

Technical and Bibliographic Notes / Notes techniques et bibliographiques

The Institute has attempted to obtain the best original copy available for filming. Features of this copy which may be bibliographically unique, which may alter any of the images in the reproduction, or which may significantly change the usual method of filming, are checked below.

L'Institut a microfilmé le meilleur exemplaire qu'il lui a été possible de se procurer. Les détails de cet exemplaire qui sont peut-être uniques du point de vue bibliographique, qui peuvent modifier une image reproduite, ou qui peuvent exiger une modification dans la méthode normale de filmage sont indiqués ci-dessous.

Coloured covers/
Couverture de couleur

Coloured pages/
Pages de couleur

Covers damaged/
Couverture endommagée

Pages damaged/
Pages endommagées

Covers restored and/or laminated/
Couverture restaurée et/ou pelliculée

Pages restored and/or laminated/
Pages restaurées et/ou pelliculées

Cover title missing/
Le titre de couverture manque

Pages discoloured, stained or foxed/
Pages décolorées, tachetées ou piquées

Coloured maps/
Cartes géographiques en couleur

Pages detached/
Pages détachées

Coloured ink (i.e. other than blue or black)/
Encre de couleur (i.e. autre que bleue ou noire)

Showthrough/
Transparence

Coloured plates and/or illustrations/
Planches et/ou illustrations en couleur

Quality of print varies/
Qualité inégale de l'impression

Bound with other material/
Relié avec d'autres documents

Continuous pagination/
Pagination continue

Tight binding may cause shadows or distortion along interior margin/
La reliure serrée peut causer de l'ombre ou de la distorsion le long de la marge intérieure

Includes index(es)/
Comprend un (des) index

Title on header taken from:/
Le titre de l'en-tête provient:

Blank leaves added during restoration may appear within the text. Whenever possible, these have been omitted from filming/
Il se peut que certaines pages blanches ajoutées lors d'une restauration apparaissent dans le texte, mais, lorsque cela était possible, ces pages n'ont pas été filmées.

Title page of issue/
Page de titre de la livraison

Caption of issue/
Titre de départ de la livraison

Masthead/
Générique (périodiques) de la livraison

Additional comments:/
Commentaires supplémentaires: Pages 1 - 2 are missing.

This item is filmed at the reduction ratio checked below/
Ce document est filmé au taux de réduction indiqué ci-dessous.

10X	14X	18X	22X	26X	30X
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
12X	16X	20X	24X	28X	32X

THE TRADER

TORONTO, ONT., MAY, 1885.

The recognized organ of the Jewelry and kindred
industries of Canada.

Published on the first of every month, and sent
free to every Jeweler and Hardware Merchant in the
Dominion of Canada.

Our rates for advertising will be found very low
and will be made known upon application.

We shall be glad to receive correspondence from
all parts and will publish such letters as will be of
interest to the Trade. The name and address must
 invariably accompany the communication, not neces-
sarily for publication, but as a guarantee.

All business and other communications should be
addressed to

THE TRADER PUBLISHING CO.,

57 ADELAIDE STREET WEST,

Toronto, Ont.

SPECIAL NO ICE.

To ensure insertion, changes or
new advertisements must be sent
to the office not later than the 20th
of each month.

Editorial.

OUR SUPPLEMENT.

With this number of THE TRADER we
are enabled, through the kindness of Mr.
Lowe and a few other friends, to present
to our readers a faithful and life-like por-
trait of the late Mr. John Zimmerman,
wholesale jeweler, of Toronto.

We need not say that we trust it
will be appropriated and preserved by
Mr. Zimmerman's many friends in the
jewelry trade throughout Canada, because
we feel certain that every one of them
who had the pleasure of his acquaintance
will be only too glad to have so appro-
priate a souvenir of one whom they
esteemed so highly. The supplement is
left loose so that those who desire to
frame it may be able to do so without
damaging the portrait.

THE INSOLVENT ACT.

At the present time of writing it is
hard to say whether the government in-
tend to make the Insolvent Act at present
recommended to the House by the special
committee appointed to consider it, a
government measure or not. One thing
is certain, and that is that if the govern-
ment do not bring it in as their own
measure it may as well be withdrawn for
it will never carry. Sir John Macdonald
has already "damned it with faint praise,
and it will take more than his promise
that he will not oppose it to make it
take favorably with the members from
the rural constituencies. The merchants

all over the Dominion are anxious for it
to become law, and if the Premier again
allows it to be set aside as was done last
session, he will find he has made a bad
mistake.

Traders are tired of being humbugged
by the excuse that the government are
afraid that their followers would not sup-
port it if they introduced it. They
needn't be alarmed in the slightest about
the action of their followers if they really
want it passed. All that Sir John has to
do is to say that he wants it to become
law, and the servile majority that have
voted away millions of the people's
money without any reason whatever will
go to the scratch like men. Most of them
would vote for a yellow dog as Attorney
General if Sir John only said the word,
and to think of such members refusing to
vote for a government measure because
they didn't believe in it. The idea is so
absurd that we can't realize it. This
being the case the Premier had better
make up his mind to give our business
men what they want in the way of Insol-
vent legislation, and if he does so he may
save himself a good deal of trouble in the
near future.

Such an Act would not only be
just and popular in Canada, but it would
put our credit on a firmer basis in
foreign countries as well as improve
things at home.

WHY TIMES ARE DULL.

Times are dull, at least everybody says
so, and of course it must be true. Why
they are so is a question that will stand
some explanation. One very important
reason why times are dull is that there
are altogether too many at present en-
gaged in every line of business. The jew-
elry trade is no exception to this rule,
and we think that the present so-called
stagnation in trade is as much from this
cause as any other. Fifteen years ago
there were only some five wholesale jew-
elers in the Dominion of Canada—to-day
there are over forty. Of course this
country has increased in wealth and
population, but it has not increased at
anything like the same ratio as the
number of jobbers. Had the population
increased in proportion to the jobbers
there should now be a population of
20,000,000 in Canada instead of 5,000,000
as there is to-day. The fact is that the
jobbers in jewelry have increased eight
fold, while the population has only in-

creased three fold. The effect of this
over competition is, that as there is only
a certain amount of trade to be done in
this country, and no house can stand
by and see its competitors gobble up its
share, that every house does its level best
to get all the trade it can, and through
this endeavor the average volume of
trade is reduced, although the aggregate
is no doubt very much in excess of former
years. The Custom House returns indi-
cate plainly that more goods are being
every year imported into Canada to
say nothing of our own growing
manufactures, and it is evident that if
this trade were confined to as few houses
as formerly, or to a number propor-
tionate to the increase of our population,
that trade would not be considered as
dull as it now is. For this state of things
there is no remedy however, for no job-
ber now-a-days is quixotic enough to
retire from the competition simply for the
purpose of benefitting his opponents.
Trade is a battle, and as in all other
things, it is the survival of the fittest.
In the long run those houses having
the largest supply of brains and money
are sure to come out ahead, so that the
only thing to be done by our jobbers is
either to grin and bear it or to retire
from the business and go into one more
profitable and congenial.

HOW TO SEND AN ORDER.

Anybody can send an order, but very few
of those who have never had a thorough
business training ever send their orders
so that they are at once concise and in-
telligible. It was only the other day
that, while on a visit to a wholesale jew-
eler's office in this city, we picked up the
following notice from an American manu-
factory, which is so much to the point,
and contains so much practical advice in
so small a space, that we reproduce it
here for the benefit of our readers:

"In ordering our goods please state
Number of the article wanted, otherwise
we cannot fill the order. No attention
paid to orders reading, 'Same as last,
same as we have usually had,' &c. To
save time, in every case give us the
Number."

The man who wrote this notice knew
what he was writing about, and had
evidently learned by experience that if an
order was carelessly given, the chances of
making mistakes in it were very much
reduced.

Every jobber in Canada can recall

hundreds of instances—indeed they are of every day occurrence—where orders are received by letter from customers whom they are only too anxious to oblige, but which are so obscure that it is only one chance in half-a-dozen that they can be properly executed without communicating with the sender in order to find what he really wants.

Thus, take a few of the most common things in the trade and let us see how they are often ordered: Mr. A wants a particular kind of watch case to suit a good customer who is in a great hurry, so he at once wires to his jobber as follows: "Express immediately one 4 oz. case." His jobber gets the message in due course, but is at once met with the query, "What kind of a case does he really want?" The writer knew exactly what he wanted, and he evidently thought that the jobber would know all about it too, for the only bit of explanation he vouchsafes is that it must be 4 oz. Whether it is to be open-faced or hunting, key or stem wind, plain or engraved, or silver or albatra cap, he says nothing, and the jobber, in a quandary, has either to fill the order at random, send him a complete assortment on approval from which to select one, or write to ask him for full particulars. The jobber is not always in a position to send every such bungler a full assortment of the goods he orders, and is therefore compelled to resort to either the first or the last method mentioned of overcoming the difficulty and is not unfrequently rewarded for his prudence by receiving a letter from the offender, telling him that he has bungled the order and don't know his business, or that his delay in waiting for the explanation of so plain an order, has lost a sale as his customer wouldn't wait, or some similar tirade on the jobber's incompetency and the writer's own smartness.

The ordering of a watch case is only one solitary instance of how orders, even for simple things, may be, and are bungled, and the instances could be multiplied almost indefinitely did the occasion demand it. Another and very common thing in ordering, is to say "Send me such an article—the same as I had before," or "the same as I had last time." This is not quite so bad as the former method of ordering, but if the person is in the habit of getting goods frequently it is not only puzzling to the jobber, but takes up a great deal of his time to find

out from his books what his customer did really have on a previous occasion. Life is too short and profits in the wholesale jewelry business too small to allow of such a system of ordering coming into general use, not to say anything of the liability to make mistakes that such a system must necessarily produce.

There are a few simple, common sense rules that should always be observed in ordering, the observance of which would make things run far more smoothly between the buyer and seller.

1. Never mix an order and a letter together. Write your letter the same as if you had no order at all, and put your order on a separate sheet, or on another part of the same sheet. Don't mix your order and letter up like the materials for an omelette.

2. Always order goods by number, when there is a number to order by, and don't forget to give the price at the same time.

