch Cases in Silver	1 00.....	1 50.....	2 00.....

CHAINS, BELT BUCKLES, Etc., ACCORDING TO SIZE. REPAIRS OF ALL KINDS.

All Best Work Warranted.

All kinds of Carriage and Harness Plating to Order.

W. M. COOPER,

MANUFACTURERS' AGENT,

DEALER IN

RIFLES, GUNS, AND SPORTING GOODS.

SOLE AGENT

For the Celebrated Guns, & Rifles,
 Manufactured by

W. & C. SCOTT & SON.

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WILLIAMS & POWELL.

W. M. COOPER.

23 FRONT ST., WEST,

TORONTO.

DAVID WILSON,

Ornamental and General Engraver,

74 KING ST. EAST,

TORONTO.

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

JEWELLERY NEATLY ORNAMENTED.

TERMS CASH.

SITUATIONS WANTED.

A SITUATION as Watchmaker; good references; six years experience. Apply 116 Brock Street, Toronto.

FIRST PRIZE GOLDSMITHS' WORK, INDUSTRIAL EXHIBITION, TORONTO.

P. W. ELLIS & CO.,

Manufacturing Jewellers and Watchmakers to the trade, importers of Fine Watch and Clock Materials, Tools, Crucibles, Tripoli, Rouge, Alloying Copper, Diamantine, Boxwood Sawdust, Polishing Lathes, Buffs, Brushes, Brass Wire-End Matting and Scratch Brushes and the justly celebrated Schon Piercing Saws in all sizes, the only kind used in our factory, where they are being thoroughly tested every day. Sole Agents for Wm. F. Nye's Watch, Clock, Chronometer and Sperm Oils, the Sperm Oils being especially adapted for Sportsmen's Guns, Sewing Machines and all delicate machinery.

Kendrick, Davis & Co.'s Ne Plus Ultra Dust Proof Nickle Watch Keys, which are universally sold throughout the United States, and acknowledged to be the best and most durable key made, in stock, both bench and pocket sizes. Sizes 4, 5 and 6 fit American Gents' Watches—9 Ladies'.

We purpose keeping on the road, at all times, a complete stock, from which the trade, when called upon, can personally select their requirements, and in the interval, any orders by mail will be carefully selected by a practical man, with the purpose of meeting the full necessities of the trade, and avoiding the accumulation in our customers hands of dead or useless stock. Our stock is bought direct from the manufacturers in Switzerland, and is always fresh and in good condition—as we positively refrain from dealing in job lots of poor material to get low prices, and our prices will be found as low as good material and a reasonable profit to ourselves will allow.

In stock, Locket Glasses. Watch Glasses—one-fourth, quarter and sixteenth sizes concave, half-concave and demidial down to size one by guage.

Our Watch Repairing Department receives the most careful attention. Hoping by painstaking and good work to secure and keep your custom we would respectfully solicit a trial in that line. Turning a speciality.

Jewellery Department. Here at all times can be found a complete stock of Diamonds—Brilliants and Rose, Rubies, Emeralds, Pearls, Opals, Amethysts, Bloodstones, Onyx, Topas, Torquois, Carbuncles, Garnets, Corals, Cameos, Engraved Stones and all kinds of Imitations. We have again enlarged our factory and increased our staff, and are building up a reputation for the finest class of work.

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, Gold 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.

→ 1880 ←

We wish our customers The Compliments of the Season, and hope that all the prospects of a general revival of trade will be realized to the fullest extent, and that 1880 will be booming in the Jewellery trade in company with that of the States, where a manifest activity prevails. With good prospects before us we can with pleasure say "Good bye 1879, the lid we hope which closes the box of depression." With best wishes for the future of our customers,

We remain,

Yours Respectfully,

P. W. ELLIS & CO.,
Toronto, Ont.