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## THE TRADER.

TORONTO, ONTARIO, FEB., 1882.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

## Advertising Rates.

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No. 13 Adelaide Street East, Toronto, Ont

## Editorial.

## HOW DO YOU STAND ?

Stock taking is not one of the most attractive jobs in the world, but its necessity is so great, that even at the risk of raising considerable dust, good business men tackle it and submit to its inconvenience, although it may be from a sense of duty rather than pleasure.

Stock taking is the pulse of any business, and by the results and indications a merchant can form a tolerably correct idea of whether his business is healthy or the reverse.

At this season of the year, when the rush of the holiday trade has subsided, most merchants have a short breathing spell, and in no way do we think it could be more profitably employed than in taking stock, making up accounts and balancing one's books.

A great many merchants, we are sorry to say, seem to think that these operations are only secondary to that of selling goods, but we think that every merchant of experience will bear us out in the statement, that they are of paramount importance to any successful business, and should not be neglected or made to give way for anything else.

By such methods, and such methods only, can any business man determine his standing, how his business is progressing, whether he is making or losing money, what particular lines in his business pay him and what do not, in fact, an intelligent appreciation of the benefits of such a course, and the ability to put its lessons into practice in many cases make the difference between success and failure.

The merchant who tries to do business without the aid of these safeguards is pretty much in the same position as the

captain who would put to sea without quadrant or compass. If either merchant or seaman ever reached the haven of their hopes, it would certainly be more the result of luck than intelligent guidance.

However much luck may have had to do with business in days gone by, it has but little concern with it at present, and the successful man of to-day is generally one who trusts, not to luck, but to an intelligent use of the brains nature has endowed him with.

We would advise all our readers who have hitherto neglected stock taking and balancing their books, to commence as soon as possible, and we are satisfied that if they do it thoroughly one year, they will be so well satisfied with the information they have obtained about their own business that they will never again neglect it.

## A WARNING.

We learn from the Ottawa correspondent of one of our daily papers that extensive seizures of smuggled jewelry have been made within the past few days in Toronto, Kingston, Belleville, London, Hamilton and Guelph. It appears that when Mr. W. H. Patterson of Boston, Mass., U. S. A. was nabbed, and his contraband importations confiscated by the Canadian Customs authorities, he with the usual courage and kind feeling of his class, at once undertook to see that the retail dealers who had purchased his goods were placed in a position to sympathize with his misfortune, by having their own purchases from him, also seized and confiscated by the government. Perhaps Mr. Patterson was frightened into this action, or it may have been done solely on the plea that "misery loves company," but whatever was the reason, every honest-minded man must consider it a most contemptible piece of business for any person to induce another to purchase contraband goods and then when detected himself, to deliberately sacrifice his former friends and dupes.

The information from Ottawa seems to assert that the retail dealers whose goods were seized and confiscated, were in collusion with Patterson, and that in fact they were a gang regularly organized for the purpose of smuggling and disposing of jewelry and other valuable goods.

We are very much disposed to question the correctness of this assertion; while

most of the dealers no doubt know from the prices that they were buying smuggled goods, but few if any of them could have been connected with Mr. Patterson in any other way than the simple and usual business connection of buyer and seller. That this was the case, and that in some instances they were the innocent victims of misplaced confidence will be quite evident to any person at all acquainted with the Canadian retail jewelry trade, and though it will be hard on the sufferers it will we trust be a lesson that will not be thrown away on them.

Any retail jeweler well up in his business knows that on certain staple articles, there is a standard market price, below which they cannot possibly go. Any wholesaler or manufacturer selling them at lower prices might as well try to make money by selling quarter dollars for twenty cents, and the dealer may be sure that when such goods are offered below their regular market value, that either the quality is not up to the standard, or that "there is something rotten in the State of Denmark." If they are imported goods he may be sure they have been smuggled, and are therefore liable to seizure at any time by the Customs authorities. It is a somewhat singular thing that merchants will deliberately run such a risk in preference to paying the slight advance asked by legitimate wholesale dealers who import their goods in the regular orthodox manner required by law.

Some of these smart retail merchants who have hitherto laughed at the higher priced but honest Canadian wholesaler, will probably now feel sorry that they did not buy their "straight," instead of the foreigners "crooked" goods, but this feeling we are afraid will be more on account of their detection and loss than for any sorrow they feel at their having aided in trying to ruin the wholesale trade of their own country.

We trust that the lesson will not be lost on them however, and that when next some enterprising though irresponsible drummer, offers them goods at less than honest prices, they will be ordered Satan like "to get behind them."

This should be a warning to all retail merchants to refuse to buy goods from irresponsible persons, who have no stake in the country, and who, not being able to buy as well as the regular Canadian dealers, can only undersell them by smuggling in their goods. All such goods are dangerous, and the retail trade should in all cases refuse to be a party to such a



**TORONTO'S JEWELRY TRADE FOR 1881.**

Probably amongst the whole range of business carried on in the City of Toronto, none has developed itself more, or been on the whole more fairly satisfactory than the Wholesale Jewelry trade.

This business, dealing as it does entirely in articles of luxury, may safely be taken as an almost infallible barometer of trade, it feels the pressure of hard times first, and is the last to recover its effects, and it may be pretty safely asserted that when this trade is prosperous, the country must be in a flourishing condition.

The increase in sales during 1881 has been more than fifty per cent. in advance of the previous year, while the losses from bad debts have been unusually small. As a rule retail dealers have met their obligations promptly, and renewals have been the exception rather than the rule.

The Jewelry business of Toronto has now attained large proportions, and it is no exaggeration to say, that this city is at present the centre of the Canadian trade.

The reasons for this large and rapid growth are not far to seek, and may be briefly summerized as follows; the natural situation of the city, lying as it does in the centre of the largest and wealthiest Province in the Dominion; its unrivalled means of communication with foreign markets and home consumers, consisting of seven lines of railroad spreading fan like over the entire Province, and water communication through the St. Lawrence and entire chain of lakes; and last but not least, the enterprise and integrity of her wholesale merchants, whose efforts have placed her in the van in this branch of trade.

