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THE TRADER

TORONTO, ONT., DEC., 1884.

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

Advertising Rates.

Full Page, -	-	\$20 00	each issue
Half Page, -	-	12 00	"
Quarter Page, -	-	8 00	"
Small Advertisements, 8 cents per line.			

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

13 Adelaide Street East, Toronto

SPECIAL NOTICE.

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

Editorial.

THE JEWELERS' SECURITY ALLIANCE OF CANADA.

Since our last issue the idea of forming a Jewelers' Security Alliance for Canada has assumed a tangible shape, and may now be said to be an accomplished fact. On Saturday, the 8th Nov., four Toronto merchants interested in the scheme met and discussed the subject for about three hours and decided that if in a week from that time, a canvass of the Jewelry Trade in Toronto developed the fact that such an Alliance was feasible in Canada, that they would at once proceed to organize and get it fairly in running order.

Two days' canvass secured fifty names of jewelers who agreed in case such an Alliance was organized to pay fifteen dollars the first year and five dollars per annum for every subsequent year. With such encouragement, a general meeting of those who had agreed to become members was called for Saturday, the 15th November, at which time the Jewelers Security Alliance of Canada was organized, and the following gentlemen elected as its officers for the first year. *President*, John Segsworth, of John Segsworth & Co., Toronto. *Vice-Presidents*, R. Y. Ellis, of P. W. Ellis & Co., Toronto, E. Scheuer, of Levy Bros. & Scheuer, Hamilton, and John H. Jones

of John H. Jones & Co., Montreal. *Secretary-Treasurer*, W. K. M. Naught, of McNaught & Lowe, Toronto. *Executive Committee*, T. H. Lee, of Leo & Chillas, H. H. Fudger, of Smith & Fudger, J. Zimmerman, of J. Zimmerman & Co., Chas. Allen, of C. & J. Allen, C. H. Robinson, of Robinson Bros., Jas. Ryrie, of J. & H. Ryrie, and M. W. Trowern, of Welch & Trowern, all of Toronto. A Constitution and By-laws were adopted, and committees were struck to look after the printing, and to arrange with some first-class detective agency in the United States to do the work of the Alliance. The Secretary was authorized to send to every Jeweler in Canada a copy of the Constitution and By laws of the Alliance, a blank form of application for membership, and a circular setting forth fully the objects of the organization and its claims upon the trade. The membership fees for the retail trade were reduced from \$15.00 the first year, as originally intended, to \$10.00 the first year, in order that no Jeweler in Canada could object to join on the score of expense. At such a price no jeweler can afford to stay outside the Alliance.

Since this meeting the officers of the Alliance have been working hard to get arrangements perfected, so that in case any of its members have their safes burglarized the detective help promised can be immediately rendered them. This Alliance is a long needed thing, it is a good thing, it is a thing every Jeweler in Canada should belong to, and we wish it every success in its mission, and trust that it will prove of more benefit to the members than even its promoters imagined.

A GOOD THING.

One of the greatest dangers to which the jewelry trade is exposed is the risk of loss by robbery and burglary. Dishonesty amongst employees may be avoided by employing only thoroughly reliable men loss by fire may be met by having prudence and foresight enough to keep one's goods adequately insured, but against loss by burglary there is really no security and apparently but very little redress. As we have said more than once to our readers in the jewelry business, "The price of security is eternal vigilance," and on the ground that prevention is better than cure, they should exercise every precaution to keep their

stock secure from the depredations of such rascals. We have pointed out at various times some of the inexpensive methods by which the trade can render themselves, if not absolutely safe, at least a very great deal more secure from burglary than they would otherwise be. In spite of all human precautions, however, it is a fact that burglaries will, and do occur, and then the next best thing is to make a vigorous effort to detect the perpetrators and recover the stolen property. Nothing that we know of is more disheartening to a person than to find the savings of a life time, it may be, swept away in a night, beyond the power of redress or recovery. Is it any wonder, in such a case, that the person robbed is so prostrated by his loss that he is almost incapable of grappling with the matter as energetically and promptly as it should be dealt with to be of any use? In order to overcome this difficulty and render effective aid in just such a pinch, our American cousins, in the jewelry trade, about a year and a half ago, organized a "Jewelers' Security Alliance," which, as far as we can learn, has proved itself exceedingly effective in accomplishing the purposes for which it was intended. The objects of this society, as we understand them, are very concisely set forth in the second article of its constitution.

"The object of this Alliance shall be to render to its members, whose safes may be robbed, efficient detective service and determined prosecution of thieves, aiming at the restoration of the property"

The idea that the founders of this league had, was that it would be beneficial to its members in two ways first, as the constitution provides that "no member shall be entitled to the benefits of the Alliance except his certificate of membership is conspicuously displayed at his place of business" Such a display would act as a deterrent, and amount practically to a notice to burglars that the property was under the protection of a league who would pursue them to the bitter end, and convict them and recover the goods if such a thing were at all possible. Second, all burglars must know that such a league is wealthy enough to push such a matter through without regard to the expense, a thing that few if any private individuals could afford to do, and for this reason the burglary of a league member's safe must of necessity be a very hazardous operation. The experience of the promoters seems

to have been very satisfactory on the whole, and we think that not only they, but the jewelry trade of the United States have good cause for rejoicing in the fact that since the organization of the league, burglary has become almost unknown amongst its members. The first annual report of the Alliance, issued last June, is very interesting, and we give it in full to our readers.

"During the months of March and April, 1883, the necessity of combined effort to prevent the frequent robberies of jewelers' safes became apparent to a number of the manufacturers and jobbers of New York, and after a number of preliminary meetings for discussion, and the appointment of Committees to prepare Constitution, By-Laws, etc., THE JEWELERS' SECURITY ALLIANCE was organized at a meeting of the trade, April 25th, 1883.

At their first annual meeting, May 6th, 1884, the Executive Committee report having held 90 meetings for admission of members and the transaction of a large amount of routine work, inseparable from the complete organization and perfecting of such an institution.

While our growth was slow during the first three-quarters of the year, owing in part to the difficulty of making known to the trade the benefits of the Alliance in case of burglary, and also the fact that by many it was considered an experiment requiring time to determine its feasibility, the following exhibit of members for each quarter of the year we think most convincing proof of its ultimate success.

Members received	quarter ending	Aug 1st,	52
"	"	Nov 1st,	71
"	"	Feb 1st,	74
"	"	May 6th,	182

From the experience of the past year it has been satisfactorily demonstrated that the principles and mode of operation adopted by the Alliance are correct and entirely practical.

The conviction of the burglars concerned in the "Ellenville" robbery, and their sentence to States Prison for a term of five years, has been of immense benefit, not only to the Alliance, but to the trade at large, and, thus far, thieves have been very careful to avoid all safes protected by an Alliance Certificate.

The cost of membership is \$15.00 for the first year, and \$5.00 per annum thereafter.

The Executive Committee are authorized to levy assessments, but in view of the large and rapid increase of members, it is not probable that any assessment will ever be called for.

The Alliance is a strictly mutual organization. Its officers neither receive nor desire any compensation for their services.

