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# LOOK FOR THAT SPOT

WHEN IN TORONTO  
DURING THE EXHIBITION.

IT WILL PAY YOU

TO SEE OUR SPECIAL NEW  
LINES THIS FALL IN

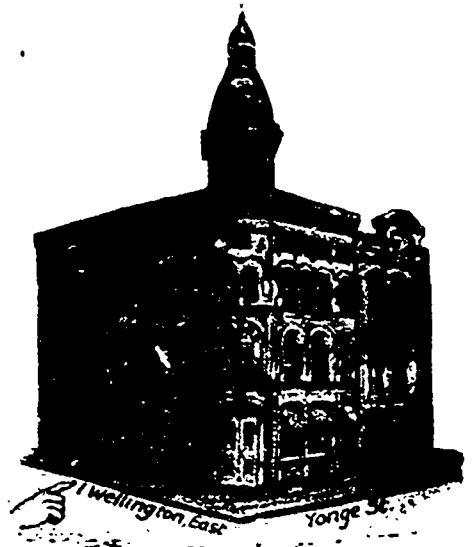
Clocks, Watch Cases, Umbrellas

and Sterling Silver Novelties.

## THE T. H. LEE & SON CO.,

LIMITED.

1 WELLINGTON ST. EAST, TORONTO, ONT.





# P. W. ELLIS & CO.

31 WELLINGTON STREET EAST, TORONTO, CANADA.

**SPECIAL AGENTS:**

- Omega Watches.
- Waltham Watches.
- Elgin Watches.
- Ingersoll Watches.
- Century Watches.
- New England Watches.
- Swiss Small Watches.
- Trump Gents' Watches.
- Trump Ladies' Watches.
- Gun Metal Watch Cases.
- Nickel Watch Cases.
- Regal Sterling Silver Watch Cases.
- American Gold Filled Watch Cases.
- Canadian Gold Filled Watch Cases.
- "Regal"
  - Solid 8-10k Gold Watch Cases.
  - 10k " " " "
  - 14k " " " "
  - 18k " " " "

Diamond and other Gem Set Solid Gold and Gold Filled Watch Cases. Waterbury Clocks.

Mantel Clocks.  
Box of 6 Night-day Clocks for \$22.80  
Gem Nickel Alarm Clocks, each 1.60  
And many other Clock Specialties.

## 20th Century Jewelers' Herald.

An Up-to-date Watch Price List. If you do not receive it regularly, write for it, as it is yours for the asking. Keep yourself posted by reading the Herald.

Yours truly,  
**P. W. ELLIS & CO.,**  
Watch Department.

## New England Watches.

### New 14 Size Thin Model.

- No. 14—Silver, E. T. Back.....\$7.50 each
- " 333—Nickel, Plain Back..... 3.80 each
- " 318—Oxidized Steel, 6.00 each
- " 332—Nickel, Plain Back, Card Dial... 4.50 each
- " 313—Oxidized Steel, Card Dial..... 5.00 each

The Oxidized Steel has Gilt Bow and Crown.  
No. 313 is the lowest priced American 14 Size Black Steel Watch on the market and only \$5.00 each.

### Gents' Trump Line.

- No. 11—Nickel, Plain Back...\$3.50
- " 19—Nickel, E. T. and Engraved Back..... 3.60
- " 21—Nickel, Scroll Engraved Back..... 3.50
- " 29—Nickel E.T. Engraved Back..... 3.50
- " 41—Glass Front and Back 3.50
- " 1785—Black Steel, Plain Back..... 4.00

No. 1875 is black steel usually called gun metal. Lowest priced Black Steel American Watch on the market, and only \$4 catalogue list.

### Ladies' Trump Line.

- No. 211 in Plain Nickel Case 4.00
- " 213 in Fancy " " 4.00
- " 223 in Engine Turned Case 4.00
- " 301 in Plain or Engine Turned Gold Gilt Case 4.00
- " 313 in Fancy Engraved Gold Gilt Case..... 4.00
- " 279 in Black Steel Plain Case..... 4.00
- " 271 in Black Steel Plain Case..... 4.00

No. 271 has a seconds hand and is the best value in an American Ladies' Black Steel Watch only \$3.00 each.

**SPECIAL.—Send for Blue Book and Price List of New England Watch Co. Small Watch Specialties.**

## Soth Thomas Movements.

### The "Century" Movement.

18 Size, Open Face or Hunting.  
DESCRIPTION—18 Size, 3 Plats, 7 Jewel, Quick Train, Lever Set, Stem Winding and Setting, Nickel Finish Damaskened, Hard Enamel Dial with Depressed Seconds. Fit all makes of cases.  
Century price for Movement.....\$3.80

### "Eagle" Movement.

6 Size, Open Face and Hunting, Lever Setting.  
DESCRIPTION—6 Size, 4 Plats, 7 Jewel, Quick Train, Lever Set, Stem Winding and Setting, Nickel Finish Damaskened, Hard Enamel Dial with Depressed Seconds. Fit all makes of cases.  
SPECIAL has patent centre pinion and compensating balance.  
6 Size Eagle price for Movement.....\$5.00

### "Eagle" Movement.

18 Size, Open Face or Hunting, Lever Setting.  
DESCRIPTION—18 Size, 3 Plats, 7 Jewel, Quick Train, Lever Setting, Stem Winding and Setting, Nickel Finish Damaskened, Hard Enamel Dial with Depressed Seconds. Fit all makes of cases.  
SPECIAL has patent centre pinion and compensating balance.  
18 Size Eagle price for Movement..... \$4.70

## Ingersoll Watches.

### Complete New Price List.

- Yankee, Nickel, plain back (new model)..... \$2.00
- Yankee, Gilt, plain back (new model)..... 2.00
- Champion, Nickel, plain back stem wind..... 2.40
- Champion, Gilt, plain back, stem wind..... 2.40
- Champion, Nickel, fancy back, stem wind..... 2.40
- Champion, Gilt, fancy back, stem wind..... 2.40
- Eclipse, Nickel, plain back, stem and stem set..... 2.80
- Eclipse, Gilt, plain back, stem and stem set..... 2.80
- Eclipse, Nickel, fancy back, stem and stem set..... 2.80
- Eclipse, Gilt, fancy back, stem and stem set..... 2.80

### Bargain.

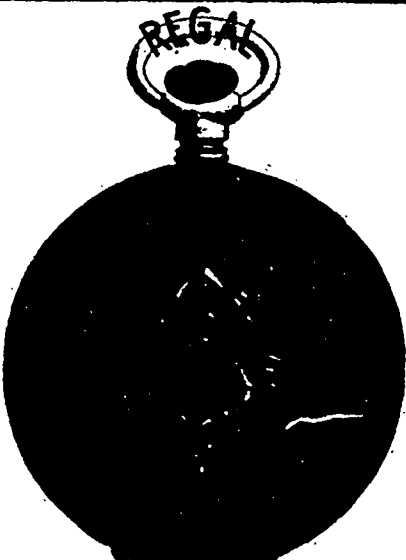
**SPECIAL HERALD**—To give all customers a chance to see and examine these absolutely guaranteed watches, on all orders for one dozen of one style or assorted we will give a Herald credit of \$1.50 net.

### Bargain.

Price for 1 dozen New Model Yankee Watches only \$21.60. Less Trader Discount.

### New Line Ingersoll Watches.

- Triumph, Silver Finish, plain back, stem wind and stem set.... \$3.50
- Triumph, Oxidized Black, plain back, stem wind and stem set.. 3.50



## Regal.

### Plain Baseline Solid Gold Cases.

#### PRICE LIST.

0 Size, 10k Hunting, 10 dwt.....	\$19.50
0 " 14k " " 13 " .....	26.30
0 " 18k " " 16 " .....	33.50
6 " 10k " " 16 " .....	26.70
6 " 14k " " 19 " .....	27.90
6 " 18k " " 22 " .....	31.50
12 " 14k " " 30 " .....	55.50
12 " 18k " " 35 " .....	77.50
12 " 14k Open Face, 25 dwt.....	55.00
12 " 18k " " 30 " .....	75.00
16 " 14k " " 37 " .....	67.80
16 " 18k " " 43 " .....	95.00
16 " 14k Hunting, 48 dwt.....	74.70
16 " 18k " " 48 " .....	103.50
18 " 14k " " 45 " .....	79.50
18 " 18k " " 55 " .....	117.80
18 " 14k Open Face 40 dwt.....	79.00
18 " 18k " " 45 " .....	105.00

Subject to Herald Discounts  
See page 315H August, 1899, Herald for complete Gold Case Price List.

## Regal.

### Plain Engine Turned Solid Gold Cases.

#### PRICE LIST.

0 Size, 10k Hunting, 10 dwt.....	\$19.50
0 " 14k " " 13 " .....	26.30
0 " 18k " " 16 " .....	33.50
6 " 10k " " 16 " .....	26.70
6 " 14k " " 19 " .....	27.90
6 " 18k " " 22 " .....	31.50
12 " 14k " " 30 " .....	55.50
12 " 18k " " 35 " .....	77.50
12 " 14k Open Face, 25 dwt.....	55.00
12 " 18k " " 30 " .....	75.00
16 " 14k " " 37 " .....	67.60
16 " 18k " " 43 " .....	95.00
16 " 14k Hunting, 48 dwt.....	74.70
16 " 18k " " 48 " .....	113.50
18 " 14k " " 45 " .....	79.50
18 " 18k " " 55 " .....	117.80
18 " 14k Open Face, 40 dwt.....	79.00
18 " 18k " " 45 " .....	105.00

Subject to Herald Discounts.  
See Page 315H August, 1899, Herald for complete Gold Case Price List.

**REGAL** Solid Gold Cases as priced above are standard weight cases which we usually carry in stock. Besides these we have a full line of **REGAL** Solid Gold Handsomely Engraved Cases, both in light and heavy weights. Selection parcels sent on approval for special sales. Special weight cases made to order. Favor us with your watch case business and we will guarantee you satisfaction.

## P. W. ELLIS & CO.,

All Prices subject to "Trader" Discounts.

Watch Department.

18 Size Hunting.  
Engine Turned to Shield Case, same also made in Open Face.



# THE INCREASING DEMAND

FOR THE

## H. & A. S.

### *Seamless Gold Filled Chains*

*has enabled us to greatly enlarge our line of Gents' and Ladies' chains.*

*We beg to thank the trade for its hearty and generous support for this, a new line, and we are pleased to see that our fifty years of hard work and honorable dealing has not been without its reward.*

*Remember that the H. & A. S. chains are made and guaranteed by*

**H. & A. SAUNDERS,** THE PIONEER  
JEWELERS,

*20 and 22 Adelaide Street West,  
TORONTO.*

*N.B.—Every H. & A. S. chain is accompanied by a certificate of guarantee and is stamped the number of years for which it is guaranteed.*

**NONE GENUINE OTHERWISE.**



# Saunders, Lorie & Co.,

...67 Adelaide Street West, **TORONTO.**

## GOLD LINKS.

We are carrying this fall a very fine assortment of Gold Links set with Diamonds, Pearls and Opals, in three stone and S. S. stone styles. We feel sure our stock in this line will interest you especially at this time of the year.

## PEARL STICK PINS.

An entirely new line of Pins, of patterns which sell themselves.

## FINE PENDANTS.

We carry always on hand a good assortment of expensive Pendants. Should you have a prospective customer, we are willing to send some on approval to you.



TORONTO, ONT., SEPTEMBER, 1900.

THE TRADER, the official organ of the Jewelry trade of Canada, is published on the 1st of every month at 34 Lombard Street, Toronto, Ont., and has a circulation embracing every solvent Jeweler in the Dominion. Price \$1.00 per annum.

Correspondence is invited on topics of interest to the trade, but we do not hold ourselves in any way responsible for the statements or opinions of those using our columns.

Changes or new advertisements must reach us not later than the 20th of the month previous to date of issue in order to ensure insertion.

Our advertising rates are very low, and will be made known upon application.

All business and other correspondence should be addressed to

THE TRADER PUBLISHING CO.  
OF TORONTO, LIMITED.



THE OUTLOOK.

NOW that September is upon us and the present year's harvest has mostly been gathered, the majority of our business men are asking themselves, "What are the prospects for trade this fall?"

Taking Canada as a whole, it appears as though this year's crop will in the aggregate, be about an average one. While it is true that the wheat crop in Manitoba is considerably below that of last year, this is perhaps partly compensated for by the extra crop of other grains in that province, and the abundant crops of Ontario and the Territories. The mining industry, which received a check last year, has again begun to show signs of rapid development, and it has already reached such a position amongst the staple industries of the country as to hold no inconsiderable place in any forecast of our national mercantile reckoning.

Another factor of national prosperity is the pulp and paper industry, and this, although comparatively new, is showing signs of progress and extent which bids fair to make it one of the most important we have.

When we add to the foregoing the fact that never in the history of Canada has there been anything like the present boom in the iron and steel industry, it becomes apparent that these several new and potent factors will hereafter have to be taken into account when making any forecast as to the Canadian trade outlook.

Looking over the entire field, therefore, we are strongly of the opinion that the fall trade of 1900 will be fully as prosperous as that of last year, for although the harvest may have fallen somewhat short this shrinkage in our national income will, we think, be more than counterbalanced by the gain to the country from the other new and fast developing industries.

Of course trade conditions are bound to vary according to locality, but taking Canada as a whole the above forecast will we think be found tolerably correct. That this feeling is shared by the manufacturers and wholesalers of this country may be gathered from the preparations they have already made for the fall business. They have shown their faith in the country and its prospects in a very practical way, viz., by laying in large stocks of seasonable goods which they feel warranted in assuming that the country will consume and pay for before the year is out.

Our advice to our retail friends is (unless local conditions are adverse) to lay in plenty of stock. See that it is up-to-date and well assorted, and we have no doubt that they will reap the full benefit of their enterprise and foresight.

OUR TWENTY-SECOND YEAR.

WITH this issue THE TRADER enters upon its twenty-second year of publication.

While this does not seem a long time if viewed from the retrospective standpoint, it is nevertheless a considerable period whether looked at in relation to one's life or one's business.

Looked at from a national standpoint, the past twenty-one years have been eventful ones in Canadian history, and our country has made giant strides in every department of its commerce.

During that period it has been linked with bonds of steel from the Atlantic to the Pacific, its canal system, the greatest in the world, has been practically brought to completion; its older settled portions have been covered by a network of railways until every place of importance can be reached in a Pullman car. It has seen the introduction of a policy of protection to home industries that has doubled and trebled the number and capacity of our factories and made Canada one of the most prosperous countries on the face of the globe. It has seen the opening up of our vast prairie lands of Manitoba and the North West Territories, lands so fertile and vast in area as to be capable of furnishing food for hundreds of millions of people.

It has seen the discovery and development of our great mineral resources, indicating a potentiality of national wealth beyond the dreams of avarice.

It has seen the national spirit of our people developed and broadened, until they have voluntarily given of their bravest



and their best to uphold the honor of the flag and the integrity of the Empire amongst the kopjës and veldts of South Africa.

All this has been done quietly and unostentatiously, and to-day Canada is a country to be reckoned with instead of a lot of isolated colonies without mutual interests or cohesion of any kind.

During this period, the commercial life of our people has undergone many and very important changes. From being almost exclusively importers of manufactured goods, we have ourselves become manufacturers, and to-day in a great many important lines we are able not only to supply our own wants, but to export to foreign countries. This diversity of employment has greatly benefited the agricultural community generally as well as the manufacturing element, and the country has now begun to recognize that what is the concern of one is the concern of all, and that no industry is really independent of every other industry.

The jewelry trade, like all others, has seen some strange mutations during this period. The majority of the leading jewelry houses of a quarter of a century ago have passed away, some by death, a few have retired to enjoy a well earned competence, and many have been closed up by the sheriff. Whatever has been the cause, however, the vast majority of them have gone, and their places have been taken by younger and more aggressive houses, all of which are known to our readers.

The character of the goods has also changed as well as the houses that sold them.

Jewelry, watch cases, sterling silver, and silver plated ware were mostly imported from other countries when THE TRADER was founded, to day the bulk of these goods are manufactured in Canada equal in quality and as low in price as similar goods manufactured elsewhere.

In no line of business has there been more progress in regard to the beauty of the stores and their fittings and the general elegance and size of their stocks, than in the jewelry trade. That this advance has not been confined exclusively to our few large cities may be proved by any traveller who cares to examine the matter, and who will find really elegant and up-to-date jewelry stores in every Canadian town and village of any commercial importance, many of them being in our opinion quite good enough for our three largest cities.

Perhaps nothing in the jewelry trade will better illustrate its growth and the changed conditions in this country than the development of the diamond business. Twenty one years ago the sale of diamonds in Canada was conducted by a very few of the leading retail jewelry houses, and was confined mainly to small and often very inferior stones. To-day diamond jewelry has a well recognized place in the stock of every live retail jeweler throughout the country, while the average diamonds sold are of fairly high quality, and often both high in quality and price.

