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THE TRADER.

TORONTO, ONT., MAY, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in jewelry and kindred goods in the Dominion of Canada.

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

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to
THE TRADER PUBLISHING CO.,
 57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

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

EDITORIAL.

EXCELSIOR'S ARTICLES.

We had no idea when we made the offer to the readers of THE TRADER in our March issue, to publish "Excelsior's" articles on Watchmaking, that the response would be so quickly and so unanimously made. From every part of Canada—from Halifax to Vancouver, we have received replies to our offer, and in every instance the pith of the letter has been "publish them by all means." Now that the trade have expressed an almost unanimous wish that we should republish these articles, we have decided to carry out our proposition, and commence their publication in next month's issue. We understand that "Excelsior" intends at some future time to complete the series of articles on this subject and publish them in book form, and while we shall advise every Canadian jeweler to purchase one of these books when they come out, we shall advise them at present to preserve very carefully every number of THE TRADER containing them, and have them bound up for future use and reference. If our space would allow us we would like to print in this issue the opinions of some of our leading Canadian watchmakers, who have read these articles carefully and preserved the numbers of the *Jewelers' Circular* in which they originally appeared. They are all unanimous in the opinion that they constitute the best work on practical watchmaking ever published, and that unless they were sure of being able to get another copy, they would not part with them for their weight in gold. This being the case, we trust that every jeweler who has not read them will do so carefully, and if they do, and try to attain to the standard of workmanship which "Excelsior" sets before them, we feel confident that they will be of lasting benefit to the trade in general. We cannot close without expressing our sincere thanks to our many friends throughout Canada for the very kind and flattering things they have said about us in the letters we have above referred to. We have been toiling and plodding along for the past seven years, scarcely knowing whether our work was being appreciated or not, and sometimes feeling as if we didn't care. The kind words contained in these letters have convinced us of the fact that THE TRADER is appreciated, and that it has got a very much stronger hold upon its readers than we had ever imagined it possessed. We don't care for taffy, but a few

words of appreciation once in a while does us good, and if we know ourselves we shall work all the better for them in the future.

Our thanks are also due to Mr. M. C. Ellis, of the firm of P. W. Ellis & Co., the well-known wholesale jewelers of this city, through whose kindness we are enabled to secure the complete set of "Excelsior's" articles, from which to republish them as promised.

SHORTER PARLIAMENTARY SPEECHES.

We imagine the great mass of thinking electors in this country will agree with the principle laid down by Mr. Charlton in his bill for the curtailment of parliamentary speeches. While it may be a very nice thing for members to read these long orations in the *Hansard*, they must remember that as a rule, speeches are read by the public in proportion to their length. It may be safely asserted that where one person reads a newspaper report of a speech six columns long, a thousand will read one which is only half a column long. For the present state of affairs, we think the publication of the *Hansard* is in a great measure responsible, because it has a tendency to keep members with the gift of the gab on their legs long after they are through with anything new or original, bearing upon the subject under discussion.

This thing has got to be a public nuisance, and the M. P. who fails to grasp the situation, is certainly a poor discerner of the signs of the times. No man, no matter who he is, can speak six hours on any subject that can possibly come before our Canadian Parliament, and talk facts and common sense bearing on the subject in hand. Such speeches remind us a good deal of picnic lemonade, a single lemon to a barrel of water. If these wordy gentlemen would just take half the trouble to boil their speeches down instead of diluting them all that they can, they would carry a great deal more weight in Parliament, and be a great deal better received by the country at large.

Artemus Ward referring to this subject once said, that, "if a preacher can't strike ile in half an hour, he is either boring in the wrong spot or he's got a bad gimlet." There is more truth than poetry in this saying of Ward's, and what is true of pulpit preaching is equally true of parliamentary speaking.

These interminable speeches of three, four, five and even six hours, are not only insipid in themselves, distasteful to the listeners and laughed at by the general public, but they are a source of expense to the people that should not be tolerated. It costs about one hundred dollars an hour to run the Dominion Parliament, so that the country has to pay for the simple delivery of these pedantic orations from three to six hundred dollars each. In one case in a hundred the country may get value for the money spent, in the other ninety-and-nine the money is worse than wasted.

The remedy lies with the people and they should either make a law prohibiting speeches of more than one hour duration on any subject, or do away entirely with the sessional indemnity now paid to members of Parliament. Either remedy would have the effect of cutting off a great deal of windy and irrelevant verbiage which at the present time makes our sessions of Parliament both ridiculous and costly.

THE EIGHT-HOUR MOVEMENT.

The recent conflicts that have occurred between Capital and Labor, in the United States and Canada, have suddenly awakened the public that the great army of mechanics is fast and deservedly becoming a power in the land. Taught by the experience of former years, that labor had no earthly chance of success when pitted against capital under ordinary conditions, the leaders of the working men have with considerable difficulty and commendable foresight organized them into one solid compact body, commonly known as the Knights of Labor. The master workman or head centre of this organization, Mr. T. V. Powderley, appears to be a level-headed gentleman, admirably fitted for the position. He fully recognizes the fact that Capital and Labor should never be antagonized, but that their proper sphere is to walk hand in hand, each being absolutely necessary for the other's welfare. If the organization over which he presides, will listen to Mr. Powderley's advice, we think that they may effect much in the way of improving the condition of many of the worst paid and most precarious trades. Appearances at present seem to indicate, however, that the local organizations of the Knights of Labor are inclined to take the bit in their teeth and act on their own responsibility. In order to check this feeling, Mr. Powderley has recently issued a manifesto, pointing out the danger and folly of strikes, and asking the members to refrain from striking in all cases except as a last resort. He also points out that the proposed eight hour movement is premature and likely to be productive of more harm than good to the working classes. With both of these contentions we thoroughly agree, and trust that he may be able to impress them upon his followers so thoroughly that they may act as he requests.

The eight-hour a day platform in the eyes of a great many working men seems to have a charm which makes it appear more practical than it really is. Of course if the hours of labor were reduced to eight, instead of ten as they are at present, it would no doubt give employment to more men than are now employed. This would however of necessity be at the expense of those at present having steady employment, a thing which we hardly think the workmen of our acquaintance are quixotic enough to accede to. While it might benefit the workman who is disposed to utilize the time thus gained for the improvement of his mind or the benefit of his health, there is a large number to whom shorter hours of labor would simply mean more hours for loafing and spending money in idle amusement, and who would be damaged instead of being improved thereby.

A workman's labor, like the capitalist's money or the merchant's goods, is his capital, and every unbiased person must admit that he is fairly entitled to get the highest price for it that he possibly can, provided that he does so lawfully. If workmen are scarce and work plentiful its value is enhanced; if on the contrary work is scarce and workmen plentiful its value is depreciated. The inevitable law of supply and demand governs the price of labor exactly the same as it does the price of groceries, wearing apparel or any of the thousand and one articles of daily consumption.

Subordinate to the law of supply and demand, the true test of the value of any workman is the amount of work he can turn out in a given time. If all kinds of manufacturing could be conducted on the piece work system, it would be very much to the advantage of the manufacturer and the skilled workman. A man would thus get paid exactly what he earned, and the

harder he worked the more he would have to show for it. By the day or week system where trades unions force employers to pay the same rate of wages to all, an injustice is often perpetrated upon the honest and capable mechanic, who receives no more pay than the man next him who perhaps does twenty five per cent. less work. If the piece-work system were generally employed the pay rolls would very quickly show the relative value of the different workmen.

If it be admitted that the true way to pay any mechanic is to do so in proportion to the work he accomplishes, then he can easily see that if the hours of daily labor are shortened from ten to eight hours, that their wages will show a similar shrinkage. If as they propose, they shorten the day's work two hours or one-fifth, then one fifth of their pay must be deducted to correspond. If the total amount of their wages were not reduced but continued on at the old figure, it would practically mean that they were receiving twenty per cent. advance on old prices, a thing that they would hardly venture to propose in these times of keen competition.

The leaders of the Knights of Labor are wide enough awake to see that such a proposition is absurd when applied to day and week workmen, and they therefore argue, "of course if the day's work was shortened two hours we would expect and be willing to take less pay for awhile, but would trust by agitation and strike eventually to get it up to the former ten hours a day rate." At the first blush from the workman's standpoint there seems to be some reason in this argument, but a little thought will reveal the fact that it is the veriest nonsense. If the eight-hour system were to prevail amongst all branches of manufactures and if they even succeeded in getting the wages back to ten hour a day rates, the effect would simply be to raise the value of all kinds of manufactured goods twenty per cent. on former prices. The workmen would then find that although they were getting the old rate of wages, the purchasing power of their wages had declined exactly in proportion to the rise, and that they were no better off than before they made the change. In other words they would be simply taking two hours play every day and paying for it themselves out of their own pockets.

There are natural and commercial laws which may be said to be immutable, and either workmen or capitalists might as well expect the sun to stand still at their bidding, as to be able to overthrow them by any effort of their own however well directed. Thus by applying the law of supply and demand and the principle of piece-work prices to labor, any person can quickly see that the result of such efforts as discussed above must be very disappointing. We think that the correct solution of the labor question is, where practicable to do everything by piece-work and let a man work just as fast or as slow, or as many or as few hours a day as he pleases and pay him in proportion to what he does. Every man would then be practically his own master and could suit himself as to how many hours a day he was willing to work. If this system were to come in vogue we think we would hear little or nothing about ten hours' pay for eight hours' work, which is the true way the principle of the eight-hour labor movement ought to be stated.

Even the clocks must have their little joke. On April Fool's Day the old reliable clock in the spire of Trinity Church, New York, stopped suddenly at half-past six in the morning, and later in the day many unwary passers-by who forgot the occasion really congratulated themselves at reaching business at an hour so unusually early.—*Jewelers Weekly.*

LEVY BROTHERS,

27 KING ST. EAST, HAMILTON, ONT.,

WHOLESALE JEWELLERS,

Are now ready to Continue the Old Business,

—AND—

Beg to call the attention of their many Patrons to their Fine Assortment including the

Recent Novelties in Jewelry.

Our Stock will be found complete in all the

LEADING AMERICAN MOVEMENTS

AND FULL LINES OF

Gold, Gold Filled and Silver Cases,

IN THE LATEST DESIGNS.

Careful Attention Given to Special Engravings.

WE CARRY A LARGE AND VARIED STOCK,

INCLUDING

New Haven, Seth Thomas and Ansonia Clocks.

OUR MATERIAL DEPARTMENT

Will be found Equal to the Requirements of the Trade.

SPECIAL ATTENTION GIVEN TO ORDERS RECEIVED BY MAIL.

CLOCK AND MATERIAL CATALOGUES SENT ON APPLICATION.

CORRESPONDENCE.

SPECTACLES AND HOW TO SELL THEM.

WRITTEN SPECIALLY FOR THE TRADER.

PAPER NO. IV. — CONCLUSION.

Long Sight. The healthy eye can distinguish near and distant objects with equal facility. By this we mean any object not nearer to the eye than eight inches; but at a certain period of life long sightedness occurs, which shows itself by a difficulty of distinguishing any object closer to the eye than fourteen, sixteen or eighteen inches, although objects at a distance are as easily seen as in youth.

When this occurs the rays of light from a near object after being refracted by the eye, fail to form a sharp image on the retina, hence instead of accurate vision, imperfect haze is the result, and clearness can only be obtained by removing the object to a greater distance, or increasing the light, so as to cause an undue contraction of the pupil.

Short Sight. In short sight, distant objects cannot be distinctly seen and even near ones must be brought very close to the eye to see them distinctly. This arises from too great a convexity of the crystalline lens and cornea, and is in many cases congenital.

As long sight and short sight are the only two cases that an ordinary dealer in spectacles has to fit, we shall confine ourselves to these two conditions.

Long Sight. The natural decay of vision occurs usually from thirty to fifty years of age, varying according to the habits and employment of the individual. Sometimes during this interval the refractive power of the crystalline humors of the eye slightly alters its condition, whilst the crystalline lens and cornea change their form so that a difficulty of distinct vision is felt. The eye loses a portion of its power of seeing at varying distances, or its power of adjustment and near objects are no longer seen as easily as in youth. Reading small print by lamplight is difficult, as the book requires to be held at a greater distance from the eye than formerly, and a more powerful light is needed, and even then the letters appear misty and run one into the other or seem double. And still further, in order to see more easily, the light is often placed between the book and the eye and fatigue is soon felt even with moderate reading.

These symptoms indicate an alteration in the primitive form of the eye and spectacles are absolutely needed. Nature is calling for aid and must have assistance; and if such is longer withheld the eye is needlessly taxed and the change, which at first was slight, proceeds more rapidly, until a permanent injury is produced.

There is a common notion that the use of spectacles should be put off as long as possible, but such is a great mistake, leading often to an impaired vision for life, and is even more injurious than a too early employment. Timely assistance relieves the eye and diminishes the tendency to flattening, whereas should the use of spectacles be longer postponed the eye changes rapidly, and when the optician is at last consulted, it is found that a stronger focus spectacle must be used than usual for the first pair, and even these suit but a short time and have to be again exchanged for those of a still stronger power; and these frequent changes become a matter of necessity, which unless judiciously checked, continue during life.