Although the volume of business has been greatly increased during the past year, the margin of profit still remains very small, owing no doubt to the amount of competition amongst the wholesale houses themselves, and the great amount of smuggling carried on in this description of goods.

The wholesale trade are pretty well agreed that while the rise in duty would not affect them adversely if it could be collected, that under the present condition of things it is simply an incentive to smuggle, and puts the honest importer at a very considerable disadvantage as compared with his less scrupulous competitor.

Experience has proven conclusively, that it is next to an impossibility for any Government to successfully collect a

high rate of duty on goods as expensive and small in bulk, as Jewelry and Watches, and the trade generally consider that the Government should lower the rate considerably and give the honest importer a chance by placing him on the same footing as the smuggler.

The aggregate sales of the Wholesale and Manufacturing Jewelers of Toronto for the past year amounted to \$750,000, of this amount \$194,000 was manufactured in the city, the balance, \$556,000 being imported goods of English, Swiss and American manufacture.

The amount of Watches, Clocks and Jewelry passed through the Port of Toronto during the past year was \$340,015, being an increase in amount of \$181,868 over the importation of the year previous. On these goods the importers paid duty to the amount of \$88,648, or an average of twenty-five per cent., a rate altogether too high for this description of imports.

Although there are fourteen jobbing jewelry houses in Toronto, some of them are of very small proportions, the bulk of the business being done by the ten following houses: Zimmorman, McNaught & Co., John Segsworth & Co., Lee & Chillias, P. W. Ellis & Co., S. Stern, Carrier & Marshall, H. A. Nelson & Co., Smith & Fudger, S. Fronkel, and E. & A. Gunther.

In addition to these the following firms sell watch materials at wholesale, P. W. Ellis & Co., A. Kleiser, and T. S. Calp.

The manufacture of Jewelry, although a comparatively new industry in Toronto, has increased very rapidly during the past year, there being now not less than sixteen firms engaged in its various branches.

Some of these firms are very small, employing only from two to three hands, while the larger factories employ from ten to fifty workmen.

The total number of hands now engaged in this city in the manufacture of jewelry is 178, and their products aggregated in amount \$194,178, or an average \$1,180 per man employed.

In several lines the home manufactured goods have driven the imported article almost entirely out of the market, being not only cheaper, but better in quality and of a style more suited to the wants of this country. Amongst the goods manufactured here, which compete on favourable terms with the imported article, may be mentioned, gold chains of all kinds, wedding, keeper, gem and signet

rings, lockets, cuff buttons, and watch cases in gold and silver.

The principal manufacturers are P. W. Ellis & Co., Zimmerman, McNaught & Co., Welsh & Trowern, Arms & Quigley, Hill & Houghton, W. C. Morrison, and White & Son—these seven firms employing 189 of the total of 178 engaged in the business.

The indications are that the manufacture of jewelry will be largely increased during the coming year, as several of the larger firms are making preparations to enlarge their premises and increase their output of manufactured goods.

In addition to this, Toronto is to have a first-class establishment for the manufacture of electro plated ware of all kinds, the first of its kind in Canada. The company which has been incorporated under the name of the "Toronto Silver-Plate Co.," is now putting up a handsome brick factory, and expects when fully running to employ from fifty to seventy-five hands. This will be an important addition to the manufactures of this city, and will add in no small degree to its importance as a wholesale market.

The following table shows the value of goods imported into the Port of Toronto during the past three years, and the duty collected during the past year:—

	Amount	1879.	Amount	1880.	Amount	1881.	Duty Collected	1881.
Clocks and parts thereof.....	\$17,925	\$27,897	\$84,289	\$11988.65				
Electro-Plated Ware.....	41,418	44,022	88,191	24957.88				
Jewelry ... ..	62,610	84,962	125,885	25077.00				
Watches, Movements and Cases	41,962	44,805	88,768	19959.40				
Manufactures of Gold & Silver..	17,862	6,966	8,482	1666.65				
	\$181,272	\$208,152	\$340,015	\$88,648.78				

### Selected Matter.

#### THE FIRST WATCH IN THE JURA MOUNTAINS.

A house trader from Chaux-de-Fonds in the Swiss Jura which at that time counted but few houses, brought from the interior country a watch home with him. These dwellers of these far-off regions very probably had never seen such a mechanism, but a young man lived there, who, besides the simple trade of his father, a blacksmith, had, from early childhood, evinced an unquenchable passion for all kinds of mechanism combinations requiring reflection. The watch got out of order, and was confided for repairs to this, at that time, fifteen-year old boy Daniel Jean Richard Bressel. He took it down, found the defect, and put it together again. He had meanwhile studied the entire mechanical arrangement, made a drawing of each part, and went to work to make a new one, for which purpose his inventive genius was forced to supply the lacking tools. Suffice it to say that in one and a half years he had manufactured the first watch in the Jura. When Bressel died at Loole in 1741, lucrative business already had taken sent in this poor pastoral region, which, little by little, has become such an eminent source of wealth to the entire country.

"And with a dying leave behind us  
Footprints on the sands of time."

—*Jeweler's Circular.*

#### SURETY'S LIABILITY.

We had occasion, after the original trial of the case of Crathern vs. Bell, to refer to its peculiar circumstances. The matter has since been up for argument before the full Court of Queen's Bench, for Ontario, resulting in a decision in favor of the plaintiffs, Messrs. Crathern & Caverhill of Montreal. The facts may briefly stated as follows: The defendant Bell by written agreement guaranteed to the plaintiffs the payment by one of their customers, of two promissory notes in their favor of \$751 each, with a limitation that he should not in any case be called upon to pay more than \$751. In other words the defendant undertook up to amount of \$751, to make good any loss which plaintiffs might sustain upon the notes in question.

On the maturity of the first note the debtor was unable to pay it in full and

applied to Mr. Bell, his surety, for assistance. The latter thereupon gave his note for the requisite amount, which he discounted and applied the proceeds to the payment of the plaintiff's note at the bank for collection. The plaintiffs learned in due course of this payment but were not advised of the means whereby the funds were procured. Default was afterwards made on the second note, which the defendant was called upon to make good. Then, for the first time, it was communicated to the plaintiffs that the defendant had assisted in the payment of the first note. This was relied upon as discharging Mr. Bell, to the extent of that assistance, from his liability on his guarantee.