3. If the goods are not known by numbers, give a full description of what you want, mentioning size, style, make, material, quality and price.

4. If the style is very peculiar, a rough sketch is oftentimes a great help to the jobber, and insures your getting pretty near what you want.

5. Don't be afraid of giving too much description; a long description is far better than none and will at least give the jobber an insight into your wants.

6. Write plainly, and always copy your orders, so that if any mistake occurs you will know for sure on whom to lay the blame.

Selected Matter.

CULLED PHILOSOPHY.

You may notch it on de palin's as a mighty resky plan

To make our judgment by de clo's dat kivers up a man;

For I hardly need to tell you how you often come across

A fifty dollar saddle on a twenty dollar hoss; An' wukin' in de low groun's you diskliver as you go

Dat de fines' shuck may hidede meanes' nubbin in a row!

I neber judge o' peopple dat I meets along de way By de places dat dey cum fum and de houses whar dey stay!

For de baniam chicken's awful fond o' roostin pretty high,

An de turkey buzzard sails above de eagle in de sky:

Dey ketches little minners in de middle ob de sea, An' you fin's de smalles' possum up de bigges' kind o' tree.

—The Century.

CONFESSION OF A BRIC-A-BRAC DEALER.

"A word as to buying cheap imitations of articles which are not susceptible of being fairly reproduced," said the old dealer in bric-a-brac. To purchase an imitation of *cloisonne* ware, for example, is to make a bad error in taste, for its beauty depends, not upon its form or color, but on its exquisite handiwork, a quality of which no imitation can give the least idea. Here is a piece of imitation Japanese *cloisonne*. It is of copper, like the genuine, and, for cheap enamel, has a rich appearance. Now examine it beside an original piece. The imitation, you observe, becomes dull and tawdry looking, and the colors do not appear fresh or distinct. It is, however, in its base imitation of tracery that the thing shows out really false and abominable, the lines of gold or brass are daubed on with a brush. In the genuine article the markings between the colors and all of the traceries are firm and clear, for the point in *cloisonne* is to tool little gutters of metal in the copper, and press in the fine wires, golden or brazen. No imitation can give any idea of the effects to be gained in this way.

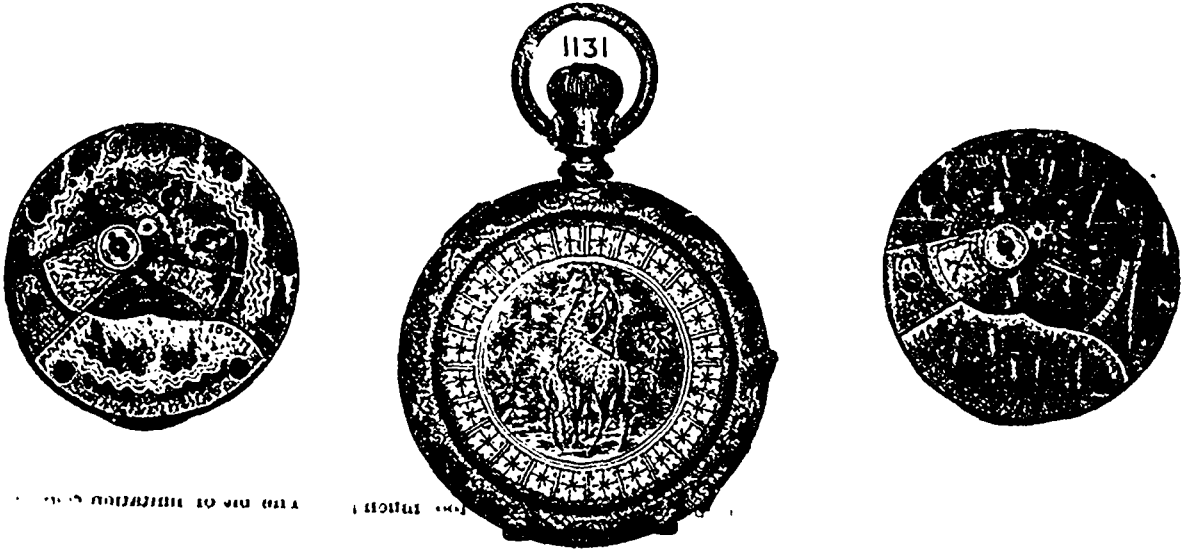
"The bit of imitation *cloisonne* I have shown you is of home manufacture, and is bad enough to protect the buyer; the really dangerous imitations are made by the Japanese themselves, for it is a sad fact that the American demand for cheap art goods has demoralized the best artists in the world in this kind of work. Beware of *cloisonne*. The most deceptive thing in bric-a-brac I ever saw was a so-called *cloisonne* vase sold as damaged. The injury consisted of a break in the metal only half an inch long, but sufficient to disclose the fine threads of the tracery, which had in fact been torn from their beds. As the break was susceptible of perfect repair, the object brought a high price. On examination it was found that apart from the threads laid bare there was not a single *cloisonne* wire in the vase: all the rest of the tracery had been painted on, the break having been especially made to show a construction which did not exist in fact. The article was worthless.

"There is one point in the purchase of bric-a-brac in which we Americans are egregiously deceived. We import large quantities of several kinds of Japanese and Chinese art goods which had pre-

W. G. H. LOWE & CO.,

(LATE McNAUGHT & LOWE),

Wholesale : and : Manufacturing : Jewelers,
16 Wellington Street East, Toronto.



CANADIAN AGENTS FOR

HAMPDEN MOVEMENTS,

B. & B. CASES,

BOSS CASES,

SHEFFIELD STERLING SPOONS & FORKS.

THE FOLLOWING ARE A FEW OF OUR LEADING LINES:

AMERICAN WATCH CASE CO.'S CASES.

STERLING SILVER SPOONS AND FORKS.

STERLING SILVER BERRY SPOONS, CARD CASES, ETC.

GOLD, SILVER AND ROLLED PLATE CHAINS.

SILVER, GOLD AND JET JEWELRY.

MARBLE CLOCKS, GOLD AND SILVER HEAD CANES.

viously been imported into those countries from the manufactories of Birmingham, England. The fact does not speak well for our vaunted acuteness. Even the hammered bronzes of China and Japan are often but clumsy specimens of English stamped work. Birmingham manufacturers do not object to helping one-half the world to deceive the other half, provided the material part of the work is done in their shops.

"As for Sheffield manufacturers, they show a boldness in the manufacturing of sham art work which exceeds all their proverbial impudence in turning out sheet-iron razors. Some of our young "bloods" acquire in Paris a taste for old arms. A few years ago they ransacked New York for them, and many an old Dutch carving knife under a fancy name found its way to the glittering circles of cutlery over their mantelpieces. The Sheffield manufacturers noted the demand, and we were soon flooded with an unseemly lot of polished iron. I was obliged to keep some of it. We had terrible looking corkscrew swords, Turkish scimitars weighing twelve pounds, flashing cutlasses, Spanish daggers, Italian stiletos, French foils, and Damascus and Toledo blades in abundance. They were mere toys, harmless things that would hardly penetrate cloth, but they sold at high prices. Let me show you a true blade. Here is a fine Toledo dagger, exquisitely engraved and Damascened. It is small and light, running down to a long, fine point; yet when I place this English penny piece on the table so - I can drive that point down through it, and - see - the point remains ununjured. A blow like that would bend up those Damascus daggers from Sheffield like so many fish hooks. This fashion has now given place to a passion for collecting bad firearms - guns which never seem to hit anyone except when they go off by accident. Some of the old Sheffield 'arnis' may still be seen in the Bowery accumulations of pawn shop bric-a-brac.

"Ivory goods?" The old dealer's eyes twinkled. "I just happened to think," said he, "of an order I had three years ago for half a dozen ivory diptychs and an assortment of Etruscan carvings. That was about the most preposterous order I ever received. I was irritated at first, but grew amazingly cheerful as I thought of my customer's greenness. Some men imagine that money will buy anything, old or new, in existence or out of it. It

is true that some fine specimens of ivory taken from Etruscan tombs are still preserved. The British Museum has a dozen of them, and some are extant which were known to be in existence at the time of Moses. But as to buying them as you would a bootjack -

"A diptych, you know, consists of two carved ivory covers, each from eight to fourteen inches long and proportionally wide. The Greeks used them for writing tablets, and the Romans gave them to Consuls for presents; that is how the fashion arose of giving portfolios to Cabinet Ministers. They were rare even in their day, and as the iconoclasts destroyed all the ivory carvings they could lay their hands on, you may imagine how scarce they are at the present time. Even European Museums count themselves fortunate when they possess half a one; so the six diptychs ordered by my customer would have made a bad hole in his fortune.

"I think it was in the spring of '76 that a greatly dilapidated fellow called on me and pointed to my private office. He locked the door and took from under his coat a fourteen inch diptych which he offered to sell for \$1,500. Had he offered me the Vatican or St. Peter's for a like sum I shouldn't have been more surprised. I knew there was something wrong, but could not say where. The marks of age, etc., were perfect, and the work stood the magnifying glass wonderfully well. When at last I determined to take off the frame and backing, the man went down on his knees and begged me not to expose him; he had stolen it from a Pavian monastery, he said. It proved to be carved on new ivory, ingeniously pieced out and fairly well cut; it had been manufactured in a garret in Pisa by a man who makes a business of it. I let the fellow go; he did not lie any worse than dealers are often obliged to do, and was only like us, selling goods for something else than what they are. The rascal also had two replicas in his pocket; the three articles worth only about \$50. Five years afterward I saw one of them in a well-known private library in Thirty-fourth street, but made no sign.

"There are many methods of making imitation ivory carvings. Sometimes the material is sawed into thin sheets, steamed in softening vapors, and pressed into moulds. It is then stained for age, cut, filed or otherwise tortured into shape,

and, after being filled in with cement, is backed with an ivory veneer and offered for sale. Relief figures are made from a composition of ground bone and gum, and then cast and polished. But lack of luster and grain betrays them to careful observers. If you buy 'Japanese cabinet work, ornamented with raised ivory carvings, handle it carefully, for a sharp rap will often powder the bogus ivory. Look out too, for imitation mother-of-pearl. It is a comparatively new sham in ornamental art, and liable to damaging accidents upon very small provocation.' - *Jewelers' Circular.*

PECULIARITIES OF BUYERS.