It must not be forgotten that when first using spectacles they

are not required during daylight, but only for reading, etc. by artificial light, and it may be from six months to five years from the time of first adopting them ere they will be required for day use.

The spectacles used for correcting long sight are called convex. (Cx.)

A great many machines have been invented for testing sight but they are all more or less useless, and it seems that the more expensive an optometer is, the worse it is. We recommend a test type that is a series of different sized type, or even a newspaper.

After having judged what focus the patient requires, get them to read the small print; if they hold it away off they require a stronger spectacle, if they hold it too near their eyes give them a weaker one.

In trying the first pair you will find it as well to go by the following table of ages:

Age in years	Convex glass required
18	18
20	18
22	18
24	18
26	18
28	18
30	18
32	18
34	18
36	18
38	18
40	18
42	18
44	18
46	18
48	18
50	18
52	18
54	18
56	18
58	18
60	18
62	18
64	18
66	18
68	18
70	18
72	18
74	18
76	18
78	18
80	18
82	18
84	18
86	18
88	18
90	18
92	18
94	18
96	18
98	18
100	18

The weakest power of glass with which a person can read distinctly at a distance of fourteen inches is the glass equated.

Short Sight. Short sight is often present at birth, but is little noticed nor its inconvenience felt until study becomes imperative. When this occurs the power employed should be always slightly under that needed to remedy the defect, otherwise the eye will gradually accommodate itself to the lenses and require constantly an increase of power. In all cases leave some little for the adjustment of the eye to do, then you may, after a time diminish the power of the lenses needed.

The spectacles used for correcting short sight are called concave. (cve.)

For fitting find the farthest point at which small print can be read without spectacles, measure the distance from the eye to the print in inches, and add half this distance to itself and the result will be the number of concave lense required for distant vision.

For example, if the patient holds the print six inches from the eye, give number nine concave lense. If any glass is required for reading it will generally be about one-half the power of that required for seeing at a distance. If number ten concave glass is required for seeing at a distance, number twenty will be required for reading.

Give the weakest possible power of lense to near sighted persons that will give satisfactory vision. Lenses that make the object appear smaller or very bright are too strong.

Persons using a number twelve or weaker generally use the same glass for all purposes.

H. G. LEVETUS.

Editor TRADER,—

SIR,—There is a report current that a gentleman of the boot making persuasion has lately taken strongly to the jewelry business, having made several sales of watches, supplied to him by a wholesale jeweler—on the list. You will put both feet, armed with boots, down on this, Mr. Editor.

I am sure if such is the case, the merchant who supplied them, if he becomes known, will be likely to have a very stern experience of boots, before he is much older.

Yours respectfully,

JNO. W. CAMPBELL.

[Although we publish this letter we think that the proper course for the jewelers in any town to pursue who have to meet this kind of competition, is to find out the name of the wholesale firm thus violating their contract and get them cut off from the Association as they assuredly would be could such a charge be substantiated.—Ed. TRADER.]

SPRING TRADE, 1886.

Jas. Boss *6 Size* Gold Watch Cases

FOR LADIES' WEAR.

These celebrated Cases especially adapted to Ladies' use, have every improved feature that has given the larger sized Boss Cases their wide and rapidly extending fame.

Close fitting, finely finished, exquisitely engraved, and of unequalled durability, the Ladies 6 Size Boss Cases are undoubtedly the finest and most durable ever handled. New designs of engraving for these watch cases are now ready.

KEYSTONE WATCH CASE CO.,

New York. Philadelphia. Chicago.



SELECTED MATTER.

DEAD STOCK.

The end and aim of mercantile business is to gain money, and when men invest capital in a stock of merchandise it is with the expectation of reconverting it into cash at prices sufficiently in excess of the original cost to yield a larger return than it would if loaned at rates established by the various State laws. All this goes without saying, but when by either indiscriminate and injudicious buying or by circumstances unforeseen and uncontrollable a quantity of unsalable goods accumulate upon the hands of the merchant, there arises a problem incident in a greater or lesser degree, to every business, and which involved may lead to loss and possibly to disaster. Unsalable, or, in the vernacular of trade, "dead" stock, is one of the most serious cares of a merchant's business life, requiring in its avoidance the exercise of all his taste in selecting and his talent and acumen in the sales room. In spite, however, of the best management, some of the goods in every store will be found to be of this character, receiving accessions constantly as other pieces fail to win the favor of customers, and locking up capital that should be actively employed. What disposition should be made of this incumbrance is the perplexing question which is not rendered more easy of answer by the reluctance of merchants generally to make prompt reductions in prices. And yet we know of no other method of transferring capital that is tied up in goods that do not sell into capital that will pay profits because invested in goods that are in demand. It may be true that when these goods were new they were worth the price asked for them; but when it also becomes a fact that an unappreciating public has, by letting them alone, taken a considerable per centage from their value, this latter unpalatable truth must be realized if the goods are to be moved at all. As to the wisdom of converting "dead" stock into money as quickly and easily as possible there can be no question. The point turns entirely upon the methods to be employed in accomplishing this result. Some have favored auction sales, as we do when ever circumstance is favorable, two of which are important—a first-class reputation and being able to get a good auctioneer on the part of the dealer; but this plan is open to several objections. There are few auctioneers who can and do obtain in this way even moderately fair prices, and when commissions are deducted it is often found that there has been a needless sacrifice. The old method still in use by many large houses appears to be the most wise of any yet devised for the trade at large. The "bargain" counter has usually its own class of customers, some of whom will buy anything if assured of its cheapness. Such a counter should not belie its name. Make it a counter where bargains are truly given. Let the goods placed upon it bear cost prices, or, if need be, in special cases considerably below cost, and they will soon disappear at prices far in excess of most auction sales, while the legitimate trade receives no interruption and suffers very little, if any, injury. If the merchant resolves in some cases to abandon all ideas of profit on unsalable goods, and even submits to a loss on special articles, he is doing a wise thing. It is said of that merchant prince, the late Mr. A. T. Stewart, that one day walking through his immense establishment he stopped before a clerk, and said in that peculiar high-keyed voice of his, "That dress doesn't seem to go

very well, young man. What's the matter?" "Customers complain of the price, sir," was the reply. "Ah," said Mr. Stewart, "cut it down twenty per cent." The next week the dress was still there. "Not sold yet?" was asked. "No, sir." "Cut it down twenty-five per cent. more." The third week the dress had disappeared. "Ah," said the merchant, "we can make more out of the money, young man, than we ever could out of the dress." "That's a business man's sermon in plain English that the reader may well remember.—*Jewelers' Journal.*

CHAINS OF INTEGRITY.

The fabric of human society is so woven in and out that no individual can claim for himself a condition of perfect independence. The farmer is dependent upon the merchant, the merchant upon the manufacturer, the manufacturer upon the producer, and each upon the other, forming a vast system of mutual dependence quite like the wheels and pinions of a watch. Each performs his part in the ever moving train of civilization. This applies not only to the food we eat, the clothes we wear and all other necessities of existence, but also affects the very foundations of business integrity. Man's confidence in his fellow-man cannot be more easily overthrown than by detected irregularities and frauds in business transactions. A misstatement or an unreliable guarantee will often create more injury to the offender than weeks of energetic endeavor can repair; yet the offender may be entirely innocent of any intention to act otherwise than fairly and honestly, being himself deceived by those upon whom he is dependent. Thus the jeweler may purchase of the manufacturer an article of 14k. gold which is represented to be 18k. He relies implicitly upon the statement of the maker that the latter is the true quality of his purchase, and he, the retailer, in turn guarantees to his customer that the goods are of the high quality named. In such a case the jeweler, innocent of intentional wrong, finds unfortunately for himself, that the indignant customer upon learning the true quality of his purchase does not look beyond the dealer for redress. Both are defrauded, but the consumer does not as a rule recognize this fact; for he has purchased his article, confiding fully upon the statement of the jeweler, and with complete faith in the merchant's supposed knowledge of his business. By such transactions, and they are frequent, confidence receives a rude shock, and may be forever destroyed, while the jeweler suffers in reputation and consequent loss of trade.

The same chain of connection applies to silver and silver-plated ware, for if loose manufacturers stamp wares of only 814-1000 fine with the "sterling" mark, or the lightest plate "quadruple" or "12 oz." it needs but few cases of detection to blast the future business of any jeweler who sells them for what they are not. That such goods are manufactured and sold is an established fact, and it is no less apparent that the remedy lies largely in the hands of the jewelers themselves. The predominant desire of every merchant to purchase his stock at an advantage over his neighbor, together with the effort of the manufacturer to produce goods cheaper than his competitors, are primal causes of all the adulteration and deterioration of American products. If it could be remembered that there is always sufficient competition among reputable producers to keep prices within reasonable limits, and that houses of capital and standing cannot afford to produce aught but re-

WATCHES!



Everybody knows that Watch Movements and Cases are as much the staples of the jewelry trade as tea and sugar are of the grocery business. The Jobbers' Association of Canada having laid down prices and terms on which such goods have to be sold, the only advantage that a large jobber can offer over a small one is the larger and better assorted stock from which to select such goods.

In this connection I beg to inform the trade that I am to-day carrying the largest stock of American Movements (all makes), and Canadian and American Gold, Silver, Filled and Nickel Cases, of any house in Canada. I can fill any order, no matter how large or small it may be, the day it is received. Retail Jewelers will find this a great advantage. When you visit Toronto, call and examine my immense stock of Watches, Chains, Optical Goods, and general Jewelry.

If you can't come and see my goods, send an order by mail or wire, and it shall have my prompt personal attention. Remember the address:

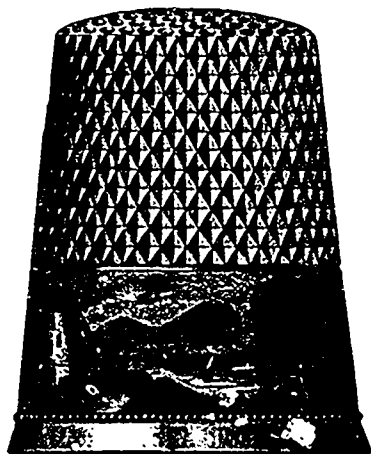
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S. FRENKEL, Wholesale Jeweler.

SIMONS, BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

Chains, Thimbles, Canes, Umbrella Mountings.



N. Y. OFFICE, 20 MAIDEN LANE.

Address all Orders to Factory.

Established 1840.



611 & 613 Sansom St.,
618 Chestnut St.,
PHILADELPHIA, PA., U.S.



No. 76. 5/8 in.

hable wares, perhaps the temptations offered by less honorable manufacturers would more often fail. At least it may be certain that if the dealer refuses to purchase anything but the best, and of firms whose integrity is unimpeachable, other than honest manufacturers cannot live; the nuisance would cease for reasons plainly apparent, and the condition of the retail jewelry trade would be greatly improved. *Jewelers' Journal.*

JOSH BILLINGS' PHILOSOPHY.

The following selection from the dead humorist's writings will give a fair idea of his style of thinking and saying:—

To make light bread—do as bakers do—call 9 ounces a pound.

To make a hoe kake, take a hoe and bile it to a thin jelly, and then—let her kake.

To learn yure offspring to steal—make them beg hard for all that you give them.

Tew remove grease from a man's karakter, let him strike sum sudden die.

Angels handle the dice when doublets are thrown into the cradle.

Flattery is like Colone water, tew be smelt ov, not swaliered.

If a man haunt got a well balanced head I like tew see him part his hair in the middle.

There is only one good substitute for the endearments ov a sister, and that is the endearments ov sum other phellow's sister.

Piety iz like beans; it seems to do the best on poor sile.

Going to law iz like skimming a new milk cow for her hide and giving the beef tew the lawyers.

About the hardest thing a phellow kan do is tew spark tew girls at onst and preserve a good average.

I had rather undertak tew be two good doves than one decent sarpent.

A good wife is a sweet smile from heaven.

A he iz like a kat—it never comes tew yeu in a straight line.

It is better to no less than to kno so mutch that ain't so.

A broken reputashun is like a broken vase, it must be mended, but always shows where the krak was.

If you kant trust a man for the full amount let him skip. This trying to get an average on honesty has always been a failure.

There is no treachery in silence—silence is a hard argument to beat.

Don't mistake habits for karakter. The men ov the most karakter hav iz z fewest habits.

There iz cheats in all things—even pizon iz adulterated.

The man who is thoroughly polite, is z thirds of a Christian enny how.

Kindness iz an instinkt, politeness only an art.

There iz a great deal of learning in this world, which iz no-thing more than trying to prove what we don't understand.

My dear boy, there are but few who kan commence at the middle ov the ladder and reach the top—and probably you and I don't belong to that number.