All persons engaged in the jewelry or kindred trades are eligible to membership, and all such are urgently requested to join the Alliance. The readiness with which watches and jewelry can be converted into cash make the safes of retail jewelers especially tempting to burglars, of whom so many have escaped punishment, that their numbers are rapidly increasing. It is the purpose of the Alliance to put a check upon their depredations, by employing skillful detectives to ferret out and bring to punishment the

perpetrators of every robbery committed upon its members.

The cost of such detective work and criminal prosecution will be borne, so far as is expedient by the Alliance, whereby the burden and expense will be transferred from the individual robbed to his many associates. It is intended by this means to so intimidate burglars that they will pass members of the Alliance by unmolested.

This cannot be done, however, without our united effort, and it is therefore earnestly urged upon the trade to send in their application to the Secretary as early as possible.

The Alliance will assume the cost of investigating any robbery of safes that may occur in places of business covered by certificates, and of prosecuting the thieves, as provided for in the Constitution and By Laws of the Alliance.

With a membership of nearly 400 for our first year, and not one of whom has been molested, we unhesitatingly recommend the Alliance to the trade, and solicit for it the support that it merits.

From this it will be seen that the 'American Jewelers Protective Alliance' has proved itself "a good thing," and knowing this, some of our prominent Canadian Jewelers have for some time past been trying to get that Alliance to extend its workings to Canada. After mature consideration, the American Alliance finally decided that it would be unadvisable to do this, but expressed their sympathy for their Canadian brethren, and their willingness to help them in any way that lay in their power. The jewelers of Canada were thus placed in such a position that they must organize a similar association of their own, or do as they have done heretofore, allow the burglar craft to work at will on them. After some consultation amongst several Toronto Jewelers, it was finally decided to call a preliminary meeting, and if things looked promising to form such an Alliance for Canada. At this preliminary meeting but four persons were present, but, feeling the importance of the undertaking, they decided on going ahead and making a canvass of Toronto, and if they met with reasonable success that they would put the thing through. The result of the canvass was, that in Toronto alone in two days nearly fifty names were secured as members, and the success of the scheme assured. A second meeting was called for the purpose of organizing the Alliance, the particulars of which will be found in another column, by which it will be seen that the JEWELERS' SECURITY ALLIANCE of Canada is now an accomplished fact.

So much for the history of the present undertaking. The Alliance having been

organized, it now remains for the trade throughout the country to give it their hearty and loyal support. It is a good thing in itself, and it aims entirely to benefit its members in a direction in which they can hardly, as individuals, help themselves. What it wants now is members. Every jeweler who joins it, makes it a more powerful and dangerous opponent of burglars, and consequently a greater benefit to its members. The only jewelers in Canada who can afford to stay out of it, are those who have safes that are absolutely burglar-proof, (an impossible thing to get) or those who are so wealthy that they can afford to lose all the goods that the enterprising burglar is smart enough to secure. Outside of these, all others ought to join.

We trust that the trade will give a hearty response to the circular that the Alliance is issuing, and that before its first year closes, it can boast of, at least three hundred members.

CHEAP WATCHES.

The present is a phenomenal time in the history of American watch movements, because the supply of cheap movements is equal to the demand, although the demand, on account of last year's poor crops is greater than usual. The readers of THE TRADER will remember that more than a year ago we predicted this very state of things, simply because the price of watch movements, like everything else in the commercial world, is governed by the inexorable law of supply and demand. For the past few years trade has been good in the United States, and, as a result of this general prosperity, the demand for American watches exceeded the capacity of the manufacturers. The trade had to have watches, and this was the golden opportunity that the manufacturers were not slow to take advantage of. Being masters of the situation, they dictated terms to the trade which the latter were forced to accept, amongst the principal of which was, that they would only sell a limited number of cheap movements in proportion to the number of high priced ones used. Time, however has its revenge, and as soon as a bad year came, as last year undoubtedly was, the situation was changed, and business being generally dull, the trade could hardly consume more than half of the movements used by them in good times. The effect of this was to compel



Meriden Britannia Co.

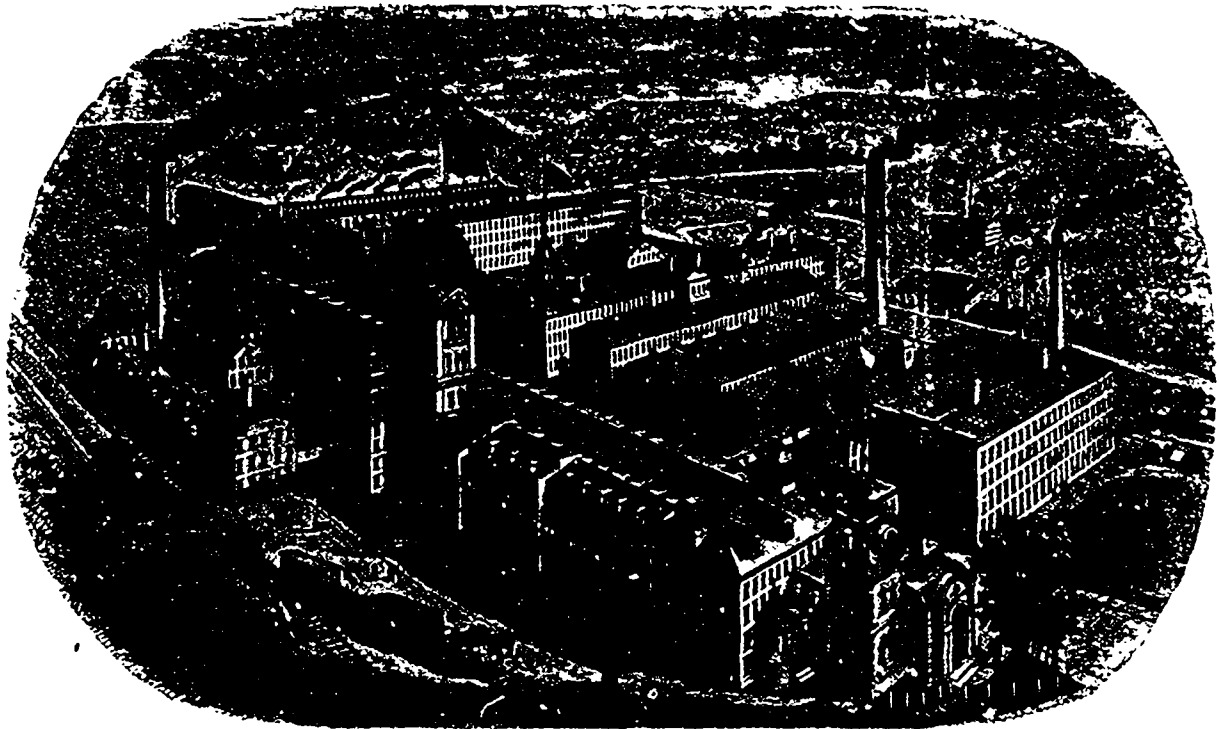


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ELECTRO, SILVER AND GOLD
PLATE.