These changes, although gradual, have been marked, and any one who will take the trouble to look over the files of THE TRADER since its initial number, will have but little trouble in recognizing the various small advances from time to time, which in the aggregate have revolutionized the trade and brought it into its present position

THE TRADER has aimed not only to be a faithful and impartial chronicler of passing events, but to offer sound and practical advice upon trade matters which have arisen from time to time. We have tried to make it helpful to the trade in every reasonable way, and we trust that we have in some measure succeeded in our endeavor. While we have fallen short of our ideal, it has not been owing to any lack of intention on our part, but rather to circumstances which we could not control. In spite of all these, however, we are glad to have the assurance of the great majority of our leading Canadian jewelers that THE TRADER has been helpful to them in their business and that they are well satisfied with our performance.

As to the future, we make no promises beyond this, that we shall always endeavor to make this journal progressive, and to keep it honest and impartial.



While we are always glad to receive communications from all parts of Canada, we cannot hold ourselves in any way responsible for the opinions expressed by our correspondents. It is absolutely necessary that the name and address of the writer should accompany each communication, not necessarily for publication but as a guarantee of good faith.

### CAN'T DO WITHOUT IT.

*Editor TRADER—Sir:*

Please address my TRADER to Pincher Creek, Alta., as I have left Lanark, Ont., and opened shop out here, and I could not live without the TRADER.

Yours sincerely,

T. W. LINDSAY.

Pincher Creek, Aug. 10th, 1900.

### TRADE COURTESIES.

*Editor TRADER—Sir:*

To one who has met so many watchmakers who exhibit an intense spirit of jealousy, antipathy and rivalry, and who imply that their fellow craftsmen do not know anything, and who are so ignorant in their conceit as to think they alone know their business, the experience I recently met with will prove refreshing. I was in Cleveland, Ohio, this month, and was struck with the spirit of comradeship which animates the workmen of that city. In company with Mr. M. B. Einig, the widely known expert with the Bowler & Burdick Co., I visited the establishments of Webb Co., Ball Co., and Cowe''



& Hubbard Co. These are the three principal firms in Cleveland, and the workmen employed by them are of a very superior order. The Ball Co., I believe, employ the largest number of workmen, some twelve or more, each one of whom owns a rotary pivot polisher, besides slide rests, universal heads, wheelcutters, milling attachments, etc. The establishment is in fact very thoroughly fitted up with up-to-date appliances of all kinds for doing really first class work, including adjusting oven and ice box.

So much for the character of the workmen and establishments, in which I at once felt at home. Between the mechanics of the various houses there is an absence of jealousy and rivalry, an exchange of ideas and views on trade subjects in an educational sense is the foremost topic; all whom I met take a live interest in their vocation, are always open to give and receive information, which is so characteristic of the student, and the evident deference for each others' knowledge was noticeable. I could not but think how much better it would be if it were that way generally. I have always found those who are the farthest advanced in their profession are the ones who meet their fellow craftsmen in a liberal and friendly spirit.

Yours, etc.,  
H. R. PLAYTNER.

Toronto, Aug. 19th, 1900.

### REPLY TO SOUVENIR.

Editor TRADER—Sir:

In answer to Souvenir I would suggest he give each customer a nice 14k spoon set with a small brilliant say 1/4k. suitably enamelled and embossed because the dear public do so appreciate anything they get for nothing. Supposing the spoon cost \$25 00 wholesale and he gave away 500 I'll guarantee he would find 100 people who doubted it was solid gold and a real stone.

I am, yours truly,  
NO GIFTS.

Vancouver, B.C.

### ANOTHER SUGGESTION.

Editor TRADER—Sir:

If you think my idea would help Souvenir of Lethbridge, Alta., out of his dilemma say to him: If you are young and handsome put your photograph into a neat little frame. If you are old and bad looking give the frame alone without the homely part. If this does not suit I have another.

Waterloo, Que. FELLOW CRAFTSMAN.

### NOT NOW CONNECTED WITH IT.

Editor TRADER—Sir:

Will you kindly give me space in your columns to state that I am neither directly nor indirectly connected with the *Canadian Optician*. I receive so many communications

from students who seem to think that I still have some connection with it that I feel compelled to seek this method of putting them and others who may think similarly, right.

I sold out my interest over a year ago, since which time the *Canadian Optician* has been conducted by the present proprietors.

Yours truly,  
W. E. HAMILL, M.D.

### HE SUPPORTS THE NEW IDEA.

Editor TRADER—Sir:

Enclosed find clipping taken from *Kingston Whig* which agrees with the article written under the heading of "A New Idea." I ask a favor of you to send me the names of all the jewelers on your list east of Toronto, in Ontario, and I will send out a petition with names of jewelers enclosed, and it can be forwarded from town to town. If this is done throughout Canada and the petition handed into the House it will no doubt put an end to this trouble and throw the jewelry trade back into its legitimate channel.

Gananoque, Aug. 16, 1900. W. E. W.

The extract referred to above reads as follows. "Yesterday afternoon a Kingston township farmer visited a local jeweler and presented a "gold" watch and two pairs of "gold" rimmed spectacles and asked if the jeweler could guarantee that they were gold. The watch would be dear at \$2 and the eye-glasses at 25c. a pair, and the farmer was told so. Whereupon the farmer said he had bought them from a peddler, who guaranteed them to be gold, he had filed them and found the metal "the same color all the way through." He paid \$16 for the articles and the glasses had been guaranteed to remove cataracts from the eye, that was the reason he, the farmer, was wearing two pairs. If the farmer had stopped to consider, he would have seen that a gold watch and two pairs of gold rimmed spectacles could not be bought for \$16."

### ENQUIRY ABOUT AN ELECTRIC CLOCK.

Editor TRADER—Sir:

I find a great many helpful suggestions in the TRADER. I am in somewhat of a difficulty and come to you for help. If possible would like to get it in September number of the TRADER.

I want to put up, or rather make entirely, an electric clock for the outside of my store to be run by my regulator, which is a No. 57 Waterbury weight time, 80 beats to the minute.

- 1 Can you kindly give me the information needed, with illustration, showing how to construct the outside clock. I was thinking of making it from two to three feet in diameter.
- 2 How I am to make the connections with my regulator.
- 3 What kind of battery should I use and how many cells would be needed, and the sizes of wire.
- 4 Can you tell me where I can buy illuminous paint to paint the dial, as it is a difficult matter to light one up in these country places.
- 5 Would also like to know if it is at all possible where





# Our Trade Mark

Wherever it appears on Gold, Silver or Rolled Plate, is a warrant that the quality is exactly as stamped and that the goods are guaranteed to give good satisfaction. None can give a better guarantee, no HALL MARK can give greater security. When you buy our make you are sure you have the best.



We began as jewelry manufacturers in 1886 with a modern equipment. We have constantly kept pace with the march of improvement, continually adding new improved machinery when it could be had, and we doubt that if to-day the efficiency of our plant is excelled by any in Canada.

Quality has always been a more important consideration with us than price. We cannot always furnish goods of the highest quality at the same price that others sell inferior goods, yet at times we crowd them pretty close and sometimes beat them. In all cases we sell first-class goods as low as we can afford to, and if it is second-class goods you want it is hardly worth while to send the order our way. At the beginning we announced that we would not accept orders for goods to be stamped higher than actual quality. We took this stand from a conviction that it was right and we have had the grit to stand by it.

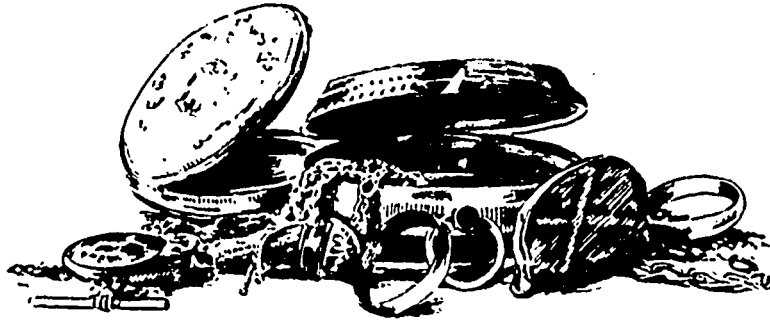
Results have proven our judgment and policy to be correct. Our business has continually increased from year to year, and again and again we have been compelled to enlarge our factory.

Our specialties in Ribbon Guards, Heart Charms, Bangle Pins, etc., are known to every jeweler in Canada. We give particular attention to Medals and Rings and manufacture anything in jewelry to order.

We would call your special attention to our Engraving Department. We have the best facilities for the finest inscription and monogram work and all kinds of fine engraving.

**ENAMELLING, GOLD PLATING, JEWELRY AND WATCH REPAIRING.**  
**ALL KINDS OF JEWELERS' MATERIALS AND SUPPLIES.**

**Geo. H. Lees & Co., - Hamilton, Ont.**  
JEWELRY MANUFACTURERS.



More or less OLD GOLD comes into every jeweler's hands. In no way can it be better disposed of than by sending it to us. Experience and proper facilities enable us to give accurate valuations, and the returns are promptly made in



If our offer should not be satisfactory, the gold will be returned in the same condition as received, so that there is no risk of not getting full value. We pay at the rate of 4c. per K.



This represents an ingot of Fine Gold, almost 24 karat fine, the shape in which the old gold after being refined goes from the Refining Department into the Jewelry Manufacturing Department. We are at no expense in selling the refined gold but use it all in our Factory, enabling us to give the best possible returns for Old Gold, Sweepings, Filings, etc.

**GEO. H. LEES & CO.,**  
Gold Refiners. Hamilton, Ontario.



\*\*\*\*\*  
 ★ HEADQUARTERS FOR JEWELERS. ★  
 \*\*\*\*\*

★ 32 and 34 Adelaide Street West. ★  
 \*\*\*\*\*

**W**HEN here during Exhibition look for the above large banner sign and don't fail to make our office your headquarters. We shall be pleased to show you through our factories, and you will see the latest and most improved machinery that we have equipped our factories with, regardless of cost, in order to have them the most modern and up-to-date Jewelry Works in Canada.

**FINEST JEWELRY.**

Our stock is most complete, and we are able to show you a fine assortment of Rings, Brooches, Pendants, Locketts and Scarf Pins; all new and up-to-date goods with settings of the latest American and European designs.

**CO.**

**&**



**J. J. ZOCK**



MANUFACTURERS OF

**Finest Jewelry.**

32 & 34

ADELAIDE ST. WEST,

**TORONTO.**

**Repairs.** Give us a trial with your repairs and you will be pleased with the result. Prompt and neat.



white transparent celluloid can be purchased and about its cost. I was thinking of placing this over the hands to protect them from the snow. I notice when it is soft and heavy it blocks up the whole face.

Any other information that you think would be helpful for the construction of such a clock will be most thankfully received.

Yours,  
ELECTRIC CLOCK.

Melita, Man., Aug 17th, 1900.

[If this correspondent will refer to our Editorial Notes in the July issue he will find an account of an electric clock constructed by Mr. James Trotter, jeweler, of Galt, Ont. No doubt Mr. Trotter would gladly answer any inquiries regarding it. If any other of our readers can give information regarding this matter we shall be glad to publish it.]—Ed. TRADER.

### TO FORM AN OPTICAL ASSOCIATION.

*Editor TRADER—Sir:*

Permit me through the columns of your excellent journal to call the attention of Canadian Opticians to the coming meeting of the "Canadian Association of Opticians." This Association was founded three years ago with the highest aims and brightest prospects, but met with poor success owing in a large measure to the unsatisfactory condition of the jobbing trade at that time, to which an association of this kind must of necessity look for assistance and protection at the commencement of its existence. These conditions are happily changed, and the Association has the assurance of hearty support from this quarter.

Jealousies and misunderstandings among the local opticians also contributed to the result.

Those men, who were then comparative strangers have since had an opportunity of knowing each other better and the result is that they are anxious to know more of each other and also their country brethren.

The good that can be accomplished by an organization of this kind is immense—both in matters of business as well as education.

The meeting is arranged for September 4th, during the Fair, when it will be an easy matter to get away.

The place of meeting has not yet been arranged, but I will be able to furnish callers with full information.

Yours truly,  
E. CULVERHOUSE.  
(Ryrie Brothers).

RECENTLY Mr. Martin, eastern agent for the wholesale drug firm of Frederick Stearns & Co., Detroit, wrote to the head of the foreign department: "The King of Siam has over 400 women in his harem and all use perfume." So the firm had Wright, Kay & Co. make a handsome box with another box enclosed containing a set of solid silver perfume bottles, at a cost of \$100. The gift will shortly be sent to King Khoulalongkorn's favorite wife.

### OUR MONTREAL LETTER.

(From Our Special Correspondent.)

The shirt waist for men, to be or not to be, that is the question of the hour, and gallons of ink have been wasted (no pun intended) over it already. It is said that the first woman who wore a blouse sneaked a man's shirt to make it with, and, if that were so, and it must be conceded that the evidence is very black against her, it seems a confounded cheek upon the part of her sisters to try to bar the men from sporting their own special garments. The great objection is the name, all the while it is called a shirt, pure and simple, no gentlemen will wear it in the presence of a strange lady, unless it is partly covered by a coat and vest, but call it by some high sounding title, fix it up with ruffs and fancy trimmings and things, and the girls would "run after them;" that, at least, is the opinion of our fashion editor. In the wild and woolly west some bold spirits have already defied custom and have appeared in the street and elsewhere without coats and waistcoats; but in the old world, alas, custom has proven too strong for the would-be reformer, and a bank clerk is not allowed to wear even a straw hat upon the street, but is made to continue to don his frock coat and his "black stovepipe," otherwise known as a "topper."

Apart from the shirt waist razzle dazzle, the heat has taken the stiffening out of all starch goods, including the Boer war, the latter now dragging on even to the disgust of the clean burghers, if such a thing can exist in nature. It seems to be certain that Lord Roberts, who should have been a Canadian, has treated the Dutchman too kindly, and now he ought to threaten them with disinfecting powder if they do not soon stop their nonsense. That threat would soon put an end to the guerilla business.

We are buying our ice now by the moisture it leaves on the pavement, and when we grumble the iceman threatens us with the winter. Let it come, let it come soon, let several winters come all together, for we have made up our minds in our house that we are never going to kick at a winter any more. Oh, for ice and snow and the bitter breath of the winter winds, ad. lib., so that we all could become permanent curlers!

Once upon a time there was a stout man on our street who used to curse periodically respecting the length, depth and breadth of our Montreal winters. He, alas, is now only a grease spot! Let us trust that he is happy. He was that rara avis, a mean-minded jeweler, and he has saved the expenses of a funeral.

Alonzo Alain, a clerk in the employ of Mr. Richard Hemsley, jeweler, was arraigned before the magistrate recently on a charge of stealing \$75 worth of jewelry from his employer. It appears that after stealing the jewelry he gave it to a train newsboy, named George Dion, to sell for him. Both pleaded guilty to the offences charged and were remanded for sentence.

A beautiful corner-stone trowel for the church of St. Louis de Gonzague, was made recently by Mr. Richard Hemsley.



## Every Jeweler

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CHROME STEEL LINED

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Toronto Safe Works,

— Toronto.



The many friends of Mr. Wm. Sharpley, the head of the well-known jewelry firm of Messrs. Rice, Sharpley & Co., will regret to learn of his death at the comparatively early age of forty five. He was the eldest son of Mr. R. Sharpley, the founder of the firm, which is one of the oldest in the jewelry trade in Canada. Since the decease of Mr. Sharpley, senior, his two sons, Messrs. Wm. E. and Fred. Sharpley, have continued the business under the old title. Formerly the place of business was on Notre Dame Street east, more recently it was on St. James Street, west of St. Peter, but a short time ago the firm moved uptown to St. Catherine Street. The funeral took place on Monday, August 13, from the residence of deceased, 165 Mansfield Street. The funeral service was read in St. George's Church by the Rev. G. Osborne Troop, rector of St. Martin's Church, and the Rev. O. W. Howard, assistant minister of St. George's. Thence the cortege proceeded to Mount Royal Cemetery where the remains were laid in the family lot, Rev. Troop conducting the service at the grave side. The chief mourners were Mr. Fred. Sharpley, son, Mr. Robt Sharpley, nephew, and his cousins—Messrs. Thomas, Charles, Raymond and Walter Binmore. Many old friends attended to pay their last respects, including Messrs. E. H. Botterell, David Miller, H. Gunod, Wm. Pringle, S. White, J. Watson, C. Ludwig, D. Horner, N. Sloves, and the employees of the firm of R. Sharpley & Sons.

Mr. G. W. Reid, representing Mr. Jas. A. Pitts in Toronto, paid a recent visit to Montreal.

Mr. J. C. Barlow, with Robbins, Appleton & Co., after spending a very enjoyable holiday on the Maine coast, has returned to business, bronzed by the sun and the sea and as fit as a Waltham watch.

Mr. W. H. Heath, who has been acting as locum tenens for Mr. Thos. McG. Robertson, during the latter's absence at Waltham, has been spending a pleasant few days in Montreal seeing the sights of the city. Mrs. Heath came on from Waltham especially to share the holiday.