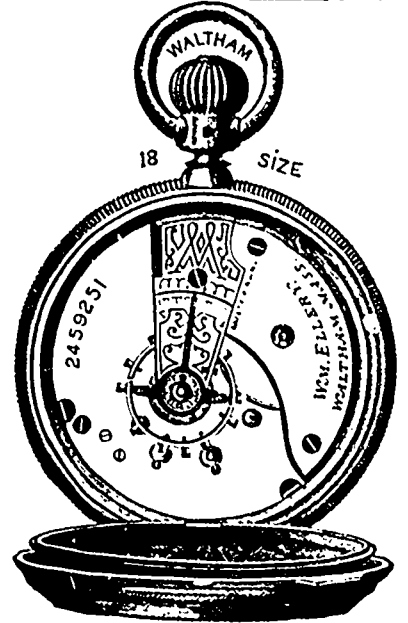
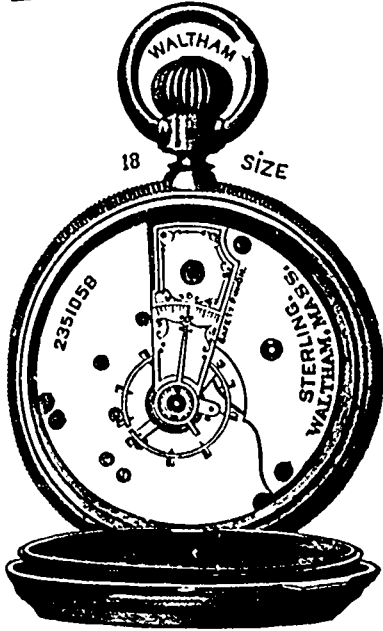
One ov the biggest mistakes made yet iz made by the man who thinks he iz temperate, just because he puts more water in his whiskey than his neighbour does.

SILVER PLATE MANUFACTURING.

The student of Canada's commercial history, must feel surprised at the rapid and gigantic strides she has made as a manufacturing country. Scarcely more than a decade since, fully nine tenths of our manufactures were imported. For a few years manufacturers may be said to have had a hard time of it, but the experience gained during the trying years of 1876-78, enabled them to perfect their knowledge and to secure their home market—till now, our manufacturers are looking round for foreign markets. The Indian and Colonial Exhibition to be held this ensuing summer in London, will give them the opportunity of showing to their fellow-colonists and the world, what they can produce, and the price and quality of the production. While all branches of manufacture have made such worthy progress, there is one, that of the manufacturer of silver plated ware, that deserves, perhaps, more than a passing notice. Previous to the year 1877 we had not one factory in existence, and consequently not one dollar's worth of goods made in Canada. Now there are two at least that produce spoons and forks, and what is known as hollow-ware, from the raw material, and two more factories that import the goods in an unfinished state from parent factories in the United States, and plate them in this country. Among the former is the Acme Silver Company of Toronto. This company bought out the factory, tools and machinery of the Toronto branch of the Meriden Silver Plate Company of Connecticut. The managers of this Canadian branch now control and operate the Acme Silver Company. The writer had the pleasure of witnessing the manufacturing of some of the goods, and to his inexperienced mind, the results were wonderful. The machinery was of the most powerful description; ponderous rollers for rolling out the metal into sheets, and huge power presses for cutting out the blanks, and stamping in that delicate chasing that adds so much to the appearance of silver plate goods. The company report a good demand for their spoons and forks, which are stamped G. Rodgers, '71, and are guaranteed equal to the best produced, and certainly if demand for goods is any criterion of appreciation, then indeed must the people of Canada be well pleased with the artistic designs and splendid finish of their goods. We were also shown a portion of the goods that the firm intends exhibiting at the London Exhibition, and we are sure that with such representatives as the above, Canada will add at least one more leaf to her chaplet, and give evidence to the world that in the march of industrial progress she is in the van.—*The Canadian Exhibitor.*

A STRANGE CLOCK.

The Judge's house, says a correspondent of the *San Francisco Call*, was over in the French quarter of New Orleans, unattractive outside, but as soon as you got into the broad hall a cool breeze struck you, laden, without exaggeration, with the balm of a thousand flowers. The hall led right through the house and opened into a regular fairy land of flowers, a garden the like of which I had never dreamed of. It was surrounded by a high wall, and had plants in it from every country under the sun. The white haired old gentleman and the group of grandchildren hanging about him took us about, and the first



American
Waltham
Watch Co.
WALTHAM, MASS.

WALTHAM
FULL PLATE MOVEMENTS

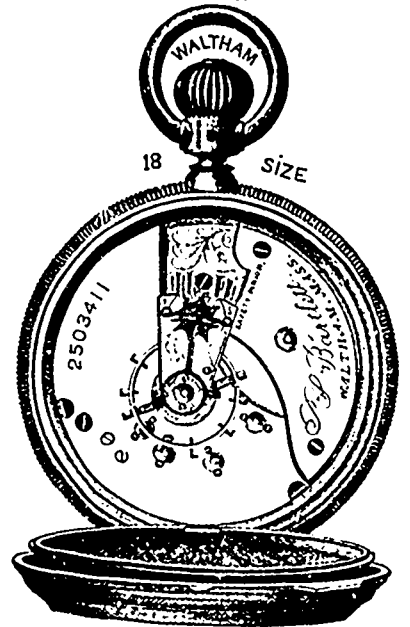
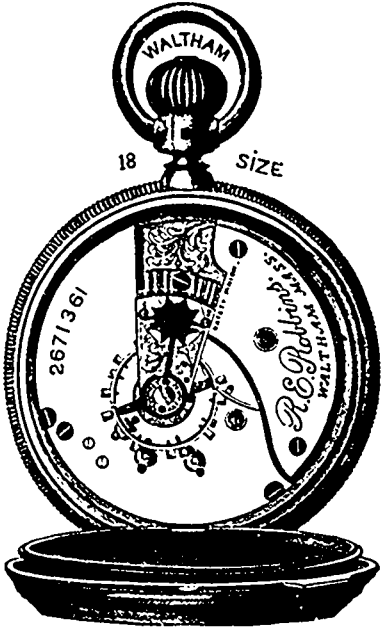
—FOR—

Open Case Stem Winders,

—MADE TO—

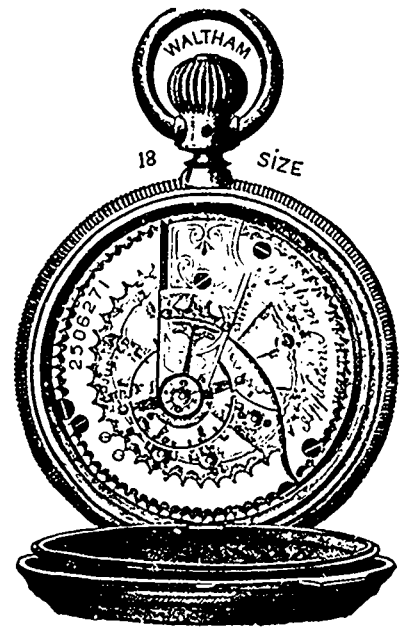
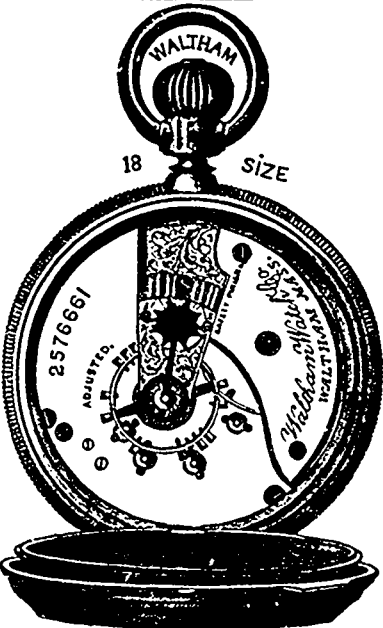
SET BY THE PENDANT ONLY,

Doing away with Inside Hand-
Setting Lever.



A Complete Assortment of Gold, Silver
and "Crescent" Filled Cases on hand to
fit any of the above Pendant Setting
Movements.

All Pendant Setting Cases will take any
American Full Plate Movement with
Female Winding Pinion.



ROBBINS & APPLETON

GENERAL AGENTS,

BOSTON. CHICAGO. NEW YORK.

LONDON. SYDNEY.

thing we stopped at was a large oval plot set out with small plants around the edge.

"This," said the judge, "is my clock. What time is it Clara?" he asked of one of the children. The girl ran around the plot and said it was four o'clock, and so it was. The four-o'clock was in bloom. "In fact," said the story teller, "the clock was made up of flowers." In the centre was a pair of hands, of wood, covered with some beautiful vine, but they had nothing, however, to do with the time-telling.

The plan was this: The judge had noticed that at almost every hour in the day some plant bloomed, and working on this principle he has selected plants of different hours and placed them in a circle, twenty-four in number, one for every hour.

For example, at the top of the earthen clock, at 12 o'clock, was planted the portulacca, and he told me it would bloom within ten minutes of 12 and rarely miss. At the hours of 1, 2 and 3 he had different varieties of the same plant, all of which bloomed opposite the hour to which it was planted. At four o'clock he had our common plant of that name, and you all know how you can depend on that.

At 5 the garden nastago come out, at 6 the geranium triste, and at 7 the evening primrose. Opposite 8 o'clock he had the bona nox, and at 9 the silent noctiflors—all these blooming at or near the time given. At 10 o'clock, if I remember rightly, he had a cactus, at 11 another kind, and at 12 the night-blooming cereus.

Half the year some of the plants don't bloom at all. The plants opposite 1 and 2 in the morning were cacti that bloomed about that time; and at 3 was planted the common salsify, and at 4 the common chicory, and at 5 the snow thistle, and at 5 the dandelion.

THE GREAT PYRAMID.

Mr J. Bailey writes to the *St. James Gazette* as follows, with reference to the desirability of exploring the great pyramid: "Now that Great Britain is dominant at Cairo, would it not be a good plan to clear away the sand and rubbish from the base of the great pyramid right down to its rocky foundation, and try to discover those vast corridors, halls, and temples, containing priceless curiosities and treasures with which tradition of all ages has credited the great pyramid? The wonderful building, of such exquisite workmanship, was erected many years before any of the other pyramids, which are only humble imitations, built by another nation, and also for other purposes; for neither King Cheops nor anybody else was ever interred beneath this mighty mass of stone. The smaller pyramids also exhibit neither the nicety of proportion nor the exactness of measurement, both of which characterize the first pyramid. From internal evidence it seems to have been built about the year 2170 B.C.; a short time before the birth of Abraham, more than four thousand years ago.

This—one of the seven wonders of the world in the days of ancient Greece—is the only one of them all still in existence. The base of this building covers more than thirteen square acres of ground. Its four sides face exactly north, south, east, and west. It is situated in the geographical centre of the land surface of the globe. It was originally 485 feet high, and each of its sides measures 762 feet. It is computed to contain 5,000,000 tons of hewn stone, beautifully fitted together with a mere film of cement. And these immense blocks of stone

must have been brought from quarries five hundred miles distant from the site of the building. The present well known king and queen chambers, with the various passages, might also be thoroughly examined by means of the electric or lime lights. The astronomer royal of Scotland some years since closely and laboriously examined all that is at present known of the interior of this enormous building. He states that measurements in the chambers, etc., show the exact length of the cubit of the Bible—namely, 25 inches. This cubit was used in the building of Noah's Ark, Solomon's Temple, etc. He also maintains that the pyramid shows the distance of the sun from the earth to be 91,840,000 miles.

BAD BOOK-KEEPING.

"My boy kept the books. I never looked at them. If I wanted to know anything I just asked him." "Was he a competent book-keeper?" "No, he was not. He kept the accounts in his head, and on little slips of paper in his pocket. Half the time and more he didn't get my liabilities down on the accounts at all. I spoke to him about it several times, and he said he would fix up the books some time, but he never did. I now find that I owe several thousand dollars more than I supposed I did."

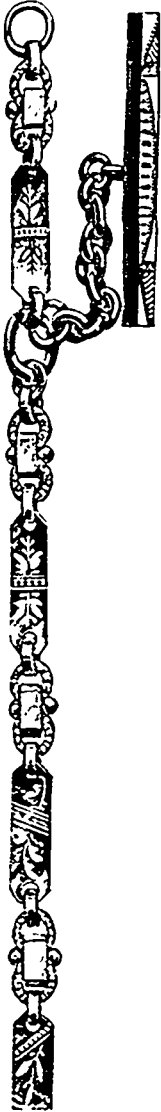
Such is the substance of a statement made recently by a machinery manufacturer. The statement was made to a meeting of his creditors. There is nothing new in it. Hardly a failure occurs in the manufacturing business that does not disclose a wellnigh inextricable confusion in the books of the insolvent.

