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A JOURNAL DEVOTED  
TO THE INTERESTS

TWENTY-FIRST YEAR.

# THE JEWELRY TRADE

OF THE JEWELRY  
AND KINDRED TRADES

NUMBER 6.

THE CANADIAN JEWELER

## To the Jewelry Trade of Canada.

WE WISH YOU  
A HAPPY and PROFITABLE  
NEW YEAR.

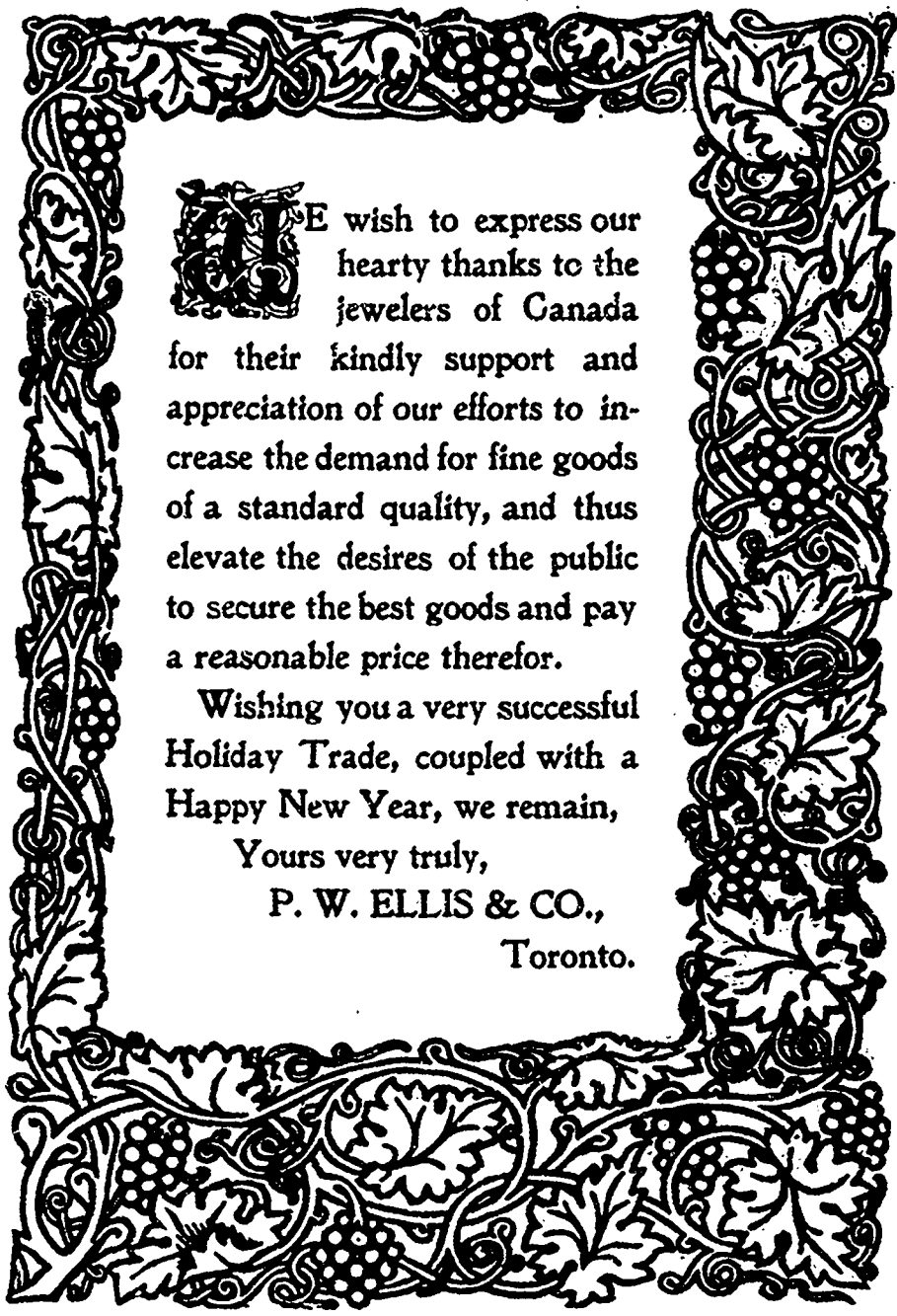
YOU CAN HAVE BOTH  
IF YOU SELL **ELGIN WATCHES** in  
**WADSWORTH CASES.**

### THE T. H. Lee & Son Co.,

1  
WELLINGTON  
ST. EAST.

LIMITED,  
TORONTO,  
ONT.





**W**E wish to express our hearty thanks to the jewelers of Canada for their kindly support and appreciation of our efforts to increase the demand for fine goods of a standard quality, and thus elevate the desires of the public to secure the best goods and pay a reasonable price therefor.

Wishing you a very successful Holiday Trade, coupled with a Happy New Year, we remain,

Yours very truly,  
P. W. ELLIS & CO.,  
Toronto.



ESTABLISHED 1848.

THE PIONEER...