Mr. Jas. A. Pitts, jobber, Temple Building, has been spending a few weeks in Montreal, after a rather extended business journey.

Her many friends will be pleased to learn that Mrs. Pitts is rapidly recovering from her long and painful illness.

Miss Tompkins, stenographer, with Messrs. Smith, Patterson & Co., is to be married to Mr. Fred. Frankemearly this present month. The wedding will be a very pretty one and largely attended.

Mr. Wm. Eaves, who has been drinking the waters at the Caledonian Springs, has returned to business much improved in health.

Mr. Wm. Birks, of the firm of Messrs. Henry Birks & Sons, jewelers, has returned to Montreal from his yearly European trip.

Messrs. Vineburg & Sons, jewelers, Montreal, have dissolved.

Messrs. A. T. Wiley & Co., crockery, etc., Montreal, have applied for a charter.

The stock of Mr. G. B. Richardson, jeweler, Granby, Que., is under seizure.

Mr. Jules Jacot, sub-inspector of the C.P.R. at Quebec, was in Montreal recently and made a call upon Mr. Harmon. He has taken over the jewelry business of his brother, the late Mr. Emile Jacot, Rue St. Joseph, St. Roche, Que.

Mr. A. R. Harmon, of the American Waltham Watch Co., paid his usual monthly visit to Toronto during August.

Mr. C. H. A. Grant, of the Montreal Watch Case Co., and the M. S. Brown Co., has left for a business trip to the Pacific Coast.

Mr. B. Danford, of the Montreal Watch Case Co., has returned from his usual business journey to the Lower Provinces.

Mr. James E. Marrett, of Portland, Maine, who has large lumber interests in Canada, was a recent visitor of Mr. A. R. Harmon.

Mr. R. J. E. Scott, chief inspector of the Canadian Pacific time service, is now on the Pacific Coast in the interests of his department.

Mr. T. E. Wright, resident manager in Montreal of Messrs. P. W. Ellis & Co., has returned to business after an enjoyable vacation.

In conversation with the TRADER correspondent, Mr. A. R. Harmon, of the Robbins, Appleton Co., remarked that the demand for watches continues to exceed the supply, both here and in the United States, and that with the greatest difficulty not more than a tenth of the jobbers can be supplied. The prices of watch movements too continue their upward tendency, especially for best goods, and several lines have been advanced during the past few weeks. To those acquainted with the Canadian market, continued Mr. Harmon, the demand for best goods is rather surprising, and these are at present the goods it is most difficult to supply the market with.

Mr. E. C. Fitch, president of the American Waltham Watch Co., accompanied by his youngest son, Messrs. A. K. Sloane, Hard and Carroll, passed through Montreal recently upon his return from his Labrador fishing grounds, where the party had the most enjoyable sport. Mr. Fitch returned in the very best of health and spirits and as brown as a berry.

Mr. and Mrs. J. H. Birks, of Messrs. Henry Birks & Sons, are occupying Mr. Harmon's cottage at Prout's Neck, Maine, for the remainder of the season.

Among the travellers recently in Montreal were Mr. R. J. Abbs, of the Goldsmiths Stock Co.; Mr. S. C. Eppenstein, of the Illinois Watch Case Co., Elgin, Ill., and Mr. Sherry, of the Fahys Watch Case Co.

HOCHELAGA.

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A PECULIAR CANE. —Meriden, Conn., Aug. 15.—George M. Curtis, assistant treasurer of the International Silver Co., has received a souvenir cane made by a convict in the Colorado State Prison at Canon City, which was sent him by the maker. It is artistically designed, showing that much time and labor must have been devoted in completing the staff. The convict is F. Avery, and he sent an explanatory letter, in which he said he made the cane out of Roger Bros' paper boxes, used for packing their "1847."



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WHOLESALE JEWELER AND MANUFACTURER OF

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## To obtain the best wearing qualities in a chain

it is not always necessary to buy the highest priced. There is a vast amount of humbug in the world of trade concerning the relations between value and price. The trimming on a lady's dress is the expensive extra which brings up the cost, but does not add to her protection from the cold. The Company which produces the best values without these trimmings in manufacturing process employs only skilled labor, economizes at every stage and produces the largest amount of goods at the lowest possible cost per cent., is bound to lead. The J. E. 14k. Rolled Plate goods are made in this way. Large productions at the lowest possible expense, all extra frills and trimmings lopped off. They have been too long before you to doubt their quality. We stop nothing short of **the best in the world for the money.**

GENTS' CHAINS.      STUDS.      LADIES' CHAINS.

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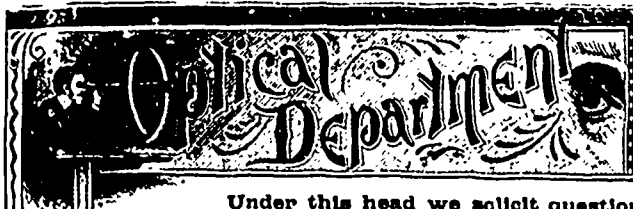
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Under this head we solicit questions of interest bearing on optics, particularly the eye, the defects of vision and their correction by glasses. All communications must be addressed to Dr. John L. Owen, 23 East Adams Avenue, Detroit, Mich., U.S., and must not be received later than the 15th of each month in order to insure publication in the following issue of "The Trader."

**E. T., Ont.—** "Why does an object move with the motion of the hand, when looking through a concave lens and in the opposite direction with a convex lens?"

Parallel rays of light when passing through a prism, convex or concave lens or any of their combinations, are always refracted towards the thickest part of the lens. With a prism, this would be the base, a convex lens the centre, and the concave lens, the outer portion of the lens.

Suppose we have an eye looking directly ahead at some object. There is a small picture of the object on the yellow spot in the eye. Whilst looking at the object we may also notice other objects in any direction. Objects which are located above, are pictured below the yellow spot. This rule applies equally as well to objects located on the right or on the left of direct vision.

Let us now take a convex spherical lens and look through it at a door-knob, say about a quarter of an inch below the centre of the lens. The knob will apparently be moved downward or toward the thinnest part, and so to that part of the retina lying above the centre of vision. This upper portion of the retina which always sees the lower object will when stimulated by light, give one the impression that the object is below the point of direct vision. If the eye is kept perfectly still, it will not be looking at the knob but above it. By moving the lens downward so that the thickest portion is below the pupil or line of vision, the knob will apparently move upward because when moving the lens, the light from the knob will pass from the upper to the lower portion of the retina, and when it is below the macula, the knob will be apparently located above where it formerly was.

If we look at the knob through a concave spherical lens, and move it up and down, the knob will apparently move with the motion of the lens, because when the centre of the lens, which is the thinnest part, is above the line of vision, the thickest part of the lens is below it, and therefore the light is refracted to that portion of the retina. When the centre of the lens is below the visual line, the thickest part of the lens is above it, thus refracting the picture of the knob to the upper portion of the eye and when mind or sense refers to the knob as being located below the line of vision, until the eye is turned in the direction of the knob. The moment we turn to look directly at the knob, the macula is moved until it receives the light coming from the knob.

Looking at the knob through a prism lens, and frequently removing the lens, gives us the impression that the knob is turned towards the apex of the prism, when in reality the illusion

is because of the light after passing through the prism, being refracted towards the base and consequently towards that side of the eye.

**D. M., Ont.—** "How do you find the centre when the lens is combined with a prism?"

In a spherical prismatic lens, the prismatic element breaks a line which is looked at through the lens in such a way that it becomes impossible to locate the optical center of the lens by the ordinary method. In such cases it is necessary to neutralize the prism which can be easily done by one of equal strength being placed over it in such a way that the apex of one is directly over the base of the other, after which the lens is similar to a plain spherical, and its spherical center may be determined as such.

**E. T., Ont.** "Can you tell me the best way to tell the axis of a cylindrical lens when it is combined with a spherical?"

The experienced optician who is accustomed to handling combination lenses can easily distinguish the spherical or cylindrical surface of a weak lens by means of light reflected from the surface when the lens is held at the desirable angles. If the lenses be strong he can more easily distinguish from the surface. The spherical surface is equally curved in all meridians while that of the cylinder is curved in but one meridian and plane at the meridian at right angles. The plane meridian is equal to the axis. The curvature of the surface may also be ascertained by placing a straight edge against the surface of the lens and rotating it over the lens.

## OPTICAL REPAIRS.

Should the eye wire be broken it is a much more difficult matter to repair it if broken near the joint. The joint can be cut and the eye-wire cleaned, then rivet the joint on again and solder. The eye being now smaller it will be necessary to stretch; this can be done by putting a steel plate in, holding it by the joint with the nippers, and then heating the centre of the eye-wire to a red heat, and stretching it to the size required. Care should be taken, however, to rivet the joint on at right angles to the side of the eye, otherwise the joint, when finished, will be untrue, and throw the side out, and no amount of bending will set it right. If the eye is broken in the middle it will require an entire new piece of eye-wire, which will have to be riveted and soldered both to the nose and joint; this, however, will be, I fear, rather beyond the ordinary jeweler. Should a frame be rusty, and require re-coloring straw or blue, or re-nickling, it will necessitate the frame being thoroughly cleaned; in this case it is better to take the frame to pieces, and finish the sides and front separately. To do this it is necessary to fill up the front with a very fine half-round superfine smooth file, preferably an old one. It is as well to have several pairs of oval steel plates with a hole in the centre of each, of various sizes, so as to fit any ordinary frame. Fit a pair in the front instead of the glasses, then file up, and burnish the eyes and nose in a pair of wooden clamps fixed in the leg vise; then finish off the front and the back of the spectacle front by passing two pins



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with heads to them through the plates. Underneath the plates a small wooden block should be placed, to raise it from the surface of the jaws of the vise, and the vise then keeps the pins in tight, and prevents the front from shifting whilst being filed up. The joints can be filed up, and the flats of the joints stoned up afterwards on a hardwood block; the sides can be stoned up on a boxwood block pinched in the vise. They can be held firmly by fastening them by their countersinks in a pair of hand vises. Care should be taken to remove every speck of rust, otherwise they will re-color very indifferently, while before coloring it is as well to brush the frame out thoroughly with a small brush and lime to kill and remove any grease which may be on the frame. Sometimes a good deal of oil or grease gets in the joints or groove of the eye-wire, and if not removed it will boil out, and the color be spoiled. If the frames have to be re-nickled it will be necessary to clean them quite as carefully, taking care to put a high polish on them before sending them to be nickel plated and polished. In the case of steel folder repairs, if the eye gets broken near the joint it can be repaired in a similar manner, and after being cleaned can be left bright. Such parts as bridges, placquets and screws can be purchased ready finished from any wholesale house at a very small cost. If the corks or shell-pieces are missing they can be replaced. The cork-pieces and shell-pieces can be bought, and filed down to the required size, and then riveted it. In fitting bridges care should be taken to see that they are the proper length and shape, otherwise, when closed, the eyes will not cover each other properly; and if an easy fit is required by your customer, it is as well to see that the spring is well rounded in the centre—a flabby, bent bridge is always very stiff, and only fit for people with very thin noses. Care should also be taken in fitting placquets that they should lie at the proper angle, so that when worn they press easily down the whole of the bearing parts on the wearer's nose. With regard to new pins, they will have to be made by filing down a piece of No. 15 steel wire, and tapping the end of it. The head of the pin can be half cut through, so that after screwing it into the folder the wire will easily break off, and can be finished with a smooth file and an emery stick. In the case of tortoise shell, vulcanite or celluloid folders, it is better to send them to the makers to repair them, as it is too long a job, and the cost of the material would be as much as the article itself. Nearly all the shell folders now in use are made of stretched shell and to stretch the shell necessary for a new half to a folder would be much too long and troublesome a job; whilst, if cut out of the solid, it is very costly. In matching spherical glasses or pebbles, it will be necessary to find out the sight required by neutralizing the perfect lens by your lenses in your test case. Where this is not available, in the case of a curve lens, you can find out the focus by means of a light and a rule, moving the lens along the rule towards the light until you get a perfect inverted image of the light on the wall—the number of inches from the surface of the lens to the image on the wall is the focal length of the lens. The concave lenses can be matched (if an oculist's box is not available) by trying others against it. By closing one eye and looking at some distant object through the two lenses at the

same time, you can find the correct number when you find that the object you are looking for appears of the same size exactly through either lens. It can then be shakened down to a size a trifle larger than the eye, so that the joints do not meet by about the eighth of an inch, and then ground to its proper size by means of a grindstone, taking care to keep turning the lens round whilst grinding it, and then reverse it and grind the other edge so as to take all the chips out, and continue to grind it till it fits the eye. The grindstone should be of a smooth cut, running in a trough of water in the case of glasses; but in the case of pebbles it is better to have a coarse-grain grindstone, otherwise it will take a long time to fit, on account of the extreme hardness of the pebble. *The Watchmaker, Jeweler and Silversmith.*

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### DOES OR DOES NOT CORNEAL ASTIGMATISM INCREASE ?

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It is claimed by some that corneal astigmatism increases; whether it is so or not, I do not know, but my belief is that after maturity it does not, this, however, is simply a personal opinion and differs from what a great many maintain. The form of astigmatism can vary at any period during life by a change in the curvature of the crystalline lens, and this change might have the effect of making the apparent astigmatism increase or decrease. Thus suppose the horizontal meridian of the cornea has two diopters less refractive powers than the vertical meridian, this might be compensated for by greater accommodation in the horizontal than in the vertical meridian, so that the crystalline lens becomes of more power in the horizontal than in the vertical meridian and so tends to equalize, more or less fully, the unequal refractive power of the cornea. In the course of time the unequal accommodative effort might vary, so that more or less of the difference between the principal meridians of the cornea is compensated for than formerly, and the apparent astigmatism is thus changed. Variation in the degree of apparent astigmatism might occur, not only from year to year or month to month, but from day to day or minute to minute. Astigmatism of the crystalline lens caused by unequal contraction of the ciliary muscle is termed dynamic lenticular astigmatism. No particular direct harm is done by the wearing of + lenses if an astigmat can see fairly well with them, but the negative harm results in as much as he is not given the proper corrective lenses and so cannot see as well or as comfortably as he should.—*Exchange.*

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### THE SPHERE OF THE REFRACTING OPTICIAN.

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The refracting optician is a product of the closing years of the nineteenth century. To a certain extent he is to-day and will be in the future a man of scientific attainments, and will be accorded a recognized professional standing in the field of optics and ophthalmology.

His sphere will be circumscribed by the practical demonstrations of his usefulness. His specialty is as distinct as any



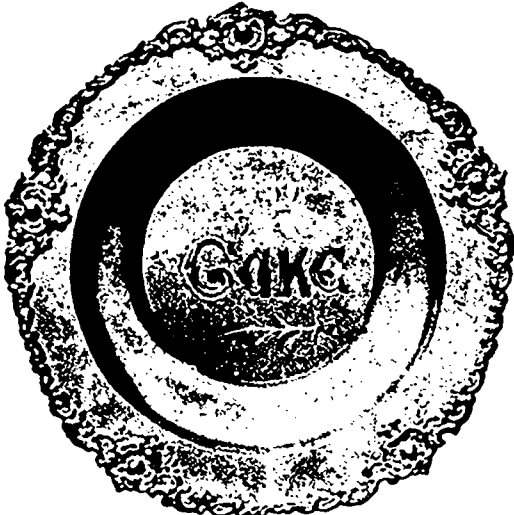
# "Silverware that Sells."



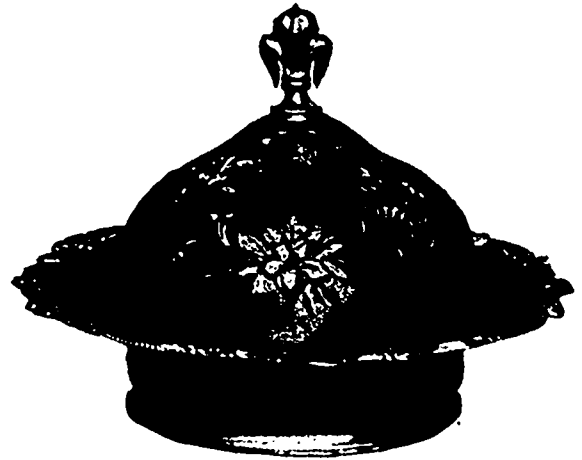
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*35 Hayter St., TORONTO, CANADA.*



specialty in law or medicine. We have the patent lawyer, the criminal lawyer, the railroad lawyer, and many other specialties in law, together with the specialist in brain troubles, nervous diseases, women's diseases, etc., all of which are distinct specialties in which an ordinary lifetime is hardly long enough to master.

This is an age of specialism, and the refracting optician has a speciality in which he can devote his time and energies to an unlimited extent. The successful practitioner of the future must have a thorough knowledge of the elementary principles of anatomy, physiology, neurology, psychology, physics and mathematics; he must also understand the fundamental laws of refraction, and the relation between the eyes and the rest of the human anatomy through the nervous system.