This suggests an inquiry. Do the failures occur because of careless book-keeping, or is careless book-keeping used as a cloak to cover insolvency? In other words, is it a cause or an effect? We are inclined to think it is both. A business firm without true and clear accounts is like a ship without charts. It is only by good luck that it can escape the rocks. A prudent seiler will therefore be very inquisitive about the book-keeping of his customers. No doubt bad book-keeping is frequently in itself a sufficient cause of insolvency.

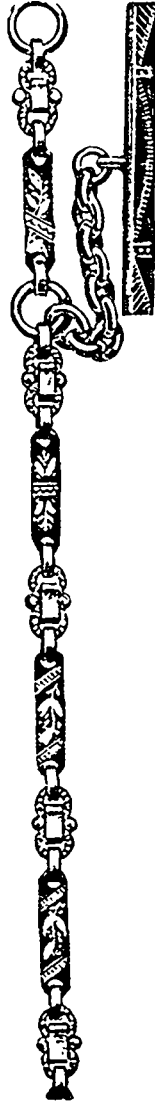
It is also a frequent effect. The dealer who through dishonesty or incompetence has brought himself to the verge of failure, is usually quite willing that his affairs should be kept from the prying eyes of a too ardent investigating committee. The absence of books of account, involves in darkness the causes of his failure, and spares him from specific charges or itemized blame. Even where, as in the case of a recent failure, no such thought can be supposed to exist in form, in the mind of the debtor the essence of it often does exist there in the form of self-deception. It is a curious metaphysical fact that men are prone to deceive themselves. The man who would scorn to cheat his neighbor will not scruple to cheat himself. Don't cheat yourself.—*Trade Bureau.*

"ARE you a customs officer?" "Yes, sir." "Well, I had a little package sent over to me by the steamer *Oregon*—just a little valueless package, not worth more than \$10. Has it come in yet?" "Why, man, haven't you heard that the *Oregon* was sunk?" "No; was she?" "By George! I must go right up and put in a bill for that package. There were \$12,000 worth of diamonds in it."—*Chicago News.*

ENQUIRE WHO MAKES THESE ROLL-PLATE CHAINS
OF YOUR JOBBER.



1891



1838



1837

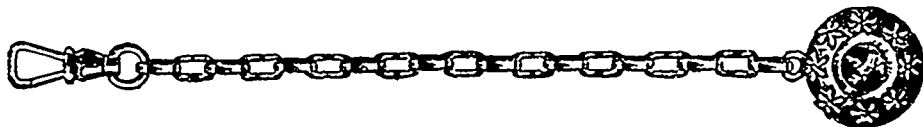


1844

GOLD, FRONT AND EDGE HAND ENGRAVED VEST CHAIN.



1783 284 QUEEN.



1795 312 QUEEN.

EDITORIAL NOTES.

SPECIAL NOTICE.

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

REGARDING OUR HELP COLUMN—Retail jewelers desirous of having advertisements inserted in our "Help Column," will please take notice that as we issue on the first of each month, any matter for insertion in this column must reach us not later than the 20th of the preceding month. Any advertisement arriving after that date will be too late and must be held over until the next issue. We have already received a considerable number of letters from retail jewelers thanking us for the help afforded them by this column, and stating that when the whole trade realizes the fact that they can avail themselves of its service free of charge, it will become one of the greatest helps they have ever enjoyed. The more that use our "Help Column" the more valuable does it become to every one else.

BON VOYAGE—Mr. John H. Jones of the firm of John H. Jones & Co., of Montreal, sailed for Europe last week. We wish him *bon voyage*.

MR. SMITH, the manager of the Boston office of the American Waltham Watch Co., was in the city last week looking after the interests of his Company. He gave us a call and reports their Canadian business as being very satisfactory.

SELLING OUT—Mr. J. F. Berringer, of Picton, Ont., is offering his jewelry business for sale. Any person having a practical knowledge of the business and some capital will find this a very good chance to get hold of a going business in good running order.

BACK AGAIN—Mr. H. Smith, of the firm of Smith & Fudger, has just returned from a business trip to British Columbia. He reports trade quiet out there, probably on account of the completion of the C.P.R. Mr. Smith looks the better for his trip.

DEATH OF WM. DEARDEN—Mr. Wm. Dearden, the wholesale jeweler of Montreal whose frauds against the Customs authorities were exposed only a few weeks ago has since died. It is said that after the seizure Dearden, who is well advanced in years, became partially deranged, and that the loss of his money practically killed him.

SHOW CASES—The Dominion Show Case Manufacturing Co. have issued a new and very handsome Catalogue of the goods they manufacture. Their cases will be found first class in every particular and their prices are lower than any other house in Canada. When you want cases give them a show.

A GOOD CHANCE for an enterprising jeweler with money can be found in London, Ont. The business of A. S. Murray & Co., which everybody knows is one of the best in Canada, is now being offered for sale at a very low price, and any competent man with Grit and Greenbacks can make a fortune in short order by investing in this estate.

JOHN A. PARKER—We were pleased to receive a visit last month from Mr. John A. Parker, the general manager of the Meriden Britannia Company's Canadian business, and manufactory. Mr. Parker expresses himself as highly pleased with the trade his Company has done so far this year, and with the prospects ahead.

DAMAGED BY THE FLOOD—We are sorry to learn that Mr. R. Hemlev, one of the leading jewelers of Montreal, had his store badly flooded during the recent inundation. It is thought that his loss will amount to several thousand dollars. These floods are worse than fires, for while you can insure against loss by fire you can't get any compensation for damage by water.

FOR EUROPE HO!—Mr. Harris H. Fudger, of the firm of Smith & Fudger sailed for Europe by the Cunard steamer last month. He will visit the principal markets of England, France, Switzerland, Austria and Germany before his return, and the firm's customers may make up their minds to look out for good styles and big values before the fall trade commences. We wish him a successful trip and safe return.

A BIG PURCHASE—We learn from the *Manitoba Sun* that "seven thousand four hundred and eighty-eight pieces of silverware passed the customs yesterday for W. F. Doll, wholesale jeweler, of that city."

From the above it is evident that Mr. Doll is going to push trade to the North-West for all it is worth and give the retail jewelers of that part of Canada a chance to purchase stock very near home.

SALE OF CARRIER & Co.'s STOCK—The entire stock of the estate of W. F. Carrier & Co., wholesale jewelers, amounting to \$18,000, was sold *en bloc* by public auction on Tuesday, the 27th April, and was the occasion of a good deal of spirited bidding. It was finally knocked down to Mr. Fred Thayer, wholesale jeweler of this city, at fifty-one cents on the dollar of the inventory price.

A NEW ENTERPRISE—Mr. R. H. Jupp, of Orillia has opened out his new premises, which for completeness and elegance will compare favorably with anything outside of Toronto. The show cases and fittings were manufactured specially, for him by the Dominion Show Case Manufacturing Co., of Toronto, and are very handsome. Mr. Jupp intends to push business for all it is worth, and his well-known energy and business ability should ensure him success.

PALACES ON WHEELS—We are creditably informed that the Canadian Pacific Railway Company have in course of construction nine elegant new dining cars. These cars are to be the handsomest and best appointed in any railroad service. The Meriden Britannia Co., of Hamilton, have received the contract for manufacturing the Silver Ware for them, which is sufficient guarantee that this feature of the equipment will be in keeping with the rest of the palaces on wheels.

A GOOD REPORT—The Goldsmiths' Company report that their Jewelers' Record of Work and Repairs, referred to in last month's TRADER, has pleased their customers exceedingly. Ever since the book has been sent out, job and repair work of all kinds has been constantly coming in. The trade speak in highly complimentary terms as to its usefulness. If any regular jeweler who has not yet received a copy will write for one they will find it is just the thing they want.

FIRE—We regret very much to learn that Mr. Fred Chinnock, the well-known jeweler, of Napanee, was burned out during the recent fire in that town. We are glad to know, however, that he was level headed enough to be well insured, so that beyond a temporary inconvenience from the stoppage of business, his loss will not be very serious. This is another example of the beauty of every merchant carrying adequate insurance on his stock and buildings.

JOHN C. DUEBER, of the Dueber Watch Case Co., was in Toronto last week, and the Editor of the TRADER had the pleasure of a few hours in his society. While the Editor does not always see eye to eye with Mr. Dueber on matters pertaining to the Case Manufacturers' Association, and we have a fashion of calling a spade a spade, still we are free to confess that personally we think Mr. Dueber a very estimable gentleman, who as a practical case manufacturer stands second to none in America.

PROGRESS—It is with some, and we think pardonable pride, that we call the attention of our readers to the size and general get up of the present issue of THE TRADER. We are not egotistical enough to credit the progress of our paper entirely to our own efforts, for we feel that without the kind assistance and co-operation of the trade, both wholesale and retail, the paper would not be what it is to-day. We propose to make THE TRADER a live jewelers' paper and a correct guide to the best markets in which to purchase goods.

PEACE—We are glad to be able to announce in this issue the fact that the Dueber Watch Case Manufacturing Company are back again in the fold of the Manufacturers' Association, and that once more peace and quietness reigns in the watch trade. This is the result that would naturally have been expected from shrewd business men such as all the members of the Manufacturers' Association undoubtedly are, and it is only a pity that any misunderstanding and disagreement should have kept them apart and disturbed trade for ever so short a time.

IMPORTANT TO RETAILERS—The American Waltham Watch Co., have had quite a number of their new illustrated material catalogues returned to them with comments, "dead," "moved away," "address not known," "out of business," etc., so that it is quite possible every jeweler in Canada may not have received one. Any jeweler who will send his business card to Robbins & Appleton, General Agents, 403 Washington St., Boston, Mass., U. S., will receive one of the valuable lists post free.

C. T. PICARD & Co.—The case against this estate has at last been

BANKRUPT STOCK.

RARE CHANCE.

We desire to inform the trade that we have bought the entire stock belonging to the Estate of W. F. CARRIER & Co., Wholesale Jewelers, of Toronto, at fifty-one cents on the dollar of the original cost price, and will in a few days offer it in lots to suit purchasers, at prices never before heard of in Canada. This stock consists of

WATCHES, JEWELRY, Musical Instruments and Fancy Goods.

It is fresh, well-bought, and we propose to give the Retail Jewelers of Canada the full benefit of our

IMMENSE BARGAIN.

Our travellers will call on you in a few days, and we think it will pay you to wait for them, as our prices cannot be repeated.

THAYER & CO.,

3 WELLINGTON STREET EAST, TORONTO.

- CLOCKS -

TO THE TRADE

OUR attention has been called to the letter written by the Ansonia Clock Co. to a local firm, and published as an advertisement in the "Globe" of the 20th inst. We have not the slightest fault to find with the letter, and we do not dispute the facts contained therein; on the contrary, we are exceedingly obliged for the free advertisement, and beg to return our sincere thanks for same.

ALL WE DESIRE IS THIS, THAT THE TRADE OF CANADA WILL UNDERSTAND

WE ARE STILL IMPORTING OUR USUAL LINES OF ANSONIA CLOCKS

And so long as our prices are right we presume it is a matter of supreme indifference to the trade whether we buy the goods from Factory direct or not. We claim to be the

OLDEST AND LARGEST CLOCK HOUSE IN CANADA

And the trade can rely on obtaining the most desirable goods from us. In not confining ourselves to any one Factory we are enabled to supply our Customers with the most desirable lines of each, an advantage readily appreciated by Dealers. We handle clocks manufactured by the following reliable and well-known Companies:

NEW HAVEN, SETH THOMAS, WELCH, TERRY, INGRAM AND ANSONIA.

H. A. NELSON & SONS,

MONTREAL HOUSE:
59 TO 63 ST. PETER STREET.

TORONTO HOUSE:
56 TO 58 FRONT ST. WEST.

P. S.—Illustrated Catalogue of Clocks will shortly be ready for distribution.

EDMUND SCHEUER,

OF THE LATE FIRM OF

LEVY BROS. & SCHEUER,

begs to announce to his numerous friends and the trade generally,
that he has leased the premises,

No. 11 WELLINGTON ST. WEST,

TORONTO,

where he will, at an early date, exhibit a full line of

Watches, Clocks,

MATERIALS,

JEWELLERY

AND

OPTICAL GOODS.

"The Only Absolute Guarantee of Quality is the Integrity of the Manufacturer."

Quality. Workmanship. Price.



GUARANTEE OF THE AMERICAN WATCH CASE CO. OF TORONTO.

The American Watch Case Co. of Toronto Guarantees every Gold Case manufactured by them and bearing any of their Trade Marks as above, to be of the quality stamped upon it according to the United States standard.

TO THE RETAIL JEWELERS OF CANADA.

GENTLEMEN,—We take pleasure in placing before you a few of our newest and most desirable designs of SOLID GOLD CASES, and of calling your attention to some of the advantages of selling them in preference to those of any other make :

QUALITY—The guarantee we give in regard to the quality of the gold in all Cases bearing our stamp, is an absolute assurance that in handling goods of our manufacture you are getting the quality exactly as represented, and no other—an advantage that, in these days of "stamped-up" goods, we think you will not be slow to appreciate.