HIGHEST HONORS OVER ALL COMPETITORS,
—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREHOUSES: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREHOUSES: Union Square, N. Y., Meriden, Conn., Hamilton, Ont.

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



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

TRADE
1847, Rogers Bros., A I,
OR
1847, Rogers Bros., XII
MARK

OBSEVE
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 names 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 NO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARE ARE THE BEST IN THE WORLD.

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

the watch manufacturers to make concessions in order to induce and stimulate trade, that they would have scouted in more prosperous times. They were willing to supply all the cheap movements that their customers wanted; prices were reduced by very decided cuts, and every facility offered in order to induce trade. As we predicted last year, these things are simply the outcome of the natural commercial law of supply and demand. At the present time the supply exceeds the demand and the trade can get all the concessions they need. When the pendulum makes its next swing, as it is sure to do, and the demand begins to exceed the supply, then the conditions will be reversed and get pretty much into the shape they were a couple of years ago.

Now, however, that cheap movements are plentiful and prices are down to hard pan with the manufacturers, there are not wanting many in this country who seem to think that because those things are so to-day they will always remain the same. This is a mistake that it is well to guard against, for we venture the prediction that inside of three years cheap movements, if not higher in price, will be as scarce as ever they were. The lesson to be learned from this fact is that although now these goods are to be had in plenty, the retail trade should not spoil their own trade by selling cheap movements where they can sell high-priced ones. If the public catch on to the idea that many retail jewelers seem to be trying to impress them with, that a cheap watch is just as good as a high-priced one and answer their purpose equally as well, they will find, when good times come and cheap movements are scarcely to be had, that they have been teaching their customers a very bad lesson, and one which will make it very much harder for them to do a good paying trade. We think a jeweler should always sell a good movement whenever he can force the sale of one. Instead of trotting out a plain jeweled movement at first, as many of them do, they should start out on their finest goods and come down only to common goods when they find that their customer's purse won't allow such an expensive luxury. A fine movement is just as easily and quickly sold as a common one, while the profits are better and the benefit to the seller's trade incalculably greater. We notice that most of the trade journals in the United States take a very similar position

on this question to the one we have ourselves taken, and they are almost unanimous that the prices of both movements and cases are as low at present as they are likely to be for some years. We give below an extract from our esteemed Chicago contemporary, *The Watchmaker and Metalworker*, and commend it to the perusal of our reflecting readers:—

"Jewelers, whose memory serves them well, will remember the position of affairs just eight years ago—1876; they will recall the fact that the same programme now being pursued was then carried out by the two great watch companies in cutting prices and giving rebates to their customers. The Elgin Company cut the prices so very low that none dare compete, rebating to the jobber only. The Waltham made a corresponding cut, but did not go quite so low as the Elgin, and rebated to the retailer then as they are now doing; so that all this might have been expected when the first move was made, and probably was expected by some of the more astute and far-seeing. The case business at that time had not assumed the proportions of the prominent factor which it now is, and in fact the American watch business looked very small in comparison to its present enormous output. Now, what may we expect for the future? Simply that as the larger companies have settled down to a fair basis of values these values will be sustained, though they will not be advanced, and speculation will become rife again for some time. Still, the demand for good movements will surely exceed the supply after one or two years. Then will follow more improvements in machinery, greater simplicity in construction, and in four or five years another cut, rebates, etc. These are only reasonable surmises. As to immediate change in prices we are informed that it is hardly possible. Certainly it will not be profitable to indulge in any further cutting of importance. The case business has also arrived at a stage where prices cannot be materially lowered without a corresponding depreciation in quality, and therefore the jeweler is perfectly safe in putting in his regular stock, enough to keep his line of goods in first-class condition."

DR. BLACKWOOD, in a paper on minor dyspepsia, read before the Philadelphia Medical Society, states that a good deal of the malaria so fashionable with the fraternity and the laity is only one of the forms of indigestion.

Selected Matter.

STAGE DIAMONDS.

"Let me see," said he, smilingly, "Rhea is going to have a dress of Spanish lace next season, covered with the diamonds that she received from the Emperor of Russia, isn't she? She's going to wear it in her great role, oh?"

"Such is the meagre but inflaming announcement that I have seen in the newspapers."

"Well said he, "you ask Mr. Jimmy Morrissey to let you see the box that Mlle Rhea's diamonds travel in when the campaign opens.

"Why the box? I don't want to see the box."

"Oh, yes you do. You want to look at it well and notice if it is made of mahogany, polished, with two heavy brass bands running around it with a crest engraved on them.

"And if I do notice all this?"

"Why then you'll know that it's the regular old box and stock of diamonds that have been doing service for six or eight years. Let me see. The jewels started with Modjeska.

"See here," said he, seeing that I looked incredulous, "you don't mean to tell me that you are not up to the diamond dodge? Sit down there and I'll tell you something about it.

"In the first place, there are only two women familiar to American audiences who have got real diamonds enough to make an exhibition. One of them Mme Patti, the other is Mme. Janauschek, and they never do exhibit them.

"By the way speaking of Janauschek, I see that the announcements of Ristori's coming are supplemented in one or two of the dramatic paragraphs with the additional intelligence that she is the greatest histrionic artist America has ever seen. That sounds very much as if America had never seen Rachel and hadn't got Janauschek yet. I wish you'd do me the favor to say that in my opinion Ristori never was and never will be as great an artist as Janauschek. She hasn't got the versatility, the emotion, the intensity or the power of Janauschek. Why, they played simultaneously here in 1866, and in the same roles, and if you go back to the criticisms of the *World* you will find that Janauschek walked away with the honors. Certainly nobody supposes that Ristori could play *Hortense* or *Brunhilde*, and

American Watch Company.

We desire to call the attention of the Trade to the fact that we have made A VERY MATERIAL REDUCTION in the prices of

OUR 18 SIZE FULL PLATE MOVEMENTS,

— AND ALSO IN OUR —

GOLD : AND : SILVER : CASES.

The reduction gives dealers handling our Movements and Cases a substantial advantage over all other competing goods. The improvements steadily being made in the quality of our productions render them more attractive and desirable than ever and insure a higher standard of perfection than hitherto attained, which the practical men in the Trade cannot fail to appreciate.

Our 18 Size Gold Cases, unequalled in Workmanship, Style and Finish, are being constantly embellished with new and taking designs that make them the most salable goods of the kind in the market.

In the manufacture of our new SILVER CASES the most improved methods are introduced, and their Style, Finish and Intrinsic Value have justly earned for them a wide-spread popularity, while the prices cannot fail to attract attention. A large and constantly changing variety of our productions can always be found in the stocks of the Jobbers in all sections of the country, so that dealers can have opportunities for selecting the newest goods made by the Waltham Company.

AMERICAN WATCH COMPANY,

WALTHAM, MASS.

ROBBINS & APPLETON,

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after seeing Jaunuschok play Mr. Edwin Booth into the wings with her *Lady Macbeth* I don't think Ristori's artificial handling of that role would amount to much. But that isn't what I was going to tell you."

"No, it isn't? It was something about a mahogany box."