He must be able to estimate errors of refraction positively and be able to diagnose the abnormal conditions of the eyes from the normal; he must understand the therapeutic effect of lenses and be able to estimate the amount of nervous energy expended in an uncorrected error of refraction. He must base his deductions upon investigation by the most approved objective and subjective methods. He must ask questions and solve answers. He must listen patiently to what a person tells him of their ills, and consider them, as many times his course must to a large extent be governed by them.

The progressive and up-to-date refracting optician must not be a hero worshipper, nor addicted to old theories to the extent of allowing his mind to become too tenacious in its hold upon formulated opinions. He must learn to discriminate and to acquire additional knowledge by his own researches. He must not become discouraged because he has so much to learn, nor become egotistical over the little that he does know.

He must not think that there is no value in an ism, nor that all isms are valuable. It is easier to say that a thing is black than to discriminate the particular shade of blue, green or brown to which it really belongs. It is easier to say that an idea is worthless than to investigate and modify your opinion. In the work of the refracting optician methods must be employed that give results accurately and quickly, for the reason that many times all of your business is crowded into a small portion of the day, and in order to be successful it is necessary to work with rapidity.

In order to make a success of your profession you must be master of it, and be able to inspire confidence in your ability, for the reason that many persons with whom you come in contact are rather skeptical, and will sometimes tell you that a sick physician is one of the worst scared men in the world. The practice of optometry as compared with the practice of medicine is an exact science. You can easily demonstrate that the function of a lense is to regulate light, and that your deductions are largely mathematical calculations. You can assure a person that the muscles of the eyes are using more than their pro rata share of nervous energy, which necessarily causes nervous derangement.

As 80 per cent. of eye cases are refraction cases, and are cured of their complaints by correcting refractive errors, the refracting optician is ample, and he has little time to devote to other investigations.

His researches and practice are confined to the attic and

dynamic refraction of the eyes, and in no sense does he enter the province of medicine. A medical diploma is no proof that its holder is competent to practice optometry, and the statement is made that 90 per cent. of the alleged oculists now practising in this country, on the strength of a general medical education, are doing so in absolute ignorance of the laws of refraction, and of every accurate system of measuring the defects of the eyes.

Be that as it may, it is not my intention to point out the inabilities of any class of practitioners. As regards the relations between the refracting optician and the medical man, their interests are to a great extent mutual, and the sooner both realize that fact the better for all concerned.

A medical education is not necessary in order to successfully practice optometry but a knowledge of the refractive condition of the eyes is necessary in order to treat successfully the cases that came to the general practitioner for relief. It has been my experience, and I think every refracting optician has the same cases, to have persons say that they have been treated for every organ in their body in order to cure headache, and as a last resort the suggestion is made that perhaps it is their eyes. On the other hand, the man who thoroughly understands the practice of optometry can state positively as to whether there is a condition of the eyes existing that would cause headache.

As regards the idea of building a Chinese wall around the practice of optometry, in my opinion, it is unnecessary and foolish; every business and every profession has its scum, and the law is, has been and ever will be, the survival of the fittest.

The conditions at all times are changing, and the man who keeps a little ahead, or abreast of the times, will be the man who meets with the greatest success, be it in the practice of optometry or any other profession. — *Read before Rochester Optical Club by B. B. Clark.*

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## THE AMERICAN OPTICAL CONVENTION AT DETROIT.

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*Editor TRADER—Sir:*

As one of the opticians who attended the National Association of Opticians held in Detroit, August 15, 16, 17, I wish to occupy some of your valuable space in giving your readers some of the particulars of the meeting.

The National Association is to-day recognized as the head of all associations in the United States, and this fact will become more evident every year, for, although not at present legally so, it will, I think, soon be, for, at the meeting just held changes in By-laws were made so that such a condition might be now easily attained. I think, personally, this is the right idea and feel it is upon the same lines that we in Canada should build up our own association. Of course, this could not be done at first, but as each province organized it could fall into line and become more co-operative. The benefit of such an annual meeting is, I feel, invaluable.

In the exhibition rooms is an aggregation of instruments, accessories, etc., in abundance, with attendants in charge who are only too glad to give any information regarding them.





# YOUNG MEN! AROUSE YOURSELVES!

Some 50 situations among the best in Canada are open for our students at the present time. We cannot fill them, as the demand has been such that the supply is exhausted for the present.

## LOOK AHEAD! DO YOU WANT A GOOD POSITION?

Then you must fit yourself for it. The cheapest, most rapid and certain way of doing so is by attending this school which advances its students for the best positions, which stands behind every one in good standing, helping them upward and onward always.

## IT IS NOW UNDERSTOOD BY EMPLOYERS

Who are inspectors on the railway time service that students who are recommended by us are the most satisfactory workmen on difficult work---such as railroad work---which carries with it the absolute requirement of accurate and intelligent workmanship, together with a general knowledge of adjusting.

## AMERICANS ARE NOW ATTENDING THIS SCHOOL IN LARGE NUMBERS.

They are notably alive, practical and clever. Surely our Canadian young men do not wish to be behind? Therefore investigate and learn to appreciate what is done in your own country.

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**THE NEW TERM IS ABOUT TO BEGIN,  
and applications should be entered with-  
out delay. . . Circulars on application.**

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# CANADIAN HOROLOGICAL INSTITUTE,

115 to 121 King St. East,

**H. R. PLAYTNER,**  
Director.

**Toronto, Ont.**



Surely this alone is a valuable return for the time and money spent. One meets the best and brainiest men in the profession whose very contact does one good and makes one feel and seek for a higher plane of work which means a great deal to those who seek success and a higher professional standing. The educational factor is simply immense, and this year particularly was well catered to.

Some valuable papers were read giving ideas never seen in a Text-Book. The one lecture alone of Dr. Barnard, of New York, was, to me, the best on Light I have ever read or listened to, for it explained the Phenomena of Light so simply and well that anyone could understand it and gain something from it.

I have only one regret in connection with the meeting—that is the small Canadian rally. Only eight all told were there, one from the Lower Provinces, two from Toronto, five others from Ontario points, not enough to make much noise, but we did the best we could. We were treated like kings, the able Detroit committee having provided a pleasure programme which was very enjoyable in every respect. The privilege of going through Park, Davis & Co.'s establishment I appreciated very much, for, though they are not Optical people it was an eye opener to me. Then we had an excursion down to Belle Isle and up and down the river, the whole concluding with a banquet brim full of good things—jokes, speeches, anecdotes galore with a menu that only the Cadelac can provide and serve.

To the Detroit committee I express my thanks which, I think, voices the sentiment of Canucks one and all. Chicago is the next meeting place, when I shall go and hope to see old friends again and many new ones including more Canucks.

Thanking you, Mr. Editor, for your valuable space, I am,  
Yours sincerely,

E. CULVERHOUSE.

### TO REMOVE SOFT SOLDER FROM GOLD.

One of the most serious evils the repairer has to contend with is the presence of soft solder on the piece under treatment, being the imperishable record of some botch; all this must be removed or destroyed before the article can be properly repaired. Workmen generally believe that annealing and boiling out will destroy it, while, in fact, it has the very opposite effect. The heat thus applied simply aids in driving it in and amalgamating the solder with the gold. We have often tried to remove the solder after the annealing process by scraping and filing, but invariably found that it had penetrated so deeply into the gold that it would be utterly impossible to eradicate it by any such means.

One of the common methods of treating this class of solder in the workshop is to remove whatever can be gotten off with the scraper, which consists of a three square file sharpened at the point, and then to place the article for some time into strong muriatic acid. Nitric acid would answer much better, but it cannot be safely applied to articles of inferior qualities of gold, as it would act upon the alloy of which they are partly composed.

For colored gold, however, it can be used with advantage and safety. From a long practical experience in the matter of soft solder, we have arrived at the conclusion that there is no better way of treating it than that which we are about to point out. Before, however, describing our hitherto secret method of treatment, it is desirable that we should explain (for the benefit of those workmen who are constantly meeting with this kind of solder in their daily work, much to their annoyance), another system for its removal, one, we believe only practiced by few in this country, for we have never yet met with a person who knew anything about it. The solvent employed was a mixture of muriatic acid and crocus, and prepared as follows: To eight ounces of muriatic acid add one ounce of crocus, and shake it well to increase a perfect intermixing; to one ounce of this mixture add 4 ounces of hot water, place in a pipkin and keep up the heat by means of a gas flame; then introduce your soft soldered article and you will soon be satisfied with the result.

### TO TAKE DOWN A WATCH.

Take the movement from the case first, then the dust band (if any), the hands and dial next, then with the glass examine all bearings; the jewels and the hand wheels in particular. It frequently occurs that a Swiss watch will apparently be in perfect order, but it occasionally stops by binding at some place, of an occurring in the hand wheels. By some overdriving the hour or minute hand too tight, the outer pinion is bent or the hour wheel hub closed so tight that they bind and reduce the power and motion of the train so that it is sure to go too fast or too slow, and many times stops. By placing the key and gently turning the centre pinion a few rounds, the fault may generally be detected at once, by using the glass, and remedied by straightening the centre pinion or freeing the hour hand wheel. It also happens frequently that the second hand stem is too long, and in order to let the hour hand pass over it some drive it down so far that it rests on the jewel or plate, this either stopping the watch or interfering with its motion. The remedy for this is to cut the seconds hand stem off to proper length.

After hands, dial, and wheels are off remove the cannon pinion and centre pinion, if any; next remove balance bridge and balance; examine them carefully, as in the balance alone lies half the cause of watch ailments. Then let the mainspring down—clear down. Now with a glass examine all the wheels at rest; if the lever is free, it should fall from one banking pin to the other by slightly tipping the movement in the hand. Should all this be correct remove the top plate, being careful not to bend or break the lever pivot in doing so. After taking the watch all down and inspecting each wheel, remove the cap jewels from their settings, as it frequently happens that by the aid of the glass one or both of them will be found rough at the places where the balance staff pivots have had end shakes against them. Should this be the case, either knock them out and insert new ones, or grind them down on a diamond hone and repolish, at the same time not forgetting to repolish the ends of the balance staff, as its pivots will need some care after running on such end stones.

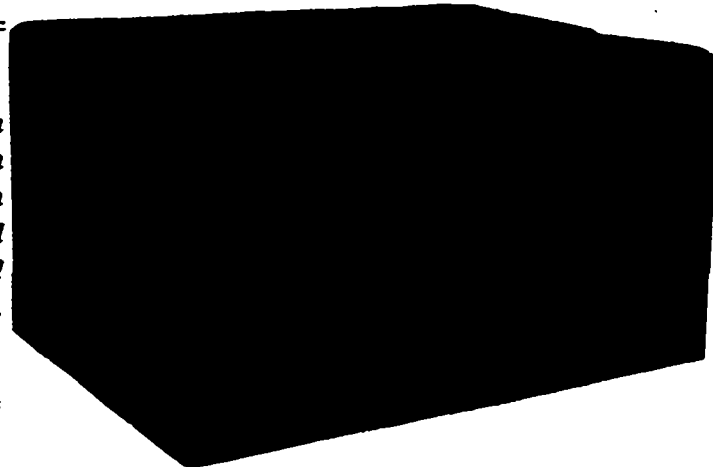


# Jewelers' Fine Paper Boxes, Morocco Cases, Velvet Cases, Oak, Mahogany & Walnut Cases.

Our many customers throughout Canada from the Atlantic to the Pacific, know that buying from the manufacturer, or maker of goods, means a large **saving to the purchaser**, for it is assuredly in itself a guarantee against inferior goods and exorbitant prices.

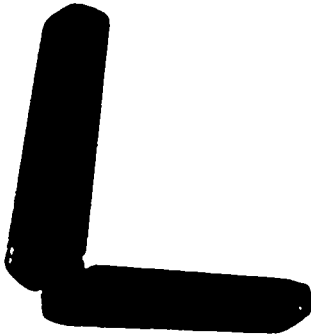
By buying from the **manufacturer direct** the customer reaps the benefit of **close prices**, and all improvements and new lines which we are constantly bringing before the jewelry trade of Canada.

*Our goods are made in their entirety in our own Factory, under our own personal observation, and we aim to please and benefit all our customers.*



Cabinet—No. 5.

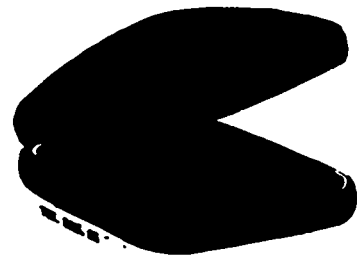
*Our Representatives have started on their midsummer trip. We have exceptional facilities for making and filling special orders and all such will have our prompt attention.*



Scarf Pin—No. 45.



Ring Tray—No. 331.



Velvet Brooch—No. 65.

When you require Jewelers' Boxes of any sort, Trays, Jewelers' Cotton, Twine, Paper Bags, Rubber Bands, Tags, etc.,

Order from . . .

## THE J. COULTER CO., LIMITED.

130 KING STREET WEST, - - - TORONTO.

Our MR. W. W. COLE has started on his trip through New Brunswick, Nova Scotia and Prince Edward Island.



EDITED BY M. M. COHEN, TORONTO.

All communications intended for this department must be addressed to the Advertising Department of The Trader Publishing Co., Toronto, Ont.

(Continued.)

FOR EXAMPLES.

Dear Madam,—Some time ago I had the privilege of showing you silverware, but was unable to satisfy you in matter of price. Since then I have ordered quite extensively and have just received notice of the shipment of goods. In order to make room for them I have made some big reductions on many articles of my present stock. If you are still interested in silverware it will pay you to call.

Dear Sir,—Some time ago you were considering the purchase of a diamond. If you still think of so doing, I can afford you an opportunity of purchasing at a right price, and at the same time present a larger assortment from which to select, than could be hoped for at any ordinary dealers.

On ——day of next week, Mr. Blank of the firm of Blank & Co., one of the largest importers of precious stones, is expected to call on me. He will

at my request show you his diamonds. I should be very glad to handle the sale for a small commission. If you think favorably of this let me hear from you.

Dear Madam,—We have just received quite a collection of bric-a-brac including cut glass, the product of the famous firm of Dash & Dash, and porcelain of such makers, etc. Some pieces are of extraordinary beauty. There are no duplicates nor will there be. These articles have just been unpacked, and have not as yet been publicly displayed. If you would favor us with a call you would have the entire stock to select from, and you can rest assured that whatever designs you select will not be found elsewhere.

These examples might be continued indefinitely.

Opportunities are cropping up in every business where letters can be used to great advantage. It is rather a question of having the time and inclination to write them than the opportunity.

It not unfrequently happens that notes similar to some of those I have already given could be advantageously addressed to the public. Under the circumstance similar letters with slight changes could be very advantageously used in newspaper advertisements or in circulars.

From letter writing, like all other advertising, immediate results must not always be expected, nor must every letter that does not bring immediate results be considered as wasted.

Letter writing shows a courteous consideration of your customers, consequently is bound to yield advantages, but again, like all other advertising, letter writing must be systematically followed out.

(To be continued.)

### Eye Strain Belies Character.



Defective sight produces unnatural expression. Perpetual frowns caused by an effort to see better often belie character. We are

experts in fitting glasses that make facial distortions unnecessary.

**JAMES SMITH,**  
Scientific Optician,  
MOONSTOWN.  
No. 55.



**Satisfaction Guaranteed**

Our guarantee means something.

We are not here to-day and away to-morrow; you know just where to find us.

Comfortable vision or your money back. No guess work. Accurate, scientific measurements and tests. Difficult cases a specialty.



**RICHARD ROE,**  
Ophthalmic Optician,  
JONESTOWN.  
No. 56.

### Why Glasses are Worn.



For a long time glasses were used only to assist in reading or near work, but with increased knowledge of the eye, we are able to adjust glasses to improve the sight, thereby curing chronic headaches, neuralgia and many nervous afflictions caused by eyestrain.

The thousands who wear properly adjusted glasses are the living testimonies to the truth of it. Examination free.

**JOHN DOE & CO.,**  
Jewelers and Opticians,  
SMITHVILLE.  
No. 57.



**F&B**  
THEY CAN  
REGISTERED

# Your Stock Needs a Tonic



If so, write us, or ask our salesmen to call and show you goods that will act like a tonic.



CUT'S SCALE

No. 263.

SIZE 10X9

An example of our American Beauty Desk Set. Eleven pieces in fine Leatherette Case.

Six days of each week we devote all of our energies to the improvement of our production, wherever possible. Beautiful patterns, well made and finished, is our hobby.

One of our departments is devoted entirely to our lines of Rolled Gold Plate Chains, Locketts, Bracelets, Pins, Brooches, Hair Chain Mountings and our regular jewelry line. Another department is devoted entirely to our Sterling Silver line. The result is two lines of goods that are of better quality and finish than any others on the market, and we can lay them down on your counter duty paid cheaper than any other house in the country.

Send for our new Sterling Silver Catalogue.