WORKMANSHIP.—In regard to the excellence of our Cases, we think that we can to-day say without egotism, that our goods have passed beyond the stage of experiment and are now as perfect as any Cases made in any part of the world. We have fitted up our factory with all the latest and most improved American machinery, and we employ only the most skilled workmen that can be had in the best American factories. The trade may therefore rest assured that we shall take no steps backward ; on the contrary, we shall strive by every means in our power to improve our product until it becomes absolutely perfect, and recognized the world over as "the best Case made."

PRICE.—The greatest advantage, however, to be obtained from handling our Cases is the saving in price. No dealer who sells imported Cases can begin to compete with a competitor who handles our goods. Every jeweler of ten years' standing or more must recognize the fact that a complete revolution has recently taken place in the Gold Watch trade. A few years ago Gold Cases were sold at retail in Canada at from thirty to fifty per cent. higher than the same goods were priced at in the United States. The result was that a great many fine watches were purchased by Canadian consumers visiting that country, to the loss of the Canadian retail jewelry trade. To-day (thanks to the presence of our factory in the country) the Canadian retail jeweler can buy Gold Cases of our make from any member of the Canadian Jobbers' Association as cheaply as the American retail jeweler can purchase the same quality of goods from the New York or Chicago jobbers. What does this mean? It means that we have practically put a stop to the general public buying Gold Watches in the United States, because, if our retailers are wide enough awake, they can easily show their customers that if they are honest they can save the duty by buying at home, and that even if they are reckless enough to try and evade it, they can make nothing by smuggling goods which can be bought as low in Canada as in New York.

We sell no goods direct to the Retail trade, but dealers will find a full assortment of our Cases with all the leading Canadian jobbers. All that we ask of you is to examine the goods, compare the prices and weigh the facts we have stated above. If you do, we are satisfied you will find it greatly to your advantage to handle them.

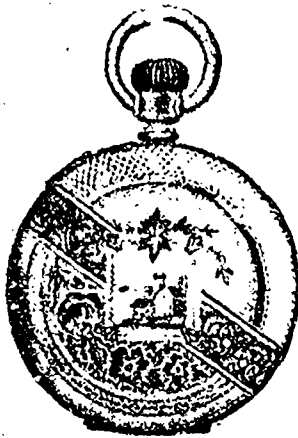
Don't be misled by any one telling you other goods are better, they are not ; they may be, and no doubt are dearer, but they are not any better, if as good. Insist on getting our Cases, and no others.

Soliciting your patronage, through the legitimate jobbing trade,

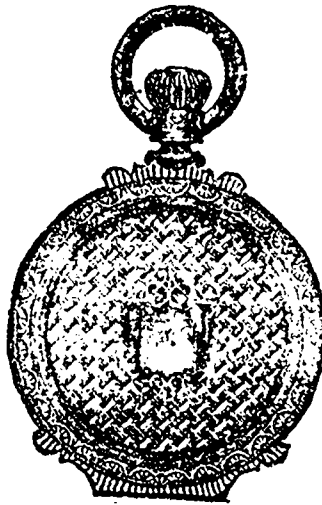
We are, yours very truly,

THE AMERICAN WATCH CASE CO. OF TORONTO.

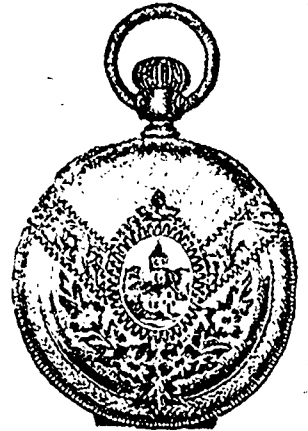
The American Watch Case Co's Gold Cases are the Best



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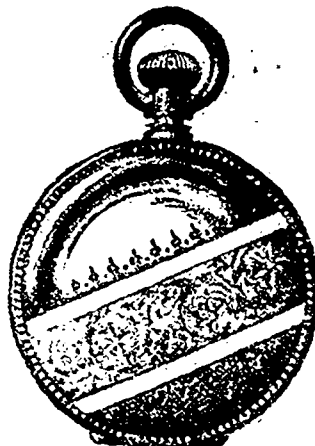
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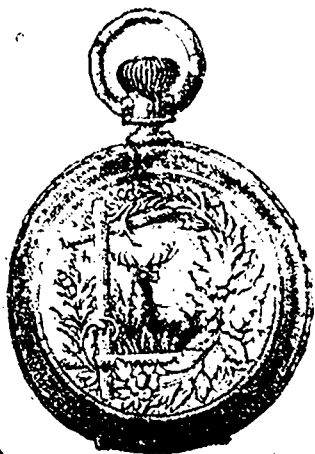
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And Cheapest to be had in Canada.

The American Watch Case Co's Cases are Warranted



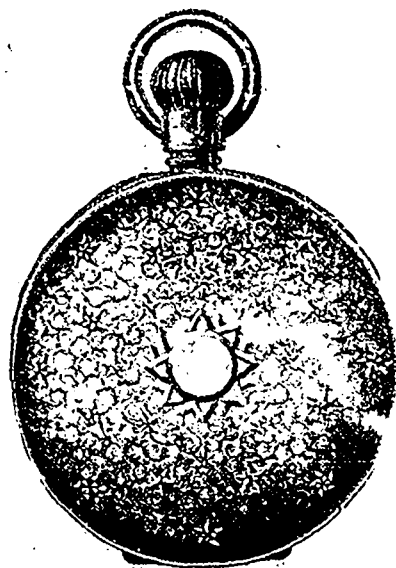
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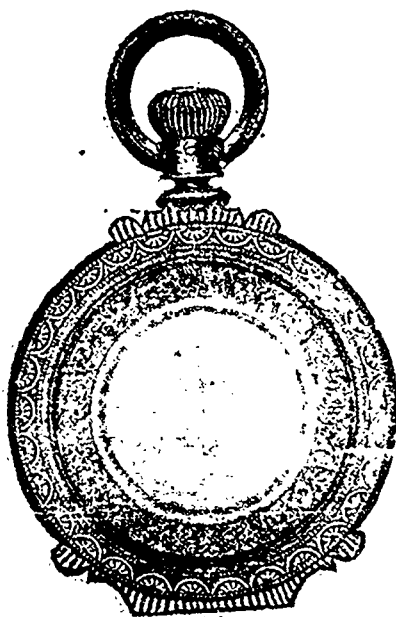
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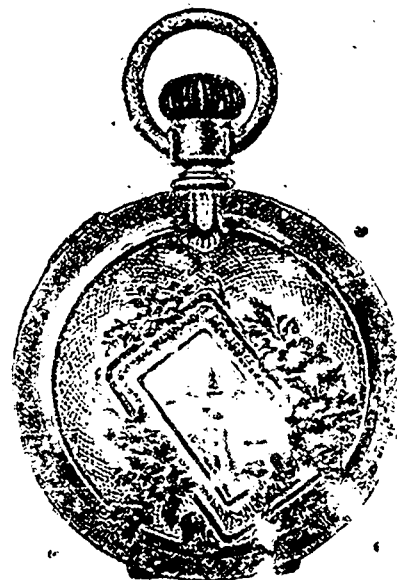
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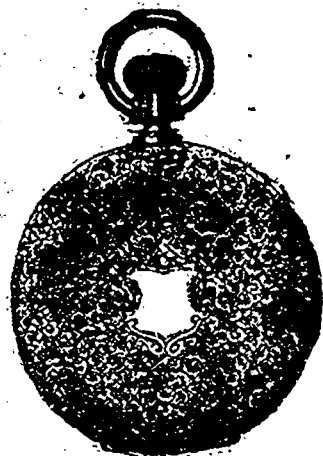
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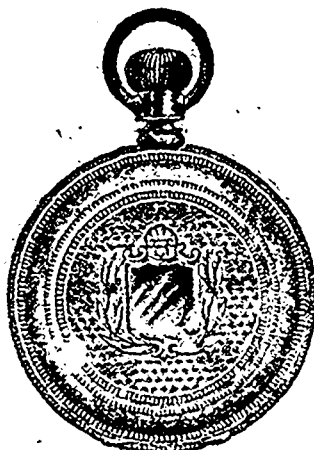
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As to Quality, Durability & Workmanship.

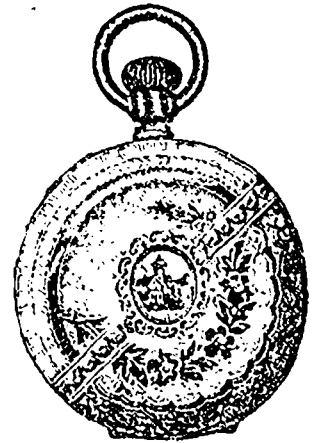
RETAIL JEWELERS can hold their Trade together



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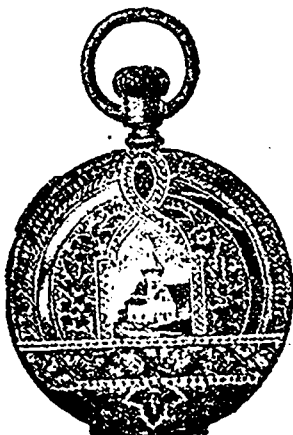
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5000.



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3015.

By Selling American Watch Case Co's Cases.

T. WHITE & SON,
MANUFACTURING JEWELERS,
 LAPIDARIES & DIAMOND SETTERS,
 39 King St. West, - Toronto.

Canadian and Foreign Stones Polished and Mounted for the Trade.
 N.B.—A variety of Stones and Imitations of all kinds in Stock.

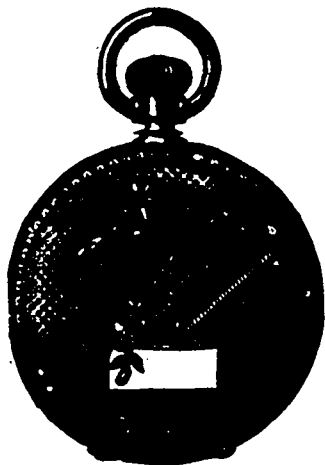
C. W. COLEMAN,
 10 KING ST. WEST, (UP STAIRS), TORONTO.
**WATCHMAKER TO THE TRADE, DEALER IN WATCH
 MATERIAL, TOOLS, SPECTACLES, &c.**

Complicated and other Watches put in thorough order. Broken or
 imperfect parts replaced by new. Gold Dials re-figured. Watches
 de-magnetized. Musical Boxes repaired. Jewelry Jobbing and En-
 graving. Stubbs, Hammers, Pliers and Files. Spectacles from 65 cts. per
 dozen up. Orders must be accompanied with City reference or Cash.

E. & A. GUNTHER,
IMPORTERS AND WHOLESALE JEWELERS,
COR. JORDAN & MELINDA STS.

Spring Stock now full and complete in all departments.
 Special attention given to JEWELRY REPAIRING.
 Our Travellers now out.

BRAY & JONES,
 IMPORTERS,
Diamonds, Watches, Clocks, Jewelry, Silverware, Cutlery, &c.
Manufacturing and Repairing a Specialty.
 14 King Street West, UP STAIRS, TORONTO.



Our travellers are now on the roads mentioned below and we ask for them a liberal share of your esteemed patronage.

Our MR. WILL PARKER, G. T. R., East.
 Our MR. FRED ADDISON, N. R. R. and C. P. R., West.
 Our MR. FRED THAYER, G. T. R., West.

**NEW
 STYLES
 FOR**



**SPRING
 TRADE,
 1886.**

The above illustration is a sample of my New Goods for this Spring's
 Trade. I am making a large variety of these brooches, and retail dealers
 throughout Canada will find it greatly to their advantage to send for samples
 and prices. I make and guarantee all the goods I sell, and you will find my
 prices lower than any other House in Canada. Call and see me when in the city

A. M. WELLINGS,
MANUFACTURING JEWELER AND ENGRAVER,
 26 ADELAIDE ST. EAST, TORONTO.

ALBERT KLEISER,
 IMPORTER OF WATCHMAKERS'

TOOLS AND MATERIALS,
SWISS AND AMERICAN WATCHES, ETC.

Stem Winding and all Kinds of
 Wheels cut to Order.

14 King Street East, Toronto.

THAYER & CO.,

3 WELLINGTON ST. EAST, TORONTO,

MANUFACTURERS' AGENTS AND DEALERS IN

Watches, Clocks, Material and Jewelry of all Kinds.

JOBGING REPAIRS.

WE desire to notify the trade that we have added to our business a department
 for Jewelry and Watch Repairing in all its branches. We employ only the
 most skilful workmen and warrant every job we do. Jewelers at a distance will
 save time and money by sending us their repairs, as we guarantee prompt service and low prices.

settled by the Customs' Department agreeing to accept a fine from the trustees of \$6,000 and release the stock amounting to about \$42,000 to the creditors. It is said that goods to the value of \$52,000 had been smuggled in by Picard & Co. The outside creditors will likely get a dividend of twenty cents on the dollar from the estate. The stock has been purchased from the trustees by Mr. John Inglis, a former partner in the business, who will conduct the business in the future. It is said that Picard is now in Chicago running a billiard saloon.