"Yes. Well, when Mr. H. J. Sargent started in the Modjeska season he had a countess on his hands who, so far as the theatrical business was concerned, was desitute of diamonds.

"She had some very fine jewels, as became a Polish nobleman's wife, but she wasn't going to have them trotted out. This annoyed Sargent who knew perfectly well that in the Mississippi Valley there was an unassailable conviction that any foreign actress who had not received at least two diamond necklaces from the Emperor of Russia couldn't amount to much.

"One day when he had just got into—Buffalo, I think it was,—to play that night, he saw in a jeweler's window a very showy necklace of stage diamonds. He went in and found that it had been made for Mary Anderson to wear in *Pauline*, and she had refused to take it because her directions had not been followed with regard to the setting. 'How much do you want for it?' asked Sargent. 'Forty dollars,' said the jeweler. 'Give you thirty-five,' said Sargent. Then they compromised on thirty seven.

"Now, I want a box," says the manager, and after running all over the town he got hold of a second-hand mahogany casket bound in brass. 'How long will it take you to polish this up and put two heavy handles on it?' he asked of the jeweler.

"Have it done in an hour," was the assurance of the obliging merchant.

"In an hour Sargent was on his way to the theatre with the box under his arm. He noticed with pensive care that the town had not thrilled much as yet under the glowing announcement that the Countess Modjeska would appear that night. Trade flowed on in its unbroken currents. Life was unperturbed. The great prosaic interests of the world did not appear to care whether Modjeska or Johannes had arrived.

"Mr. Sargent strode into the office of the theatre. He was flushed and excited. 'Where's your safe?' he asked. They had not got any safe. He put the box down on the table and kept his hand on it. 'No safe!' he cried. What are you talking

about? Do you know what's in that box? It's got jewelry in it worth \$50,000. I'm not going to take the responsibility of the thing any longer. Here, send to the police station. I must have a couple of men to watch it while I go to the bank.'

"Then he got two officers to stay there and not take their eyes off the mahogany box, while he went off to the hotel and opened a bottle of wine. As he had shouted a good deal there was quite a group collected round the office. And in less than half-an-hour the Modjeska current began to stir along the sluggish street. He let it work. When the two policemen were relieved the entire force knew of the Emperor of Russia's gift and before six o'clock they had quadrupled the rumor by means of wives and sisters and sweethearts. At eight o'clock there was only one person in that city who had not heard of the Emperor of Russia's gift.

"That person was the Countess Modjeska.

"The Mahogany box worked so well that Sargent began to look upon it as a sort of Aladdin's lamp, and he rubbed it up every day and got a new idea.

"The first inspiration was to have it stolen. Hitherto only the policemen had made obeisance to it. Now the telegraph and the night editors fell down. The wires flashed it through sixteen States. The Emperor's diamond necklace was gone. A heavy reward was offered. It must have cost Sargent something to hire detectives to work up the case. I believe the *Bellefountain Bugle* published the original despatch of condolence from the Emperor of Russia.

"When the sympathy for Modjeska had become national, and there was some likelihood of the emotional women of the country making up a fund to replace her diamonds, a rash reporter forced an entrance to her boudoir one day when Sargent's back was turned, and found that her distress at the unparalleled loss was altogether disproportionate to the circumstances.

"An infamous and suborned press then began to give way to ignoble doubts about the robbery, and the *Bellefountain Bugle* even printed an editorial throwing suspicion not only on the Emperor's gift, but upon the Emperor himself.

"Sargent was equal to the emergency. He took two of the most versatile and copious pressmen into his confidence. He pledged them to secrecy, that being the shortest cut to publicity. 'Now,' he said, 'I have a confession to make. I

was so afraid that the Countess's jewels would be stolen that I had an imitation set made just like them for show purposes, and it was the imitation set that was stolen. The real gems are here.'

"With that he unlocked the safe and got out the mahogany box.

"Gentlemen," he observed, as he unlocked the box, 'you can examine those jewels. You can see for yourself whether they are of the first water. I'll send for an expert if you wish it.'

The versatile and copious drew them selves up with dignity, 'As if,' they said, 'we are not experts enough to tell real gems like those from stage jewels!'

"This dodge worked very well for a few days. A new crop of stories broke out about the Emperor's necklace. But the original syndicate of night editors and local reporters who had sworn to the real robbery felt aggrieved. A committee waited on Mr. Sargent. 'See here,' said the spokesman, 'as we understand this thing, you agree to have the real necklace stolen, not an imitation one. It's an outrage on the public and the press. You're a fraud.'

"Go slow, my dear fellows," said Sargent. I don't think you've got the thing right. If you will not give me away, I'll tell you. The fact is, I set that story going about the bogus necklace having been stolen, in hopes that it would reach the thieves and make them send back the real one. Of course, you saw the real necklace two months ago, and would know if you saw it again.'

"The committee remarked that they should smile.

"Very well," said Sargent; 'here's the only necklace I've got now.'

"Then out came the mahogany box.

"If you think that that is the genuine article, all I've got to say is, you are not up in stage jewels. If you'd like one of those pieces of glass as a souvenir, just pull it off.'

"The American press was pretty equally divided by this time on the question of the diamond necklace, and the American managers were getting to have a superstitious regard for Sargent and his box.

"But Sargent had got enough of it, and he sold out the scheme to some other manager.

"I think it was six or eight months afterwards that Minnie Palmer lost her diamonds, and, meeting John Rodgers one day, he began to tell me about it.

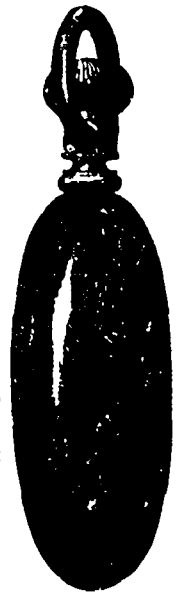
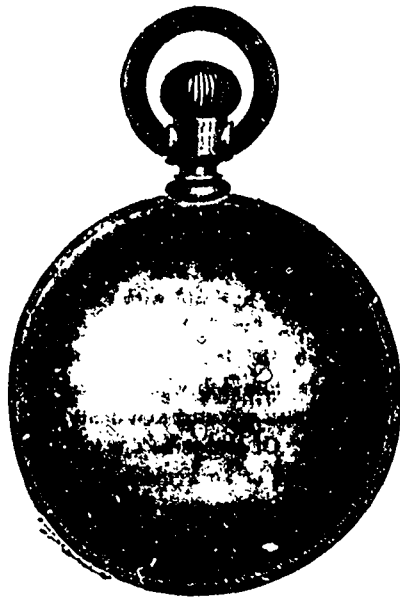
A FEW OF THE ADVANTAGES

—OF—

QUIGLEY'S INVISIBLE JOINT

—OVER—

THE REGULAR JOINT.



1st. The same thickness of metal around the Lin. In the Regular Joint there is half filed off the joint on the outside, in opening the case, and finishing the joint, and in many cases more, thereby making the joints weak.