Buyers all have their peculiarities, and when they come to New York, it is the business of the jobbers to "size them up," and humor their peculiarities while selling the largest amount of goods possible. There is the vacillating buyer who wants to replenish the stock of his little store out in Squedunck, but don't quite know what he ought to buy. His market is a slow one, and he is in doubt as to what will best call forth the shekels from the pockets of his close-fisted customers. Last year he had quite a run on big silver watches and wedding rings, but is fearful that the "boys" have got all the watches and all the wives they want, so that he can't count on them for this year's trade. The lumber business wasn't very profitable last winter, and the young men, he is afraid, won't feel like buying bracelets and pins for their sweethearts; the old folk will want a few spectacles, but they run mostly to steel bows, and eye glasses are not fashionable in his locality. What to buy is with him a weighty problem, that can only be solved by visiting all the manufacturers, overhauling all their goods and still being doubtful as to the few he finally selects. Such a buyer does not appreciate novelties, wants standard goods, and so the jobbers exert themselves to work off old stock on him. All the way home he is in doubt whether he can find a customer for that 1½ dozen of fancy bracelets he bought and that cost him \$60 a dozen. While in the city he was fearful of being imposed upon; he had read of the tricks of New York sharpers, and looked upon every person he met as a "bunco steerer" or a "capper" for a gambling house. He would deal only with the old established firms lest the younger houses should impose upon him.

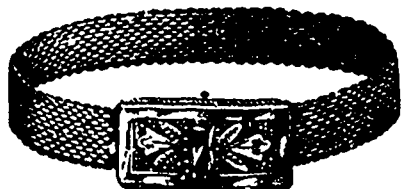
ALWAYS BUY THE "R. F. S. & CO."

Rolled Plate Chain, and Patent Adjustable

CHAIN BRACELETS.

EVERY ARTICLE OF THIS MAKE WARRANTED TO GIVE SATISFACTION.

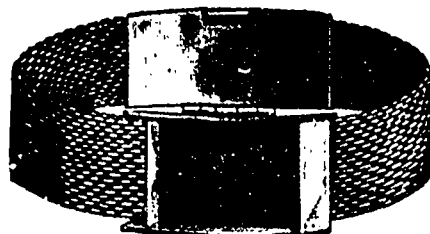
FOR SALE BY ALL THE LEADING JOBBERS.



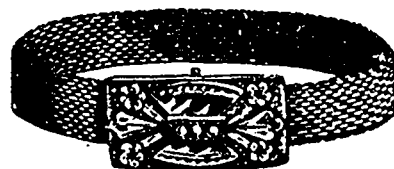
1354



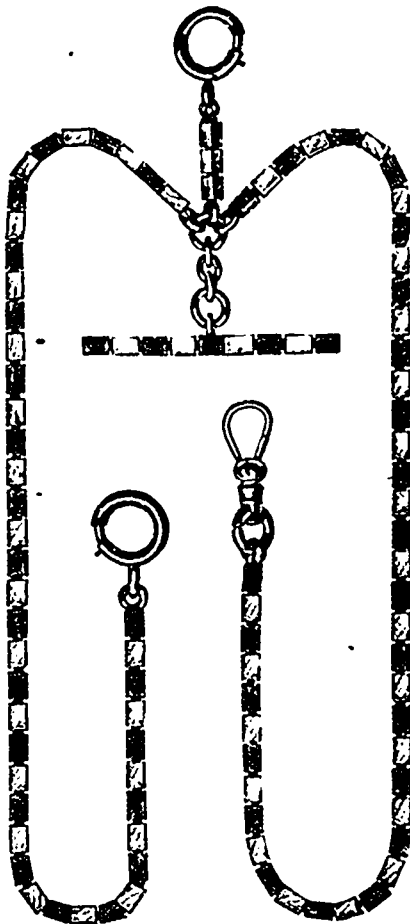
1440



OPEN.

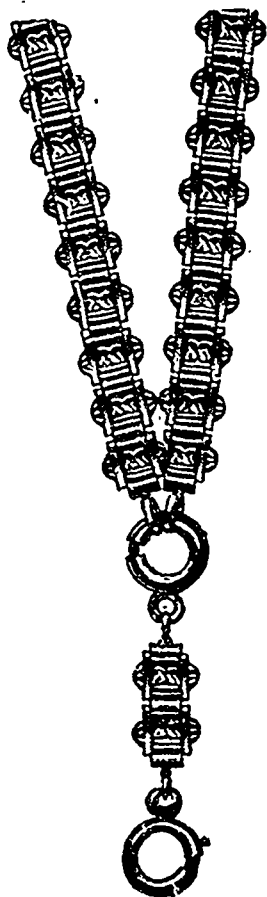


1408

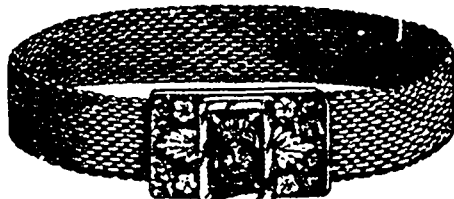


PLATINUM AND GOLD PLATE.

1446



1379



1352



1360



1406

He spent a week going the rounds before placing his little order, and afterwards was sure he could have done better somewhere else. This is not a profitable customer, for he consumes too much time and gives too much trouble, by his vacillating indecision.

Then there is the nervous, impulsive buyer who is "business" all through. He comes in with a hustle and rush, is in a great hurry to get away, must catch a train and conveys the impression that the business of the universe is dependent upon his movements. "Show me something new" is his cry as he rushes from house to house, and he will not waste time looking at things he has seen before. He buys sparingly, but finds out everything so he can send orders as he wants more goods. Wherever he goes, he is lively, brisk, sharp and always in a hurry, so that when he departs he leaves an impression that a small sized cyclone has passed through the store. This buyer is a desirable customer, gives little trouble, pays his paper promptly at maturity and is counted as good for all he will buy. His greatest fault is that he doesn't stop long enough to let any one get acquainted with him.

The pompous, self-sufficient, hypercritical buyer is one that salesmen do not care to be brought in contact with. Indeed, he always asks for the head of the firm and doesn't feel quite satisfied unless he is waited upon by that personage. His principal business seems to be to impress upon every one a due sense of his importance, the buying of goods being a secondary consideration. The fact that he is an alderman in the flourishing village Quohog he conceives to be something worthy of national recognition, and he feels quite flattered if his political influence is alluded to. He knows all about the jewelry business; no one can teach him anything; the goods shown are tolerable but not up to his standard, if he were a manufacturer he would make goods that were attractive—something artistic and elegant; he questions the quality and workmanship of everything, objecting to this ornamentation and to that decoration, finding fault with what ever is shown him, and wondering if he hadn't better look further before ordering. The great "I" and the little "u" figure conspicuously in his conversation, and he wants everybody to understand that he is conferring a great favor on the firm by accepting credit from it. He expects to

be invited out to lunch, to have a bottle of champagne opened in his honor, and to be regaled with a good cigar after it—toothpicks he will provide himself. Such a buyer is a standing subject for bad jokes among salesmen, and if they ever see an opportunity for puncturing his pomposity they are very sure to avail themselves of it. He is, notwithstanding his manners, a very good customer to have on one's books; he buys with a fair degree of liberality, and his self love impels him to take care of his paper with commendable promptitude.

Then there is the hail-fellow-well-met buyer. He is always jolly and good-natured, is well posted on sporting events and news of the day, rejoices in a good joke, laughs appreciatively at bad puns, is a good feeder, enjoys a good cigar, and if you ask him out to lunch will not be happy unless he is permitted to spend as much as you do. He generally has good taste and buys judiciously, making his selections of goods between stories and jokes, takes suggestions kindly, asks advice unhesitatingly, buys what he wants and no more, is up to all the tricks of the trade and can't be caught napping; he is a man of good business principles, abhors meanness, has some fixed prejudices regarding men and things which he expresses vigorously. He buys early in the day so he can go to Coney Island in the afternoon or the theatre in the evening, but his motto is "business before pleasure;" he has come for business but don't object to the pleasure. Fall in with his ways and he is a good customer, but his ways do not savor of the Sunday School in the least, he is of the world worldly, hating cant and hypocrisy, and nothing pleases him better than to spend a jolly evening with half a dozen jolly fellows, not in debauchery, but in having a pleasant social time. Salesmen always like these customers, and the head of the firm seldom has occasion to regret courtesies shown them, for they are usually good business men and take care of their creditors.

The very precise buyer, who knows just what he wants before he leaves home, and has his memoranda all made out, buys promptly and gets through quickly, is a desirable customer. He is all business and does not waste time doing it. He is well posted as to manufacturers and jobbers, and knows just where to go to get what he wants. It is useless to urge him to buy what he doesn't want,

for he will put you aside in an emphatic but not impolite manner. He doesn't know what a joke is, and one would as soon think of foisting with the business end of a wasp as to play a practical joke on him. He wants every courtesy or advantage that other buyers have, but no favors. He will decline the lunch tendered him, preferring to be under obligations to no one, paying his way and being wholly independent. He is proud of the fact that he pays his bills promptly and is respected in his own community. The only objection to him is that he is too intent on getting rich; he is "business" all through day and night, and does not know what it is to have a holiday, and never gives his mind a rest. He is one of the kind that will be old at fifty and either rich or bankrupt before that time.

It takes all kinds of men to make up jewelry trade as well as the world, and the hasty sketch we have given of a few types is only an illustration of the various characters to be met in Maiden Lane daily. We don't know that there is any particular moral to be drawn from this glimpse at the peculiarities of buyers, but will conclude by advising all who desire to purchase goods to first understand their market, learn what they can sell to advantage, then buy it at the best market rates.—Exchange.

POLITENESS.

