

quality of an article are easily got, and my advice to dealers is to beware of an article too highly advertised, and for which they pay twice the price of an ordinary article.

The crystal from which such lenses are made is cut at random, in every direction that will yield the greatest number of slices, hence they often produce lenses worse than useless, and to irreparable mischief to the wearer. The way to tell a good pebble is just by seeing if you can file it. A file will not make the slightest impression on a pebble. After being sure it is a pebble, wipe it carefully and hold it up to the light; should there be any bubbles, waves or scratches, it is an imperfect article and should not be sold by any conscientious dealer. We will resume this article next month, showing the difference between Periscopic, Plano, and double convex lenses.

H. G. LEVITUS.

JOHN BULL HAS THE FLOOR.

Editor THE TRADER:

I was agreeably surprised to see the improved appearance of your esteemed publication. I quite agree with the editor of the *Metalurgist* in his description of it, and if every one of the craft looks for its arrival as earnestly as your humble servant, there ought to be a few more testimonials to its merits, from the trade, by contributing to its columns. The retail trade are supplied with it free of charge, which, perhaps, is one reason why they do not appreciate it as they ought. There are none so wise nor any so simple that an interchange of ideas would not benefit. And as your pages are always at liberty to correspondents, it does seem strange that more do not embrace the opportunity to communicate their ideas to the trade regarding matters of importance to the craft.

I see Mr. Davidson, in his letter in your last number, wants the names of all willing to organize a society. A post card will not be much expense but I am afraid that he is too far west if we are to have more than one society, but it is a move in the right direction, and I will give it my humble support. My idea is that a meeting should be called in Toronto, that is if Toronto men are willing to join in the movement. They have not yet spoken, so far as I know, perhaps they are afraid they will not have a chance to do all the business and get all the work. If they look at the matter squarely, they will see that we all stand on the same footing as regards buying goods, thanks to the Jobbers' Association. And as for repairing, it is to the interest of the whole trade to have a uniform scale of prices, for our customers do not bring their work unless they want it done. And why should any one be so foolish as to allow a granger to set a price on his work, I ask? Does said granger give his produce for less than market price? I trow not. If he brings a bag of potatoes or a cord of wood, you have to watch him if you get what you bargain for.

I think it would be a good idea to invite some of the wholesale men to come to the meeting, as our interests are so blended with theirs, that I think their advice and counsel would not be amiss.

I have trespassed too far on your space already, so will close my epistle by thanking you for your kind support of the matter, and subscribe myself,

Yours truly, JOHN BULL.

P.S.—What has become of your correspondent "Protection?" He promised us more from his pen. Has he got all the watch-butchers cleaned out, or have they butchered him?

SELECTED MATTER.

BANQUET OF THE NATIONAL JOBBERS' ASSOCIATION.

The banquet tendered by the New York members of the National Jobbers' Association to the visiting delegates was held at Delmonico's, on Wednesday evening, February 10. It was in every way a success. The tables were loaded down with good things, and presented an attractive appearance as the fifty-four banqueters sat down to the feast. The courses, which were many, were interspersed with strains of lively music, which added their influence to increase the good feeling already prevailing. There was a noticeable absence of professional after-dinner speakers. The speeches were all made by members of the trade. They treated of trade topics, and although they were extemporaneous, they were listened to with much interest and received with hearty applause.

At the head of the U shaped table sat President Henry Hayes, with Mr. Joseph Fahys and Mr. S. H. Hale at his right and left. After proper attention had been paid to the menu, President Hayes arose, and in a few well-chosen words expressed his pleasure at viewing the splendid gathering around him, and in the name of the home members extended a hearty welcome to the guests. Mr. S. H. Hale occupied the position of toast-master and fulfilled his duties in a highly satisfactory manner. Mr. Keller, of Pforzheimer, Keller & Co., was the first one called upon and responded to the toast of "Our Association." His remarks were particularly happy and well chosen, and called forth frequent and prolonged applause. He spoke of the utility of the Association in regulating matters of interest to the trade, of its benefits in the way of allaying petty jealousies, and of the means it offered of producing harmony and encouraging friendship among its members. He made a number of allusions to those seated about him, which were received with special favor. Pointing to Mr. Hall, of the Waltham Company, he called him the Chancellor and Bismarck of the Association; Mr. Avery, of the Elgin, he designated as the type of Father Time, with one foot on each hemisphere, sweeping all competitors before him; Mr. Fahys was of the pioneer the case-makers; Mr. Pierson, of the Howard Company, was the type of an adjustment to heat and cold; Mr. Hellebush was the type of dignity, and his surroundings (corporal) substantiated the justness of the remark; Mr. Muhr was designated as Simon Pure, of the Quaker City, Quaker-like in his bearing yet anything but ancient in his habits; Mr. Hayes, who claimed to be just old enough to vote, was complimented with the remark that he possessed the wisdom of a centenarian, but the activity of the youthfulness which he claimed; Mr. Otto Young was hailed as Vulcan, the thunderer of the west; the younger men present he regarded as the very escapements of the movements, to whose energy and perseverance much of the success of American enterprise was due. Mr. Keller concluded with a toast to the Association, whose usefulness had only begun, and whose future promised great and beneficial results.

Mr. Avery, of the Elgin Company, made a very interesting speech, in which he traced the history of the company, from its disastrous condition in 1876 to its present satisfactory state. He called attention to the policy, which had at first been cried down, but which had finally triumphed and brought with it success.