2nd. In putting the joint or hinge inside the centre it closes the back or cover to the centre or rim of the case. In the regular joint, where the joint or hinge is placed between the back or cover and centre or rim, it tends to push them apart, and in case of the pin being forced into the joint or hinge it forces them more apart and leaves an opening for the dust to get into the works of the watch.

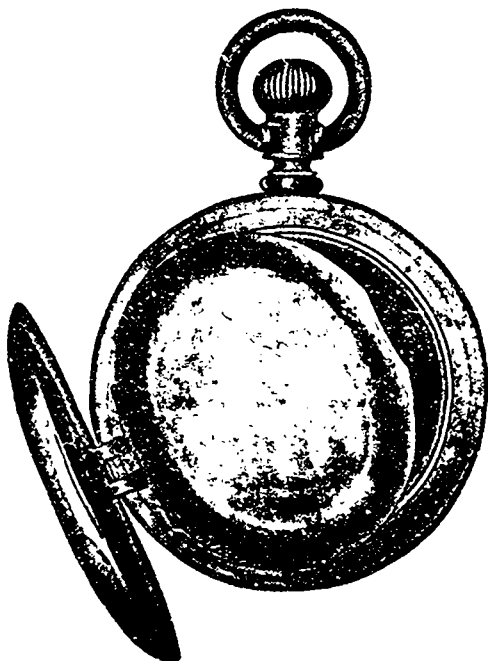
3rd. The joint or hinge being inside, the centre or rim is protected and being made heavier is stronger and will wear longer.

4th. The spring in the Hunting Case is made of a flat piece of steel and is not hardened as hard as the one in the Regular Case. It is guaranteed not to break.

5th. Both hunting and open face cases open like the Regular Case, and unlike the majority of Patent Cases, are not liable to get out of order.

6th. There are no joints or hinges on the outside to wear out the pockets, or admit dust.

7th. The outside surface of case being perfectly smooth, admits of continuous engraving around the centre or rim from the front to the back of case.



'The first thing the thieves took was a diamond necklace,' said he. 'But they left the casket.'

"Then out came the mahogany box.

"John said I, 'I've seen that box before.'

"'Oh, well,' said he, 'I don't mind telling you privately that I have this made for show purposes'—

"John never got any further. We looked in each other's eyes and a dead silence reigned.

"Well, a year after, Kate Putnam began to be celebrated for her diamonds. I don't remember whether it was the Emperor of Russia or of Hayti who gave her a diamond necklace, but there was a great deal of anxiety observable in the press and the community for fear she'd be robbed; and Barron told me himself that the responsibility of it was undermining his health.

"'Let me see it,' I said.

"Then, by Jove, out came that mahogany box!

"'Never mind,' I said; 'you needn't open it. I've seen the necklace. The Emperor of Russia showed it to me before he presented it.'

"That ended Putnam.

"Well the next one was Aimée. I suppose you know that Aimée at her last season in America, found it necessary to supplement her voice with a few diamond necklaces. I suppose Aimée had more Kohinoors than an Indian princess, and Grau asked me in one day to hear about it. 'Would you like to see some of the gems?'

"'Yes,' I said.

"By the eternal stones of Venice—out came that infernal mahogany box!

"'Look here, Grau,' said I, 'I can stand almost anything, but there's one thing that makes a fiend incarnate of me—it's a mahogany box. I'm surprised that you so far forget yourself.'

"He has never spoken to me since. Now, what I want you to do when you see Jimmy is to notice if the jewels that the Emperor of Russia gave Rhea are kept in a mahogany box, with two brass straps and a crest."

"I will."—(*New York Jewellers' Circular.*)

HOW TO FIND LOST KEYS.

People are very apt to lose a bunch of keys. They are amongst those things which possess peculiar facilities for disappearing just when most needed, and cause no end of annoyance. There is also a constant dread that if your name

is attached to the bunch the finder may put them where they will do most good (to him) and relieve you of some additional property.

The Marvin Safe Company, of New York, has devised an ingenious plan to secure the return of lost keys. For the small sum of twenty-five cents they furnish you with a metal tag which can be attached to the ring holding the keys. Stamped on one side is a number, and the words, "Marvin Safe Company, New York." On the other side, "Owner will pay one dollar for return of keys." Your number is recorded on the books of the company opposite your name and address. The finder has no clue to the ownership of the keys, but notices that there is a reward for returning the same. Any one will be glad enough to pay a dollar to recover his loss, being saved the expense of advertising and being almost sure to find his keys on calling at the office of the company.

That the system is a good one and successful, is shown by the following conversation of a *New York Tribune* reporter with the originator of the scheme:

"Is the tag system well patronized?"

"Well, yes. We have been selling them for four years and have disposed of over 18,000. The advantage of the system is that there is no possibility of the finder ever learning to whom the keys belong. He therefore, even if he were so disposed, could not use them to his own advantage, and is glad to get a dollar for the trouble of bringing them to us. We keep them till the owner calls and pays his dollar.

"We have to be careful about giving them out, for there have been attempts to deceive us. The owner is required to identify himself and give an accurate description of the keys before we let them go. Then again parties have counterfeited the tags and attaching them to useless keys return them and get their dollars. The remedy for this is to refuse, on some grounds or other, to receive the keys until we can notify the owner of the corresponding number. If he has not lost his bunch we know that we are being imposed on by the counterfeiter. Some men would not lose their keys for five, ten or twenty dollars, and we are often called upon to stamp tags with an agreement to pay those amounts to the finder. They cost no more than the one dollar tags.

"By our key system we discovered an assault and attempt at robbery some time ago. A merchant in Canal street had

been doing some night work, and was locking his door to go home, when he was knocked senseless to the ground, and when he recovered, his keys were gone. He immediately informed us and requested that we arrest any person who should return his keys. Of course the store was closely watched after that, and the fellow had no chance to get in. Several weeks had elapsed when one morning, sure enough, a boy appeared with the keys and asked for the five dollars, which was the amount on the tag. We detained him and made him tell who had sent him. The man was arrested and dealt with accordingly. Of course he must have been a green hand or he would never have returned the keys.

"Keys are left in public places frequently and are found undisturbed. I knew a man who left his keys in the lock of his post office box for twenty-four hours and found them there—and his mail, too."—*Exchange.*

KAHN vs. FISHER.

It is related of a certain sharp trader that on going to visit his brother, one day, he found him about to be closed out on execution and bemoaning his ill-luck. The brother asked him for the details.

"Well, I owed the debt and couldn't pay it."

"But didn't you defend the case?"

"I had no defense," wearily responded the debtor.

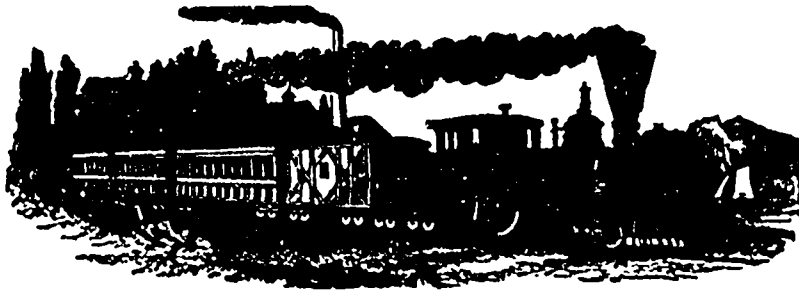
"You fool, you," was the contemptuous comment, "couldn't you assert anything; say the account was not due, goods were bad, not delivered in time, not according to sample, or claim an extra discount? Couldn't you say anything?" And the smart brother indignantly left, with a very low opinion of the poor debtor's business ability and prospects.