A SENSIBLE CUSTOM.—It is now said to be the custom in England for a gentleman who is engaged to present his betrothed with three rings. The engagement rings given by Earl Cairns to Miss Adele Grant included a half hoop of diamonds, a ring set with a diamond and a ruby, and another mounted with a fine single sapphire. It's said to be an ill wind that blows nobody any good, and although this new innovation may come heavy on the bridegroom's pocket, it's a good thing for the jewelry trade. Most of our readers will hold up both hands to have it become the custom in Canada as well as in England.

THEY DO US PROUD.—We were surprised to receive another visit last month from Mr. Sherry, accompanied by Mr. Fahys, jr. of the firm of Jos. Fahys & Co., the well-known watch case manufacturers of New York. Mr. Sherry who has drummed up the Canadian trade for some years past, will in future devote his energies entirely to the U.S. and young Mr. Fahys will take the Canadian trip. Our Canadian jobbers will miss Mr. Sherry's genial smile and hearty hand shake, but it cannot be helped, and we trust his successor may be as well treated by them in the future as Mr. Sherry has been in the past.

A GOOD THING.—The new Association Price List of watch movements and cases of all kinds, has just been sent out by the Secretary of the Jobbers' Association, Mr. George Chillas. It is the best printed and most complete watch list we have ever seen in Canada, and reflects much credit on Messrs. H. H. Fudger, M. C. Ellis and Geo. Chillas, the committee appointed by the Association to compile it. As only one list is sent to each jeweler, they should take good care of them, as only enough to go round once has been printed. This list being official is a big step in the right direction.

DEATH OF DENNIS C. WILCOX.—We regret to chronicle the death of Mr. Dennis C. Wilcox, Secretary of the Meriden Britannia Co., of Meriden, Conn., U. S., and brother of Mr. Horace Wilcox, its President. The deceased was one of the most prominent business men in the United States and leaves behind him a brilliant record of successful and honorable labor. He was energetic and clear-headed in business, generous though unostentatious in his charities, genial and whole-souled in the privacy of his own family, and the inner circle of his friends. He will be much missed by those who knew him.

HOW ARE YOU, MR. ROGERS?—We had a visit last month from the Rogers Bros., of New York. Although they were not the genuine 1847, being minted in the neighborhood of '65, they are genuine sterling quality, 925 fine all the way through. We thought at first that not being in the spoon and fork business these gentlemen had mistaken their calling, but on finding that the elder brother was representing the Howard & Son button (a soft thing for a pushing fellow), and the younger one, a rising rolled-plate chain house, we changed our mind—after we had seen their order books. Glad to see you gentlemen, come again.

A CHANGE.—Few jewelry travellers are more widely known or more thoroughly liked than Mr. Richard Russell, commonly known as "the lightning traveller." For several years past he has been connected with the firm of A. C. Anderson & Co., and on the amalgamation of the two businesses, with the firm of Lowe & Anderson. His many friends will, however, be surprised to learn that for the future he will travel for the firm of Levy Bros., of Hamilton, and will take the road for them in about a month's time. Mr. Russell has won success by honest persistent effort, and we trust he may long be spared to handle his genial grip and book good fat orders.

OUT OF JAIL.—After being about four months in jail the friends of Mr. Sapery came to a settlement with Messrs. P. W. Ellis & Co., by buying their account against him for the sum of one thousand dollars in hard cash. Taking it altogether we think that this is but another illustration of the truth of the old saying that, "honesty is the best policy." Young Sapery's adventures have not added anything to his reputation or credit, and by the time his lawyers' bills are paid we think

he might about as well have attempted to pay one hundred cents on the dollar to his creditors. We trust the lesson will not be thrown away on either wholesalers or retailers. Credit is altogether too cheap at the present time in Canada.

REVISING OUR LIST.—We have been at considerable pains during the past month to revise the list of names to whom we send THE TRADER. In accordance with the promise made to the trade some time ago, we have struck off all but *bona fide* dealers in jewelry and kindred goods. This is we consider a step in the right direction. We propose for the future to make THE TRADER strictly a jewelers' journal, and as there are many questions that will arise for discussion that are better kept from outsiders, we propose to confine our circulation as strictly as we can to the legitimate jewelry trade. If we have inadvertently omitted any jeweler, all that he has to do to get put on the list, is to send us a note to that effect and enclose his business card.

ACCIDENT.—What might easily have been a fatal accident occurred at the factory of the American Watch Case Co., of Toronto, a few days ago. It appears that one of the Company's machinists was fitting a new die into the large steam drop-hammer and while turning around his foot accidentally touched the lever which sets it in motion. The hammer, which weighs one hundred pounds, struck him on the head cutting it to the bone and rendering him insensible. Fortunately he was standing almost upright at the time which made him receive the blow almost at the start of the hammer. Had he been stooping down it would have crushed his head to a jelly. A doctor was at once called in who dressed the wound, and the plucky fellow was able to resume work in a couple of days.

ASTONISHING.—Rice Sharpley & Sons, of Montreal, were recently prosecuted for exhibiting in their window two figures in marble of the real decotelle style, copied from Michael Angelo's statues in the Pitti Palace at Florence. Five witnesses testified that there was no indecency in the exhibition, as the figures are purely works of art, and valued as such. Surely the fools are not all dead yet. It is really astonishing how much fuss a few ignorant people will make about such exhibitions at home, while they will spend thousands of dollars to travel to Europe and cheerfully disgorge of their wealth to see the originals of all such works of art. Of course the originals are simply superb in Florence, Rome and Paris, but immodest and disgusting when exhibited nearer home. Verily consistency, thou art a jewel!

A DECIDED CHANGE.—Mr. Edmund Scheuer, late of Levy Bros. & Scheuer, of Hamilton, having retired from that firm, has removed to Toronto and opened out a new business at No. 1 Wellington St. West, where he proposes to keep one of the largest and best assorted stocks of jewelry, clocks, etc., to be found in any warehouse in Canada. Mr. Scheuer has been connected with the wholesale jewelry trade in Canada for the past fifteen years, and has the credit of being one of the ablest and most popular men in the business. On the formation of the Canadian Jobbers' Association, Mr. Scheuer was chosen Vice-President and this year was elected President. We welcome him to Toronto and trust he may have a long and successful career here. Mr. Scheuer is able and energetic and the kind of man our city wants, and what is Hamilton's loss will be Toronto's gain.

DISSOLUTION.—Amongst the retail jewelry trade of Canada, the name of Levy Bros. & Scheuer had become almost a household word, and it will be a genuine surprise to many of their more distant customers to learn that they have dissolved partnership, Mr. Edmund Scheuer retiring. The business of the old firm will be carried on at the old stand by the Messrs. Levy Brothers, and we need scarcely say that the honorable trade policy of the past will be continued by them as heretofore. Mr. A. Levy the senior partner of the firm has been identified with the jewelry business of Canada for nearly a quarter of a century, and is, we believe, the oldest jewelry jobber in Canada. Under his guidance the firm has made an honorable record and had a very prosperous career, and we wish the remaining partners a long continuation of both.

A MAGNIFICENT CATALOGUE.—The new illustrated catalogue of gold watch cases just issued by Messrs. P. W. Ellis & Co., of this city is the best thing of its kind that we have ever seen, and will we think prove to be one of the most useful auxiliaries to the retail jewelry trade that any firm has yet produced. The paper, artistic and typographical

LOWE & ANDERSON

TORONTO.

SPECIALTIES:



CLOCKS

WALNUT, MARBLE AND NICKEL.

SILVER CASES

WALTHAM AND FAHYS' INLAID SCREW BEZEL,
DUEBER, KEYSTONE AND TORONTO.

FILLED CASES

DUEBER, BOSS, CRESCENT AND B. & B.

NICKEL CASES

SILVERINE, SILVERORE AND SCREW BEZEL.

MOVEMENTS

HAMPDEN, WALTHAM, ELGIN AND ILLINOIS.

Gold Headed Canes.

E. P. Hollow Ware.

Cutlery and Flat Ware.

Sheffield Sterling Spoons, etc.

ANNOUNCEMENT.



We are prepared to supply the
Trade, at the lowest prices, the latest
Novelties in - - -

American and English Jewelry

Gem, Keeper and Plain Rings, our
own make. Special New Patterns
in - - - - -

Ladies' & Gents' Gold Cases.

We sell at **CLOSE** prices, keep a
Large Stock, and **PROTECT** the Re-
tailer.

Price Lists of all Goods sent on
application of legitimate Jewelers.

LOWE & ANDERSON

16 WELLINGTON ST. EAST, TORONTO.

work are as fine as anything we have ever seen published in the U.S., and reflects the highest credit on every person concerned in its publication. A good feature of this catalogue is that every case is distinguished by number and listed at the price the retailer can afford to sell to his customer. For this reason it will be found very convenient for securing special orders for goods not usually kept in stock, as well as a help to the jeweler in making up his stock orders for staple goods. Every live jeweler should secure a copy, and order from it after he has it.

THAT WONDERFUL CASE AGAIN.—Our friend John Sheppard of the Boss Case Co., was in Toronto last week trying to hunt up the Editor in order to club him with that wonderful watch case. He says that since the last issue of THE TRADER his office has literally been besieged by people to see his patent life saving Boss Case. We heard by accident as it were, that while in Boston the other day John had occasion to use a hack, which got upset during the journey. John was precipitated out but landed on his watch case, which again acted the good Samaritan. John says as this case has saved his life twice he won't sell it under any consideration. We notice that the Boss Co. have reduced the price of their 6 and 8 size cases which are now lower than they ever were before. Although the price has gone down, the quality still remains away up at par. The Boss Co. still stick to the old fashioned way of giving people full value for their money.

ENTERPRISE.—As our readers will have noticed before they read this, the American Watch Case Company of Toronto, are occupying much more than their usual space this issue and have filled it in a very artistic manner. This Company is now producing gold watch cases which for quality, style and finish are unexcelled by any other makers. Some of these new designs as illustrated in this issue are exceedingly artistic and cannot fail to attract attention. Their guaranteed goods can now be bought by the trade from members of the Canadian Jobbers' Association as cheap as American retailers can buy the same class of goods in Maiden Lane, New York. The effect of this will be to do away with the unfair competition that the honest retail jeweler has so long experienced from competitors who were less scrupulous and willing to smuggle. So far as gold cases in Canada are concerned, the smugglers' occupation is gone and he will have to turn his attention to some other, and more profitable line of goods. The best way to stop smuggling is to make the price in Canada as low as in the U.S., this truth was recognized by the A. W. C. Co., hence their action. In doing this they have ignored the question of dividends, but we trust that any reduction in profit may be counterbalanced by their more extensive sales.

GIVING THE CANUCKS A LESSON.—We heard a good thing the other day of an American safe manufacturer, who, finding trade rather slack at home, concluded that he would ship one of his unrivalled safes over to Canada, and put in his time and make a good thing financially, by instructing the aborigines of this wooden country how to make safes under his improved patents. Arriving at Toronto he very soon found himself in Messrs. J. & J. Taylor's factory where he discussed to a very patient audience on the merits and values of the unrivalled patents he had for sale. After he got through, the proprietor quietly took him through their works, where he found that not only were the firm using a very superior invention to his in their ordinary goods, but a contrivance exactly the same as the American patent he was trying to sell had been tested by this firm some six years ago but discarded as being worthless. If Brother Jonathan was surprised at this, he was completely paralyzed when his Canadian competitor suggested that they should try his safe by a practical fire test. No, siree, not by a jugful, his safe wasn't got up for any such purpose, and he didn't think any safe would stand the test proposed. When the Messrs. Taylor showed him a safe almost uninjured inside that had come through this very test and offered to put one of their own along side of his during the operation, he collapsed entirely. He said that without doubt there was no safe made to day in the United States that would stand such a test, and so far as fire-proof safes were concerned, why the United States would have to take a back seat for some time to come. His sample patent safe went home by the next freight train, while its owner after swallowing half a dozen cocktails, took the fastest express he could find to get him out of a country where safe makers were fools enough to test a safe by fire before they guaranteed it to their customers. Canada is poor—but honest.

WORKSHOP NOTES.

To clean filigree silver work that has become tarnished by exposure, you can dip it for a moment in a solution of cyanide of potassium. If not very badly tarnished, probably a solution of hyposulphite of soda will clean it. If there is no base metal about the ornament, you might clean it by boiling it in sulphuric acid.

ALL jobbers should know that gold and silver plate may always be kept clean and bright by a simple process: Mix one part of sal-amoniac with sixteen parts of vinegar. Rub stains and spots with this mixture. They will soon disappear. The plate should then be well washed in soap and water and rubbed till thoroughly dry.

