



MESSRS. H. & A. SAUNDERS report that they are still working two or three nights every week to enable them to keep up with their orders. Their H. & A. S. gold filled chains are meeting with great success and are much appreciated by the trade.

THE MONTREAL OPTICAL CO.'s travellers have been in hard luck. Uncle Levetus has been laid up with a strained ankle, Mr. Forsythe was a victim of the grip, and Mr. Butler detained by storms. They are all hustlers and will soon make up for lost time.

MESSRS. H. & A. SAUNDERS intend shortly putting on the market a new collar button and stud on which they have been working for some months past. It is made in 10 and 14k., sterling, and 1/10 plate, and every live jeweler should send for a sample.

MR. A. H. BOOTH, jeweler, of Sudbury, Ont., is enlarging his store by fitting it up with new wall show cases and other up-to-date fittings. When the alterations are completed, Mr. Booth expects to have one of the prettiest jewelry stores north of Toronto.

MR. JULIUS SAUNDERS, manager for H. & A. Saunders, reports that notwithstanding the increase they made in their factory in January last they will soon have to enlarge again and take on more hands so as to keep up with the increase in their business, which up to date has been very large.

MR. HARRY B. THORNBURY, secretary of the wholesale jewelry firm of C. G. Alford & Co., New York, died last month from pneumonia after an illness of one week. Mr. Thornbury was born in Canada and went to the States when he was fourteen years old. He was prominent as a Mason.

MR. HERBERT KENT, of the firm of B. & H. B. Kent, the well-known Yonge Street jewelers, of Toronto, spent about a fortnight in New York during the early part of March, during which time he succeeded in picking up a splendid assortment of fashionable jewelry, bric-a-brac and diamonds.

MESSRS. GEO. H. LEES & CO. report that the relief of Ladysmith and the success of the British armies in South Africa has made such a boom for British and Canadian flags that they find it difficult to fill the orders with their usual promptness. They are also getting out a line of souvenir bangles which they hope to have in shape to show their customers in a few weeks.

MR. A. R. HARMON, of Montreal, the Waltham Watch Company representative in Canada, paid a flying visit to Toronto for three days last week. He reports their factory as still exceedingly busy and away behind orders even on high grade movements. While ladies goods are getting slightly more plentiful, men's watches will be scarce for some time to come.

THE J. COULTER CO., Limited, Toronto, report a great increase in business for the past three months over former years. Judging the balance of the year from the past they will no doubt have a large year's business as they have been running full time during January, February and March with a large staff of employees. The prospects for the year seem to be very bright.

PEOPLE GOING THROUGH the factory and warehouse of the Cohen Brothers, Limited, are impressed with the wonderful brilliancy of the light. This is due to the use of the solar prisms which are inserted in their windows, these prisms taking the light from above, and so bending the rays as to throw an even light along the entire eighty feet, which constitutes the depth of their building.

THE FOLLOWING STUDENTS completed a course of instruction under Dr. W. E. Hamill at the Optical Institute of Canada during the March class, viz.: H. H. Mitchell, Oshawa; R. Robertson, Hagersville; J. W. Armstrong, Toronto; Dr. J. V. Frazier, La Plac, Michigan; W. N. Stock, London; H. L. Shaw, Waterloo, Quebec. Next class commences April 16th at 2 p.m.

BRANCHING OUT. —Mr. K. Bezanson, the well-known jeweler, of Montreal, N.B., has just opened up a branch store at North Sydney, C.B. where he proposes to carry a full stock of up-to-date goods and cash business. The fixtures and fittings generally of the new store will be of the latest design, and this branch will be under the management of Mr. Frank Bezanson, son of the proprietor.

FOR EUROPE. —Mr. Harry Ryrie, of Ryrie Bros., left Toronto for Europe *via* New York on the 26th March, on a buying trip for his firm. As usual he will visit the markets of Italy, Austria, Germany, France and Great Britain in search of novelties of every kind, and if he don't succeed in obtaining them he will surely belie his past record. We wish him a prosperous trip and *bon voyage*.

OUR READERS will learn with regret that Mr. George Galloway, head accountant in the firm of P. W. Ellis & Co., was about six weeks ago forced to undergo an operation at the St. Michael's Hospital, Toronto, for appendicitis. This, we are pleased to say, was eminently successful, and he has been steadily recovering ever since and expects to resume his regular duties again at an early day.

HYMENEAU. —The marriage of Frances Charlotte, daughter of Mr. W. P. Cooke, the well-known jeweler of Port Arthur, to Mr. George T. Liddle, was solemnized at the Baptist Church in that town on the afternoon of Tuesday, the 27th March. The bridal couple left on their tour, carrying with them the hearty congratulations and good wishes of a large circle of friends and acquaintances, in which THE TRADER is glad to join.

THE BOX of chocolate presented by Her Majesty the Queen as a Xmas gift to the late C. E. Jackson, of Toronto, was exhibited last month in the window of Wanless & Co., the Yonge Street jeweler. Mr. Jackson was a member of the first Canadian contingent for South Africa, and was killed in action at Paardeburg, South Africa, on the 18th February, during the attack on Gen. Cronje's forces in which our gallant Canadians bore so prominent a part.

A PECULIAR ACCIDENT. —The plate glass show window in Mr. Frank Coates' jewelry store, Kingston, Ont., was last month smashed by the cross arm of the electric light pole falling on it. A man was adjusting the wires, and the cross-arm broke. In order to save himself from falling, he let go the arm, which ran down the wire, and struck the window in the middle, shattering the pane. Mr. Coates suffered considerable inconvenience by the mishap.

FOR SALE. —As will be seen by the advertisement on another page of this issue, the executors of the estate of the late Thomas Allen, of Montreal, are offering his retail jewelry business on St. Catharine Street in that city for sale by private tender. This business has been in operation for over thirty years, and has always been a paying one. It therefore offers an unusual opportunity for any retail jeweler with some capital to step into a well-established and paying business at comparatively little outlay.

MESSRS. J. J. ZOCK & CO. have been even more than busy during the past month in every department of their business. Mr. Zock says that although they have enlarged twice within two years they are still cramped for room, and he has therefore just completed arrangements to lease the entire lower flat of the building they are in, formerly occupied by the Cohen Bros. Company. He has ordered new and improved machinery for fitting up the new premises, and expects to occupy it as soon as the necessary alterations can be completed.

A WELL-KNOWN BRANTFORD JEWELER SUDDENLY CALLED AWAY. —Mr. A. B. Wilks, of Brantford, while going down stairs in his house on the evening of Saturday, the 24th February, accidentally missed his footing and was precipitated on his head, rendering him unconscious for some time and subsequently resulting in concussion of the brain. He only survived the shock a short time and passed quietly away on the following Sunday afternoon. Mr. Wilks was a single man, thirty eight years of age, and resided with his father at the time of his death.

MR. W. W. COLE, well known by every jeweler in Ontario and the Eastern Provinces, is now on his spring trip through Quebec and the Maritime Provinces, and we believe that every jeweler will give him their hearty support, as he is now a member of the largest concern in Canada in the manufacturing of jewelers' cases, paper boxes, etc. Mr. Cole is the Vice-President of the J. Coulter Co., Limited, of Toronto. He has done all in his power in the past nine or ten years to please his customers, and we wish him prosperity in this year's work as he has had in the past.