Under the circumstances it is held by the Court that there was no default in payment of the first note, and that the advance made by the surety to the debtor before any default had taken place was not a payment by the defendant in satisfaction of his liability to the plaintiffs. Accordingly the defendant is condemned to pay the full amount of the second note. The law is very strict in the rules required to be observed by creditors who seek to retain the liabilities of sureties. Still as this decision shows, a like good faith is necessary to be observed by sureties themselves. If they chose to make their arrangements with the debtor without the knowledge of their creditors in such a way that the creditors position may be effected injuriously, they may find themselves held to their original liability.—*Monetary Times.*

#### COLOR RELATIONS OF METALS.

In a paper on the color relations of copper, nickel, cobalt, iron, manganese, and chromium, lately read before the Chemical Society, Mr. T. Bayley records some remarkable relations between solutions of these metals. It appears that iron, cobalt and copper, form a natural color group, for, if solutions of their sulphates are mixed together in the proportions of twenty parts of copper, seven of iron and six of cobalt, the resulting liquid is free from color, but is gray and partially opaque. It follows from this that a mixture of any two of these elements is complementary to the third if the above proportions are maintained. Thus a solution of cobalt (pink) is complementary to a mixture of iron and copper (bluish green); a solution of iron (yellow)

to a mixture of copper and cobalt (violet); and a solution of copper (blue) to a mixture of iron and cobalt (red). But, as Mr. Bayley shows, a solution of copper is exactly complementary to the red reflection from copper, and a polished plate of this metal viewed through a solution of copper salt of a certain thickness is silver white. As a further consequence, it follows that a mixture of iron (7 parts) and cobalt (6 parts) is identical in color with a plate of copper. The resemblance is so striking that a silver or platinum vessel covered to the proper depth with such a solution is indistinguishable from copper.

There is a curious fact regarding nickel also worthy of attention: This metal forms solutions which can be exactly simulated by a mixture of iron and copper solutions; but this mixture contains more iron than that which is complementary to cobalt. Nickel solutions are almost complementary to cobalt solutions, but they transmit an excess of yellow light. Now the atomic weight of nickel is very nearly the mean of the atomic weight of iron and copper, but it is a little lower, that is, nearer to iron. There is thus a perfect analogy between the atomic weights and the color properties in this case. This analogy is even more general, for Mr. Bayley states that in the case of iron, cobalt, and copper, the mean wave length of the light absorbed is proportional to the atomic weight. The specific chromatic power increases with the affinity of the metal for oxygen. Chromium forms three kinds of salts, pink salts, identical in color with the cobalt salts; blue salts identical in color with copper salts; and green salts, complementary to the red salts.

Manganese, in like manner, forms more than one kind of salt. The red salts of manganese are identical in color with the cobalt salts and with the red chromium salts. The salts of chromium and manganese, according to the author, are with difficulty attainable in a state of purity. He thinks these properties of the metals lead up to some very interesting considerations.—*Chemical Review.*

A GREEN varnish for metallic objects, which is said not to lose color in the light, may be prepared by precipitating a solution of finely powdered sandarac of mastic in strong potash lye, after diluting it with water, by copper sulphate or copper acetate, and then dissolving the washed and dried green precipitate in oil of turpentine.

## STEAMY WINDOWS.

Steamy windows have already begun their annual annoyance of the ironmonger. Yearly the question suggests itself. Can the nuisance be prevented or mitigated? So far as we have seen, no satisfactory cure has ever been suggested. In August, 1879, a patent was applied for but afterwards abandoned. The invention consisted in applying to the windows a varnish of methylated spirit containing 5 per cent. of glycerine and some essential oil. Whether it was found in practice that the application did not act as expected we do not know; but at least it could only serve as a poultice to a wound already made. What is the cause of steamy windows? The hackneyed answer that the cold outside condenses the moisture of the air is undoubtedly correct, but it does not explain how the moisture gets into the air. And as the air in the shop is warmer than that outside, its power of retaining water in a vaporous condition is very much increased, so that the watery vapor in the air of the shop must greatly exceed that of the external air, or no deposit of moisture would take place. It is certain that the greatest deposit of moisture takes place in warm, well-closed shops, and the idea that the warmth has something to do with the deposit is a very natural one. A walk along the streets in a winter evening shows that the amount of moisture on the windows varies very much in different shops. Some will be almost free from it, others are as opaque as if they were of ground glass. For some time we have been trying to find the reason for this, and although we cannot explain all the anomalies we meet with, yet we think some light can be thrown on the matter. The best-lighted and warmest shops seem to suffer most. Now, as warmth ought to decrease the deposit, provided the air could take up no more water as it got warmer, we must look for some means by which the proportion of watery vapor in the air is decreased with the temperature. This is at once found in the gas, which is almost universally used for lighting and very often for warming. For the amount of light given out gas produces very much more water than either oil or candles. If the ventilation be thorough enough to keep the air of the shop nearly at the same temperature and humidity as that outside, no moisture

will be deposited on the window. But if the air is at all confined, as the assistants will certainly wish it to be, then as long as gas is burnt and the products of combustion allowed to escape into the air, so long will the windows be obscured by moisture. As gas is the great offender it is useless to provide air-tight windows, at enormous cost, if they be lighted with gas inside. We know a shop where some hundreds of pounds were spent in air-tight cases for the windows, where this mistake was made. Another source of moisture is the breath of the assistants and customers, and this seems to be sufficient to make it impossible to avoid all deposit on the windows. But if petroleum or electricity be used to light the shop, or if the products of the combustion of the gas be carefully removed, then the nuisance will be greatly mitigated. Some shops are lighted by "Sun" burners on the ceiling. The effect as regards illumination, is excellent, and this plan makes it very easy to remove the products of combustion. Of course if a gas-stove be used to warm the place, and the products allowed to escape into the shop, neither petroleum nor electricity will prevent steamy windows. Various contrivances—such as open gratings at the top of the windows, double sashes, &c. (as described in our issue of November 27, 1880)—have been tried but the measure of success achieved appears to have been irregular and often disappointing.—*The Ironmonger.*