ONE of the most ingenious processes which has lately come into vogue in the treatment of iron—an Austrian invention—is that of giving to the metal a silver surface, this being effected by first covering the iron with mercury and then silver by the galvanic process. By heating to 300°, C., the mercury evaporates and the silver layer is fixed.

THE *Moniteur Industrielle* gives the composition of an artificial gutta-percha as follows: Fifty parts by weight of copal and 75 to 150 of sulphur, with 15 to 30 of turpentine, or 55 to 60 of petroleum, mix well. Heat to 100° C., until completely dissolved, let it cool to 35°, add a solution of 3 parts of caseine in weak ammonia and a little methylene, re-heat to 120° until of a weak consistency; then boil with a 15 to 20 per cent. solution of tannin and about 15 parts of ammonia. After several hours boiling wash and cool.

To etch on metals cover the surface of the metal on which you desire to etch, with white melted wax; when cold, trace the design or character upon it with a sharp point, which penetrates through the wax layer. Into these lines pour either very strong vinegar, or pure acetic acid, and spread upon it a powder made of 100 grains rock alum, and the same weight of sulphate of copper, previously calcined in a crucible in the fire. To have the engraving deeper, soon as the effect of the first mordant is spent, wash the wax in cold water, without rubbing, however; let it lay, and repeat the operation. By renewing it as often as necessary, the workman has it in his power to regulate the depth of the engraving to his liking.

It is found that a superior brown tone may be produced upon brass by the following simple process. The article having been thoroughly cleaned and freed from all traces of grease, then polished, is dipped for about half a minute in a cold solution of .18 grms. of hypomanganate of potash, 50 grms. green vitriol, 5 grms. muriatic acid, and one litre of water, thorough rinsing and drying in fine soft sawdust follow. If a reddish cast is desired, the article is to be dipped into a second bath, heated to 60° C., of 10 grms. each of chromic acid, and chloric acid, and hypomanganate of potash, with 50 grms. blue vitriol or sulphate of copper, dissolved in 1 litre of water—this latter mixture alone producing a light bronze. The subsequent operation of heating in an oven produces, it is said, a very rich one.

OTHER NOTES.

THE mouth of the Mississippi River is again filling up with sand and debris despite the Eads system of clearance.

COLOMBO, the capital of Ceylon, is the chief centre of the jewel trade of the East. Almost any jewel can be bought there by an experienced purchaser for from one-fifth to one-tenth the amount for which it would sell in America.

ISAAC RAYXN, of Flint, Mich., has a bust of Lincoln, the material of which was originally worth \$3,500. The bust is of redeemed greenbacks which were macerated by the Government, after which the pulp was pressed and moulded to form the likeness.

AMONG the French Crown jewels which it is proposed to sell are the "Regent" diamond, valued in the official inventory at 12,000,000f, the seven "Mazarin" diamonds, a small reliquary, made as a brooch, set with 93 brilliants, and dating from 1496, and the watch of the Dey of Algiers.

A COPY of Dickens' "Strange Gentleman," one of the rarest of his productions, was recently bought by a small bookseller for threepence.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

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

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

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



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

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

WM. ROGERS, - - WALLINGFORD, CONN.

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

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

By him it was sold for 15 shillings to a young man in the trade, he in his turn disposing of the book to another person for £1. This last knew the value of his prize, and, in spite of its being imperfect, re-sold the volume for £5 to a well-known firm of booksellers, who now want somewhere about £12 for it. A perfect copy is worth £20. It is quite a small pamphlet, and has been reprinted—without the frontispiece.

WILLIAM L. SILVERY, the young mechanic who invented the induction telegraph by which messages may be sent from flying trains, is only 19 years of age. This unknown boy perfected the induction telegraph while working on his mother's farm, near Castleton, Ind. He had wires strung through the apple orchard, and on these, with encouragement from no one but his mother, developed the principle of induction until he was able to transmit messages from one wire to another forty feet distant. Those to whom he confided his discovery laughed at his ideas, and he was forced to abandon his efforts to bring his work before the world. Thus it lay unheard of until Mr. Edison got a clue to it and applied the principle to telegraphing from moving trains. Young Silvery has not been discouraged for a moment, but has worked away with tireless industry, and his genius has produced other devices equally marvellous.

WISE AND OTHERWISE.

Why have the funny men of America been so dull this Winter? Answer First—They haven't! Answer Second—Because it's been such an no-pun Winter.

A GENTLEMAN just returned to this country from a tour in Europe was asked how he liked the ruins of Pompeii. "Not very well," he replied, "they were in such shocking bad repair."

AT dinner the host introduces to the favorable notice of the company a splendid truffled pheasant, amid murmurs of admiration. "Isn't it a beauty?" he says. "Dr. So-and-So gave it to me—killed it himself." "Aw, what was he treating it for?" asked one of the guests.

"Do you think, William," said Mrs. Brown to her husband the other night, "that the telephone will ever be as generally used as the telegraph?" "Why, yes," replied Brown; "the time is coming when it will be as common to telephone as it seems now to tell—a fib

He appeared to be almost gone. Rolling his eyes toward the partner of his bosom, he gasped: "Bury me 'neath the weeping-willow, and plant a single white rose above my head ' 'O, it's no use!" she snapped out. "Your nose would scorch the roots." He got well.

CASTE—Young lady (in carriage): "Her name is Smith,—I think her husband is in the artillery. I wish you would tell her I wish to speak with her." Soldier's wife: "I don't know the lady, mum, which we're in the 'orse artillery, mum, and we don't visit with the field batteries."

"Curious thing about that statue of Washington," said old Smash-pipes, in a musing sort of tone, as he sauntered past with Starlight—"curious thing: always shrinks when it rains, you know." "Don't say so!" said Starlight. "Fact!" muttered the old man; "every time it

rains it becomes a mere statue-wet," and the old man's left thumb went under Starlight's fifth rib with tremendous violence.

ALEXANDER DUMAS wrote his autograph for a successful quack who lavishly entertained him:

Since my good friend here, Gallipots,
Has fixed his dwelling in this town,
The hospital has been torn down—

"Good, good," murmured the doctor, who was looking over the writer's shoulder. The poet concluded his epigram:—

And the site sold for burial lots.

We hear of an "exploding dish of chowder,"

A blown up doughnut and a busted cup,

'Most everything is dangerous but powder—

But could Guy Fawkes have Bologna sausage up?

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade. NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell, if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

A WATCHMAKER wanted. A practical man, temperate, of good moral habits, with good references, can get a situation with me at once. Address, LEONARD MORRIS, Summerside, P.E.I.

FOR SALE. Mosley lathe with partial set of chucks, will be sold. A bargain for cash. Apply to J. D. PARKINSON, 253 Parliament Street, Toronto.

FOR SALE. A new Buffalo forge, cheap for cash. L. B. BLASDELL, 23 Adelaide Street East, Toronto.

JEWELRY BUSINESS for sale, on a leading thoroughfare in the City of Toronto. Large double fronted store (could be partitioned and made into two separate stores if necessary) Stock and fixtures about \$500. Established 13 years. For particulars, apply to P. W. ELLIS & Co., Wholesale Jewelers Toronto.

SITUATION WANTED by a first-class practical watch maker, fourteen years experience, best of references furnished. Address stating salary. P. O. Box 174, Simcoe, Ont.

TOOLS. Wanted to purchase a pair of flat rolls, $\frac{1}{2}$ round ring ditto, T and "Little Giant" ring rounder. All must be in good order, state price and conditions to E. ROBINSON, 192 Dundas St., London.

WATCHMAKER in need of situation. Best of references. Wm. Scott, care of A. Attwood & Son, Hamilton, Ont.

WANTED A SITUATION to learn the watchmaking and jewelry business, by a careful and steady young man. Apply to FRANK PURVIS, Lyn, (Leeds Co) Ont.

THE TRADER is printed by R. G. McLEAW, 13 Adelaide St. E. Toronto, who makes a speciality of Jewelers' Work. Samples and estimates on application.

ASK YOUR JOBBER FOR GOODS OF THE MAKE OF

C. E. HAYWARD & CO.,

Successors to HAYWARD & BRIGGS;

MANUFACTURERS OF FINE ROLLED PLATE JEWELRY,
179 BROADWAY, NEW YORK.

RIBBON VESTS



AND GUARDS.

"THE MORTON" PATENT POST SLEEVE BUTTON.

Patent Bracelets, Link Buttons, Collar Buttons, Vest Chains, Hair Chain Mountings, Seals, Lockets, Charms, Jewelers' Findings, Etc.

Factory: ATTLEBORO, MASS. Buyers invited to call at our New York Office and examine new goods.

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well known reputation that the name RODGERS has attained all over the world have induced other makers to adopt a similar name, calculated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt., on Knives.

SOLD ONLY BY

THE ACME SILVER COMPANY,

TORONTO,

to whom all orders should be addressed. Send for quotations.

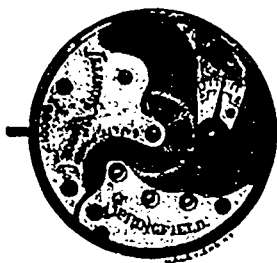
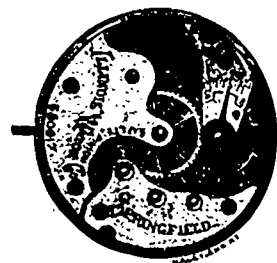
G. RODGERS,

Known to the trade in Sheffield, England, and on this continent since 1846.

HELLO !

HELLO !

HELLO !

*WELL, WHAT IS IT?*

Why, we want to place our order for some of the new and popular

FOUR SIZE MOVEMENTS

MADE BY THE

ILLINOIS WATCH COMPANY.

They are the SMALLEST watch made by any Company engaged in the manufacture of watch movements in America. The

FOUR SIZE MOVEMENTS

are constructed upon a new and distinct model having no resemblance to the Celebrated Eight Size Movements manufactured by the ILLINOIS WATCH COMPANY. The Top Plate is composed of two pieces only, hence THE BARREL CAN BE REMOVED WITHOUT DISTURBING THE TRAIN. They are provided with Safety Pinions, thus securing a protection to the Train in case of the breakage of the Main Spring. They also have CONVENIENT LET DOWNS, and all the steel work is finely finished with especial care.

There is NO LADIES' WATCH TO COMPARE with them in size, style, beauty, durability and price, and we want to place our order early, for the ILLINOIS WATCH COMPANY has already sold its entire production of FOUR SIZE MOVEMENTS, months ahead, and is daily receiving large and numerous orders for the various grades of Four Size Watches. The

ILLINOIS WATCH COMPANY

WARRANTS EVERY MOVEMENT OF EVERY SIZE MANUFACTURED BY IT.

DON'T SKIP THIS PAGE IN JUNE, FOR IT WILL PROFIT YOU TO READ WHAT WE SHALL SAY THEN.

H. ELLIS,

WHOLESALE JEWELER,

3 WELLINGTON STREET EAST, TORONTO.

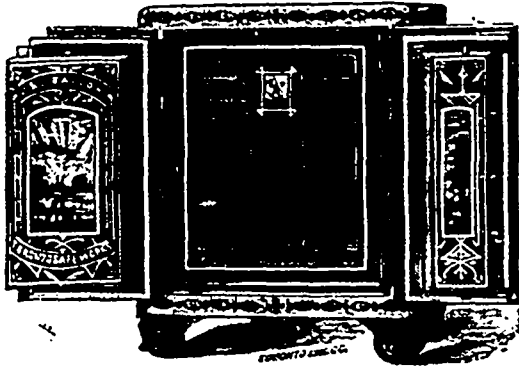
My stock of the following lines will be found very complete and prices right.

WALTHAM, ELGIN AND SPRINGFIELD MOVEMENTS, GOLD, SILVER AND FILLED CASES.

Rolled Plate Alberts, Charms, Locketts, Pins, Drops, Sets, Necklets, &c.

Also a full line of Watch Materials, Tools, Watch Glasses, &c.

ORDERS BY MAIL WILL RECEIVE PROMPT ATTENTION.



J. & J. TAYLOR

TORONTO SAFE WORKS.

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

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

**Burglar Proof Safes, Vaults, Vault Doors, Bank Locks,
Combination Locks, Prison Locks and all Kinds
of Fire & Burglar-Proof Securities.**

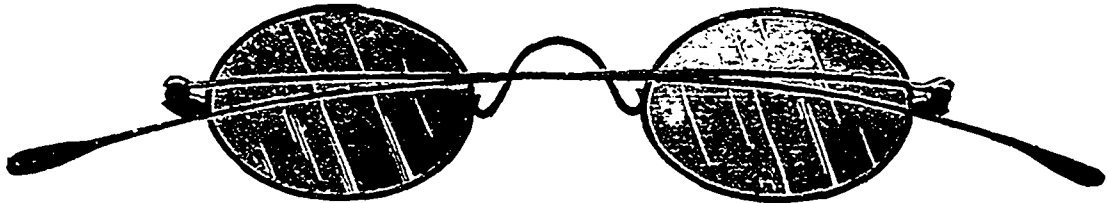
30 YEARS ESTABLISHED.