No doubt the most valuable legal knowledge for a well equipped lawyer is to know, when necessary, how to evade or strain a direct application of law. But in mercantile law matters, this straining or evasion of laws is done at the expense of truth under oath.

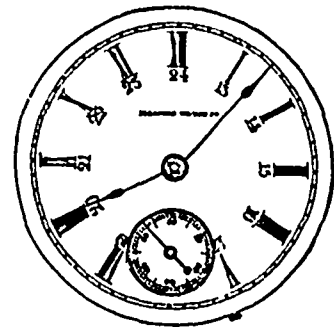
BUSINESS CHANGES FOR NOVEMBER.

Fowler & Son, jewelers, Clinton, Ont., sold out to Robert Coats; L. N. Denis, hardware, Montreal, sold out to C. A. Nelson; C. Luxton, hardware, Ridgeway, Ont., sold out, W. R. Tudhope, jewelry and drugs, Orillia, sold out jewelry business to A. P. Cornell; C. E. Delaoc, fancy goods, Montreal, dead; Snowden & Co., hardware, Winnipeg, Man., giving up business; D. McMaster, jeweler, Sarnia, assigned in trust; Wm. Colwell, jeweler, Mitchell, trying to compromise; T. Michael, jeweler, Montreal, stock advertised for sale by bailiff.

ON TIME!



The ILLINOIS SPRINGFIELD
“RAILROADER.”



Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new
 EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT

Warranted by the

ILLINOIS WATCH COMPANY.

FOR SALE BY ALL JOBBERS.

BUSINESS NOTES.

THREE YEARS IN PENITENTIARY.—A young man named Balzarreil, arrested for robbery from the jewelry store of Mr C Duquet, of Quebec has been found guilty, and sentenced to three years in the penitentiary.

Mr. D. TURNER, Jeweler of Sarnia, was in Toronto for a few days last month on his wedding trip. THE TRADER has pleasure in wishing Mr and Mrs. Turner, long life and happiness.

Now that we have a Security Alliance every jeweler ought to join it, and then, if after exercising every precaution that he can think of, he is unfortunately cleaned out by burglars, he may rest assured that everything that is humanly possible, will be done by the Alliance to recover his property and convict the robbers. A word to the wise is sufficient.

CUSTOMS SEIZURES.—The Custom House officers, at Montreal, have been surprising smugglers on the lines and from the ships in port. A seizure was made last month of over \$1,000 of smuggled jewelry, which an emigrant named H. Hobbs had brought into the country from England without paying the duty. Another capture was made of a man named George Clarke near Stanstead, who has been continuously smuggling since May for a manufacturing company. Both culprits are in gaol.

PRESENT. A great many of our jewelers are changing their old fire-proof safes for others that are likely to give a burglar some trouble in opening. Any who may contemplate such a change we would recommend to see the improvements that I. & J Taylor, the old and reliable Toronto Safe-makers, have recently made in safes. From them it is possible to get the maximum of security at the minimum of cost.

COMPETITION.—We are glad to know that the Canadian Pacific Railway has determined to run the express business over the lines they control on their own account, and that from this out the amalgamated American & Canadian Express Companies will not, as formerly, have things all their own way. The merchants of Canada have long wanted competition in this business and now that it has come we think that they will see that the new competitor has at least a fair chance to make a name for itself for promptness and civility.

The past month has shown some small improvement in business generally, owing probably to the colder weather. From present indications we should say that December trade should be good and much ahead of November or the same month a year ago. In spite of the low prices Canada's grain crop this year is worth some twenty millions of dollars more than last year's crop, and it hardly requires that a person should be a prophet to predict that a healthy revival of trade is probable in the near future.

Mr W. H McCaw, the well known Jeweler of Port Perry, who with nearly every other merchant in that town, was turned out last summer, has just completed his new store, which promises to be one of the handsomest and best equipped of any in Ontario. We congratulate Mr. McCaw, on the energy he has shown in getting into his old shape again and

we trust that in his future mercantile experience, no more changes will be necessitated on account of fire. We think the trade will heartily join with us in wishing him the success he deserves.

We would direct the attention of our readers to the reward offered by Messrs. McNaught & Lowe, for the conviction of any person using their trade mark. "Sheffield Sterling" has for years been recognized by the trade of Canada as the best possible metal from which to make spoons and forks for use without plating. As usual when any firm has a first-class article, others want to help them out with it, and the result is that the market soon becomes flooded with inferior imitations of the genuine article. Such has been the case with "Sheffield Sterling," and the public are therefore cautioned against buying any goods of this kind without the manufacturer's genuine trade mark.

OH YES, OF COURSE.—The epidemic of burglary does not seem to have abated very much if we can judge from the accounts which reach us from day to day. The fact is that Canada is at present flooded with all the Yankee scoundrels who find the climate of the United States too hot for them at present. The result of this state of affairs is that these scallewags of the burglar profession have been for some months back reaping a rich, and apparently, secure harvest, as our detectives so far seem utterly powerless to cope with them. At the expense of being thought cracked on this subject we would warn all our readers that they cannot take too many precautions to protect their property from burglars. The risk is greater than many imagine and it is all the greater because the blow invariably falls just where and when it is least expected. In this kind of thing a jeweler's worst enemy is his false sense of security.

MESSRS. C. N. THORPE & Co., manufacturers of the Boss & Keystone Case, write us to say that many of our jewelers have, perhaps, received a copy of an undated circular, issued from New York by a case manufacturing company, cautioning jewelers against using or inserting a separate winding arbor such as is now generally supplied with watch-cases, unless a royalty has been paid to the company therefor. Jewelers who handle Boss and Keystone cases should attach no importance whatever to the circular in question, as they are satisfied that the use of that arbor can furnish no ground for legal proceedings, and they will fully protect them in the event of legal proceedings being attempted on that account, no matter by whom.

ANOTHER BURGLARY.—The post office and registry office at Milton, Ont., were burglarized on the night of the 12th November. Entrance to the post-office is supposed to have been effected by means of a skeleton key. The safe was drilled and about a hundred dollars worth of stamps and a number of registered letters taken therefrom. The letters were opened, the money taken out, and the letters left in the office. At the registry office the doors, which are made of iron, were pried and twisted until the lock gave way. The burglars made a careful search, not for deeds and mortgages, but for money, and broke every lock in the office, and got about three dollars and twenty-five cents in stamps and silver.