Politeness is one of the cheapest things a man can deal in. It costs nothing to be pleasant and cordial, or to extend agreeable courtesies to our fellow pilgrims in this world of work and worry. It is just as easy to greet a person with a pleasant "good morning" and a smile as with a surly grunt and a scowling countenance, and it is certainly much more agreeable to him who receives it. Politeness and courtesy are twice blessed, like charity, blessing him who receives and him who gives, for no man can be pleasant and cordial with others and surly and cross with himself. Therefore it pays to be good natured, cordial and polite. But there are men in the trade who seem to think the reverse of this is true, and take pleasure in cultivating an abrupt, coarse, cross manner, and displaying it on all possible occasions. Travelers for jewelry houses often meet with great discourtesy at the hands of the dealers whom they are striving to serve. There are several kinds of men who thus cultivate their

In compliance with an increasing demand, we have placed on the market a

NEW PATENT DUST-PROOF

SCREW BEZEL

Silver Open Face Stem Winding Case

embodying many of the excellent qualities of our original Patent Dust Proof Case, though offered at a lower figure.

The back and center of the new case are made of one continuous piece of solid silver, into which an Albata Cup is screwed identical in shape with the back, thus greatly strengthening it and efficiently protecting the Movement against dust.

THE NEW CASE WILL BE CALLED

ALBATA CUP SCREW BEZEL

We shall continue the manufacture of our popular Patent Dust-Proof Case with Screw Crown and Screw Bezel in all the styles as heretofore, plain and inlaid, with Lever and Pendant Setting.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS OF THE

American Waltham Watch Co. of Waltham, Mass.

NEW YORK,

BOSTON,

CHICAGO,

LONDON,

SYDNEY.

ingrain ugliness till it becomes second nature to them, and they find it almost impossible to be civil to anyone. They pass for men, but act more like certain kinds of animals—give them bristles and there would be no difficulty in classifying them. A traveler enters the store of one of these gruff, bristly animals, and presents the card of his employers. He is met with a rebuff at once. "Don't want anything—am bored to death with drummers—hate the sight of them," etc. He will not even look at samples, and the traveler takes his departure in disgust. There is another class, comprised of purse proud upstarts, who, having made a little money, think all the world should be subservient to them. Many of this stamp delight in keeping a traveler dancing attendance upon them. They know the traveler is expected to call upon them, and would be loth to leave town without an interview, so simply to gratify their pure coarseness, they invent excuses to make him possibly miss his railroad connections and so lose a whole day. If these men know what a reputation they get in the trade by their discourtesy, they would reform their manners. Travelers report to their employers the kind of customers they have to deal with, and many a buyer has been treated with coldness on his visits east when he could not account for it. The secret of it lay in a previous discourtesy to traveling men. Discourtesy not only leads to a cool reception at the home offices, but injures a man's credit with those of whom he has to ask favors. Travelers give the man with bristles a generally bad reputation, speak of him as a cross, surly brute, and give such a report of him that the word passes among their fellow travelers that he is a man to avoid. Give a dog a bad name and it will stick to him, and he will be charged with sins of which he is not guilty, so the solvency of these gruff and grum dealers falls under suspicion, as the result of the severe censure cast upon his objectionable personal characteristics. It is true that there are a lot of drummers in the business who are a nuisance to the dealers and ought to be suppressed, but they are no more to be compared to respectable commercial travelers than the men they represent to the solid responsible houses in the trade. When a traveler presents to a retail dealer the card of a well-known and responsible house, he is entitled to be treated as a gentleman; he is the repre-

sentative of the firm that employs him, and any indignity shown him is sure to be resented by the firm in some way. The traveler is trying his best to accommodate the patrons of the firm, and to this end brings to their doors samples of the latest styles of goods and of the popular novelties, and is prepared to take their orders at the same prices they would have to pay if they came to New York to buy them. They are the means of saving the retail dealers many dollars of expense, and as a matter of self interest they should treat them with courtesy. It does not take long to examine the samples a traveler carries, and to look at them does not constitute an obligation to buy. No dealer of intelligence can run through the sample trunk of a traveler without getting ideas that are valuable to him, and it ought to be a pleasure to him to do so. Fortunately, most dealers so regard it, and the gruff and grum sort are few in number. If they consulted their own interests these few would change their tactics, and accord to all respectable travelers such courtesies as they would like to receive under similar circumstances. It costs nothing to be polite at all times, and genial, pleasant manners are worth money to any man. "Jewelers' Circular."

HOW TO SEPARATE THE GOLD FROM GOLD-PLATED ARTICLES.

The gold is removed from articles of iron and steel, without injuring them, by immersing them in a bath consisting of 10 parts potassic cyanide and 100 parts of water, and connecting them with the positive pole of a battery. A wire or sheet of platinum is fixed to the negative pole. The position of the poles is hereby inverted, whereby the gold coating upon the iron and steel is dissolved in the cyanide solution, and partly deposited upon the platinum anode; it is then removed in a regular gold bath. Should there be only a film of gold upon the iron or steel, its removal may be effected by the cyanide solution alone, without the aid of electricity; the process is slow however. Also silver, copper, and their alloys may, by this process, be ungilt, but the cyanide dissolves the silver and other metals at the same time; it is better, therefore, to effect the ungolding as follows. For the purpose of ungolding silver, heated to a cherry red, and immediately throw it into a pickle of more or

less diluted sulphuric acid. The gold will pool off and fall to the bottom in the shape of spangles. Repeat the operation until all the gold has disappeared from the surface of the silver, which will then appear white and frosty. Light and hollow articles cannot be treated by this process; the preceding one is better adapted for them. For small articles of copper and its alloys, such as thinly gilt false jewelry, prepare the following bath:

Sulphuric acid.....	parts, 10
Nitric acid.....	" 1
Muriatic acid.....	" 2

The large quantity of sulphuric acid promotes the solution of the gold, while only slightly attacking the copper or its alloys. The sulphuric acid is to be placed into a stoneware jar by itself, after which the mixture of muriatic and nitric acids, kept in well closed bottles, is gradually added, in tenor with the advance of the operation. The same sulphuric acid, if well covered, may be used for a long time, and its dissolving action stimulated by successive doses of nitric and muriatic acids. The operation must be watched by frequently withdrawing the articles, and when no more gold is visible it may be deemed as finished, and the copper has acquired a uniform blackish-gray color.

The nitric and muriatic (hydrochloric) acids may be replaced by saltpeter and common salt, both of which must be finely pulverized and stirred with a glass rod.

For large objects, such as clocks or chandeliers, concentrated sulphuric acid, of 66° Beaumé, is placed into a glass or stoneware vessel supporting two brass rods. One of these rods is connected by a conducting wire with the last carbon of a battery of two or three Bunsen's inverted elements, and supports the objects to be ungilt, which are entirely covered by the sulphuric acid. The other rod supports a copper plate facing the object, and is connected with the last zinc of the battery. The electric fluid traverses the sulphuric acid and carries the gold from the positive to the negative pole; as the copper plate is not prepared for retaining the gold, it falls to the bottom of the bath in a black powder, which is easily recovered. So long as the sulphuric acid is concentrated, and even under the action of the galvanic current, it does not sensibly corrode the copper, as it rapidly absorbs the moisture of the atmosphere. The

EVERY JEWELER

Should ask his Jobber to show him the latest thing that has been
Patented in Watch Cases.

—THE—

INVISIBLE CENTRE CASE

Is the NEWEST, the CHEAPEST and

The Best Watch Case in the World

FOR THE MONEY.

This Case which is practically Dust Proof, is not made like other (so called) cheap cases, by springing a back and front on to a centre without joints, but is similar to an ordinary watch case except that it has only one seam, and the centre is invisible when the case is closed. It has only one (gold) joint, opens at the front and back alike, is the lowest priced case made in silver, and in gold can be sold as cheap as an ordinary filled case. Pronounced by experts to be the best Cheap Case ever made.

EVERY RETAIL JEWELER SHOULD HAVE THEM.

FOR SALE BY ALL THE LEADING JOBBERS.

vessel in which it is contained should be kept perfectly closed when the ungolding process is not in active operation, and the pieces for ungolding should be placed in perfectly dry. If it is intended to sacrifice the gilt articles of copper or silver, let them remain in pure nitric acid, which dissolves all the metals except gold, which either floats at the surface of the liquid as a metallic foil or falls to the bottom as a blackish powder. If the liquor is diluted with distilled water and filtered, all the gold will remain in the filter, while the solution contains the other metals.—
Jewelers' Circular.

TALKED TO SLEEP.

Our old-time friend, John Rose, of Bay City, sends us the following item of experience which he met with recently, while a scribe of the Bay City Tribune was present. If John is seeking sympathy in his trying role as the leading jeweler of his town, doubtless many of our readers can give it him in abundant measures for they have all "been there," and been talked to death, to sleep or really mad: "There is a good deal of exaggeration these days, and people are apt to smile incredulously when they hear of a man being 'talked to death.' The scribe was a doubter all his life, but the doubts were dispelled the other day by an actual demonstration of the power of talk. The scene is in a prominent jewelry store on Center street. Enter a lady fashionably clad. She bows most pleasantly to the ready salesman and begins:

"Have you any good gold pens?"

"Yes ma'am," replied the salesman, producing a large show tray filled with the article.

"Well, now, I want to be sure that these are real good gold pens. I know a friend of mine who bought a gold pen and it was perfectly useless in two weeks. Now my uncle had a gold pen he used for twenty-five years constantly and it kept as good as new. My uncle used it for fifteen years, and when he died he gave it to my cousin and he used it to my knowledge fifteen years and I am sure it is in use yet. It was a real, genuine gold pen and never corroded, and my uncle often said he would not part with that pen for any amount of money. He bought that pen in San Francisco when gold was cheaper and got it very cheap, and yet he used it fifteen years, and my cousin used it after him ten years

to my knowledge and I want to be sure that when I buy a gold pen it will be a good gold pen, for a good gold pen will last a long time as my uncle said when—

"Did you want to buy a pen to-day?" stammered the confused salesman, who had been frantically trying to get a word in.

"Oh, no, I don't want to get a pen to-day, but I thought I would just step in and see if you had any real good gold pens like my uncle's, for I don't want to get a poor pen when I do buy one. Have you any silver thimbles?"

"Yes," said the despairing salesman as he placed two or three trays of silver thimbles on the show case.