**THEODORE W. FOSTER & BRO. CO.,**  
Manufacturing Jewelers and Silversmiths,  
100 Richmond St., PROVIDENCE, R.I.

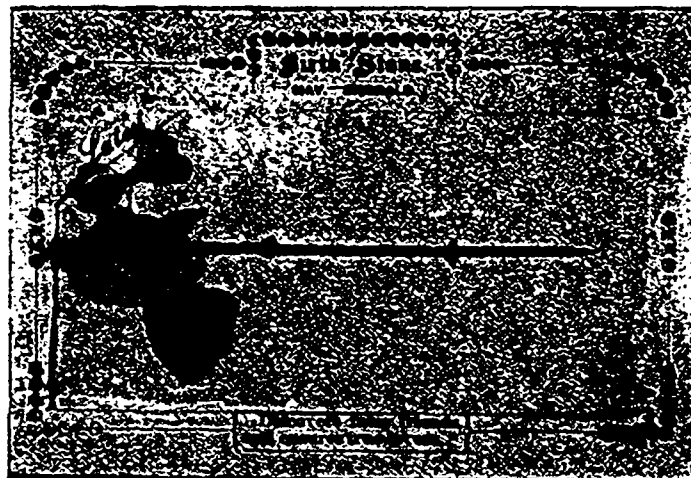
Our Canadian Representative,

**MR. GEO. E. SMITH,**  
350 KING ST. . . . KINGSTON, ONT.

**BIRTH STONE BANGLE RING.**



Prices from \$2.50 to \$6.00 per doz., in fine Rolled Plate.



The above is one of our latest. We have them in the Twelve Birth Stones and they are pronounced the best thing out for the price, \$3.60 per doz.

**KLONDIKE BANGLE RINGS.**



From \$3.00 to \$6.00 per doz. Bangle Rings in endless variety.

One gross of Birth Stone Pins, with the name of any town or cut of building on the bangle, for \$36.00.

You will make no mistake in ordering some of these.

Prices subject to catalogue and cash discounts.

**S. BREADNER,** MANUFACTURING . . . . JEWELER,

CARLETON PLACE, ONTARIO.



## ENQUIRY COLUMN

This column is opened for the purpose of giving short and concise answers to enquiries regarding watch repairs, or anything else connected with the Jewelry business. The craft are cordially invited to draw on the knowledge of our experts whenever they think that we can be of any assistance to them. Address all communications to The Trader Publishing Co., Ltd., Toronto, Ont.

**Enquirer writes:** Some time ago I saw a recipe in your "Workshop Notes" for the prevention of "tarnish on silverware. It was to paint it with collodion, or collodion and water, or something else I don't remember. Would you please tell me again through the "Enquiry Column."

Collodion diluted with alcohol is the agent; the articles are heated as hot as possible when the collodion is applied with a brush so as to cover the surface thoroughly and uniformly.

**J. H. writes:** Please let me know in your next issue what book on horology you would advise a young man, with about three years' experience, to obtain.

You should aim, if possible, to acquire a library of horological books, as no matter how many you may have you can always get some further knowledge from each, and as each new publication appears, if you acquaint yourself with its contents, you will be up-to-date with all the latest and best methods in vogue, which will be of great value to you. The most complete and comprehensive work is Saunier's Treatise on Modern Horology. It contains about 800 pages, has a large number of beautiful copper plates delineating the theory and construction of train wheels, escapements, balances, hairsprings, etc., etc. The book commences with the first principles of watchmaking and embraces everything of importance throughout the entire range of the subject. The cost is from \$12 to \$15 we think, but we also think there is an American edition about \$10. The other valuable books which you should have are, for instance, Grossman's Treatise on the Lever Escapement, Excelsior's Treatise on the Balance and Hairspring, Henry Abbott on American Watchmaking, Britten's Handbook, and a number of others, all of which are published by G. K. Harlitt & Co., Chicago. Write this firm and they will send you a catalogue of their publications with description and price given for each book.

**Hands writes:** I have a 6 size 11g. Elgin watch in which the hands do not move at times at all. The watch will run along all right for hours, then suddenly the hour and minute hands will stop moving, and the watch may run on for half an hour or more before the hands start again. I have examined it closely and find that the canon pinion fits well, the centre wheel is tight on pinion, the hour wheel does not bind anywhere, or the socket of the hour hand does not bind against the dial; in fact, everything, so far as I can see, is all right. Perhaps you could suggest the cause; if so, I will be greatly obliged to you.

Without having the movement before us there is only one defect we can think of, but one which is quite frequently met with in various watches, and that is the minute wheel becomes connected with the setting wheel when the winding and setting

apparatus is in position to wind instead of to set the hands, when of course the watch must either stop or else the watch will go and the canon pinion will not move, because if the setting wheel gets connected with the minute wheel, as described, all the winding and setting wheels are connected at the same time, but quite often the watch will continue to run owing to the easy friction of the canon pinion on the center arbor. In the watch you refer to you will find on the under side of the setting lever a small pin which presses on a spring, having at its end a small setting wheel, and when you push the setting lever in this pin, acting on the spring, presses it down and the setting wheel with it so that the setting wheel is below and clear of the minute wheel, now if for any cause this setting wheel is not pressed down far enough it is liable to catch in the minute wheel when it should be away from it and thus cause the trouble referred to. Examine the setting lever and see if the screw which binds it to the plate is not loose or slightly unscrewed, which would allow the setting lever to raise up, when of course the spring carrying the setting wheel would also follow it. The pin on the under side of the setting lever might, from some reason or other, be a little too short and the setting wheel at all times be so close to the minute wheel as to be unsafe and liable to catch. We think that you will very likely find this to be the cause of the trouble and a careful examination will indicate the remedy.

**Dead Black writes:** I am making a piece of optical mechanism in brass, a portion of which I want to have dead black, the same as we see on surgical, mathematical, and optical instruments. Is there an easy and simple method of producing it which I could manage in my own workshop. I do not expect to be able to get as good an effect as an expert does, but hope to get fair results with your assistance.

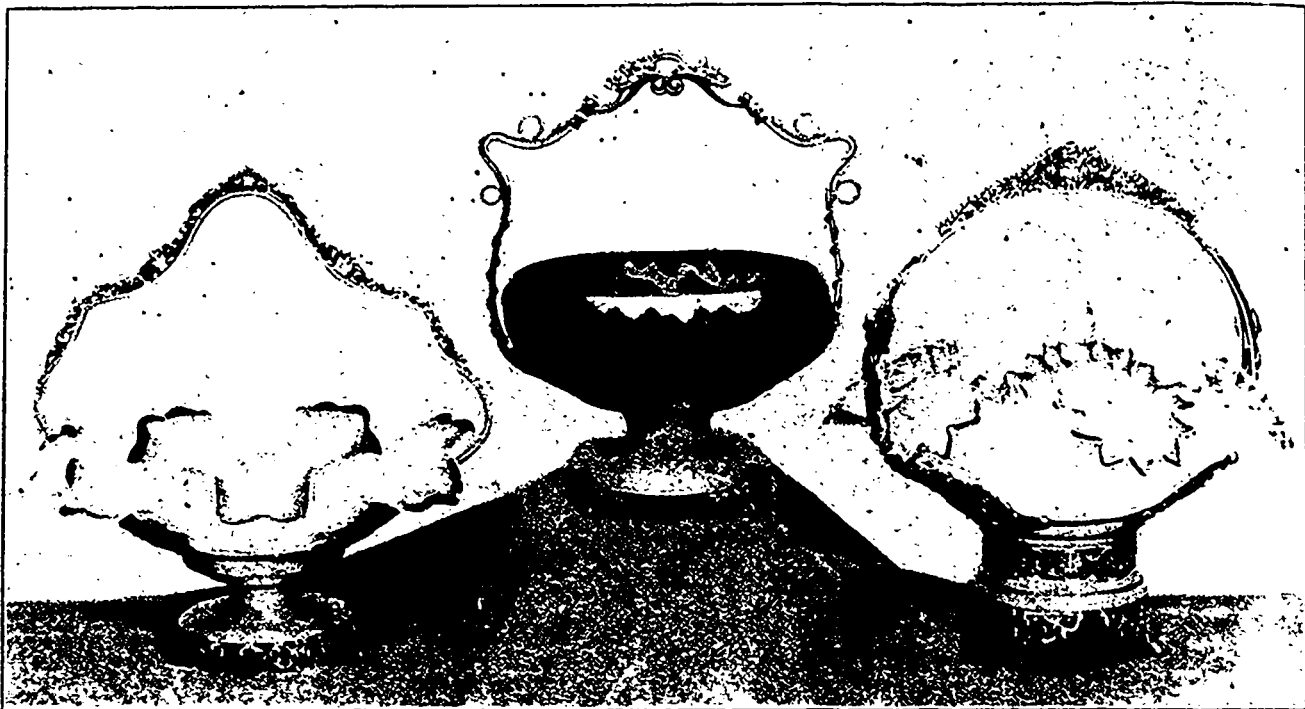
Take a thimbleful of lampblack on a piece of glass, mix with it thoroughly four or five drops of gold size, so as to form a thick paste. Use as little gold size as possible, as an excess will give the coating a glossy instead of a dead finish. Add about double the volume of turpentine; mix with a camel's hair brush and apply to the surface to be coated. This method, if carefully carried out, will give a very good result.

**Puzzled writes:** Some time ago I wrote you asking your opinion on the cause of stopping in a watch which I had fixed and which seemed to be all in first-class condition but would not run. You enumerated the different points of examination to which I should give my attention, such as freedom of barrel on the arbor, free action of the train wheels singly and collectively, condition of the escapement, draw action of the pallet jewels and escape wheel teeth, correct position of the banking pins and guard pin, tight fitting of the forks and pallets on the arbor, escape wheel tight on the pinion, correct action of the fork and table rollers, freedom of the hairspring, straight pivots, hole jewels tight in their settings and round in their holes, correct depthings and action of the dial train, to see that there was no binding anywhere after the movement was all together, mainspring of salubrious strength and not binding in the barrel, etc. Well, although I had previously thoroughly examined the watch I did so again and followed your directions explicitly and found everything all right, I again cleaned the watch and it started off all right and went for a couple of weeks and then came back the same as before, viz., ticking along slowly for a moment or two and then stop. There seemed to be plenty of power as the escape teeth dropped on the pallet jewels with a good strong tick and the balance seemed free and yet there was scarcely any motion, consequently I have now done what you next told me and that was to send the watch to you if I could not find the trouble and you would see what the matter was. I must apologize for putting you to so much trouble, but as I am "dead stuck" I will be very glad for you to help me out, and will await your solution with great interest.



# THE TORONTO SILVER

## ELECTRO SILVER PLATE.



No. 289. \$6.75 List.

**BERRY DISHES.**  
No. 288. \$7.75 List.

No. 287. \$6.75 List.



No. 301. JELLY DISH (Double).  
\$6.50 List.

No. 2470. EPERGNE.  
\$6.75 List.

No. 300. JELLY DISH (Single).  
\$3.00 List.



# PLATE CO., LIMITED,

SILVERSMITHS AND MANUFACTURERS OF **ELECTRO SILVER PLATE.**

## STERLING SILVER.



**No. 233. BUTTER.**  
\$12.00 List.

**No. 171. COFFEE SET.**  
Three Pieces, \$92.50 List.

**No. 542. BON BON.**  
\$8.00 List.

**No. 541. BON BON.**  
\$3.50 List.

**No. 25. NAPKIN RING.**  
\$3.20 List.

**TEA STRAINERS.**  
No. 627. \$4.50 List.  
No. 628. \$2.00 List.

**No. 540. BON BON**  
\$5.00 List.

At the last minute we were disappointed with a cut of other illustrations of new lines in Sterling Silver that we intended using in this space, and instead draw the attention of the Trade to our newest pattern in E.P. Flatware, viz: **The "EUCLA."**



In connection with our Flatware, the quality of which we fully guarantee, please bear in mind that it is *Hand Burnished.*

While more expensive than Machine Burnishing generally used by other manufacturers it gives life and durability to the ware that can be obtained in no other way. This process allows more silver to remain upon the goods—and that means that they will wear longer and also produces an unequalled lustrous finish.

Also please remember  
that we are

**"NOT IN THE TRUST."**

**FACTORIES AND SALESROOMS:**

**KING STREET WEST, TORONTO, CANADA.**

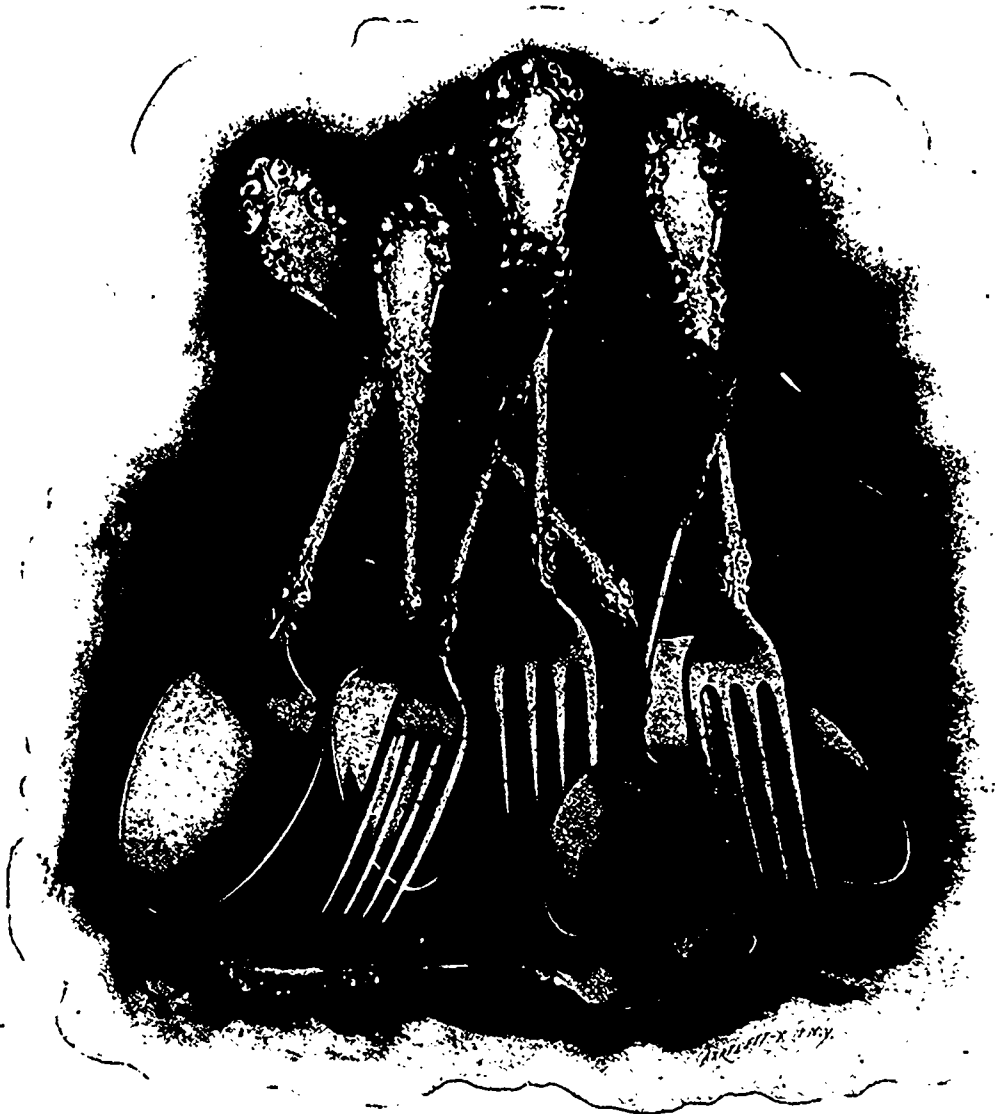
**E. G. GOODERHAM, Managing Director.**





# NOT "ROGERS" ONLY---BUT "1847 ROGERS BROS."

"1847" is the identifying mark of the genuine—remember "1847."



"Berksire"  
Pattern.

Design  
Patented.

## SPOONS, FORKS, KNIVES, ETC.

Stamped with the Prefix "1847," followed by "Rogers Bros." as a complete trade mark, are examples of what can be produced after half a century of experience in conceiving, designing and making, by a company with ample capital to produce wares under the most favorable conditions—facilities not possessed by any other concern or individual.

The name "Rogers" is not the only desirable feature, but is secondary to the general excellence of the ware itself, which will at once create a favorable impression. "1847" goods are better, more salable and bring higher prices than ordinary "Rogers" because they are worth more—cost us more to make—they are not cheap, but good, thoroughly good.

We help the dealer to sell "1847" goods. Send for Circular No. 1052, and our latest Pocket Catalogue No. 60.

## MERIDEN BRITANNIA CO., MERIDEN, CONN.

New York City: 9-11-13 Maiden Lane, 1128-1130 Broadway, and 208 Fifth Ave. CHICAGO: 195 State St.  
SAN FRANCISCO: 134 Sutter St. HAMILTON, ONT., CANADA. LONDON, ENGLAND.



