

By some change the railroad man is moved to another locality, and after a few months he, through carelessness, perhaps, breaks the mainspring of his watch. He carries it to Brother Soft-Solder Spectacles, Brother Ruby Pin, or may be Brother Hairspring, who finds the mainspring is broken.

"Wal, wall is that a fact? That watch has run now for about three years, and never cost me a cent. During all that time she only stopped once, and the man I bought her from just blowed a little dirt out of her and she went as well as ever; and now the mainspring is broken; what will that cost, Mister?"

"I can put you in the real American spring for \$1.50, or one of the imitation for \$1.00."

"Wal, I guess the dollar one will do just as well as any; it is a lot of money to pay for a little thing like that."

He concludes to have it put in, pays his dollar and starts on his journey. But somehow the onion don't run quite right; guess she wants a little regulating. He opens it and pushes the regulator as far around as the index will allow. Now she runs the other way. He handspikes it back to the other side, but still the watch runs badly. He carries her to another watchmaker, who informs him that the watch is very dirty, and must be cleaned before it will keep good time again. He leaves it to be cleaned, pays his money, and gives the watch another trial, he finds it no better; runs all sorts of ways; stops and starts. So he comes to the conclusion that that watch is no good, not worth fifty cents; don't believe its manufacturers can make a watch worth a cent, anyhow, and he'd never buy one of their make again; wouldn't give them pocket room.

There are dozens, yes hundreds and thousands of just such cases arising, and what is the cause? The answer is plain: In the first place the watch is abused; yes, worse than abused—shamefully treated; first by the wearer, second by the botch who placed a half-made soul (as the mainspring is the soul of the watch) in the watch. But there is blame further back than the botch. The manufacturers who made the watch are materially responsible for this botch work, in that they allow foreign watch materials (made like theirs) imported at the disadvantage of a high duty, to be sold at a much less price than they will supply the trade. The result is that this

improperly fitting material is extensively advertised, even along with the American, at greatly reduced prices, and many, yes, many good watchmakers buy them and use them, to the great detriment of the American watches. The company which has spent so much to perfect and produce so good an article for the money suffers their productions to be ruined and their own reputation injured because they are not satisfied to supply the proper materials for repairs at fair prices. We say fair prices because they charge about four to six times as much for the separate articles which compose the watch as they do for the finished movement, and about twice as much as the imported can be had for. It is all, very well, because they can sell all the movements they can make, not to heed the life of the watch once it passes out of their hands; but this neglect will come home to most one of these days. The companies who are making those low-priced goods to compete with foreign goods of similar grades cannot afford to neglect the little wonder even if it has passed out of their control and they have their money. Those foreigners who now send materials into this country, paying duty, freight and other expenses, will continue to do so as long as the people are uneducated in the superiority of the American production, and unless the watch continues to perform well for years, as well after repairs as before, the aim will be at the home-made article, as it stands up as a land mark, while the foreign producer is lost sight of, having no reputation to maintain.

Being an old watchmaker, I have long felt this trouble, and have found many good American watches ruined as time-keepers on account of bad materials used in their repairs, and there is no remedy for the evil but that the manufacturers of American watches look well to the future of their own interests, and see as far as possible that the trade is supplied with suitable materials for repairs as cheap as they can procure them through other sources. Even poor workmen are likely to procure fair results if they have good timber with which to operate, but when cutting, trying, filing and fitting is the the word, as is constantly going on, the result is as stated above, and I feel assured every properly instructed horologist in the land will endorse the above statements.—W. D.,

of London, Ont., in the *Watchmaker and Metalworker*.

NOTE.—Right you are "W. D." We endorse every word you say, and the readers of THE TRADER would like to hear from you occasionally.—ED. TRADER.

### THE WAY TO WEALTH.

CONTINUED FROM LAST MONTH.

*From Poor Richard's Almanac.*

"But with our industry, we must likewise be steady, and settled, and careful, and oversee our own affairs with our own eyes, and not trust too much to others; for, as poor Richard says,

'I never saw an oft-removed tree,  
Nor yet an oft-removed family,  
That thrived so well as one that settled be.'

And again, 'Three removes are as bad as a fire:' and again, 'Keep thy shop, and thy shop will keep thee:' and again, 'If you would have your business done, go; if not, send.' And again,

'He that by the plow would thrive,  
Himself must either hold or drive.'

And again, 'The eye of the master will do more work than both his hands:' and again, 'Want of care does us more damage than want of knowledge:' and again, 'Not to oversee workmen is to leave them your purse open.' Trusting too much to others' care is the ruin of many; for, as the Almanac says, 'In the affairs of the world, men are saved not by faith, but by the want of it; but a man's own care is profitable; for, saith poor Dick, 'Learning is to the studious, and riches to the careful, as well as power to the bold, and heaven to the virtuous.' And further, 'If you would have a faithful servant, and one that you like, serve yourself.' And again, he adviseth to circumspection and care, even in the smallest matters, because sometimes 'A little neglect may breed great mischief;' adding, 'For want of a nail the shoe was lost; for want of a shoe the horse was lost; and for want of a horse the rider was lost;' being overtaken and slain by the enemy, all for want of care about a horse-shoe nail.

"So much for industry, my friends, and attention to one's own business; but to these we must add frugality, if we would make our industry more certainly successful. A man may, if he knows not how to save as he gets, 'keep his nose all his life to the grindstone, and dies not worth a groat at last.' 'A fat