## TRICKS ON JEWELERS.

"Everybody knows Samper, whose big shop window, brilliant with gold and gems, attracts the attention of all strollers on the Rue de la Paix, and Samper knows everybody who is worth knowing, as he has furnished half the millionaires of Europe with their jewelry. It was a risky thing, then, for the stranger who tried to get the best of the clever lapidary. Nevertheless, there is no limit to brass, and said stranger, a young man of gentlemanly manners and appearance, alighted from a private carriage, with a coachman and flunky in faultless livery, entered the establishment, and, declining to speak with any one except the great Panjandum himself, stated his wish to buy a sapphire worth 32,000*fr.* Samper had no such stone on hand but thought he might be able to find one in the course of a few days, would Monsieur come back?

Monsieur said he would, and explained that he wanted it for a seal ring. "Is it not rather too good for such a purpose?" suggested the jeweler, who forthwith retired, crushed with mortification, when the other replied, "Nothing is too good for me." Samper was overwhelmed, and even opened the door himself for his customer, who returned in the same equipage four days afterward, saw the sapphire, condescended to be satisfied with it, and requested to be shown the handsomest ear-rings and lookets in diamonds which were in the collection. His choice was made promptly to the tune of 75,000*fr.*, after which he took out a check-book and signed an order on the Credit Lyonnais for the money in the name of Prince Strozzi "What name?" asked Samper. "Prince Stozzi." "Thief!" exclaimed the lapidary, and then the door was locked and the policeman for and in five minutes the stranger, ornamented with a pair of bracelets not set with brilliants, was on his way to the station, accompanied by an admiring crowd, and to the utter dismay of his coachman and of "Tumas" who remarked sadly: "Good God! they have collared master; in whom hereafter, can we put our trust?" The culprit is an old offender, and if he has now failed it was because he had tried it on in the same way last year with another notable jeweler—M. Boucheron, who lives close by, to whom he gave a check for 190,000*fr.* after a similar comedy. Boucheron suspected the fraud, but, wishing to take the swindler, said nothing, promised to carry the jewelry to the Grand Hotel—he pretended that it needed polishing—and sent to the Credit Lyonnais, where he found that "Prince Strozzi's account originally of 1,500*fr.*, was actually 50 cents. Naturally, the Chevalier d'Industrie did not return to ask questions concerning the non-delivery of his purchase, but a twelvemonth afterward, supposing the adventure forgotten, went for another victim in the same neighborhood, and was then redhanded. Denial being useless, he has made a clean breast of it, and told that his real name is Tamin, that he lives in a wretched lodging-house in Latin Quarter, and makes a precarious existence by nefarious expedients, those being baccarat at the Cercles in the evening, and theft by daylight. This capture is important, as it may lead to that of others of the swell mob with which Paris is infested, and whose exploits are not always failures, as in this



instance. Less lucky than his colleagues of the Rue de la Paix, another M. Roncheron, residing in the Palais Royal was plundered of a diamond brooch worth 50,000f, exactly four and twenty hours before Tamis-Strozzi was arrested, under circumstances of singular audacity and it is not unlikely by the same individual.

People who visited the Exposition of 1878 remember the magnificent diamond set which was the grand prize of the National Lottery. On Friday, at 8 p. m., a number of persons came into the shop to look at some jewelry; the prize set was brought out, but the price not suiting, was put on one side while the customers inspected something less expensive.

Just then a young man, dressed as an Englishman and with a strong foreign accent, entered and asked for some diamond studs, taking his seat close to the counter where the big set was deposited. I ought to add that this consists of a diadem, a necklace, a brooch—the most important piece—and a pair of ear-rings. The studs were too dear and too large, and the clerk was told to fetch something cheaper and more modest. The clerk went to the back shop to get some, first, however, taking the precaution to call in his fellow-employee, M. Leon, who was bidden to keep an eye on the visitor, who had dropped his umbrella three times in the most suspicious manner. M. Leon was vigilant. The stranger rose, walked about the shop very unconcernedly, gave his name as Lord Trelawney, approached the door, opened it, stepped outside, and has not been seen nor yet heard of since, any more than has the diamond breast-pin, which was prigged during the moment elapsing between the exit of one shopman and the ingress of the other. Evidently there is some connection between these two affairs, and the detectives are sanguine of being as successful as they were in the recovery of the necklace stolen a year ago by the Bulgarian Kahsch, whose accomplice was arrested a few months ago, on her return back from New York, where she had vainly endeavored to dispose of the property. There is a vast deal of this sort of thing going on now in Paris, and too much reason to suppose that people occupying perfectly unequivocal positions in society not infrequently consent to serve as receivers, and to aid in sales. To get something below its market value is a wonderful inducement to some

persons, especially to foreigners, who, being generally on the wing, are less likely than natives to be met by the original owners.

I would not for one moment cast a doubt on the genuineness of origin of a certain immense emerald which its proprietor is trying to sell to the wife of an American millionaire for 70,000f. It is said to have been presented to an ancestor by a great Sultan two or three centuries ago; perhaps it was, and, as the gentleman who now offers it bears an unblemished reputation, I should think the story true.

But I cannot forget one incident in which a very high-born lady was very nearly ruined by a very simple act of complaisance towards one of her friends who was in money difficulties. The tale is perfectly authentic. It was told to me last night by one of the parties involved and for that reason I shall only give initials, which I need scarcely add, are not the real ones. Said the Countess de L. to the Marchioness de M: "I am requested to sell a lot of diamonds for the Queen of—; do you know any one in want of a splendid set; quite a bargain?" The Marchioness did; M. de N., was about to get married; it would be the very thing for a wedding present, and she would speak to him. So she did, and he took her advice, and quite by chance happened to meet an acquaintance, a celebrated lapidary from London, who consented to accompany her as an expert. The stones were produced, weighed and examined, and approved by M. de N., who, however, did not conclude their purchase at once, thanks to a sign from the Englishman. "I cannot understand your disapproval," he said, when they got into the street; "the diamonds are magnificent, they are dirt cheap, why should I not buy them?" "Simply" replied Mr. D., because they belong to me; a fortnight ago they were stolen from my rooms, and it is for their recovery I am in Paris now." No scandal was made about the affair, as the Countess is too well connected, and Mr. O. declined to ruin her family by a prosecution, being perfectly satisfied to get back his property, but, as the coachman of Tamis-Strozzi might have observed, is not this a warning against over-confidence.—*Paris Correspondent of the Jeweler's Circular.*

A good process to restore burnt steel is to heat it to a bright cherry red and immerse it in water three or four times. Then forge carefully and the steel will be nearly as good as before.