After seeing your movement, and making a careful examination, we are not surprised that you failed to locate the cause of stoppage, as most workmen would scarcely ever think of looking for it where it was. There is a strong practical lesson to be learned from this very experience which it will pay you and every reader of this page to make a note of, and that is to follow this system—*Always examine every part and combination of parts of a watch movement.* When we looked your watch over and noted that, as you said, there seemed to be the requisite degree of power at the end of the escape teeth, we felt pretty certain that the trouble lay somewhere between escape wheel and balance. The hairspring appeared all right, and the balance pivots seemed to fit the jewels all right, so next we took the hairspring and table roller off the balance staff for the purpose of testing the free action of the balance itself. Putting the balance and staff in place, and giving it a whirl, we immediately noticed that it *did not spin as long as it should*, notwithstanding the fact that the balance staff pivots were not binding in the jewel holes and the balance did not touch anywhere; consequently, the cause, though a peculiar and seldom met with one, was not far to seek, viz., the *balance was loose on the staff.* It was loose only in places; that is, by holding the staff firmly and turning the balance round, you would reach a point where it was *slightly tight*, and that evidently accounts for the watch running temporarily; subsequently it became loose again, and, as a result, when the impulse from the fork was communicated to the impulse pin on table roller, it did not expend itself in impelling the balance, but in causing the balance to slip around on the staff, and thus there was no motion and the watch naturally stopped. Some workmen say it is too much trouble to fully examine all watches because "they don't often need it," but it is time well spent, and time saved in the long run, because it does not take long when you systematize it to thoroughly examine each watch you fix, and it is safe to say that the time you spent trying to find the trouble with this watch was sufficient for the proper examination of at least twenty watches.

### IMPORTANT SCIENTIFIC DISCOVERY.

One of the most valuable discoveries in recent years, from a scientific point of view, is that made by a Swedish professor in chemistry in Washington. He is Theodore Olan.

He has found a new element in the chemical world which will soften steel, gold, silver, aluminum and many other metals, making them as soft and ductile in the hands as a ball of putty.

The discovery was made by the merest accident, but that it will revolutionize the working of metals in many of the arts and trades is beyond question.

The new chemical agent is named tauric acid by its discoverer. This comes from tauric moss, the principal element in the new chemical, tauric moss being a peculiar lichen or fungus which grows on rocks and the roots of trees in many parts of the country. It is common to some parts of the United States, but little is known of it in chemistry.

"I spent night and day in experimenting before I had perfected this new acid, and found what it really would do," says the inventor. "A few days ago my labors were rewarded by fully developing the new agent.

"By placing gold, silver, steel, aluminum or lead in this acid, I found they became soft as dough, so that they might be worked with the hand into any shape or form. Although steel softens readily when placed in a vessel containing tauric acid, strange to say the acid has no effect upon iron. I am unable to explain this at present, but I shall continue my experiments until the reason for this is made clear.

"Tauric acid will be of great value to jewelers in making designs in precious metals. Designs may be moulded or beaten to the required shape without heat being used at all."

### OLD AMERICAN TURQUOISES.

We know from the narrative of Bernal Diaz and the journals of the Coronado expedition that the turquoise was in general use for personal adornment, and that it was most highly prized, and was an object of trade or commerce between the various tribes. It was also reported as in use at Cibola for the adornment of the portals of chiefs' houses by inlaying. Thus, the Friar Marcos de Niza, in his reconnoissance in Sonora and northward in search of the seven large cities of Cibola, was informed that he would there find the chief doorways ornamented with turquoise. On his way, he met Sonora Indians, returning from the north, who explained that they had been to Cibola to get turquoises and cow (buffalo) skins.

Turquoises were suspended from their ears and noses, and they wore belts adorned with turquoises. At one village the chief men were adorned with collars of turquoises, while others were allowed to use them in their ears and noses only. When Castenada reached Tusayan the people presented him with some turquoises. Mendoza in his letter regarding the seven cities, says: "They have turquoises in quantity." Vasquez reported the use of turquoises in worship as offerings to the gods, and he adds that generally they were poor ones. In Castenada's narrative mention is made of presents of turquoises to the devil by the inhabitants of Culiacan, and also that a certain clan of women were decorated with bracelets of fine turquoises.

In the celebrated Coronado expedition northward from Mexico to Cibola, 1540-42, the negro explorer Estevan, who went with the party, gave the good friars great trouble and anxiety by his greed in collecting turquoises and objects of value from the natives. Estevan appears to have been always ready to press on in advance, an explanation of which may probably be found in his desire to get the first pick of the gems. He was loaded with them on his arrival at the outposts of Cibola, where he was killed and his turquoises confiscated.

TRADING STAMP LAW.—Albany, N.Y., Aug. 12.—Among the laws which will go into effect on Sept. 1 is one making the issue of trading stamps illegal. The constitutionality of the law, it is said, is to be contested.



# LEVY BROS. CO., HAMILTON. Limited.

Have Many Pretty European Novelties to Show.

.. ALL THE LATEST IN ..

A Full and  
Complete  
Line  
To Suit the  
Most  
Fastidious.

Prompt  
Despatch.

American Jewelry and Novelties.

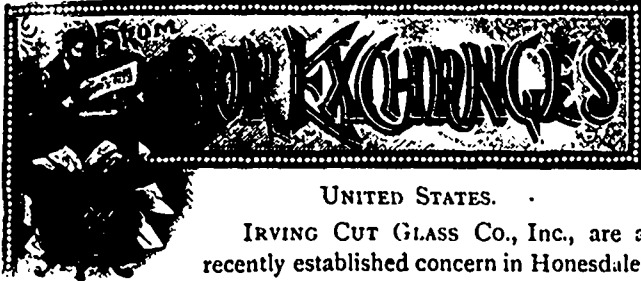
American and Swiss Watches.

Hemsley Souvenirs,  
Artistic Enamelled Novelties.

Ingraham and New Haven Clocks.

Seth Thomas Regulators.

MATERIALS AND TOOLS.



UNITED STATES.

IRVING CUT GLASS CO., Inc., are a recently established concern in Honesdale, Pa., for the manufacture of American rich cut glass.

THE Western Clock Mfg. Co., La Salle, Ill., who had suspended operations for a month, owing to moving a part of the machinery into a new building, resumed work last week.

SPENGLER OPTICAL CO., of Geneva, N.Y., have been incorporated under the laws of the State of New York; capital, \$1,500; directors: Dr. J. O. Spengler, V. L. Stone and F. A. Spengler, of Geneva.

CHRYsolITES.—HONOLULU, Aug. 11.—The discovery has been made here that chrysolites, just now the fashionable gems, exist in large quantities in certain parts of the larva beds of this island. Most of those found so far are too small to be of value, but some fine specimens have been discovered.

A CONFERENCE has been held by the trades committee of the Middletown Board of Trade with the officials of the Middletown Silver Co., Middletown, Conn., and a tacit agreement reached whereby the industry is retained in that town. The company made a statement of their needs to the trades committee and it made a most favorable impression.

THE Albert Walker Co. have organized at Saco, Me., for the purpose of dealing in all kinds of jewelry, ornaments and novelties and manufacturing the same, with \$150,000 capital stock, of which \$300 is paid in. The officers are: President, Franklin A. Bacon, Mansfield, Mass.; treasurer, Albert Walker, Providence, R.I. Certificate approved, Aug. 4, 1900.

DROWNED.—CHICAGO, Ill., Aug. 10.—From Mr. Wadsworth, of the Wadsworth Watch Case Co., comes word that his son, Ralph, fell from a sailboat at Charlevoix, Mich., and was drowned. The accident occurred Aug. 8. Mr. Wadsworth and his family had been at Charlevoix for two weeks on their summer outing when they met with their sad bereavement. Their son was 15 years of age and a young man of promise. The water at the place the accident took place was 75 feet deep, and at this writing the body has not been recovered.

IN THE Centre St. Police Court, Monday, Chas. Esterbrook, 27 years old, living at 6 Grove St., was up for examination before Magistrate Mayo on a charge of grand larceny. Esterbrook had been in the employ of the Seth Thomas Clock Co., 49 Maiden Lane, as a driver, and the charge was preferred by his employers, who claimed that he had appropriated 94 watches valued at between \$400 and \$500. The watches had been given Esterbrook to deliver to a customer two weeks ago, but never reached their destination. Esterbrook had gotten drunk and sold some, pawned some, and had been robbed of others. The prisoner admitted his guilt and was remanded to the Tombs to await the action of the Grand Jury.

IN THE Centre St. Police Court recently Jas. Blackwell, who is said to be known under many aliases, was arraigned and held to await requisition papers from Massachusetts, where he is wanted in Springfield on a charge of gold brick swindling. Police Inspector Boyle, of Springfield, claims that Blackwell, with three others, is a notorious gold brick worker, and that the prisoner had obtained over \$100,000 in seven years. One of the charges against him is that he swindled a farmer named David Leonard, near Springfield, out of \$4,000 by means of the usual brass brick. He is said to be wanted in Dallas, Tex., at Danville, Quebec, and a number of other places for recent crimes of this kind. Blackwell was arrested at 70 E. 105th St. by a Central Office detective.

THERE ARE no famous clocks in the United States like old "Tom" in the tower of the British House of Parliament, or that in the spire of the Cathedral at Strasburg, or the one in St. Petersburg, perhaps the most wonderful in the world. It has 95 faces and indicates the time of day at 30 different spots on the earth's surface, beside the movements of the earth and moon, the signs of the zodiac, the location of the principal planets and the date, according to the Gregorian, Greek, Moslem and Hebrew calendars. At Moscow there is a clock made for the Empress of Russia, in 1724, upon the reverse of which is a representation of the holy sepulchre. At a certain hour of the day an angel appears, rolls away the stone, an image of the Saviour steps out, and a music box plays the Easter hymns of the Russian Church.

NEW HAVEN, Conn., Aug. 17.—In the show windows of Wells & Gunde, jewelers, 788 Chapel Street, is a tea set consisting of four pieces and a tray. The pieces were all made out of one ten cent piece, melted and rolled into a tissue, and are perfectly formed. Each piece has the handles, legs, etc., that are necessary in the solid silver set. Not a crumb of the original dime was lost in the construction of this miniature tea service. The set is on one pan of the delicate diamond scales and on the other pan is a comparatively new ten cent piece. As the set was made from a piece not just from the mint or one not very much worn, the weight is exactly the same, but if a brand new dime was put on the scale in place of the dime that is there it would weigh down the tea set; and if a well worn dime of twenty years ago was put on the pan it would be found wanting. The tea set was made by one of the workmen in Wells & Gunde's store.

TRANSFER OF PLANT.—Waterbury, Conn., Aug. 9.—The rumor that the International Silver Co., owners of the factories formerly occupied by the Rogers & Hamilton Co. and Rogers & Bros., in this city, would close one of the factories permanently at an early date, was practically confirmed by President Dodd, of the company, at Meriden, to-day. When asked by a reporter regarding the rumor and the statement which had been printed, President Dodd said that it was the intention of the company to transfer the manufacturing part of the Rogers & Hamilton Co.'s plant to the factory of Rogers & Bro. President Dodd added that none of the manufacturing business would be removed from Waterbury, but that the



# THE DUEBER HERALD

THE ADVOCATE OF HONEST BUSINESS METHODS.  
 DEVOTED TO THE RETAIL JEWELRY TRADE.

Vol. II.

CANTON, OHIO, SEPTEMBER, 1900.

No. 1.

## A PUZZLING QUESTION.

Our readers will, no doubt, be interested in the conundrum presented in the following letter:

EDITOR DUEBER HERALD.

*Dear Sir:*—Last week I bought a barrel of flour from my grocer. On examination I discovered that a large part of its contents was sand. I did not wish to sue him, but was anxious to get revenge. After considerable effort I induced him to buy a watch, and sold him one of those cases, of which you know I still have a few, purchased before I began to buy Dueber-Hampden watches. It was one of those cases with lead loaded springs, but I charged him the regular price. Since the sale my conscience has been troubling me, and I write to inquire whether you think that I have overreached him in seeking revenge.

Yours truly,

JOHN THE JEWELER.

The Largest establishment on the globe for the manufacture of complete watches is the factories of

The Dueber

Watch Case Mfg. Co.

and

Hampden Watch Co.,

At Canton, Ohio.

Nearly 5,000,000 of the incomparable Dueber-Hampden watches are in the pockets of the people.

## DO YOU WANT TO GET RICH

BY SELLING

## COUNTERFEIT DOLLARS?

DO YOU WANT TO MAKE MONEY

BY SELLING

## COUNTERFEIT WATCH CASES?

EVERY WATCH CASE WHICH IS NOT WHAT IT IS REPRESENTED ENDANGERS THE JEWELER'S REPUTATION, NO MATTER WHAT THE GUARANTEE MAY BE.

## YOU CAN'T SALVE YOUR CONSCIENCE

by falling back on the manufacturer, for it is your duty to know what you are selling, and

## YOU CAN'T HOLD YOUR CUSTOMERS

by pointing to a guarantee which may prove worthless, for they expect you to know what you are selling.

WHEN YOU SELL A

## HAMPDEN WATCH IN A DUEBER CASE

your soul and your reputation are safe, for they are always exactly as represented.

THE

## Dueber-Hampden

New 12-Size movements

are

Paragons of Watch Perfection.

"THE BEST."

## YOU CAN'T MAKE A LION OF A JACKASS

by throwing a lion's skin over his shoulders; and

## YOU CAN'T MAKE A 17-JEWELLED WATCH

by adding 10 jewels to a 7-jewelled movement. What distinguishes a 17-jewelled watch from a 7-jewelled watch is not only the number of jewels; the workmanship, the finish, above all the time-keeping quality, make the difference.

## HAMPDEN WATCHES

## SOLD AS 17-JEWELLED

have not only the requisite number of jewels, but are in every other respect what the name implies and, therefore, are fine timekeepers, upon which a jeweler can stake his reputation without violence to his conscience or danger to his business interests.

## "Splendid."

Pittsburgh, Pa.

My Dueber-Hampden watch has varied but a few seconds in 2 months, nor been magnetized, although carried around close to a fifteen-horse-power dynamo, two hundred and fifty volts telegraph instrument. Have tested it frequently on galvanometer. It runs splendidly.

Jos. DOLPHIN,  
Western Union Telegraph Co.

## "Excellent Satisfaction."

Cincinnati, O.

I have been carrying a Hampden railway movement for the past two years. Can truly say I am well pleased with it. This movement is used almost exclusively on this road, and gives excellent satisfaction.

B. Q. GASNER,  
Cincinnati Southern R. R.

**WILLIAM ALLEN YOUNG,** Sole Wholesale Agent **Dueber-Hampden Watches.**  
 393 Richmond Street, LONDON, Ontario.



change was simply for the purpose of placing a business enterprise under one roof instead of having it under two, as at the present time.

When asked as to whether it meant the discharge of some of the hands, he said it did not, as the employees would be taken on at the other factory, where they would be required to do the work as they had been doing in the factory of Rogers & Hamilton Co. Asked as to whether the transfer of the manufacturing business from the Rogers & Hamilton factory to the other factory would eventually close up the first mentioned, he said he thought it would, unless business increased to such an extent as to make it necessary to keep open the old factory. President Dodd said the change would be made in about three months.

CLEVELAND, O., Aug. 4.—Roswell H. St. John died suddenly at his residence, 833 Case Avenue, July 27th of heart failure. Mr. St. John was a native of Ohio, having been born in Cincinnati in 1832. He was of English lineage, his ancestors coming to this country from England in 1700, just 200 years ago. While yet a boy the family moved to Springfield, O., where after receiving a Common School education, he learned the trade of watchmaker and jeweler. While thus engaged he invented and placed on the market the first foot lathe for watchmakers, known as the St. John universal chuck lathe. The instrument was well known for many years. At the breaking out of the war of the rebellion in 1861, he was appointed by the Governor one of the County Military Committee, a very responsible position at that time, and later he served as Provost Marshal for the Fourth Military District of Ohio. On the return of peace he devoted himself to business and later became interested in sewing machines as an inventor and manufacturer, and developed a number of valuable improvements in this line. As early as 1890 he became interested in the development of what is known as the St. John method of making or producing type bars. The development of this process and a machine for its execution wholly engrossed Mr. St. John's time since its conception, ten years ago, and by strange fatuity, not uncommon in the lives of such men, he was taken away at just the time when the last and best efforts of his life were about to be realized and there was promise of much satisfying reward. Only recently during the past spring, the St. John Type Bar Co., of New York, was organized with several million dollars capitalization.

## Gold Quartz Nuggets.



Having collected several thousand splendid gold quartz nuggets in the Seine River District, I am prepared to sell them to the Canadian jewelry trade. All of these nuggets show free gold and are specially suitable for mounting as charms or scarf pins, and are worth from \$1 to \$5 each, according to shape and the amount of gold in them. I will send assortments to the trade on approbation. These are fast selling goods and jewelers can make money on them.

For further particulars address,

**J. C. SCOTT, Jeweler,  
FORT FRANCES, ONT.**



Jewelers throughout Canada will oblige the Editor by sending into this office, not later than the 20th of the month, any item of news that they think would be of interest to the Jewelry trade generally. Address all communications to The Trader Publishing Co., Ltd., Toronto, Ont.