"Well, now, are you sure they are real silver thimbles? A lady friend of mine bought a silver thimble and in less than two weeks it had turned black on the inside and she only used that thimble two or three times. Now my cousin had a silver thimble presented to her on her thirteenth birthday and she is using it yet and it never turned black and she is forty years old. It was a real silver thimble and my cousin says she believes that thimble will last as long as she lives, and it only cost fifty cents and my cousin will probably have it on her finger when she is buried he! he! he! and my friend who bought the silver thimble that turned all black inside felt real angry about it while my cousin uses her silver thimble every living day and never thinks of doing any work without it for she says she has used it so long now that it seems part of the family and I would like to be sure when I buy a silver thimble that it is a real genuine silver thimble for my cousin's silver thimble—" Did you want a thimble to-day?" asked the despairing salesman looking helplessly at his tormentor. "No, not to-day, I simply thought I would call and see if you had any real good silver thimbles for when people buy silver thimbles they don't like to be deceived. Now if it is not too much trouble I would like to look at some of your gold watches, a friend of mine bought a gold watch in Chicago and it stopped a dozen times in two weeks, while my brother had a gold watch that he bought eighteen years ago, and it has never stopped or lost a second's time, and—"

"But the salesman had gone to sleep, and the scribe, feeling that the only hope of living was in flight, fled from the place. If any doubt this, let them ask John Rose."—*Exchange.*

HOW NOT TO DO BUSINESS.

In what a happy-go-lucky style much of the retail store business of Canada is done, may be gathered from the following instance: An insurance appraiser was requested to adjust the loss by fire upon a certain general stock of merchandise in Ontario recently. Going to the shopkeeper, who was a respectable man, with some productive real property, he asked how much stock had been in the place when the fire broke out. The reply was made, about seven thousand dollars' worth. "Will you allow me to see your books," said the appraiser. "Certainly," replied the storekeeper. The books, being produced were found to contain debits only, whoever had bought goods on credit was duly charged with them, but there were no accounts opened with the man's creditors—no Merchandise account—no Bills Receivable account—no Profit and Loss account—no Invoice book—no Cash Book—no record of last stock taking, he had not taken stock for some years—no balance sheet, even. So the insurance man was obliged, in order to get at the burned stock even approximately, to write to the houses from whom the shopkeeper had bought, a list of them being given from the memory of the debtor. He thus learned how much had been purchased from each during the previous twelve months, and how much was owing to each. Going carefully over the merchandise saved from the fire, it was learned after a week's work that the amount of stock this unsystematic dealer had on hand could scarcely have been over \$4,000, instead of \$7,000, which he in good faith, claimed. And the insurance obtainable, instead of being, as the retailer expected, about \$4,000, did not exceed \$2,000.

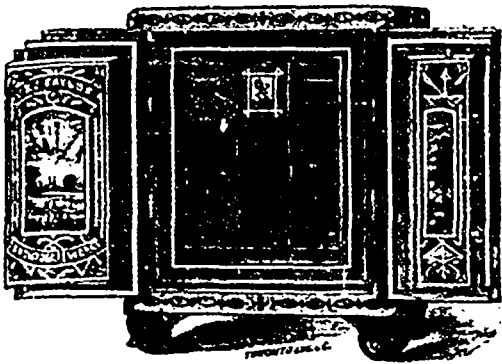
How many country storekeepers are there who, if put in like circumstances, could make up an accurate claim, and substantiate it by evidence? How many are there who know, in other words, how they stand? What proportion of our retail dealers keep track of their transactions in such a way as is legally necessary to establish their position in case of unforeseen difficulty or disaster? Can we truthfully say fifty per cent.? Would it be safe to conclude that even one in four does so? We fear that the experience of insurance adjusters and official assignees must compel us to the conclusion that not even one-fourth of our retail merchants

SUPPLEMENT TO "THE TRADER," MAY, 1885.



THE LATE JOHN ZIMMERMAN

J. & J. TAYLOR,
TORONTO SAFE WORKS.



Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with
Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF
 Burglar Proof Safes, Vaults, Vault Doors, Bank Locks,
 Combination Locks, Prison Locks and all Kinds
 of Fire & Burglar-Proof Securities.
 20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

A. C. ANDERSON & CO.,
American Jewelry. American Jewelry.
 NEW GOODS! NEW GOODS!

We still retain the name of carrying the *Largest Assortment and Neatest Designs in American Jewelry* of any House in Canada. Our Mr. Anderson has just returned from the American markets, where he has made an extra fine selection of the *Newest Goods* to be found.

☞ See our selection before making your purchases.

A. C. ANDERSON & CO., HAMILTON, ONT.

THE MONTREAL

Optical

—AND—

Jewelry

COMPANY (LIMITED).



1685

Notre Dame St.,

MONTREAL, P.Q.

P. O. BOX, 1054.

(AGENTS FOR THE CELEBRATED BARNES' PATENT EYE-GLASS.)

We beg to call the attention of the Trade to our **FIRST ANNUAL CATALOGUE** comprising the largest assortment of

SPECTACLES, EYE-GLASSES, CASES, &C., &C.

ever offered in this country. As we are manufacturing a large proportion of our goods on our premises in Montreal, we can execute all special orders, Oculists' prescriptions, &c., with promptitude. Send for our Illustrated Catalogue and Price List before purchasing.

MONTREAL OPTICAL & JEWELRY CO., Limited.

take these essential precautions for their creditors' satisfaction and their own safety. An iron safe is considered a necessity to every merchant who keeps accounts; and so it is, if the man wishes to keep his cash, or the record of his outstanding assets safe from burglars, or from fire. But one half the sum he pays for a safe is wasted if he does not keep in that safe a proper record of his position, from year to year, or from month to month. Even a person who sells for cash, and therefore needs to keep no account of credit sales, may well consider the \$100 or \$800 he pays for a good safe as wasted, if that strong box do not contain such a record of his position as to merchandise on hand or current indebtedness, as will suffice, in case of robbery or fire, to satisfy the insurance companies who protect him or the wholesale merchants who supply him.

There is no more essential part of a merchant's duty to himself and his creditors than systematic stock taking at least once every year, but even his stock taking is a waste of time and labour if he neglects to make up a proper balance sheet, and neglects to take proper care to preserve all his stock sheets, stock book and balance sheet. In too many instances where these are needed to refer to, they have either been destroyed as useless, or lost. Another matter made unpleasantly clear by the investigations of an expert after a fire loss, is the often indefinite or mistaken notions of retail dealers as to the rate of profit upon goods sold. In a case in question, the country merchant was asked what rate of gross profit he sold goods at, and replied from fifteen to twenty five per cent. on invoice prices, and on some lines thirty-three per cent. It was a revelation to him to have it proved that he was not making more than ten per cent.; and that instead of making \$5,000 clear, upon a turn-over of say \$25,500 yearly, he was in fact making less than \$2,500.

How is this? some shopkeepers may ask. The reason is that no allowance was made for the items of freight; depreciation; interest; bad debts; cost of selling, insurance, taxes, and other matters which require to be added to the invoice cost. Wholesale houses estimate that the expense of selling goods through travellers adds from three and a half to seven per cent. to their cost. And the retail merchant must not imagine that because he keeps no travellers the sale of

his goods therefore costs him nothing. Clerk-hire costs something; and even if no clerks be kept, but the store is conducted by the shop-keeper and his family, rent, fuel, light, packing, taxes, carriage, expenses to the markets to purchase, and a dozen other seemingly trifling matters go to swell the cost price beyond that put down in the successive lines of wholesale dealers' invoices.—*Exchange.*

REPAIRING WATCHES.

The bad rate of a watch may frequently be traced to its imperfect jewels. The repairer should always carefully examine every jewel in a watch taken down for repairs, and if he finds one with hole too large, or "out of round," that is, much wider in one direction than in another, it should be replaced by a good one, to be done as follows: If the depth is correct notice whether the jewel is above or below the surface of the plate; if it is either, then knock it out and cement the plate or bridge on a chuck in the lathe, being careful to get it on true by the hole lately occupied by the jewel; by means of a burnisher raise the burr that holds the other jewel in, and if the jewel can be found of the proper size and thickness, and the hole not too large, it can readily be "rubbed in" with the burnisher; if the hole is too small it can be opened. The chuck on which the article is cemented should have a hole from a quarter to a half an inch deep in its centre. If no jewel can be found of the right size and thickness, select one a little too large, enlarge the hole sufficiently to fit the jewel in, and then proceed to fasten it. If the jewel is broken, of course the same remarks apply to replacing it with a good one as to an imperfect one.

One difficulty that the watchmaker has to contend with in selecting a jewel from the indifferent lot supplied by some dealer is to find one the hole of which is in the centre of the jewel. If a jewel is not true, or, rather, if the hole in it is not in the centre, it must be cemented into a chuck in the lathe, trued up by the hole, then turned off with a diamond cutter, the chamfer carefully trued up and polished again; while in the lathe it can be turned down to fit the hole in the setting or plate; the shellac is to be removed from the plate with alcohol. In many instances a chuck will have to be turned up to suit the particular job to be done. Care must be taken in opening,

or the jewel will break or chip around the hole. The corners must be carefully rounded by a piece of wire larger than the hole, the end of which is conical. It will take but a moment to do this, but if care is not taken too much will be taken off.—*Exchange.*

CHEAP CREDIT.

"THE SILLY WAY PEOPLE GIVE CREDIT," is the appropriate heading of an item in an English journal. One day, a man named Eyres, called on the Clydesdale Iron Co., in London, said he was a builder and wanted some iron railings for houses he was building at Acton. On being asked by the managing man of the iron company if he was the Eyres who had been building at Harlesden, and "left there after going all wrong," he denied it. So he got £80 worth of goods by paying £10 and promising £20 when his houses were up. Afterwards he got more goods on credit till he owed nearly £80 when it was discovered that he was Eyres of Harlesden, whom the Co. would not give credit to. So the Clydesdale Co. had him arrested for getting goods on false pretences. The lawyer who opened the case remarked that the obtaining of goods in that way by builders was an evil which was increasing. The Lord Mayor said he could tell him a greater evil, namely, *the silly way in which people gave credit.* Replying to the Court, the prosecutor stated that inquiries were not made before the goods were supplied. The Lord Mayor remarked that "it was an amount of Arcadian simplicity which he could not conceive to be possible. When persons parted with their goods on such slender representations it was a premium to dishonest men to swindle others."