## BUSINESS CHANGES FOR JANUARY

J. F. Austin, fancy goods, Peterboro, Ont. selling out; D. & L. McIntyre, hardware Lucknow, Ont., selling out; E. Friedenburg jeweler, Ottawa, left, sheriff in possession; J. R. Smith, jeweler, Wingham, Ont., advertising business for sale; Cameron & Westcott, hardware, Beaverton, Ont., damaged by fire Crathern & Caverhill, wholesale hardware. Montreal, Mr. Caverhill dead; W. E. Jones, jeweler, Stratford, Ont., selling out; Edward Graver, hardware, Barrie, Ont., sold out to his son Robert Graver; A. H. Doran, jeweler Emerson, Man., damaged by fire; George J. Beattie, hardware, Bracebridge, sold out to Alfred Hunt; T. J. Wetherall, jeweler, Port Colborne, Ont., burned out.

## BUSINESS NOTES.

A BARR wire manufactory is about to be erected in Winnipeg by a Chicago firm.

THE employees of Messrs. Alcock, Laight & Westwood have presented Mr. A. R. Wightman with an address and handsome clock, on the occasion of his leaving the firm to start in business in Montreal. Mr. Wightman has been with the firm for twelve years, and has resided in Toronto for over thirty years.

EARLY on Sunday morning burglars entered Nathan G. St. Mary's drug store of Essex Centre and succeeded in blowing open an iron safe and extracting therefrom money and jewelry to the amount of \$1,200. The burglars bored a hole in the top of the safe about the size of a pea, and evidently used nitro-glycerine to accomplish their purpose. The concussion blew out the whole of the front windows and sashes, and shook down many large bottles of drugs. The actual loss is estimated at \$1,500.

ALFRED BURCH, the Pullman car smuggler, was sent to gaol for eight days, with the addition of a fine of \$100, which is to be paid before he is liberated. Patterson for whom he was smuggling the watches, and who was found with a large quantity of the jewelry in his possession, was permitted by H. M. Customs officers to escape.

AN EXCHANGE says "Hagstoz & Thorpe have been awarded the gold medal at Atlanta Exposition, in the Boss filled case, it being the best filled case at the exhibition; the favor with which these cases have been received by the public is the best indication that the committee of award was fully capable of judging as to the merits of the several cases exhibited." We fully endorse this.

AT THE commercial travellers' dinner in Boston the other day, Mayor Green propounded in his speech the conundrum:—"Why is a commercial traveller like a drummer? Because he has a level head to drum." This was very good, until some one suggested that drum-heads are made of sheepskin, and commercial travellers are not mutton-heads.

ADVICES from Scotland announce the death of Mr. Thomas Caverhill, a partner in the wholesale hardware firm of Crathern, & Caverhill Montreal, a director of the Exchange Bank, and a large stockholder in several other important corporations. Mr. Caverhill was one of Montreal's prominent financial men, and had gone home several months ago for the benefit of his health.

MESSES. LEE & CHILLAS, wholesale jewelers, of this city, have removed to their new and more attractive premises in the Royal Insurance Building, corner of Yonge and Wellington Sts. Their new

warehouse is elegantly fitted up and highly suitable for their special line of business, and we wish them continued success in their mercantile career.

E. FREDENBERG, an Ottawa jeweler, has been missing since New Year's eve, and it was feared that he had met with an accidental death. His family were very much troubled over it and have reported the matter to the police, who are doing all in their power to clear up the mystery. Later developments indicate that Fredenberg has not suicided, merely "vamosed the rancho." The Sheriff is now in possession of his estate.

Mr. Thos. H. Blundell died very suddenly last week of apoplexy. The deceased was well known as a jeweler doing business on King street, Toronto. He was not feeling well in the morning, and Dr. Britton, who was a particular friend, was sent for. Shortly after his arrival the deceased died. He was only married about four months. Mr. Blundell was highly regarded among the trade on account of his gentlemanly and obliging manners.

From an exchange we learn that Mr. W. T. Doll, jeweler, of Flesherton and Dundalk, has bought out the stock and business of Mr. E. D. Wilcox of Markdale, and intends in future to run the three stores. Such enterprise is commendable, and we trust will meet with the success it deserves. Our contemporary however winds up the notice by gravely assuring its readers that Mr. Doll will superintend the management of the three establishments in person; rather a difficult feat, we have always imagined for a person in the body to accomplish, but we trust that Mr. Doll will succeed in the novel and enterprising endeavor.

It would be a step in the direction of the public convenience if the Postmaster-General would establish a dead letter office in Toronto. There should be three or four such offices in each province, instead of all dead letters being sent to Ottawa. Much valuable time would be saved and a larger percentage of letters would reach their destination, as local clerks would have better opportunity of knowing addresses than clerks at Ottawa. If a letter is devoid of postage it is packed off to Ottawa, whereas common sense would suggest it being opened by a sworn official at Toronto, so that the mistake could be remedied right away. Branch dead letter offices in the chief cities of the Dominion would about complete the circle of postal conveniences.

Last month Mr. Grose, one of the private detectives connected with the secret service of the Customs Department, visited the different ports in the Dominion, among them Montreal, Kingston, Belleville, Brockville, Hamilton, Windsor and Toronto. The detective visited this city on the 26th of December, and made but one seizure. This consisted of two gold watches and eleven lady's gold rings, the whole property, amounting to between \$300 to \$400, belonging to F. Crumpton, a jeweler, No. 83 King-street East. On calling upon the latter gentleman he stated that he purchased the goods from H. W. Patterson, of Boston, and the reason they were seized was that they were undoubtedly smuggled. Crumpton had not paid for the goods and therefore was not the loser. The value of the goods seized at the other ports could not be ascertained.