"The Trader" is issued on the first of every month. In order to insure the insertion of new advertisements, or changes in those already standing, copy must be received at this office not later than the 20th of the month previous to date of issue. In all cases they should be addressed to The Trader Publishing Co., Ltd., Toronto, Ont.

STERLING, Ont., has a new jewelry store, which has been opened up by Mr. H. Hadley.

ASSIGNED — Jeweler Levi W. Hodgins, of Sarnia, Ont., last month assigned to Marshall Saunders, for the benefit of his creditors.

MR. E. CULVERHOUSE, of Ryrie Bros., Toronto, spent his fortnight's holidays on a fishing excursion, which he thoroughly enjoyed.

MR. W. H. WALLACE has removed his jewelry business from Wingham, Ont., to Dauphin, Man., where correspondence will find him.

MR. P. W. ELLIS returned last week from a fortnight's holidays up in the wilds of Muskoka, and looks brown as a berry and fit for anything.

MR. H. G. ODELL, watchmaker with Mr. J. P. Mill, the well-known Toronto jeweler, spent his holidays last month fishing up at Rice Lake, Ont.

WHEN at the Fair be sure and see the Geneva Retinoscope, "the instrument of the hour." Practical instruction given by the Cohen Brothers, Limited.

MR. FRANK T. PROCTOR, the enterprising retail jeweler of Toronto, has again secured the right to sell jewelry at the Toronto Exhibition this year.

REMOVED. — Mr. T. W. Lindsay, jeweler, formerly of Lanark, Ont., has removed to Pincher Creek, Alberta, N.W.T., where communications should be addressed in future.

THE MONTREAL OPTICAL COMPANY continue proclaiming the merits of their 14k. filled goods. They claim they have a "good thing," and they want everybody to know it.

MR. THOS. RODEN, of Roden Bros., silversmiths, Toronto, spent a very pleasant fortnight in the country for his summer holidays and came back to the city looking stronger and heartier than ever.

MR. W. M. WILKINSON, of the A. Kent & Son Co., Ltd., Toronto, the Nestor of Canadian jewelry salesmen, spent a fortnight up in Muskoka during the past month and enjoyed the outing thoroughly.

Mr. Hyman Lazarus, of the Cohen Brothers, Limited, has returned from Old Orchard Beach, where he has been spending his vacation, and is at present hustling in the interests of his firm for fall orders.

MR. C. E. ROBINSON, of Messrs. P. W. Ellis & Co., president of the "Chimo" Club, spent a couple of weeks last month at their club house and headquarters up in Muskoka. A congenial party accompanied the president, and it is needless to say that they had a most enjoyable time, and received no end of benefit from their midsummer outing.



# The Perfected American Watch.



THE VANGUARD is the highest quality 18 size WALTHAM movement. It was introduced in 1894 and immediately became the foremost watch for railroad men. It is the best 18 size movement one can buy. CRESCENT STREET, APPLETON, TRACY & CO., and RIVERSIDE 18 size. All are made in VANGUARD model. This model has many points of superiority. Important among them are the following :

**FIRST.** Its solidity and strength. While the frame of the ordinary movement is composed of seven parts, the VANGUARD model frame has but four parts. In this model separate pillars are dispensed with, the top plate and its support being in one piece.

**SECOND.** The location and protected condition of the balance wheel, which is placed farther from the mainspring than in the ordinary full plate movement and accordingly is less liable to polarization that might accrue from a slight degree of magnetism in the mainspring. The value of this improvement will be apparent when it is considered that should the balance wheel, which in a quick train watch normally vibrates 18,000 times per hour, make but ten vibrations more or ten vibrations less per hour, the watch will have gained or lost forty-eight seconds per day.

**THIRD.** The use of the double roller, whereby escapement friction is reduced.

**FOURTH.** The manner of securing the jewel pin in the impulse roller.

**FIFTH.** The improved tempered steel safety barrel, which secures the train of the watch against dangers otherwise likely to result from breakage of the mainspring, and also allows the use of an extra wide and long mainspring which gives the watch more than forty hours' run. This barrel may be taken out without removing the balance.

All WALTHAM railroad movements are fitted with the WALTHAM patent Breguet hairspring. This spring is hardened and tempered in form—not a flat spring merely bent into shape. IT IS NOT TO BE FOUND ON ANY OTHER MAKE OF WATCHES IN THE WORLD.

The finish of the steel parts, damaskeening of the plates, and other features of ornamentation are consistent with the excellent timekeeping qualities of these movements. Hunting are lever-setting; open face are either pendant-setting or lever-setting, as may be desired. Watch manufacturers in both America and Europe recognize the advantages of the pendant-setting watch over the lever-setting in open-face. Every high class foreign watch is pendant-setting. The convenience of a device that enables one to set the hands without opening the case is evident. Especially is this true of watches with screw front cases. In point of utility, the pendant-setting open-face watch is to the lever-setting as the low, pneumatic tire bicycle, of recent manufacture, is to the high wheel machine of former years, or as the stem-winding watch is to the key-winding. It should be born in mind, however, that this Company supplies lever-setting open-face watch movements for those who prefer them.

**SELLING AGENTS,**

**THE GOLDSMITHS' STOCK COMPANY OF CANADA,  
LIMITED,  
TORONTO, ONTARIO.**



MR. W. K. McNAUGHT, secretary-treasurer of the American Watch Case Co., Limited, of Toronto, was last month elected to the position of second vice-president of the Toronto Industrial Exhibition Association.

MESSRS. M. M. COHEN, of the Cohen Brothers, Limited, "Jerry" Britton, of Henry Birks & Son, Montreal, and "Ned" Culverhouse, of K&E Brothers, spent two weeks camping and fishing in the Haliburton district.

BURGLARY.—Mr. A. Hutchison, jeweler, of Carman, Man., had his store burglarized recently. Fortunately the burglar was caught, the goods mostly recovered, and the miscreant sent to jail for three months with hard labor.

DR. W. E. HAMILL has removed his office from the Toronto Optical Parlors to his former office at 88 Yonge Street, upstairs, where he will in future conduct the classes of the Canadian College of Optics. Next class commences Sept. 5th.

We understand that Mr. Breadner, of Carleton Place, will, in the near future, close out his retail jewelry store and remove to the City of Ottawa, where he will engage exclusively in the manufacture of wire jewelry and other goods for the jewelry trade.

FIRE.—A destructive fire wrought havoc in the Village of Hensall, Ont., on the 11th of August, destroying many of the principal business houses in the place. Amongst those burned out was Mr. J. C. Stone-man, jeweler, who was insured to the extent of \$1,000, which will partly cover his loss.

THE MANUFACTURERS of Murine take a very useful method of advertising their excellent eye remedy by giving away free of charge electros to all applying for them. By dropping a postal card to the Cohen Brothers, Limited, you can get an attractive electro, advertising Murine, free of charge.

DR. JOHN S. OWEN, well known to the readers of THE TRADER for many years past as the writer of our Optical Queries, proposes to visit Toronto during the coming exhibition. Our leading opticians will no doubt be glad to give the Doctor a hearty welcome and make his visit as agreeable as possible.

THE COMPETITION at the meeting of the Ontario Rifle Association for the silver challenge cup presented by the firm of P. W. Ellis & Co. was very keen this year. The cup and first prize was won by Lieut. Dillon, and the second prize by Sergt. Ashall, the well-known Toronto watchmaker.

ADVANCE IN MOVEMENTS.—The Waltham Company notified the trade last month of another advance on several lines of O, 6, 16 and 18 size movements. The advance is so small as hardly to be noticeable, and the trade would be glad to be assured of all the movements they want even at the new figures.

MR. L. G. AMSDEN, of the Cohen Brothers, Limited, has just returned from Detroit, where he has been in attendance at the annual convention of the American Association of Opticians. He also stayed off for a couple of days' fishing at Rondeau, but he absolutely refuses to confess "how many and how big."

MR. P. W. ELLIS, who has held the office of vice-president of the Canadian Manufacturers' Association has been slated by the Nominating Committee as the next president. As the nomination is tantamount to an election, THE TRADER offers Mr. Ellis its congratulations upon his elevation to that very high and important position.

J. J. ZOCK & Co. have made big preparations for the Toronto Exhibition, and they assure the trade that they will be able to show them a splendid range of the newest and most seasonable goods when they call to see them. Their new factory and offices are now completed and they give a cordial invitation to the trade to call and inspect their facilities.

A HEARTY and cordial invitation is extended to all visitors to Toronto during exhibition time by the Cohen Brothers, Limited, to visit their new premises. Attention will be shown to all, and as their factory is strictly up-to-date and contains many of the latest mechanical improvements, the time given to the visit will be well spent from an educational standpoint.

A DESERVED RECOGNITION.—We are pleased to note that Mr. L. G. Amsden, manager of the Cohen Bros. Co., Toronto, was elected first vice president of the National Optical Association of America at its annual meeting held at Detroit last month. This is a well-deserved honor, and we congratulate Mr. Amsden on his election to this honorable and responsible position.

NEW MOVEMENT.—The Waltham Watch Company last month placed upon the market a new 16 size  $\frac{3}{4}$  plate movement which will be known as No. 615 movement. It has fifteen jewels in settings; exposed pallets; cut expansion balance; patent Breguet hair spring hardened and tempered in form; tempered steel safety barrel; exposed winding wheels and is listed at a very moderate price.

SALDERS, LORIE & CO. ask all jewelers who visit the Toronto Exhibition to give them a friendly call and inspect their new premises. Mr. Lorie says that he has laid in a fresh supply of his celebrated imported Havana cigars, in anticipation of a large influx of visitors, and proposes to treat them well while they are his guests. The firm want the trade to make their office headquarters while in the city.

MR. D. R. DINGWALL, of Winnipeg, Man., has been appointed assistant inspector of the C.P.R. time service west of Port Arthur to the Pacific Coast. In the absence or inability of the chief inspector to cover that section of the road, Mr. Dingwall will be empowered to discharge his duties. All the time rating sheets on the entire road will in future be sent to Chief Inspector Scott, at the head office at Montreal.

THE *Canadian Optician* would like to see all the opticians visiting Toronto during exhibition time as an effort will be made to bring them together to discuss the formation of a Canadian Optical Association. Mr. L. G. Amsden will be very glad to receive any information that will be useful in the matter of forming a Canadian association. If the opticians of Canada are interested in this subject now is the time to show it.

MR. GEORGE E. SMITH, Canadian representative of the Theo W. Foster & Bro. Co., of Providence, R.I., desires us to inform the Canadian jewelry trade who purpose visiting the Toronto Exhibition, that he will "hold forth" at the Rossin House during the second week of the fair, with a full line of his company's goods. It is needless to say that any Canadian jeweler is sure of a hearty welcome from Mr. Smith on such an occasion.

MR. THOS. WEST, of the J. & J. Taylor Safe Works, Toronto, is at present in Europe in search of health and business. About the business there is no doubt of success, for Taylor's safes are so far ahead of anything of the kind made in Europe that the firm could easily run their whole factory on foreign trade were they disposed to go in for it. We trust that Mr. West will return to Canada fully restored to health and equal to any requirement.

A LARGER REBATE.—Under date of July 31st the Hampden Watch Company of Canton, Ohio, offered for all orders received and accepted during the month of August for their Special Railway 21 jewelled 18 size movement, a rebate of \$5.00 instead of \$2.50 as formerly. The Hampden system of rebating seems to be pleasing the jewelry trade as it affords them a protection in price as against outsiders, which many of them seem to appreciate.

THE MIDSUMMER COURSE, just concluded, at the Canadian Ophthalmic College, was well attended, and a highly successful class, being composed entirely of business men, who have come to realize that the optical end of the drug and jewelry business is not to be despised. The following were in attendance:—L. Hosteller, New Hamburg; L. Willoughby, Strathroy; R. F. Dale, Harriston; A. M. Woolrough, Niagara Falls; I. McMahon, Alliston; A. Ovens, London.

ANDREW & Co., of Winnipeg, Man., had on exhibition at their store last month a very handsome sterling silver trophy donated by Mr. J. G. Morgan, of the N.Y. Life Assurance Company, as the first prize at the international shooting competition, held during the Winnipeg Fair, last month. The trophy consisted of a cup of exquisite design mounted upon an ebony base, the body of the cup showing on one side the crossed flags of Great





OFTEN YOU ARE ASKED FOR SOMETHING IN  
STERLING SILVER WHICH YOU HAVE NOT GOT.

## CUT THIS OUT AND STICK IT UP

FOR A QUICK HANDY REFERENCE AS TO WHERE YOU  
CAN PROCURE AN ARTICLE ON SHORT NOTICE.

WE CARRY BY FAR THE LARGEST STOCK IN CANADA, AND ARE CONSTANTLY  
ADDING TO IT AND WILL BE PLEASED TO HAVE YOU SELECT FROM IT.

- |  |                         |                           |
|--|-------------------------|---------------------------|
| Atomizers, cut glass, sterling<br>mounts.                    | Gravy boats.            | Soap boxes.               |
| Brushes, combs, mirrors, etc.                                | Ink stands.             | Soap dishes.              |
| Berry bowls (or salad bowls),<br>cut glass, sterling mounts. | Jewel stands.           | Shaving soap boxes.       |
| Bon bon dishes.  | Knife rests.            | Shaving brushes.          |
| Bread trays.   | Letter or bill fyles.   | Shaving cups.             |
| Butter dishes.   | Letter holders.         | Sugar sifters.            |
| Butter plates.   | Lavender salts bottles. | Sugars and creams.        |
| Blotters.  | Loving cups.            | Salt sets and sellers.    |
| Biscuit jars, cut glass and ster-<br>ling mounts.            | Match safes.            | Smokers' sets.            |
| Cigar jars, cut glass and ster-<br>ling mounts.              | Mucilage pots.          | Smokers' lamps.           |
| Cigarette and marmalade jars.                                | Mustard pots.           | Shoe horns.               |
| Claret jugs.   | Meat dishes.            | Soup tureens.             |
| Cups.  | Manicure goods.         | Syrup jugs.               |
| Candlesticks.  | Napkin rings.           | Tea sets.                 |
| Crumb trays and scrapers.                                    | Pen wipers.             | Tete-a-tete sets.         |
| Celery trays.  | Pen racks.              | Tea bells.                |
| Cork screws.   | Pen trays.              | Tea caddies.              |
| Coffee sets.   | Puff boxes.             | Tea strainers.            |
| Cologne bottles.   | Prize cups.             | Tea balls and holders.    |
| Flasks, silver or cut glass.                                 | Perfume bottles.        | Taper holders.            |
| Funnels.   | Peppers and salts.      | Trays.                    |
|  | Pitchers.               | Vegetable dishes.         |
|  | Punch bowls.            | Vases.                    |
|  | Razor strops.           | Waiters.                  |
|  | Salve boxes.            | Water bottles. Etc., etc. |

Also Seven Patterns in Flatware, from a Salt Spoon to a  
Soup Ladle, carried in stock.



TRADE MARK ON FLATWARE.

# Simpson, Hall, Miller & Co.

A. J. WHIMBEY,  
Manager.

50 Bay St., Toronto.



Britain and the United States enamelled in colors, and on the other side a trap shooting scene. We are sorry to learn that the winner of this trophy was from across the border, but as the best man won he deserved what he got and we congratulate him.

MR. R. J. E. SCOTT, late of R. Hemsley, Montreal, has been appointed chief inspector of the entire system of the Canadian Pacific Railway from the Atlantic to the Pacific. The appointment is a first-class one in every respect and in Mr. Scott the Canadian Pacific has not only a man who knows all about the timing of railroad watches and possesses the confidence of the local inspectors, but who will enforce the regulations thoroughly and in the best interests of the Company.

THE seizure at Pretoria, in the Transvaal, of a lot of state papers has brought to light the fact that President Kruger was encouraged in the course he pursued by several Members of the British Parliament, notably Mr. Labouchere and Dr. Gavin Brown Clarke. The publication of their treasonable letters should forever banish them from public life in any British country and they will doubtless be henceforth treated with the contempt they deserve wherever the English language is spoken.

MR. AMBROSE KENT, president of the Ambrose Kent & Son Co., Ltd., of Toronto, arrived home from Europe early last month, looking considerably improved for his outing. During his trip he visited the Paris Exposition and speaks in the highest terms of many of the exhibits, more particularly those connected with the jewelry business, which were particularly fine. Mr. Kent was successful in purchasing a very fine stock of diamonds, which he proposes to have mounted and placed in his stock in time for the fall and holiday trade.

THE MANY FRIENDS of Major Hurdman, of Ottawa, now serving in South Africa with the Canadian Artillery, will be glad to learn that at last advices July 15th, he was in camp at Wonderstrom near Pretoria, and expected the command to which his guns were attached, to be engaged with the enemy almost immediately. This as subsequent advices by cable shew, they did with considerable loss to the enemy and credit to the Canadian gunners. We are glad to know that Major Hurdman so far has kept his health and escaped without a scratch.