MORE OF IT.—For some time past a number of stores in Port Perry, have been entered by burglars, and large quantities of goods stolen, but no trace of the parties could be found. On Saturday night the hardware store of W. C. Parish was entered for the third time. The matter was placed in the hands of a Toronto detective, with the result that the probable thief was captured. The detective, after an investigation, obtained a search warrant against a man named Reuben Young, in whose house he found some goods which Young acknowledged having stolen from Curry's store. He also found a chest of carpenter's tools which, there is every reason to believe, have been stolen, as the marks on every tool were cut out. Young was arrested and brought before Mr. Roberts, J.P., and was committed for trial. Others who are supposed to have been concerned in the robberies with Young have left town.

THE WOLTZ BROS FAILURE.—In our November issue we noticed the failure of Woltz Bros, Jewelers of Toronto, in such a way that many of our readers might think it complementary rather than otherwise. Recent developments, however, show that things are not so good as they then seemed, and that while the members of the firm may have acted as they thought for the best, they certainly have put things in a very bad shape for their creditors. In looking over the catalogue of the stock and fixtures advertised for sale *en bloc* by the assignee in trust, we find that of actual stock in the store there is only \$19,659.25, and fixtures \$4,690.00, making in all \$24,349.25, of available assets. In addition to this, however, it appears that goods to the value of about \$18,000.00, have been hypothecated, (another name for pawning them,) and the sum of \$12,000.00, advanced on them by the high class pawn brokers who now hold them. This hypothecating business looks very bad to say the least, and it seems to us that as soon as the Woltz Bros. first found themselves forced to pawn their creditors stock, for it was certainly, not their own, not having been paid for, they should have called a meeting of the creditors and asked their advice and assistance. If this had been done the general creditors would have had some show for their money, as it is they have none. The Messrs. Woltz Bros., as we said, may have been perfectly honest in this matter, if so it was an unfortunate mistake, and only proves the truth of the theory that a person must be educated to a business before he can expect to succeed in it. The sale of this stock has been delayed by legal squabbles amongst the creditors, and it is still uncertain whether it will be sold on the 27th as advertised.

WORKSHOP NOTES.

RUBY PIN.—If it is necessary to tighten a ruby pin, set it in asphaltum varnish. It will become hard in a few minutes, and be much firmer and better than gum shellac, as generally used.

TEMPERING BRASS.—Brass is rendered hard by hammering or rolling, therefore, when you make a thing of brass necessary to be tempered, you must prepare the material before shaping the article. Temper may be drawn from brass

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 AMERICAN MOVEMENTS.



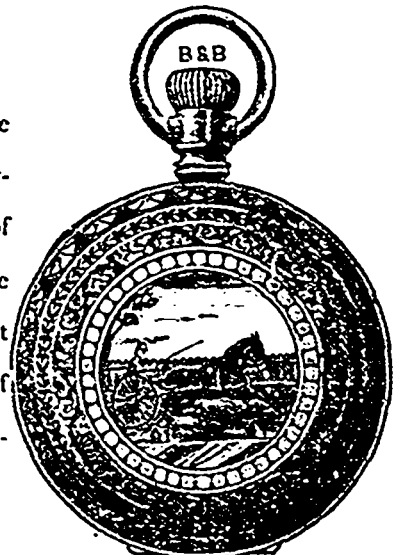
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SOLD BY ALL JOBBERS



Front Sectional View of PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, 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 possible in a Regular Case.



22 Back View of PATENT SNAP BEZEL CASE.

by heating it to a cherry red, and then simply plunging it into water, the same as though you were going to temper steel.

POTATO CELLULOID.—According to a Vienna journal, a substance may be produced from potatoes possessing the properties of celluloid. For this purpose the peeled potatoes are boiled for 36 hours in a fluid consisting of 8 parts sulphuric acid and 100 parts water, then dried between blottin, paper and relieved of the superfluous water by pressing. Pipe bowls are at present made therefrom in France that can barely be distinguished from real meerschaum, and billiard balls are likewise made from it by strongly pressing.

REPAIRING CYLINDER WATCHES.—It frequently happens that the cylinder edges are worn off, and it does not pay to put in a new cylinder; the watch may, nevertheless, be put into keeping a good rate by altering the escapement. Look at the cylinder and see if there is room either above or below the old wears to shift the action of the wheel. If the wheel holes are of brass, make one a little deeper, and put a shallower one on the other side—this may perhaps be sufficient. This must be done according as you want your wheel up or down. If the holes are stone, shift your wheel on the pinion by a new collet, or turning away more of the old one, as the case may require. If you raise your wheel, see that it works free of plate and top of cylinder, and that the web of wheel clears the top of passage. This last fault may be altered by polishing the passage a little wider, if the rub is slight. If shifted downward, see to freedom at the bottom of the cylinder, etc.

CHAIN RUNNING OFF FUZZE. In the first place, you must look and ascertain the cause of the difficulty. If it results from the chain being too large, the only remedy is a new chain, if not too large and yet it runs off without any apparent cause, change it end for end, that will generally make it go all right. In cases where the channel in the fuzee has been damaged and is rough, you will be under the necessity of dressing it over with a file of the proper size and shape. Sometimes you will find the chain naturally inclined to work away from the body of the fuzee. The best way to remedy a difficulty of this kind is to file off a very little from the outer lower edge of the chain for its entire length; this, as you see, will incline to work it on, instead of off. Some workmen, when they have a bad case, and a commo watch, change the standing of the fuzee so as to cause the winding end of its arbor to incline a little from the barrel. This, of course, cannot do otherwise than make the chain run to its place.

OTHER NOTES.

The silver ore of Nevada mines is so intimately associated with lead that nearly one-half of the miners who handle it become afflicted sooner or later with wrist-drop, palsy, or half paralysis.

SMOKE will soon be at a premium. From 2,800,000 cubic feet of smoke given out by say 1,000 cords of wood, it is said 22,000 pounds of acetate of lime, 200 gallons of alcohol, and 25 pounds of tar may be obtained.

THE Western Union Telegraph Company has estimated the durance of telegraph poles as follows:—Cedar, 16 years; chestnut, 13; juniper, 13; spruce, 7 years. Cedar, chestnut and spruce are used in the Northern States; juniper and cypress in the Southern States, and red wood in California. Poles cut in the summer will not last as long as those cut in the winter by five years.

THE *Mechanical Engineer* tells a curious story of the effect produced on wrought iron forging by a human hair. The forging was in a powerful cold press for finishing, where it is subject to a pressure of 200 tons to the square inch. A hair taken from the head of a bystander was placed on the face of the forging and the full pressure applied. The result was that the hair was driven into the forging and imbedded in it, the hair itself remaining uninjured and being readily removed.

It has been discovered that the best disinfectant for sewer-gases is the washings from gas-works. This serves a double purpose, that of annulling the poisonous effect of the sewer-gas, and at the same time enabling persons having defective traps to detect it by the strong pungent odour arising therefrom, while sewer-gas alone, almost odourless, permeates the building, carrying sickness and death with it. The washings from water gas-works, at least, will not clog or obstruct even the smallest of sewers, while their presence, as above stated, might save valuable life.

SPECIAL.

For the next month we will give our customers special net prices on our stock of

SWISS SILVER WATCHES.

These goods are all of first-class quality, and, at the reduced prices we now quote, are lower than watches of similar quality ever before offered to the trade in Canada.