THE CHEERIEST thing we have seen in the way of an advertisement for a long time is that of "Rus-

sells" the Watch Manufacturers of England and Watch Auctioneers of Canada, in which after lauding the English Watchmakers they gravely inform the public that "those facts are well understood in England, but in Canada mere sellers of watches do not know anything of the merits of a watch mechanically, are prone to decry everything English in general and the Russell Watch in particular." Of course we do not for a moment assume that the watch dealers of Canada individually or collectively know one quarter as much about the mechanical construction of a watch as the writer of the above advertisement. One thing they must be credited with, viz: common sense, and in their judgment English Watches have been tried and found wanting. If the English Watch had the superlative qualities Mr. Cuthbert claims for it, it would not require to be hawked about the country and sold at public auction to the consumer. The American watch is performed by dealers and the public, simply because it is the best value for the money, and not on account of any prejudice in the matter.

SAYS the *Hamilton Times* "It will be a matter of regret to his many friends to learn that Mr. James A. Watts, for so many years connected with the Meriden Britannia Company, is about to leave Hamilton to take up his residence in Toronto. He has decided to sever his relationship with the firm, with whom he has been connected for twenty years, and in company with several leading capitalists he will proceed at once with the erection and equipment of a factory for the manufacture of plated ware in Toronto. The capital stock of the new company is \$100,000. Already a site has been secured on King street west, Toronto, and it is expected that the building will be erected by May next. Mr. Watts knows the Canadian trade so thoroughly, having been general agent of the Meriden Company for many years before the factory was established in Hamilton, that he may fairly look for a share of the business to come to the new establishment, of which he will be managing director. While sorry to lose so highly esteemed a citizen, and not too well pleased to see a Toronto establishment organized to compete with one in Hamilton, it must be admitted that Mr. Watt has so conducted himself as to earn a God-speed wherever he goes and should he return to Hamilton to spend the "pile" he makes in Toronto he will be sure of a hearty welcome."

"SAYS the Ottawa correspondent of the Government organ in this city. It will be remembered that a few weeks ago jewelry to the value of \$1,200 was seized in Montreal. It was the property of a dealer named Patterson, carrying on business in Boston. Mr. Falkiner, barrister, of Belleville, was retained by Patterson to look after his interests. Though this matter is anything but ended, sufficient is known to indicate that there is a gang of jewelry smugglers operating in Canada. Patterson on being himself detected agreed to give full information to the Minister of Customs, and as "earnest" money he deposited \$1,000 to be forfeited in case he did not prove the correctness of his statement. Acting on the information thus received an officer of the department was sent out to make enquiries and investigations. The result is more than surprising. Acting on the information received from Patterson, seizures have been made in Kingston, Belleville, Toronto,

London, Guelph and other towns in the west. It looks as if there were a thoroughly organized gang at work, with accomplices and connections in all the chief towns in the west. Now that the matter has been opened up somebody will suffer, and the public may look out for some startling disclosures. The Minister of Customs is not the one to half do his work, and now that he has held he will make things lively for the gang. Of course the assertions of Patterson are already well proven, or I should not have permission to send this statement. Patterson's books, which came into the hands of the Minister, furnish the chief clue. It is the old story of misery loving company. As he had gotten into the trap he wished to see all the other foxes deprived of their tails."

### WORKSHOP NOTES.

OLD dentists' tools and sewing machine needles are said to make the best drills for watchmakers' and jewelers' use.

A good solution for hardening and tempering steel is said to be a weak solution of borax and sal soda. The water should be first boiled and then mixed with equal parts of soda and borax and allowed to cool.

WATCH cases which have been in fire, if good, are quickly cleaned by being boiled in water, one-half pint, and twenty drops muriatic acid, which leaves the gold pale in color. To restore this, brush with a rather stiff brush and a thick batt-r of tripoli and oil, carefully, however, not to attack the ornamentation of the case. If silver, re-heat and boil the case until white, then brush with sand.

ACID proof cement. Make a concentrated solution of silicate of soda, and form a paste with powdered glass. This simple mixture is said to be invaluable in the operations of the laboratory where a luting is required to resist the action of acid fumes.

THE following alloy has been patented in France—Copper 720 parts, nickel 125 parts, bismuth 10 parts; zinc 90 parts; soft iron 28 parts; tin 20 parts. This is said to form a fusible, malleable metal, easily worked by a silversmith; it resists the oxidizing influence of the air, and is capable of being soldered.

To gold plate small articles without a battery: Digest a small fragment of gold with about ten times its weight of mercury until it is dissolved, shake the amalgam together in a bottle, and after cleansing the articles coat them uniformly with the amalgam. Then expose them on an iron tray heated to low redness for a few minutes, the mercury volatilizes, leaving the gold attached as a thin coating to the article. The heating should be done in a stove, so that the poisonous mercurial fumes may pass up the chimney.

To blue gun locks: Gun locks and revolver barrels being usually made of steel, are rendered blue by simply being subjected to heat. The articles are first finely polished and then exposed to a uniform heat gradually applied. This is best done by immersing them in wood ashes or sand and carefully watching the effect of the heat. As soon as they acquire the right color they are to be taken out of the sand bath and plunged into oil. The temperature necessary to obtain the color is from 500° to 600° F., the last giving the darkest shade.



In forging steel be careful to first free your fire from sulphur. This can be done by spluking a handful of salt on it; next be careful not to overheat the piece to be forged; very small objects are easily heated in the flame of a lamp. Charcoal makes the best fire for all kinds of small tools. Do not hammer with heavy blows after the steel has cooled. By tapping it lightly, however, until it becomes black, the closeness of grain is increased.