MR. S. BREADNER, of Carleton Place, Ont., has again secured the right to sell wire jewelry in the Main Building of the Toronto Industrial Exhibition. As all of the goods thus sold by Mr. Breadner are manufactured by himself, the jewelers who visit the Exhibition will find it to their advantage to look him up and see not only the kind of goods he manufactures, but how they take with the public. We think it will open the eyes of a good many of our readers to see the public pick up this class of jewelry and how popular it is.

WON THE GOLD MEDAL.—The many friends of Mr. D. J. Rowley, jeweler, of Spadina Avenue, Toronto, will be glad to learn that his son, E. J. Rowley, won the highest award (a gold medal) for photography, at the World's Fair at Paris, France. Mr. Rowley has had a very successful career in his profession, having carried off the highest award at the Toronto Industrial Exhibition on more than one occasion, and now that in open competition he has carried off the highest award in the world's competition, he should feel proud of his success. We congratulate him.

MR. A. R. HARMON spent a week in Toronto during the early part of August on business. He was fortunate in getting through just in time to miss the hottest weather of the last half of the nineteenth century. Mr. Harmon reports business as still rushing at the Waltham factory, where they are making every possible effort to keep pace with the orders. The outlook for American movements this fall is not particularly reassuring, as all the factories over there have more orders than they can fill, and the demand in the United States alone far exceeds their output. This is an unprecedented state of affairs in a Presidential election year, but it shows two things pretty clearly, that the country is abnormally prosperous, and that the mass of the people don't expect any change of government this year.

HONORS AT PARIS.—We are glad to learn that Messrs. Ambrose Kent & Sons Co., Limited, the well-known jewelers, of Yonge Street, Toronto, were awarded a silver medal at the Paris Exhibition for their splendid exhibit of regalia, emblems, medals, etc. This firm showed a great deal of pluck and enterprise in attempting to make an exhibit of such goods in the French capital, which is supposed to be the home and headquarters for such goods. It almost seemed like carrying coals to Newcastle, and they, therefore, deserve all the more credit for the success which has attended their enterprise.

RODEN BROS'. EMPLOYEES' PICNIC.—On Saturday the 18th August, the employees of Roden Bros., with friends, participated in a very enjoyable picnic at Paradise Grove, Niagara-on-the-Lake. After a delightful sail on the Chicora and Corona, the party of about 150 took dinner at O'Neil's. Driving to Paradise Grove, the afternoon was spent in racing, jumping and dancing, in which the unimagined ability and agility of many unknown athletes were brought into prominence. The closing event was a baseball match between the now-famous Standard Silver Company team and Roden Bros., which was decided in favor of the former by 5 to 2.

RECOVERED THE DIAMOND.—The valuable diamond which Albert Werner, an apprentice in J. J. Zock & Co.'s wholesale jewelry establishment, 34 Adelaide Street West, Toronto, swallowed about a month ago and the particulars of which were given in our last month's issue, was recovered early in August at the General Hospital, where the boy had undergone treatment to have it removed. The jewel was the property of Mr. Edmund Scheuer, the Yonge Street jeweler, who had sent it to the Zock firm to be set in a ring. Young Werner returned to his work but little the worse for his experience in the diamond mining business, but it is safe to say he don't want to repeat the experiment.

THE EMPLOYEES of Mr. R. G. McLean, printer and publisher, and president of THE TRADER Publishing Company, Limited, of Toronto, held their annual picnic to Long Branch on Saturday the 18th August, and had a very enjoyable outing. A splendid programme of sports was provided, all of which were well contested, and evoked great interest and enthusiasm. Refreshments of all kinds were liberally provided by Mr. and Mrs. McLean, both of whom did all in their power to make the occasion successful as well as enjoyable. In the evening dancing was indulged in by the younger members of the party, after which all returned to the city tired, but thoroughly satisfied with their annual outing.

COHEN BROS. PICNIC.—On Saturday, August 11, the employees of the Cohen Bros., Limited, held their annual picnic at Long Branch. The outing, which is the first of what is intended and shall be an annual event, was indeed highly successful in every way. If one may judge from the enjoyment derived by the participants, the annual picnic will be looked forward to with pleasure. A full programme of athletic sports and aquatic events added zest to the appetites of winners and losers. Several handsome prizes were given by the firm. The committee, consisting of Misses Jordan, Bennyworth, Robinson, Evans, Kreissmann and Williams, and Messrs. A. Jacobs, G. Box, McNamara, Squires, McClure, Keevil, Draitman and Honsberger, deserve great praise for their successful management of a very pleasant affair.

THE MANY FRIENDS of Mr. J. J. Houghton, now with Henry Birks & Sons, of Montreal, but formerly of Toronto, will learn with regret of the death of his daughter Miss Nellie Houghton, which took place very unexpectedly last month at the residence of Mr. John Mallon, 712 Dundas Street, Toronto, under very pathetic circumstances. The young lady had not been in good health, and was on her way to visit a sister at Milton. She became very much worse during the journey, and on reaching Toronto was driven to Mr. Mallon's house. Drs. McMahon and McConnell were called in, and the patient was pronounced to be suffering from blood-poisoning. In spite of every attention she rapidly sank, and died. Miss Houghton was the second daughter of Mr. Houghton, who has the heartfelt sympathy of his friends throughout the trade in this unexpected and terrible bereavement.



THE HAMPDEN WATCH COMPANY have issued a pamphlet to the Canadian trade regarding the outcome of their action against The American Waltham Watch Company and the Webster C. Ball Co. of Cleveland, Ohio. An interference suit was commenced in the United States Patent Office by the Hampden Watch Company to prevent the defendants from using the trade mark "Railway" on watches sold in the United States. This was commenced about a year ago, and during its investigation a great deal of evidence was presented regarding the origin and priority of the trade mark under dispute. According to this pamphlet the Patent Office has decided the matter in favor of the Hampden Watch Company, and given them the exclusive use to this name upon watch movements in the United States. The defendant companies are allowed one month in which to appeal against this decision.

A MARVELLOUS ESCAPE. Ernest Jupp, the nine-year-old son of ex-Mayor Jupp, the well-known jeweler of Orillia, Ont., had a marvellous escape from drowning about ten days ago. He went with a younger brother to the race track to fetch home the family cow. While there one of his duties was to pump water for the animal. In doing so a board covering the well broke, letting the lad drop to the bottom some twenty feet, where he was up to his shoulders in mud and water. Pluckily pulling himself out he slowly wormed his way to the top and was just within reach of safety when his support again gave way, and he landed once more at the bottom. Nothing daunted the little hero once more started for the top, and after a hard climb succeeded in dragging himself out of the well. In the meantime the younger lad had gone for assistance, who on arrival met the mud-covered youngster making for home little the worse for his tumble.

THE South African war crawls along very slowly, having degenerated practically into a guerilla warfare. In spite of this, however, there has been considerable fighting in a small way, scattered over a very large expanse of territory, the net result of which has been the capture by General Hunter of nearly 5,000 Free State Boers under the command of General Prinsloo. At the present time of writing it looks as though the war would drag along for some little time yet, although the final collapse might come almost any day in spite of appearances to the contrary. The Boers are getting weaker every day and it must be only a question of weeks or perhaps days now, when they will be cornered and forced to surrender. Then will come the hardest job of all, the pacification of the country and the healing up of old sores. The British may, however, be credited with tact and experience enough to be able to do this effectually and with the least possible friction.

A QUIET KICK. —Canadian railroad employees appear to be particularly on the protest and kick during this hot summer weather as anyone can see by the constant rumors of strikes and other evidences of unrest. The latest rumor indicates that the trainmen employed by the two big Canadian railroads are not well pleased with an order issued recently by the authorities regarding their watches. The men some time ago were compelled to purchase high grade watches, and it is understood they must get them cleaned and regulated at a certain time by authority of the company. They claim that on the G.T.R. they are compelled to have them cleaned and regulated by a certain firm every eight months at a cost of \$1.50, while on the C.P.R. the order is have it done every eight months at a cost of \$2. The men don't complain about getting their watches attended to, but they do object to a law compelling them to take them to a certain individual and pay what he demands. In other words they want free trade and competition in watch cleaning.

CASTING THE BELLS. The bells for the great City Hall clock of Toronto were cast last month at the foundry of Messrs. Gillett & Johnston, West Croyden, England, and the occasion was considered of sufficient importance to bring together quite a fashionable and distinguished audience. Speaking of the casting of the great bell the London *Daily Graphic* gives the following interesting information concerning this monster clock and its bells and says: "The bell in question is one of three which are being cast for the great clock tower of the new Municipal buildings in Toronto. The clock faces will be

twenty-nine feet in diameter. The bells will strike the quarters in B flat and E flat; they will chime the hour in the octave B flat, and their weights are respectively eighteen hundredweight twenty-seven hundredweight and something over five tons, for it must be noted that the deeper the note the bigger the bell. The biggest bell of all stands complete and embossed with the names of all Toronto's aldermen and most of the members of the Municipal Council, as well as with the inscription: Victoria Regina et Imperatrice, Anno Regni LXII. In laudem gloriaque Dei Est Consecrata Hæc Campana."

DEATH OF MR. ALBERT J. FLINT.—Just as we go to press an Associated Press despatch from Montreal announces the death of Mr. A. J. Flint, formerly city editor of the *Montreal Witness* and for many years special Montreal correspondent of THE TRADER. Mr. Flint was well known to the jewelry trade of Montreal on account of his connection with his journal, and up to the time when illness compelled him to remove from that city he was always a regular and welcome visitor amongst them. For some time past he had been compelled to live amongst the Adirondack Mountains, and his death took place at his residence at Jay, N.Y. Mr. Flint was well-known in Toronto, having served in the Queen's Own Rifles during the Northwest rebellion, and held the rank of sergeant in the corps. He practiced law for some years at the Ontario bar, but accepted a position on the editorial staff of *The Witness* in the autumn of 1889. He soon became known as an agreeable writer, and as being accurate as to facts, securing the confidence of his employers, by whom his merits were fully recognized. An unfortunate attack of lung trouble, with consumptive symptoms, obliged him in 1896 to abandon a promising journalistic career.

READ IT.—Any of our readers who take the trouble to peruse the striking advertisement of the Canadian Horological Institute, must be impressed with the facts therein stated, that the demand for first-class journeymen watchmakers trained at this institute is so great that they are totally unable to keep pace with the demand. As Mr. Playtner states, every student who graduates from his institute has an opening waiting for him as soon as he is ready to take it, and the fact that the demand for his graduates far exceeds the supply, is proof positive that they are what the best trade has been looking for in years past. Another startling fact is that a large number of the students are Americans, who consider that the Canadian Horological Institute is the best on the continent, and consequently attend it in preference to any American Institute. This is one of the greatest compliments that could be paid to any Canadian college, and we are sure that it is well deserved by this case. In the Canadian Horological Institute, the jewelers of the Dominion have an institution that is not only doing good work for the trade, but one that they should be very proud of as it has brought credit to the Canadian trade generally as well as to its founder.

FORTY YEARS IN THE BUSINESS.—On the ninth of August Mr. Savage, the well-known retail jeweler of Guelph, Ont., celebrated the fortieth anniversary of his apprenticeship to the jewelry business. Mr. Savage was born in Guelph, and after receiving his education at the Common and Grammar Schools of that city, entered his father's store in order to learn the business of watchmaking and jewelry. Since that day forty years ago, Mr. Savage has devoted his entire time and talents to the carrying on of the jewelry business in the same stand, first as apprentice, then as salesman, then manager, and finally succeeding his father as proprietor. The name of "Savage" in connection with the jewelry and watch business has become a household word in Wellington County, and both the founder of the business and the present proprietor have made it a synonym for integrity and fair dealing. Mr. Savage comes from a line or family of watchmakers. His great grandmother, whose husband was killed in one of the French wars, worked at watchmaking. His grandfather was an English clockmaker, while his father, the late David Savage, was an English lever watch escapement maker in Clerkenwell, London, E.C., while his son, Albert, who has shown a decided talent for watchwork, is his present watch repairer.



**RE THE DEATH OF Mr. William Sharpley**, which took place last month, the city of Montreal loses one of its oldest and best known jewelers. Mr. Sharpley was one of the "old time" jewelers, very few of whom are now left in Canada, and had a reputation for honesty and integrity all over Canada wherever Montrealers frequented, and that is pretty well everywhere. The jewelry business carried on by the deceased and his brother, Mr. Fred Sharpley was founded by their father Mr. Rice Sharpley, and was probably the oldest in its line in Montreal. The firm has always dealt in high class goods, and during the many years they have been in business have endeavored to maintain the enviable reputation secured by its founder. Mr. William Sharpley was a singularly reserved man, and but few were intimate enough with him to know and appreciate his many loveable and admirable qualities. To those who were admitted to his personal friendship however, he was a charming companion and a sincere and trustworthy friend. In Montreal jewelry circles his death will make a gap which it will be hard to fill, and he will not soon be forgotten by those who knew him intimately. The business will be carried on by the surviving partner, Mr. Frederick Sharpley, under the same name and style as formerly.

**TORONTO CITY HALL CLOCK.**—On the 1st August Architect Lennox received from England the model for casting of the big tower clock of the City Hall. An examination of these models gave one a tolerable idea of the size and appearance of the monster clock. The big black dial frame is twenty feet in diameter, so that the hands will be ten feet and six feet long respectively. There will be no figures on the clock, neither Roman numerals or anything else, except straight thick iron bars, where the figures are usually placed. The position of the figures being so well known, Mr. Lennox is quite sure that the thick bars of iron will mark the hours clearly enough. At such a great height, he says the figures could not be clearly made out anyway. A fancy circular pattern in ironwork is to beautify the centre of the dial. Through the openings in this pattern the clock-winder of the City Hall will be able to lean out in wintry weather to chop the encrusted ice and snow off the big iron hands. This will certainly be a cold job 250 feet about the earth on a sharp winter morning. The big clock is to be illuminated, and it will take 600 incandescent lights to make the time shine out through the night. It will cost the city \$3,000 for electric mains and reflectors alone. The cost of running wires up the inside of the tower makes up the bulk of the expense. The cost of illumination will not amount to much, as the dynamos in the City Hall will attend to that all the year around. The cast-iron work for the new clock will be commenced very soon.

**LOOK OUT FOR THEM.**—We learn from undoubted sources that a gang of swindlers are at present exploiting Canada and selling gullible people bogus watches at high figures, the sale generally being effected through sympathy for a traveller who is dead broke and has to pawn the watch his father presented to him in order to raise money to get home. Quite a number of people have been victimized in this way, and the tale is told so plausibly that even when they are a little suspicious at the start, they are apt to accept the swindler's wishes before he gets through. In order to make the deal real, the affair is represented as a temporary loan of say \$100 for a watch, with an agreement to have the privilege of buying the watch within thirty days by paying a bonus of \$5. The watch which this clever swindle is carried out is made in the style of the American movement seven jewelled. The case is made of silver and does the trick. The ones shown our informant were stamped and stamped "Warranted U.S. Mint Assay." The watch being plated with 14k. gold is carefully polished to give the appearance of a solid gold 14k. case. Indeed, it is so good that several jewelers have been taken in. After being sold afterwards sold the watches to customers, and so doing, as the silver very quickly shows, they are then the "fat is in the fire." The extent to which this kind can be perpetrated should make every one who examines the stamps upon such goods suspicious. The well-known and reputable manufacturer

AS WILL BE SEEN from the letter of Mr. Culverhouse in another column of this issue, the board of directors of the Canadian Association of Opticians formed a couple of years ago (but which has, unfortunately, done little or nothing so far to justify its existence), has decided to resuscitate this moribund organization and breath into its nostrils the breath of life. Every optician knows and admits the benefits which would result from the formation of a good, live organization. Questions have already arisen, and will constantly arise in the future, that can only be properly dealt with by concerted action, and this can only be attained by having a properly constituted association, which will embrace every bona fide optician in the country. We have always said that it is bound to be only a matter of time when the opticians of this country, and especially of the province of Ontario, will have to fight for their professional lives, so to speak. Legislation in regard to this business is bound to come, and as a matter of fact and in the public interest, it should come and that quickly. When it does, the opticians will find the medical profession fully organized and ready to do battle with them in order to curtail their privileges all that they possibly can. In our opinion this is bound to come sooner or later, and when it does come the opticians should be ready to meet it. The only way that they can do this successfully is by organization, and in this matter, as in all others, the old saying will hold good that "the time of peace is the best time to prepare for war." We will have more to say concerning this matter in a future issue, because it is a big subject and will stand considerable ventilation, all we want to impress upon our readers at present is, that those who are interested in the optical business will act wisely in coming together and forming a strong and thoroughly representative organization which shall command the confidence and respect of the trade and be able to exert its influence for any and everything that will tend to the uplifting and elevation of the optical profession.

**LITERARY NOTES.**

**"UNLEAVENED BREAD.** Served after a course of historical novels and war records, "Unleavened Bread" is a refreshing dessert. It is an immensely clever caricature of social life, and reflects a keenly observant mind. It will be thoroughly relished by all who have looked into society and its ways, and who know that therein all is not gold that glitters.

Robert Grant has written some of his characters. In this gallery have been the marks of patient toil with the pen and of me and of me.





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