It is evident that credit is too cheap in Britain as well as on this side of the water. Very often we find that merchants are ready to give credit loosely because they get it so easily. If a man has given cash for his goods, or if he is under strict agreement to pay for them on short and exacting terms, he will be unlikely (unless he is a born fool) to give them to Tom, Dick or Harry, on easy credit and without careful enquiry about his debtor. But the slender basis of information on which millions of dollars worth of goods are given away nowadays is amazing. A single enquiry made of a neighboring merchant, a rating in a mercantile Reference Book, the recommend

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

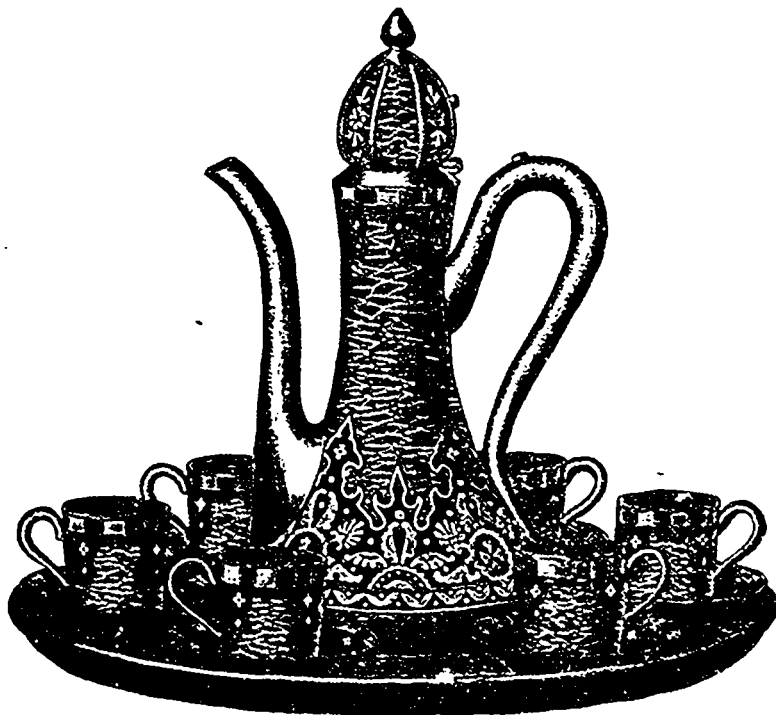
Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce
OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN
EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

ation of a good and sanguine traveller (on commission) suffices for the shipment of \$200 or \$600 worth of merchandise to an utter stranger. Surely this is not business-like.

It is often said by wholesale men in cases of this kind, "if we do not fill this order, X, Y, or Z will fill it and we shall lose the sale." Very well, let others make the sale, and take the risk. It used to be stated by Mr. Wiman in his circulars twenty years ago, "Mercantile Agencies are only one of the means of enquiry which it is the duty and the privilege of merchants to make about their credit customers. No wholesale dealer can have too much information about his clients." This is as true to-day as then. We should not have had to grieve over nineteen millions of indebtedness by failed Canadian merchants in 1884, if proper enquiry had been made about the capital, capacity and chances of success of the 1,908 traders whose liabilities made the aggregate we have named. — *Monetary Times.*

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

L. M. BLAKELY, jeweler of Trenton, has assigned. While Mr Blakely lived in Picton he was well liked and apparently made money, but since his removal to Trenton things seem to have gone badly with him and the result is an assignment for the benefit of his creditors.

DISSOLUTION OF PARTNERSHIP—Messrs. Inglis & Picard the well known watch importers, of Montreal, dissolved partnership last month, Mr. Inglis retiring from the partnership, but we understand remaining with the new firm. The business will be carried on as formerly, by the remaining partner Mr C. T. Picard under the style of C. T. Picard & Co

THE LATE MR. GEORGE PRINGLE.—We are sorry to have to announce to our readers the death of Mr George Pringle, jeweler, of Cobourg, Ont. Mr. Pringle was one of the best known retail jewelers in Canada and had for many years been identified with Cobourg as one of its principal merchants. George Pringle was one of the most popular men in the Canadian jewelry trade, genial and whole-souled in private life, and a synonym for integrity in business. His death creates a gap that will not be readily filled in the town in which he lived.

RELIABLE SHOW CASES The show cases made by Millichamp & Co., are well and favorably known in Canada, this firm having been in this business for nearly twenty years, and hav-

ing shipped their goods into every part of the Dominion. It is the largest of its kind in Canada, and its reputation for doing only first class work is such that they have no difficulty in keeping their immense factory running on full time even in the present depressed condition of trade. This is a natural recognition of honest and liberal dealing and we can recommend any merchant in want of show cases or shop fixtures of any kind to patronize Millichamp & Co., in the full assurance that they will get not only the best in the market but full value for their money.

THE JEWELRY STOCK and fixtures belonging to the estate of the late John Zimmerman were advertised by the executors by tender last month and bought by Mr F. Block, of Toronto, the highest tenderer at a price of 67½ cents on the dollar. A good price we should say, taking everything into consideration. The book debts and the Estate's interest in the Acme Silver Plate Company, of Toronto, were also offered for sale by tender, but we understand were not sold.

CHANGES EVERYWHERE.—Our readers will no doubt be surprised to learn of the retirement of Mr. J. A. Watts from the Presidency and Management of the Toronto Silver Plate Company, of which Company he was the promoter and founder. Mr. Watts who we understand has retired definitely from the silver-ware business in Canada, was the pioneer of the American electro-plated ware trade in this country, having as the agent of the Menden Britannia Company introduced the goods here some twenty years ago. He is succeeded as manager by Mr. A. Gooderham, of this City, a prominent stockholder who has been in the employ of the company ever since it commenced business.

WILLIAM WHARIN, one of the oldest established jewelers in Toronto, and who years ago stood almost at the top of the tree, has been recently compelled to assign for the benefit of his creditors. As showing how much a good name is worth it may be mentioned that although Mr. Wharin's stock has been heavily mortgaged for years, he has, judging from the number of creditors and the amounts due them, had no difficulty whatever in getting all the goods he wanted on the ordinary terms of credit. As Mr. Wharin is likely to get a settlement favorable to himself, it is probable that some of these gentlemen will regret the violation of a very good rule of business, "Never to sell a merchant goods on credit whose stock is mortgaged, unless you have perfect security."

THE NORTH WEST rebellion has affected the jewelry trade in other than a pecuniary manner. Mr W. H. Smith the well-known traveller for the firm of Smith & Fudger, and a son of one of the partners, has gone with the Queen's Own, in which regiment he is a non-commissioned officer, to the North-West to aid in putting down the rebellion. During the terrible march along the North Shore Mr. Smith (or Willie, as he is called among the boys) was unfortunate enough to sprain his ankle; we are glad to learn, however, that it is now all right and he has rejoined his Company which is now en route for Battleford. His many friends will wish him a safe return home, and if he is

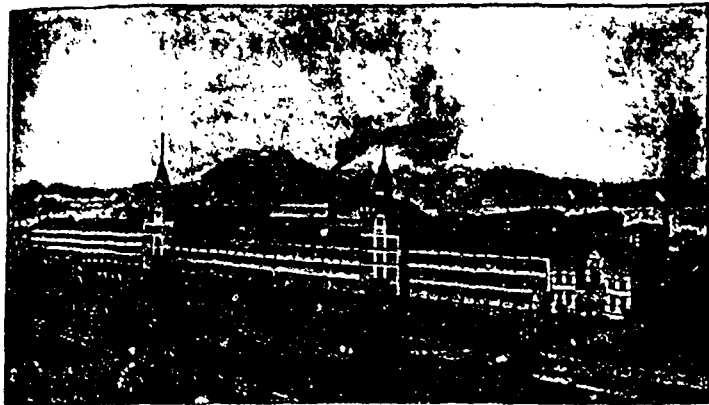
able to put a bullet through Riel and bring that worthy a scalp-lock back with him, he will be the most popular and successful jewelry traveller on the road for the balance of his natural life.

A MODEL PRICE LIST—We are just in receipt of a price list from the Montreal Optical and Jewelry Company, of Montreal, whose advertisement will be found elsewhere in *The Trader*. This catalogue is elegantly printed on fine toned paper, and is a first-class specimen of typographical skill. Its illustrations are numerous and of a high order of merit, and convey a very accurate impression of the goods they represent. This Company are the largest manufacturers and dealers in optical goods in Canada, and the great success which has attended their efforts so far goes to show that in their special line they stand at the head of the Canadian trade. Their new catalogue, as we should say, an indispensable reference book that should be kept by every merchant dealing in optical goods, and the Company will be glad to send it free of charge to any legitimate dealer in such goods.

W. C. ALLEGO, of Hamilton, the jeweler who cleared out of that city in 1880 and went to the States, leaving behind him a lot of lamenting creditors and dupes, turned up in Simcoe recently, where he was promptly arrested by Chief Stewart of Hamilton, and brought to the scene of his former triumphs. Unfortunately for the creditors, and fortunately for Mr Allego the information in the warrant was based upon the Insolvent Act which was subsequently found to have been annulled previous to the time it was issued and nothing therefore could be done regarding it. Such cases as this show the need of a good insolvent law such as is proposed by the Board of Trade, and were such a law in force it would be possible to punish people who deliberately set out to swindle their creditors. Chief Stewart is to be commended for his prompt and energetic action in this matter and we are only sorry in the interests of honest dealing that the case could not have been pushed.

If there is any hardware traveller, who ever drummed the Western road and don't remember R. B. otherwise known as Genial "Bob" Harstone, hardware merchant of St. Marys, their memory must be sadly deficient. R. B. has been for some years connected with the Canada Pacific R. R. in the North-West, and from a letter from a volunteer on the active service we learn that he has done his level best to help the troops on their way west and render their journey pleasant. When "Bob" lays out to do anything you can bet your bottom dollar it is thoroughly well done and we were therefore not at all surprised to learn that he had won golden opinions from the troops who have gone to the front. The boys say that if the Government don't give R. B. a testimonial they will do so themselves, if they should decide to do so, a lock of Riel's hair would suit R. B. probably about as well as anything.