To temper steel on one edge. Red hot lead is an excellent thing in which to heat a long plate of steel that requires softening or tempering on one edge. The steel need only be heated at the part required, and if carefully handled there is little danger of the metal warping or springing. By giving sufficient time, thick portions may be heated equally with thin parts. The ends of wire springs that are to be bent or riveted may be softened for this purpose by this process, after the springs have been hardened or tempered.

Nothing is better for cleaning silver than the following: Boil one ounce of finely pulverized hartshorn in one quart of water. Leave the vessel on the fire and put all the silverware into it, as much as the water will accommodate; let it boil for a time, take it out, drip it over the vessel, and let it dry at the fire. Continue until every article has been treated thus. Next place clean linen cloths in the water and let them become saturated. When taken out and dried, use them for polishing the silver, (and they are at the same time excellent for cleaning brass—signs, door knobs, etc.). Rub the ware with the cloth and finish with soft leather.

An improvement in escapements for watches, etc., whereby a more uniform movement is obtained, has been patented by Mr. Edward Wensch, of Vienna, Austria. The invention consists in an anchor rod pivoted on the top plate of the works, and having its lower end T-shaped, with a tooth engaging with the escapement wheel at the ends of this T-shaped part, and the upper end of this rod provided with a fork surrounding an eccentric on the shaft of the balance wheel, above which eccentric there is a plate with a pin at the edge, which a spring presses against for imparting motion to the balance wheel. By these means the escapement wheel does not directly transmit the motive power of the clockwork to the balance, but the movement depends on the power of the above named spring, which always remains regular. For pendulum clocks the construction is slightly modified.

#### SCIENCE AND OTHER NOTES.

ALL over the civilized world myopia, or near-sightedness is becoming alarmingly prevalent. Much study of miserably printed books, especially in imperfectly lighted rooms, has had a great deal to do in inducing this serious misfortune. But that is not the sole cause. Too frequently it can be traced to a general lowering of the vitality of the patient, produced by competitive examinations, low diet, badly ventilated rooms, lack of genial society, etc. It goes without saying that the sight must be impaired when the body is weak. A society in Leipsic has lately tried the experiment of improving for a time the living and sanitary conditions of 131 children with the effect of increasing bodily strength and

strengthening the sight. Some of the children were sent to the seaside and others to the country. At the end of six weeks the weight of each child was 1½ kilogrammes more than it had been before, the chest was considerably expanded, and the sight was much better. This experience well deserves the attention of parents.

The *Japan Mail* states that the most skillful living bronze worker in the Empire is a Kiyoto artisan named Zoroku. His specialty is inlaying with silver and gold, which he carries to such perfection as to be scarcely distinguishable from the chef d'œuvre of the Min. period. He is a man of do-very—peering through a pair of huge horn spectacles at a tiny incense burner or still smaller flower vase, from whose frots and dispers he pares away an almost imperceptible roughness of oxeroseconco. Beside him stands a brazier with a slow charcoal fire, over which an iron netting supports one or two bronze vessels similar to that he holds in his hand. These are being subjected to a slow process of baking; presently Zoroku dips a feather into a vessel filled with greenish liquor—acetate of copper—and touches the heated bronze here and there with delicate and dexterous care. This process, repeated about every two or three minutes, will be continued for half a year, after which a month's polishing will turn out a bronze so rich in green and russet tints that centuries seemingly would have been necessary to produce it.

The show of Mademoiselle Schneider's jewels and household furniture in Paris has been the great event of the gossiping world of fashion and dissipation. A crown of fine workmanship and studded with gems of rare value was included in the exhibition. This was the crown of the Grand Duchess of Gerolstein. A sceptre, also be-jeweled, kept it company. Rivers of diamonds were a drug at this suggestive exhibition. A necklace which was part of the Grand Ducal set, formed of forty-one pearls, six brilliants, and five sapphires, went for 68,000 francs. Two black pearls were knocked down for 38,000 francs, an emerald pendant went for 11,000 francs, and the diamond which formed the center of the stars of the Order of Brave Knights at Gerolstein, for 10,000 francs. The total proceeds of the first day's sale exceeded \$43,000. It is Mademoiselle Schneider's intention to end her days in a convent. As her fortune is considerable, she is not obliged by harassing creditors to sell her jewels, which are of astonishing variety and richness.

VALUABLE JEWELERS'

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## FOR SALE CHEAP!

As good as new, fitted up with all the latest improvements for keeping jewelry. 42 drawers with cupboard room 2 ft. x 4½ ft., inside dimensions, 4½ ft. x 5 ft.; outside measurement, 6 ft. 3 in. x 9 ft. Steel inside doors.

**Combination Lock on each outside Door.** The finest Jewelers' Safe in Canada. For further particulars apply to

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The old established China and Crockery business known as

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Whose columns are replete with choice articles upon Horology, Watch-making, and repairing, written for this Journal by practical and scientific men; also a large amount of general information of vital importance to the trade; also continued articles, or lessons in letter engraving, written by a celebrated engraver of this city. Subscription price, \$2.00 per year. Single copy, 20 cents.

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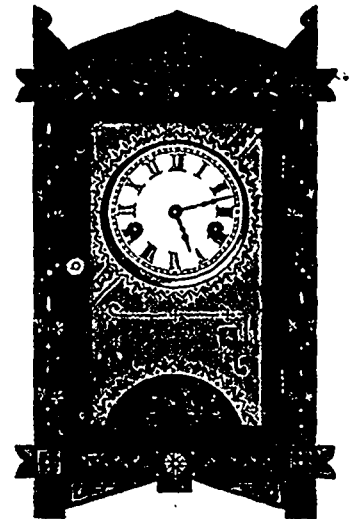
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I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz:

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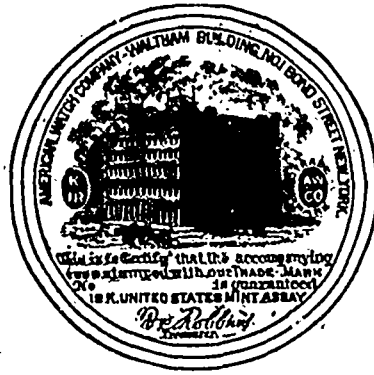
I keep these Clocks in every style now manufactured, and show 200 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem winders.

