

One surface convex, the other slightly concave (pcx). All three forms have approximately the same effect, but the double convex gives the truest image, and the difference is most striking in the higher power glasses. Periscopic glass is the highest in price, and is used largely in the finer grades of spectacles. Plano Convex glass is used the least in spectacles, and when it is used, the plane surface is usually neither ground nor polished; and this glass is, therefore, the cheapest, and used only in very low grades of Spectacles.

(c). Concave Glass, used mostly white. It disperses the rays of light, and therefore diminishes, and serves to correct the deficiency of sight known as *near-sightedness*. It is used in two forms as follows: 1. Double Concave or Bi Concave. Both surfaces of equal concave curve (dcc). 3. Periscopic Concave. One surface concave, the other slightly convex (pcc). Both forms have approximately the same effect, but the double concave again gives the truest image, and the periscopic concave is the highest in price.

(d). Cylindrical Glass, used mostly white. It serves to correct deformity of the eye lens or of the cornea, known as astigmatism, and is: 1. Cylindrical Convex. Ground and polished plano on one side, and a convex cylinder on the other. 2. Cylindrical Concave. Ground and polished plano on one side, and a concave cylinder on the other. The convex cylinder magnifies; the concave cylinder reduces in the axis of the cylinders only. Cylinders are combined, as the case may require, with spheres or other cylinders, and are then called "compound cylinders."

(e). Prismatic Glass, used mostly white. It serves to correct cross-sightedness. Both surfaces are ground and polished plano, but intersecting each other at various angles from 1° to 15° . Prismatic Lenses turn off the rays of light according to the angle of intersection of their surfaces. Instead of plano surfaces, they may have spherical or cylindrical surfaces, and are then called compound cylindro spherical prisms, according to the curves which they are given.

In the majority of the factories the lenses are all sold to an agent who supplies the spectacle manufacturers. We have never yet heard of a case of a spectacle manufacturer grinding the focus in lenses, although a great many claim to do so. The great trouble in the spectacle trade is the number of irresponsible dealers who have of late years crept into it. These gentry are a curse to the country. They get up a name for an article by advertising it largely, procure testimonials from people who know nothing about spectacles, but who they have happened to fit right through keeping a proper assortment of focuses in stock. They go round the country selling merchants goods at double the price they could buy them from a legitimate dealer in spectacles, making them sole agents for their line of goods and crowding them with large stocks, in a good many places totally unsuitable for the trade in the vicinity. If they stopped there it would not be so bad, but on their next trip round, finding that their victim has not sold enough, they appoint another agent, leaving a large stock of unsaleable goods in the hands of the first buyer, who has to encounter opposition that he never had before, as they generally select someone who never handled spectacles before for their agents. As these gentry do not live in the country but merely have an office here, redress is very uncertain as they never stop more than a few years in a country. Another favorite way of theirs is leaving their goods on commission, but of course they take the

merchant's note, but when the note comes due they deny the commission part and force the dealer to pay up.

We have often noticed advertisements of spectacles stating that they are the only genuine English spectacles in the market, but on examination of the goods we have found them mostly American and German. The merchant cannot be too careful who he buys his goods from so as to get good value for what he pays. A great deal of the success of such people is owing to the fact that very few dealers keep a proper assortment of spectacles and eye-glasses preferring only to keep the most saleable numbers, and in order to effect a sale they very often fit their customers with unsuitable glasses. The parties so fitted fall in with these bogus manufacturers, who knowing what the matter is, fit their eyes all right, and tell them that no spectacles but theirs will suit them and that all other makes are worthless. They then ask for testimonials and get them.

Of course there are several good brands of spectacles in the market, but these are sold on their merits, and are good value for what is paid for them. We have often noticed jewelers who keep spectacles complain of not being able to sell them and say it takes too much time. Their invariable excuse is the old woman who wants a pair of spectacles for twenty-five cents and who takes an hour to fit a pair. Well this is caused by the jeweler keeping his numbers all mixed up instead of separate and allowing his customers to try and fit themselves by handing them a box which in most cases does not contain the number required. Of course it takes an hour, perhaps two, and generally the party will go out without getting suited. All this could be avoided if the dealer took a little pains to learn how to fit and kept his stock properly. In our next article we will treat about fitting spectacles.

H. G. LEVETUS.

Editor TRADER,—

DEAR SIR,—I see by the Goldsmiths' Company's advertisement on the cover of your last number they are the pioneers in protection to retailers in the clock trade. Good for you, gentlemen; you are worthy of the support of all in the trade.

It is true, that taking it on the whole, the wholesale trade are more willing to protect the retailers than they are to protect themselves.

There has been a great deal said by certain parties anent protection, but it seems as though the retailers of Toronto are either afraid that in the event of a league being formed their brethren of the country will have an equal chance with them, or they are afraid of one another; or it may be that they feel themselves of too much importance to join in league with the petty country retailers.

But let it be what it may, if they look at the matter squarely and weigh it well they will see it is to the interest of all to have a uniform price, both for work and goods.

Some may object to have a uniform price for work, upon the ground that all don't do their work equally well. Allowing that to be the case (and none will dispute the fact) those who fail in giving satisfaction will have less work, thus making it better for the best workmen. If Mr. Smith has to pay as much to have his work botched, he will go where he can have it done well. Whereas, as the case now stands, he says: I can get Jones to do a job for me for half what White charges, and I will run the chance.

As regards the selling of watches and clocks, where is the