We are also offering big bargains in Black Goods, and our cut prices on

HORN, RUBBER AND JET JEWELRY

will be found lower than any house in the trade.

McNAUGHT & LOWE,

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.

E. & A. GUNTHER.

We desire to call the attention of the Trade to our large assortment in

WALNUT AND NICKEL CLOCKS,

MATERIALS,

GLASSES,

SPECTACLES.

—SATISFACTION GUARANTEED.—

—ORDERS BY MAIL SOLICITED.—

ADDRESS.—

JORDAN & MELINDA STS.,
TORONTO.

JEWELERS ATTENTION.

—TWO—

Walnut Wall Cases

FOR SALE AT A BARGAIN.

MADE EXPRESSLY FOR THE
JEWELRY TRADE.

Apply to

F. CHINNOCK,

HAPANEE, ONT.

C. WRIGHT,

WHOLESALE DEALER IN

Watch

Materials.

FINE AND COMPLICATED WATCH-
REPAIRING A SPECIALTY.

71 Yonge Street, Cor. King,

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SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

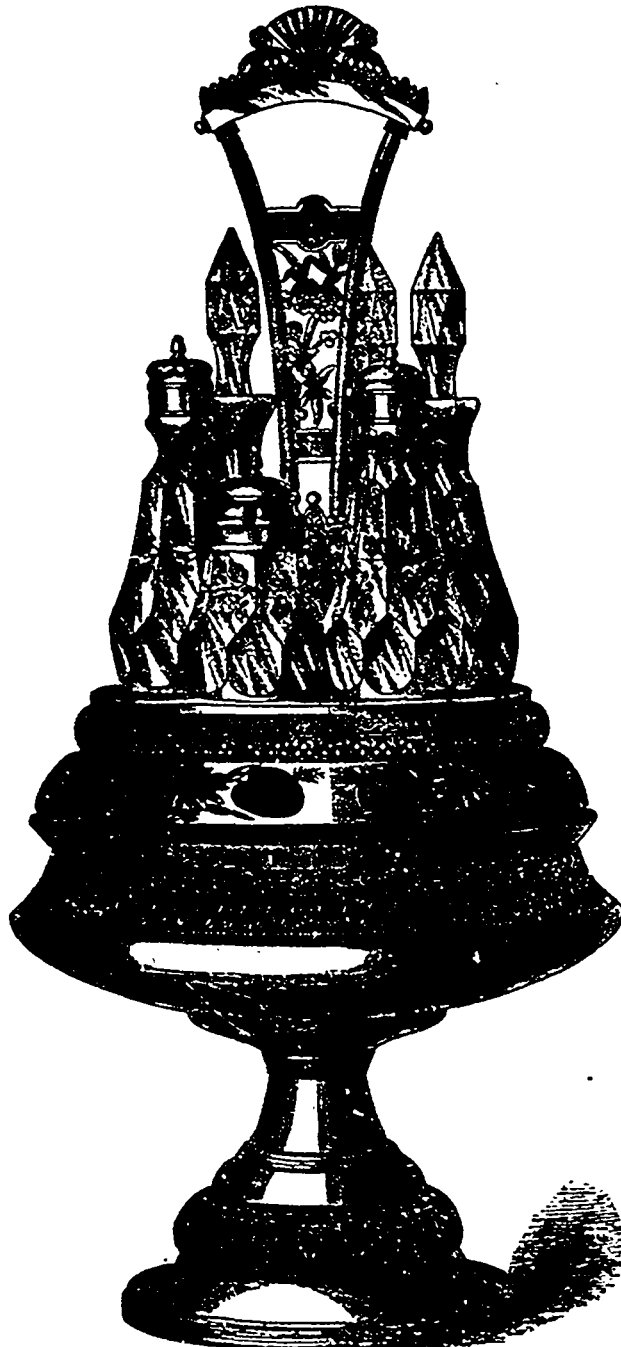


There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

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 1873.)

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.

Original Process.

Exclusive Machinery.



All the Instrumentalities Essential

TO THE

CONSTRUCTION OF PERFECT WATCH-CASES

ARE USED AND MAINLY CONTROLLED BY

THE PROPRIETORS OF THE KEYSTONE FACTORIES.

IT IS EASY TO UNDERSTAND, THEREFORE, WHY

Jas. Boss & Keystone Cases

OCCUPY THE FIRST PLACE IN POPULAR FAVOR.

DUST-PROOF BAND! ELEGANT ENGRAVING! DURABILITY! GUARANTEE!

Honest Material.

Skilled Labour.



A. C. ANDERSON & CO.,

XMAS GOODS. - XMAS GOODS.

COLORED GOLD SETTS.

COLORED GOLD PINS AND RINGS.

DIAMOND RINGS

NOVELTIES IN AMERICAN JEWELRY.

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



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.

W. G. A. HEMMING.

H. K. S. HEMMING.

TORONTO CASE COY.

52 ADELAIDE ST. EAST,



HEMMING BROS.,

MANUFACTURERS OF



All Kind of Jewelers' Fancy Findings.



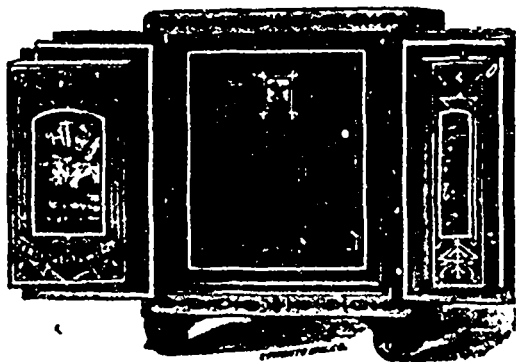
Cases and Trays in Endless Variety.

New Lines every day for the Xmas Trade.

The Finest Cabinets ever Shown on the Counter.

ORDER AT ONCE TO SAVE DELAY.

HEMMING BROS.



J. & J. TAYLOR, TORONTO SAFE WORKS

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors

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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.

SAMUEL STERN.

THE LARGEST CLOCK HOUSE IN CANADA.



The Best Make of American Clocks and the Largest Variety The finest stock of
French MARBLE CLOCKS ever brought to this country.

Will furnish prices on application to the Trade Only.

You will find my prices, lower than any other house in Canada. When you are in the
City give me a call.

Do not forget the address,

31 WELLINGTON and 40 FRONT STS. EAST, TORONTO.

SAMUEL STERN.

N.B.—I keep on hand a Large Stock of Jewelry, Watches of all grades, Silver and Gold
Watch Cases at Bottom Prices.

Montreal Optical & Jewellery Company,

1685 Notre Dame Street,

MONTREAL.



THE ONLY CANADIAN HOUSE MANUFACTURING

SPECTACLES, EYE-GLASSES AND CASES.

The M O & J Co keep on hand the Largest and Best Assortment of Specs and Eye-Glasses, in gold, silver
nickel, gold plate, steel and rubber, in the Dominion.

OCULISTS' PRESCRIPTIONS AND REPAIRS PROMPTLY ATTENDED TO.

N.B.—Fine Rolled-Gold Plate Jewellery a speciality.