

and filled up to the brim.
 When he quietly reviews his life
 He finds to his chagrin,
 That though the box looks fine outside,
 Alas! there's nothing in.
 The man who sells a "fine gilt"
 For a first-class roll-plate chain
 And swears that it will color keep
 In sunshine and in rain;
 Who sells a plated ring for gold,
 The stamp is 18 K.
 Who always finds the jewels "broke,"
 A couple of dollars to pay
 For repairing a watch that an honest man
 Would clean and never dream
 Of charging more than the current price,
 He would not be so mean.
 Such a man in the end too often finds
 That he has grabbed a purse,
 Which nailed fast and stuffed with cotton rags
 For wear is much the worse.
 A true man does not expect to make
 A living without trouble,
 At every obstacle he clears
 He finds his courage double.
 He does not falter by the way
 When fate it seems perverse,
 He feels that he has nobler aims
 Than own a well-filled purse.
 He knows his talents, uses them,
 Is diligent, persevering,
 And feels as he is toiling on,
 His home he's daily nearing,
 He beats a straight road to his goal,
 Though slow may be his "mule,"
 You'll find he gets there all the same.
 He has not been a fool.—G. K., Elmira, Ont.

SELECTED MATTER.

C. N. THORPE ON MANUFACTURERS.

At the ninth annual banquet of Chicago Jewelers' Association, held on the evening of the 7th of January, the following interesting speech was delivered by Mr. C. N. Thorpe in reply to the toast of "Manufacturers." They hazard much, and though often censured do great good by the application of skill in enhancing the value of nearly everything we appreciate and enjoy in life:

MR. PRESIDENT AND GENTLEMEN OF THE CHICAGO JEWELERS' ASSOCIATION,—In responding to the toast "The Manufacturers," I feel some delicacy at this banquet, because, being a manufacturer myself, I am not at liberty to say all the agreeable things that might be said concerning that large and influential body of citizens. If manufacturing was dead and a tribute were to be paid to its memory, and eloquent things said of the men who had died with it, I am sure I would rise to the occasion with comparative ease. But manufacturing is not dead, indeed, as a part of the world's industry, it is very much alive, and as any other infant soon lays off its swaddling clothes and asserts the strength of its various parts, so this has begun to be a powerful factor in our civilization, and even promises to attain giant proportions.

But your toast calls for something about the men themselves. It is well worded. Looking over the lives of manufacturers, one never comes across any of whom it is not true that they hazard much, and though often censured, do great good by the application and direction of skill in enhancing the value of nearly everything which we appreciate and enjoy in life.

CONCENTRATION OF MANUFACTURES.

It will be well in beginning this subject to look for a moment at the census of 1870 and 1880, to see how much the small

manufacturer ventured. In 1870 there were 252,148 establishments employing 2,053,000 operatives, and in 1880, 253,852 establishments employing 2,732,000 people. Census for 1870 gives twenty-six establishments making clocks, employing 1,330 hands; that of 1880 gives twenty-two establishments, employing 3,940 hands. It gives the number of watch case establishments as forty-nine, employing 703 hands; and in 1880, twenty-seven establishments, employing 1,758. The number of jewelry establishments in 1870 was 681, and the number of hands 10,091; and in 1880, 739 establishments, employing 12,697 hands. In 1870 it is stated there were thirty-seven establishments making watches, employing 1,836 hands; and in 1880 eleven establishments employing 3,336. (The large number of establishments in 1870 was probably due to the fact that a number of watchmakers still made a few watches by hand). The number of hands in the cooper's trade increased eleven per cent. from 1870 to 1880, but the number of cooper's establishments decreased twenty-two per cent. The number of cotton mills has also diminished since 1850, but the the number of hands employed has doubled. *These figures show the extinction of the smaller establishments and the concentration into larger factories.*

REQUISITES NECESSARY FOR SUCCESS.

Whether the manufacturer controls the operations of a large or small plant, he knows full well, if possessed of ordinary business experience, that danger lurks sometimes in the least suspected places. A correct estimate of economic conditions, and understanding of the market for his specialty, the strength or weakness of his competitors, are considerations that must of necessity enter into his calculations. There are times, and these, too, when he considers himself posted in these particulars, when his estimate of the situation miscarries. He has manufactured in excess of the demand; stored up goods not immediately salable, and collections have been slow. Hazardous experiences like these have occurred to us all, and must, in view of the frequently eccentric laws that govern trade, occur again. But that man who is ever on the alert, who keeps abreast of the times, who is quick to perceive the advantages of sensible innovation upon old and cumbrous processes, who is pushing the introduction of his goods, and only claims for them exactly what they are, and makes no misrepresentations, will certainly minimize hazard in his undertakings.

HOW ENGLAND FOSTERS MANUFACTURE.

Your toast goes on to say that manufactures do much good. One needs only to go to England and visit the towns in which have lived and served the great manufacturers to see recorded in substantial monuments the names of these benefactors. It would be a pleasant task, were there time this evening, to run over some of the great names of England, such as John Crossley, who first used the power loom in carpet manufacturing and increased his production fourteen fold at a stroke, and the Horricks, who first spun cotton with the spinning jenny; the Platts, of Oldham, who have large works covering fifty-five acres and employ eight or nine thousand hands.

It is to England's credit that she has fostered these industries, not, to be sure, in the same manner as America has; but would it not be well for us to follow her example, and not only honor individual manufacturers, but encourage them as she does by extending foreign trade? England pays annually millions of dollars as subsidies to her steamship lines who carry her