THE ADVANCE IN WATCH CASES.—Everybody knows that watch cases have been cheaper during the past year, but few would believe that it was because competition had become so keen



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,
 23 SCOTT ST., - TORONTO, ONT..
 IMPORTERS OF
DIAMONDS, WATCHES & JEWELRY.

JUST RECEIVED A LARGE LINE OF
 SWISS WATCHES IN GOLD, SILVER & NICKEL.
GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

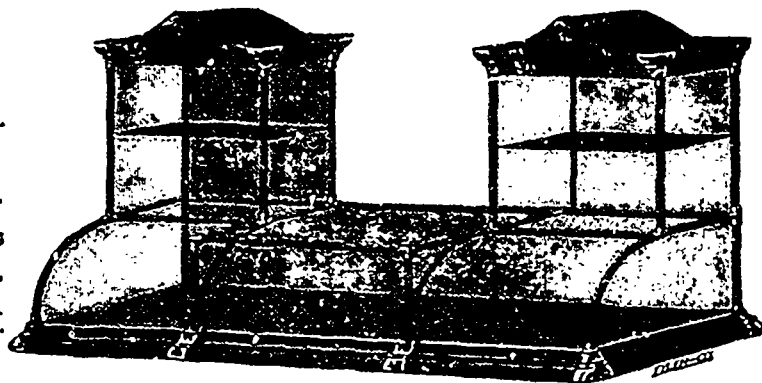
SHOW CASES!

W. MILLICHAMP & CO.,

29, 31, 33, 35 Adelaide St., E., - Toronto.

SHOW CASE MANUFACTURERS
 and Shop Fitters, Gold, Silver and Gar-
 riage Platers. All kinds of Show Cases
 on hand in the newest and latest styles.

Agents for Canada for the Celluloid Show Cases.
 Send for Illustrated Catalogue.



W. G. A. HEMMING.

H. K. S. HEMMING.



TORONTO CASE CO'Y
HEMMING BROS.,



FANCY GOODS MANUFACTURERS,
MAKERS OF CASES AND TRAYS,
 FOR WATCHES, JEWELRY, SILVERWARE, &c.
FANCY AND TOILET CASES.

EVERY DESCRIPTION OF PLUSH GOODS

THIS YEARS GOODS ARE ALL OF THE VERY LATEST DESIGNS.

Special attention given to dressing windows with Fancy Stands, Curtains and Mirrors.

ORDERS TAKEN FOR COUNTER AND WALL CASES.

OUR SPECIALTY: TRAVELLERS' OUTFITS.

29 ADELAIDE STREET EAST, - - - TORONTO.

as to force the makers to sell at and below cost. This was the fact however, and it is because they have got sick of this foolish and losing game that they have formed a combination and have advanced the prices to such a rate as will at least save them from loss on the goods they sell. The Association is a very strong one and embraces the Waltham, Keystone, Faheys, Decher, and Blauer Companies. This advance is a step in the right direction and now that the manufacturers have set such a good example the jobbers and retail dealers should see that they also make the profit that they should reasonably expect from the sale of such staple goods. There is no more use of selling goods for the fun of selling them, and the sooner the trade gets back to sound profits the better for everyone in it.

TRADE WATCH REPAIRING—We direct the attention of our readers to the announcement of Mr. C. W. Coleman in another column. Mr. Coleman is one of the most experienced workmen in Canada, and guarantees satisfaction

WORKSHOP NOTES.

ENGRAVERS CEMENT.—Resin, 1 part, brick dust, 1 part; mix with heat.

ENGRAVERS BONDING WAX Beeswax, 1 part pitch, 2 parts; tallow, 1 part; mix.

CEMENT FOR MARBLE—The following is a good recipe for preparing a cement that will unite marble, etc.: Melt together 8 parts resin and 1 part of wax and mix the solution with 4 parts of Paris plaster.

GERMAN SILVER.—An excellent German silver is prepared by smelting in a crucible 65 parts copper, 23 nickel, 17 zinc, 3 iron and 2 tin. This composition is in every respect equal to silver in appearance, fully as hard and not as vitreous.

LIQUID FOR CLEANING SILVER.—The following solution will be found to produce a high brilliancy in silver work. Cream of tartar 30 parts; sea salt, 30 parts, sulphate of alumina and potash, each 30 parts, water 1500 parts. Boil the article in this mixture.

CLEANING SILVER FILIGREE WORK—Anneal your work over a Bunsen flame or with a blow pipe, then let go cold (and this is the secret of success), and then put in a pickle of sulphuric acid and water, not more than five drops to one ounce of water, and let your work remain in it for one hour. If not to satisfaction, repeat the process. This is undoubtedly the best process that can be used.

ENAMELING ON BRASS AND GERMAN SILVER.—The adhesion of enamel to brass and German silver it is said, may be most perfectly effected by first engraving or pressing the design to be enameled into the alloy, and then coating the whole object, or only the depressed design, galvanically with copper. The enamel can be fused upon this surface as usual, and may then be bronzed, or silvered, or treated in any usual way.

CHARCOAL The charcoal used in soldering is, in fact, any other charcoal used by the goldsmiths should not possess the evil habit of violently snapping and cracking. Coal burned from oak, or any other coarse grained wood, will snap and crack, while a close, fine-grained, soft wood coal will not. The underlay coal may have its snap taken out by being heated very hot in sun

oven or by blowing the flame with a blowpipe upon it.

MIRROR LIKE DESIGNS ON GLASS.—An ingenious method of obtaining mirror-like designs on glass has been devised by Leclero. The glass, having been silvered by the chemical process, is coated with a thin and uniform layer of sensitive bitumen, and this is exposed under a transparency, the next step being to wash away the unaltered bitumen with oil of turpentine, so as to leave the bitumen design on the silvered glass. The application of moderately strong nitric acid removes the silver, excepting where it has been protected by the bitumen, so that the metallic design shows like a mirror from the reverse side of the glass. The plate may be backed by paint or any other suitable material.

OTHER NOTES.

EFFECTS OF DIFFERENT KINDS OF ILLUMINATIONS.—The tallow candle is the most unhealthy kind of illumination, while the electric light is the best. The latter produces only one-thirteenth part of the heat generated by a tallow candle and emits no carbonic acid or water. One gas flame is said to vitiate the air of a room as much as six persons do with their corporeal exhalation and breath.

TOPAZES.—A remarkable discovery of topazes was made lately in New South Wales. A portion of a large bluish-green crystal, of the weight of several pounds, was found in Mudgee and sent to the Colonial Museum. Several crystals of 2 to 3 inches were found in Uralia. One specimen of topaz, found in Gundagai, weighed more than 17 ounces, and another one, found in Gulgong, weighs 18 ounces.

GERMAN PEARL FISHERIES.—The German pearl fisheries of Saxony and Bohemia, which were formerly very remunerative, are barely worth mentioning at present, as they are rapidly destroyed both by the natural cupidity of man and the filthiness of the streams. The department of the interior lately called the attention of the officials charged with the preservation of these grounds to existing laws, and exacts of them to energetically oppose the wholesale destruction.

STANDARD MERIDIAN.—It is rather to be deplored that the international conference for establishing the prime standard meridian has adjourned without coming to any agreement. The meridian of Greenwich being almost universally used in the civilized world, and the basis of nearly all the meridional calculations was proposed, but the French representation "kicked" against it, and, therefore, no satisfactory results were obtained. The world could not well get along without a body of scientific men, but it is rather sad to contemplate that each one of them has some pet theory of his own which he cherishes with all the love and devotion bestowed on a "hobby." When a lot of business men met in 1874 at Berne, and established the international postal union, the grandest piece of international fraternity, they transacted their business in a business-like manner, not so a body of savans, however; each one of them has some hypothetical theory, upon the recognition of which by all he bases his glory everlasting, and hence the difficulty of uniting them to act in harmony.

C. W. COLEMAN, WATCHMAKER TO THE TRADE

AND DEALER IN

Watch Material, Tools, Spectacles, Watch Cases, &c.

Complicated Watches repaired, adjusted and cleaned. Broken or imperfect parts in every grade of Watch replaced by new.

Also Jewelry Jobbing, and manufacturing of Special Designs, Engraving, &c.

Orders to receive prompt attention must be accompanied with city reference or the cash

**C. W. COLEMAN,
10 KING ST. WEST, (up stairs)
TORONTO.**

T. WHITE & SON, MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

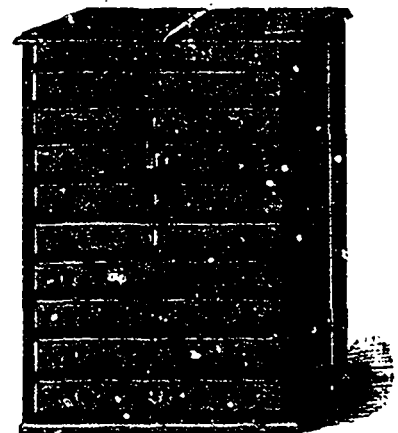
39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted.

—FOR THE TRADE—

N.B.—A variety of Stones and Imitations of all kinds in Stock.

THE NEWEST WATCH GLASS CABINET.



All sizes and heights in Watch Glasses constantly on hand. Orders promptly attended to. Satisfaction guaranteed.

E. & A. GUNTHER,
IMPORTERS OF
Clocks, Watches, Materials,
Glasses, Spectacles, Silk-
Guards and Jewellery.
CORNER JORDAN AND MELINDA STS.
TORONTO.



Meriden Britannia Co.