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

— THE —

MONTREAL OPTICAL & JEWELLERY CO'Y

LIMITED.



Have made a change in their travellers' routes. Mr. Levetus is now residing in Toronto, Room 9, 23 Scott Street and will take Ontario from Napanee, West, North and South. Any of the dealers wishing to purchase a stock of goods on his route, are requested to write to him at his Toronto address where he returns every Saturday, and he will let them know when he will call. Mr. Leo will take the Provinces of Quebec, Nova Scotia, New Brunswick, Prince Edward Island, and Ontario between Kingston and Cornwall. Messrs. Levetus and Leo are the only travellers for this popular Company, and dealers are warned against any one else representing themselves as such.

The Montreal Optical and Jewellery Company, L'd.

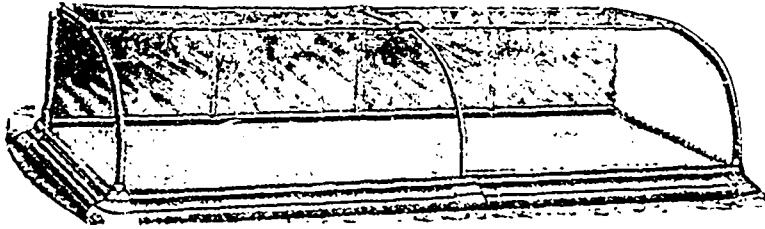
P. O. BOX 1054, MONTREAL.

Dominion Show Case Manufacturing Co.

J. P. WAGNER. C. SCHACK. H. G. LAURENCE. WM. MAHR.

SILVER MEDAL Toronto Exhibition, 1884 & 1885.

FIRST PRIZE, Provincial Fair, Ottawa, 1884.



Show Cases of every description in Nickel, Silver, Walnut, Ebonized, etc.
Hardwood Store Fittings, Metal Sash Bars, etc.
Send for Catalogue and Price List.

SHOW ROOMS AND FACTORY:

59, 61 & 63 ADELAIDE ST. WEST, TORONTO, ONT.

JOHN SEGSWORTH & CO'Y,

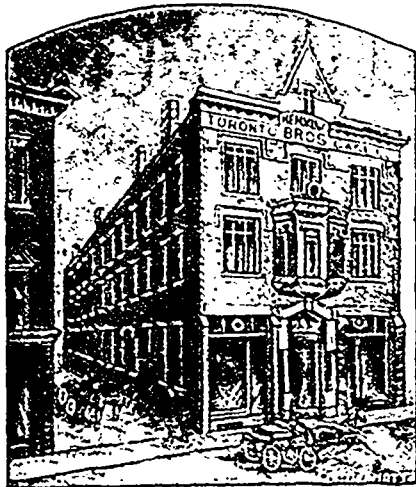
NO. 6 WELLINGTON STREET EAST,

HAVE IN STOCK

WALTHAM, ELGIN AND ILLINOIS MOVEMENTS.

◀ **GOLD, GOLD FILLED AND SILVER CASES.** ▶

Newest Styles in English and American Jewelry. * *Mail Orders Promptly Attended to.*



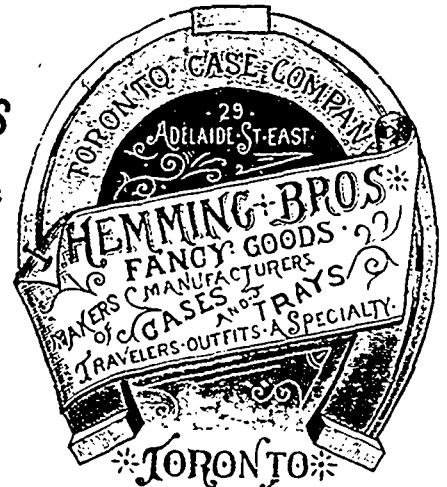
JEWELERS' CASES

- - **AND TRAYS**

In Finest Materials and Latest Styles

Goods at Prices to Suit
Everyone.

JEWEL CABINETS,



SAMPLE GRIPS SILVERWARE CASES, PLUSH NOVELTIES **TRAVELERS' TRAYS**

Fitting Any Line of Goods. Every Style of Fitting required by Jewelers. Fitted for Watches, Jewelry, &c.

WE have much pleasure in announcing to the Trade, throughout the whole of Canada, that we have secured the services of Mr. T. J. Sutton, who will represent us East of Kingston and through the Lower Provinces; and also of Mr. M. M. Varden, who will cover the Western ground from Kingston up. All orders that the Trade may favor them with will receive our best attention.

HEMMING BROS.,

29 ADELAIDE STREET EAST, - - - TORONTO.

THE
TORONTO SILVER PLATE CO.,

410 TO 426 KING STREET WEST,

Street Railway Cars pass the door every five minutes.

PRIZE CUPS.

LACROSSE,

BICYCLE,

BASEBALL,

CANOEING.



YACHTING,

FOOTBALL,

CRICKET,

LAWN TENNIS,

&c., &c.

SUITABLE FOR ALL ATHLETIC SPORTS.

THE BEST OF WORKMANSHIP AND NEWEST DESIGNS.

ONLY GOLD AND SILVER MEDALS AWARDED 1885.



Meriden Britannia Co.



MANUFACTURERS OF STANDARD

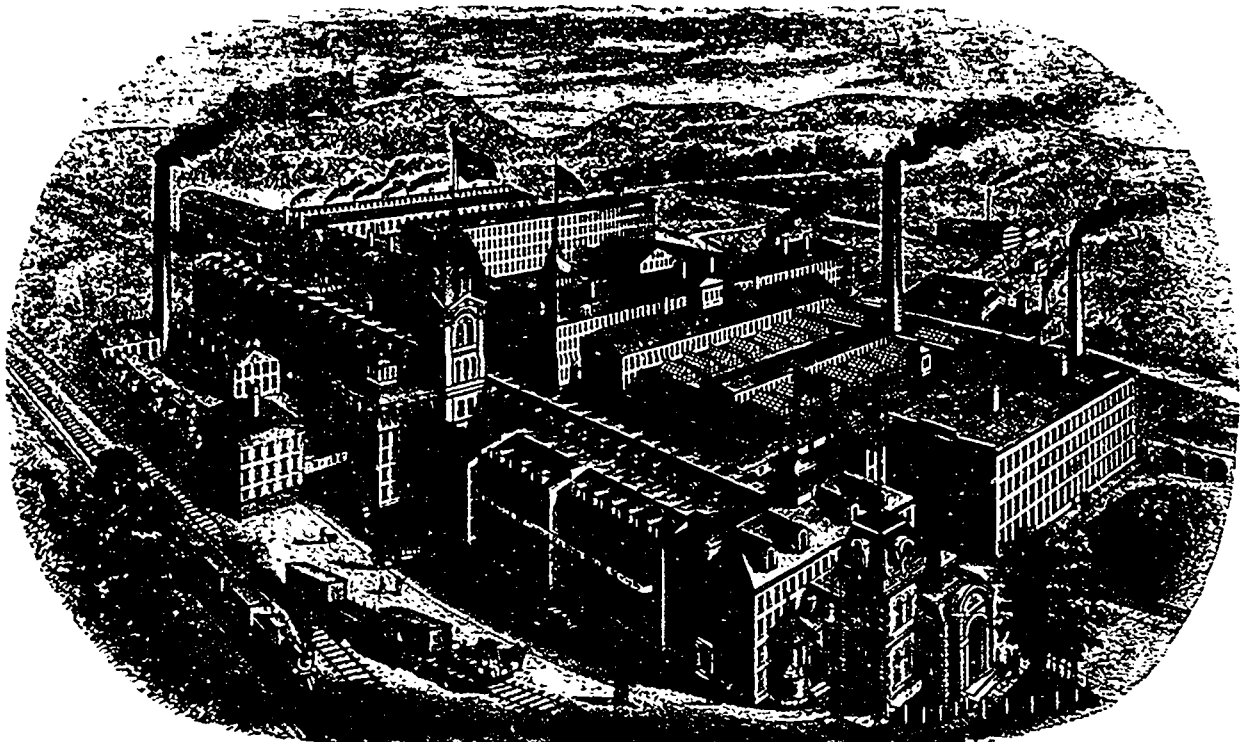
ELECTRO, SILVER AND GOLD PLATE.

HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

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



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

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



OBSERVE

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

TRADE

1847, Rogers Bros., A I,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

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

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

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

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

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

ELGIN NATIONAL



No. 98



No. 99



No. 100

SPECIAL attention is called to our line of 18-size 3-4 plate Open Face or Hunting Pendant Set Movements. These Movements have Quick Trains and Straight Line Escapements, also are interchangeable, permitting the stem to be placed at either XII or III in the same movement.

For hunting cases, however, the trade should fully understand that special Pendant Set Hunting Cases must be obtained, and that this is the **ONLY** line of Movements manufactured that can be utilized as a Hunting and Open Face Pendant Set Watch.

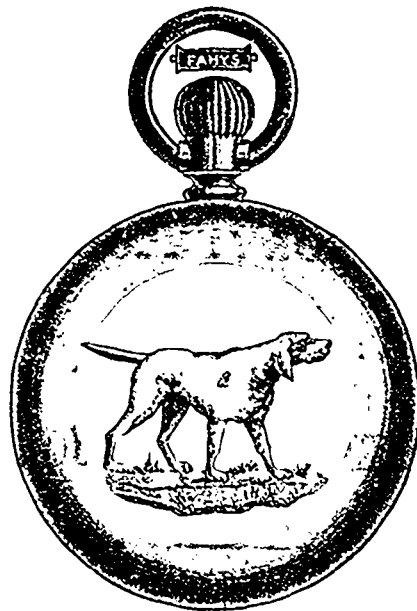
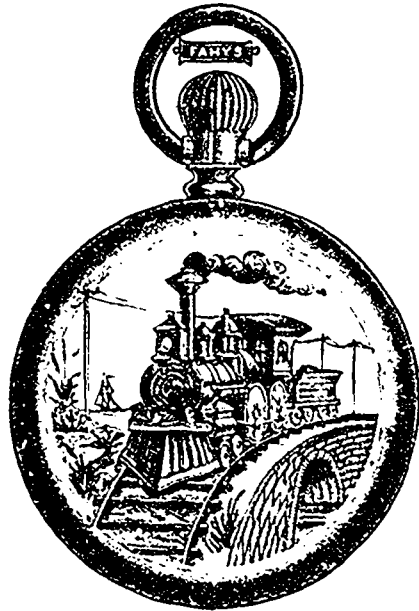
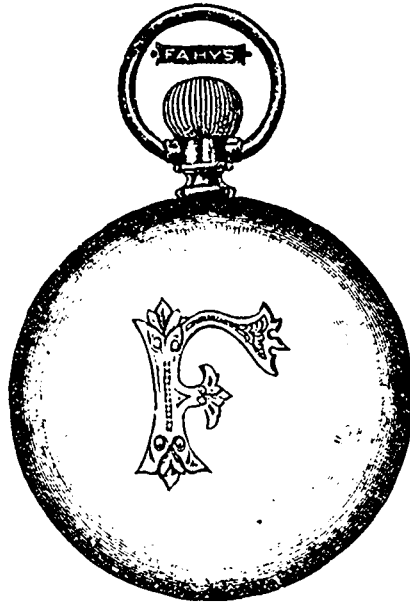
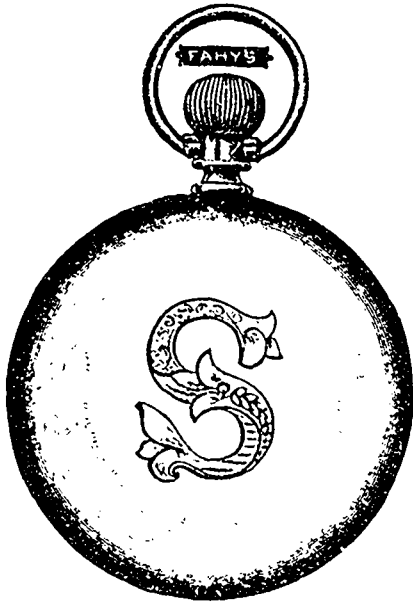
✂ **FACTORY: ELCIN, ILL.** ✂

GENERAL OFFICE: 76 Monroe Street, Chicago, Illinois.

NEW YORK OFFICE: 22 JOHN STREET.

WATCH COMPANY

FAHYS' INITIAL AND SUBJECT PATENT GOLD INLAID SILVER WATCH CASES.



In addition to our Gold Inlaid Subject Designs, including LOCOMOTIVE, STAG, JOCKEY, BULL DOG, STALLION, LION and BEAR, we are making and will constantly carry in stock a complete line of GOLD INLAID INITIAL Silver Cases, in SENIOR, JUNIOR and SCREW BEZEL 3 and 4 oz. Open Face Stem Wind.

FOR SALE BY ALL CANADIAN JOBBERS IN AMERICAN WATCHES.