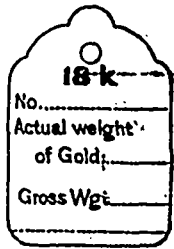
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Sole Agents for SETH THOMAS' CLOCKS.

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WE BEG TO CALL THE ATTENTION OF THE TRADE to the well known quality and elegance of finish of our Gold Cases, guaranteed by us to be of eighteen karat Gold, U. S. Mint assay, or of fourteen karat Gold, as may be stamped, and also to our mode of selling the same, charging only for the ACTUAL WEIGHT of the gold used, and not for the base metal comprised in springs, key pipes, filling of crown, etc. To illustrate which we here show copy of tag accompanying each one of our Gold Cases, which plainly indicates not only the gross weight of the Case, but also the NET weight of the gold.



New York, August 1st, 1881.

## AMERICAN WATCH COMPANY,

ROBBINS & APPLETON,

General Agents.

IN EXPLANATION OF THE ABOVE we desire to say that the old plan of charging for the gross weight of the case, as if it were all gold, worked well enough as long as the manufacturers were content with the amount of brass and steel actually required in its construction; but when the business was degraded into a contest as to who should get the most base metal into the least quantity of gold and call it a GOLD case, then the time came when, in the interest of dealers in American Watches it became necessary to adopt a plan of selling, showing the buyer exactly how much GOLD each Case contained.

In adopting this method we act in conformity with the earnest wishes of the leading houses of the Trade, some of whom have already undertaken to carry out the same idea in their own business.

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# IMPROVED CROWN FILLED CASE.

The Smallest,  
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to the Trade.

SUPERIOR QUALITY. SUPERIOR FINISH.

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Our Stock consists of  
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Prices Low for Cash.

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IMPORTERS OF

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## TOOLS,

French and American Clock materials, Stem Winding and all other Wheels cut to order. Watch repairing for the trade.

A large stock of Swiss and American Main Springs and flat Watch Glasses for American Open Faced Watches.

Nickel & Dust Proof Keys. Price and Sample sent on application.

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A Monthly Illustrated Journal. Published in London.

*The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.*

It is full of original information and thorough practical instruction contributed by the leading writers on the various subjects connected with the above trades. The text is well illustrated by wood-cuts, and two supplements of artistic designs for jewellery, etc. accompany each number.

This important Trade Organ, now in its seventh year of publication is in the hands of every British Watchmaker, Jeweller and Silversmith, and is therefore a most valuable medium for manufacturers requiring publicity in Great Britain.

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Manufacturing Jewellers, Gold and Silver Platers, and

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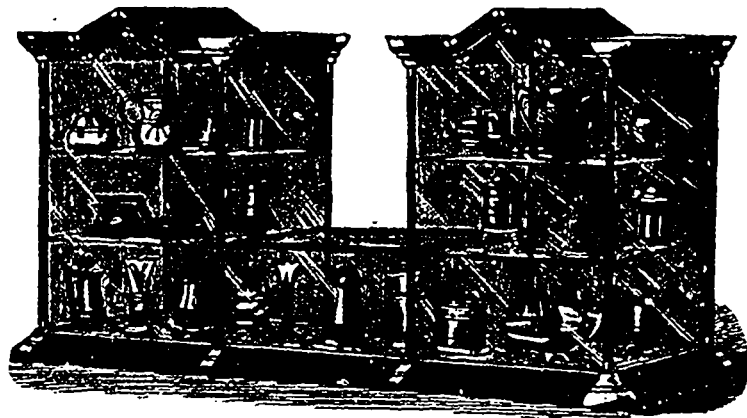
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Canadian Agates, Amethysts, &c., polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

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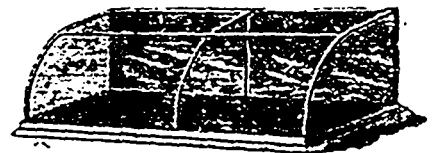
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STYLES.

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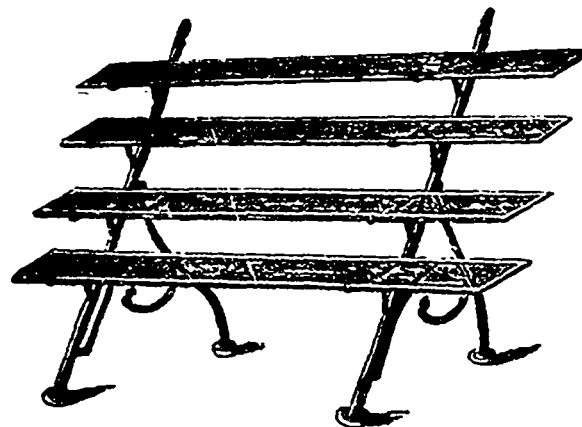
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TRAYS,

ETC.

ETC.

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# BURGLARY.

## \$250 REWARD.

The above reward will be paid to any person or persons giving such information as will lead to the discovery of the goods stolen from our safes in our manufactory on the night of the 16th or morning of the 17th of September last. The goods consisted of Gold and Silver Watches, Colored Gold Sets, Gold Chains, Gents' Signet and Gem Rings, Gold and Silver Medals, Gold and Silver Cuff Buttons, Colored Gold Necklets, Diamonds mounted in rings, Diamonds unmounted, Silver Necklets, Silver Sets, &c., &c., &c.

We have printed a list hastily, giving the particulars of as many of the articles as could be remembered at the time, one of which will be found in each copy of October number of THE TRADER.

The greater part of the goods are stamped with our initials, W. & T.

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JEWELLERY MANUFACTURERS.

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## A. C. ANDERSON & CO.,

WHOLESALE JEWELLERS, HAMILTON.

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The best unplated flat-ware ever manufactured.

GUARANTEED TO RESIST ACIDS, KEEP THEIR COLOR AND IMPROVE WITH USE.

Every dozen done up in guarantee wrapper. They are the best goods for Dealers to handle because

They are Elegant in Pattern, and Reliable in Quality, Easily sold by the Dealer,  
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