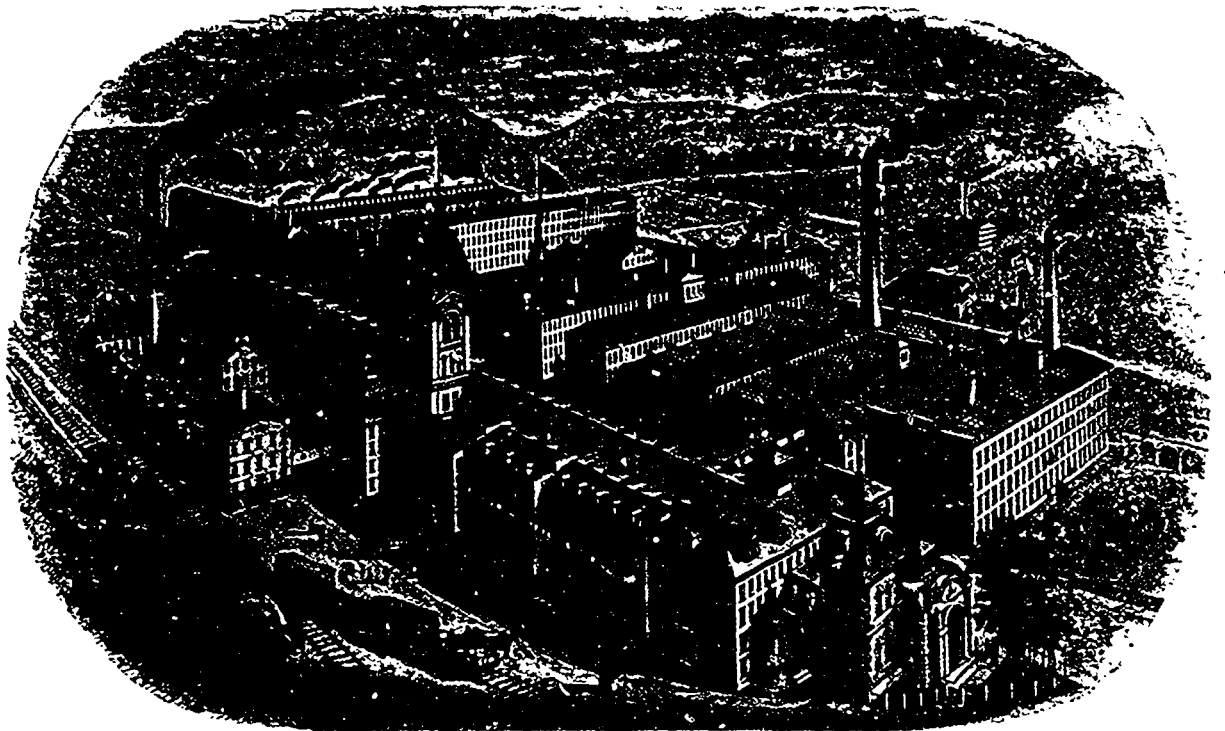
MANUFACTURERS OF STANDARD
ELECTRO, SILVER AND GOLD
PLATE.

HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WARE ROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WARE ROOMS Union Square, N. Y., Meriden, Conn., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE



MARK.

OBSERVE

this Trade Mark is stamped on all Hollow
Ware of our manufacture.

TRADE

1847, Rogers Bros., A I,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all
Knives, Forks, Spoons and
other flat ware of our manu-
facture.

The A I Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

• WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW. •

GOLDIE & McCULLOCH,

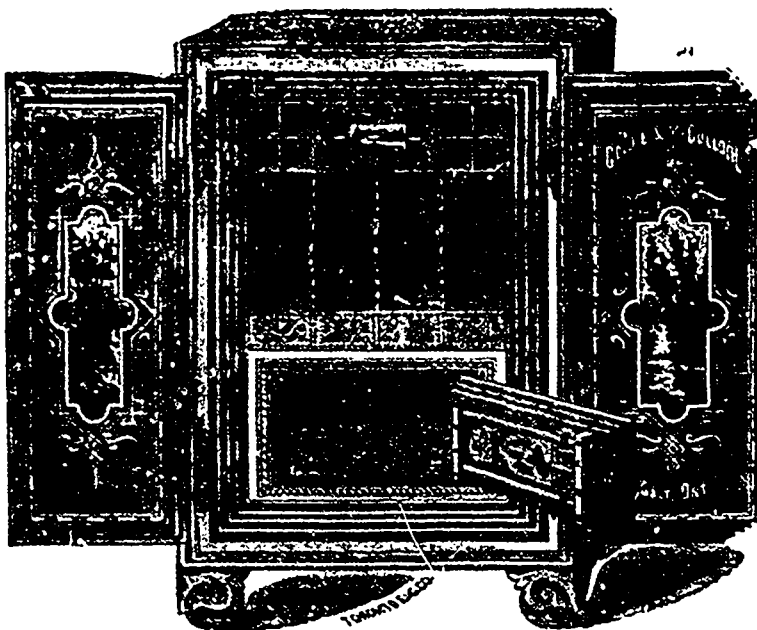
1844.—ESTABLISHED—1844.

GALT - SAFE - WORKS

Manufacturers of the **HIGHEST GRADE** of **FIRE AND BURGLAR PROOF WORK** of all kinds. We use only the **BEST MATERIAL**. Our **LOCKS** are from the **BEST MAKERS**. Our Safes are **NEVER DAMP INSIDE**. Their **FIRE-PROOF** qualities are unexcelled. Their finish is perfect; their construction unequalled

THEY HAVE BEEN AWARDED THE HIGHEST PRIZES WHEREVER EXHIBITED.

❖ PRIZE LIST ❖



TORONTO EXHIBITION:

- 1880—First Prize Fire-Proof Safe.
- 1882—Bronze Medal, Burglar-Proof Safe.
- 1882—Bronze Medal, Fire-Proof Safe.
- 1882—Silver Medal, Fire and Burglar-Proof Safe.
- 1882—First Prize Combination Lock.
- 1884—Gold Medal, (highest award ever given.)

MONTREAL:

- 1881—Diploma.
- 1882—First Prize and Diploma.
- 1884—Bronze Medal, Fire Proof Safe.
- 1884—Bronze Medal, Burglar-Proof Safe.
- 1884—Silver Medal, Fire and Burglar-Proof Safe.

OTTAWA:

- 1884—Gold Medal.

ST. JOHN, N.B.:

- 1883—Silver Medal.

The above are all the highest prizes awarded at the different Exhibitions.

SEE OUR SAFES BEFORE PURCHASING, AND YOU WILL NOT BUY ELSEWHERE.

THEY SPEAK FOR THEMSELVES EVERY TIME.

All information can be obtained either by calling on or communicating with our representative at Toronto, **MR. GEO. F. BOSTWICK**, who has a **LARGE VARIETY TO SELECT FROM**, also, **MANY SAFES OF OTHER MAKERS, TAKEN IN EXCHANGE FOR OURS.**

Toronto Office and Warerooms, No. 50 **CHURCH STREET.**

THE BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN



24

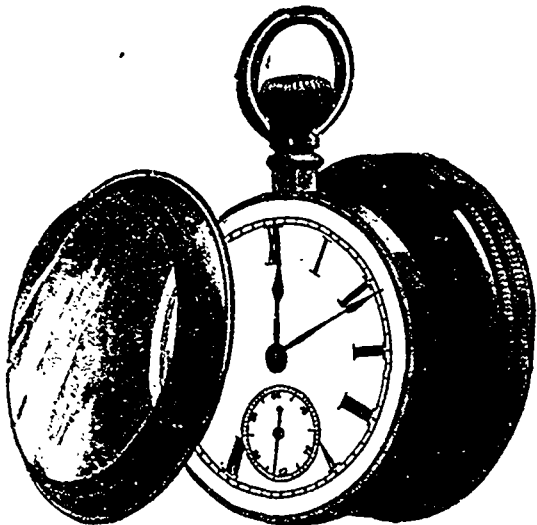
Our Patent Snap Bezel
Dust Proof Cases in Filled
and Solid Gold, also a Full
Assortment of Regular Line
of Filled Cases,

FIT ALL AMREICAN MOVEMENTS



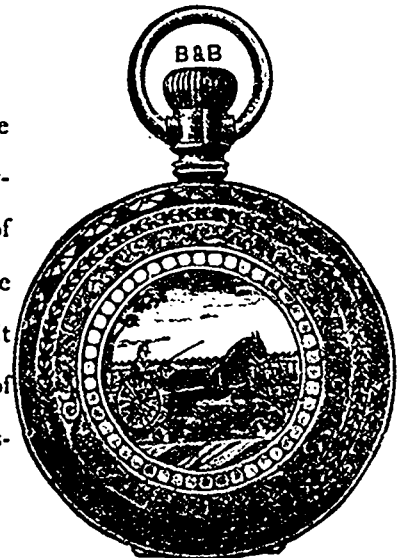
85

SOLD BY ALL JOBBERS



Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case
is desirable for Railroad Pur-
poses, or wherever a Dust Proof
Case is needed. And there
being no Springs or Cap, it
enables us to make a Case of
Better Proportions than is pos-
sible in a Regular Case.



22
Back View of
PATENT SNAP BEZEL CASE.

No Step Backward ! Every Advance a Triumph

JAMES BOSS GOLD CASES BETTER THAN EVER AT

REDUCED PRICES !

THE character and magnitude of the plant of the **KEYSTONE FACTORIES** are unrivaled. Improved and patented machinery of the most ingenious description occupies every floor of two of the most massive and stately buildings in Philadelphia, while hundreds of operatives, selected for their commanding skill, and drilled in special and original methods, assist in giving shape, construction, and finish to the most complete and serviceable Watch Cases ever produced.

Celebrated as **JAMES BOSS GOLD CASES** were heretofore, they have now an additional claim to fame and popular favor. Notwithstanding their reduced price,

Every Style of Jas. Boss Gold Case is Made Better Than Ever

It will particularly repay every jeweler on the alert for new, fresh, and reliable goods at prices that *MUST* sell them, to examine the

DOUBLE | PEERLESS | BOSS | GOLD | CASES. |

It is, of course, impossible to illustrate, through a print, the graceful roll of the curves, delicately executed rope knurling, and exquisite vermicelli engraving of these cases. No description can do them justice. They are literally superb, and are sold as low as any first quality goods known to the trade.

Every Case has the Dust-Proof Band, is close fitting to a nicety, interchangeable, and is guaranteed for Twenty Years.

The greatest recommendation of Jas. Boss cases is that their guarantee is *bona fide*, and that they give universal satisfaction.

Keystone Watch Case Factories,

19th and Brown Streets,

PHILADELPHIA, PA.,

U. S. A.