JEWELLERS OF CANADA,

H. & A. SAUNDERS,  
TORONTO, \_\_\_\_\_

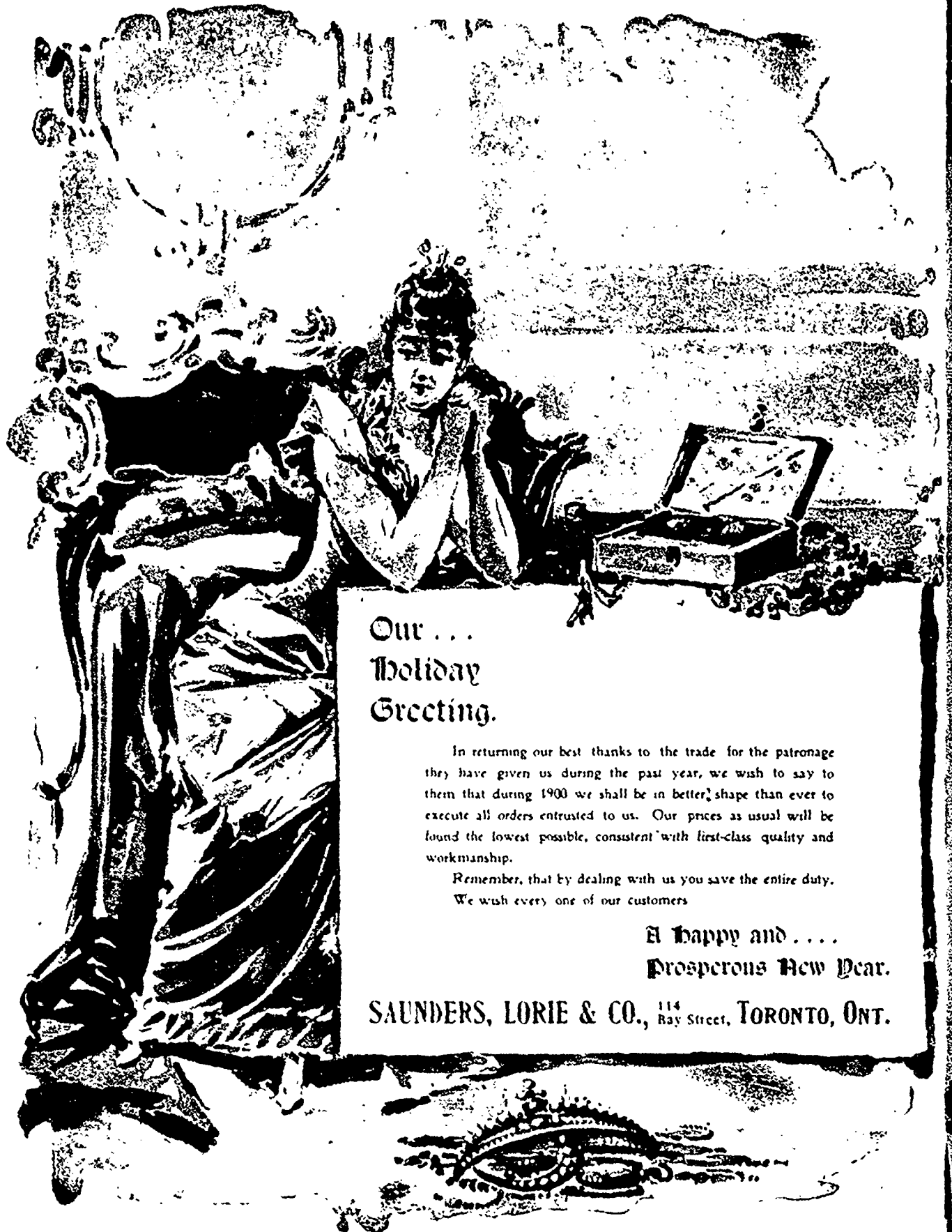
**H**XTEND to all their customers and friends their best wishes for a Happy and Prosperous New Year, and desire to thank them for the hearty support they have received during the past year.

We are now preparing our new line, which we expect to put on the market at an early date.

Address all communications to office,

20 and 22 Adelaide St. W.,  
Toronto, \_\_\_\_\_

OPPOSITE GRAND OPERA HOUSE.



Our . . .  
Holiday  
Greeting.

In returning our best thanks to the trade for the patronage they have given us during the past year, we wish to say to them that during 1900 we shall be in better shape than ever to execute all orders entrusted to us. Our prices as usual will be found the lowest possible, consistent with first-class quality and workmanship.

Remember, that by dealing with us you save the entire duty.  
We wish every one of our customers

A happy and . . .  
Prosperous New Year.

SAUNDERS, LORIE & CO., <sup>114</sup> Bay Street, TORONTO, ONT.



TORONTO, ONT., JANUARY, 1900.

THE TRADER, the official organ of the Jewelry trade of Canada, is published on the 1st of every month at 34 Lombard Street, Toronto, Ont., and is a publication embracing every solvent Jeweler in the Dominion. Price \$1.50 per annum.

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

Changes of new advertisements must reach us not later than the 10th of the month previous to date of issue in order to ensure insertion.

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

All business and other correspondence should be addressed to

THE TRADER PUBLISHING CO.  
OF TORONTO, LIMITED.



THE COMPLIMENTS OF THE SEASON

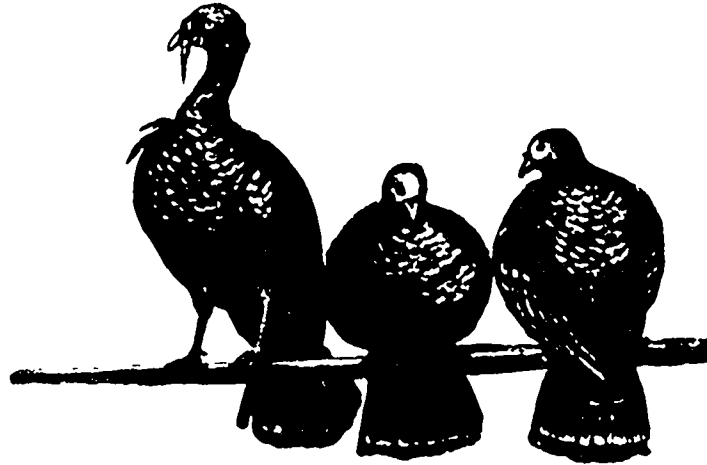


**THE** EDITOR'S wishing you "The Compliments of the Season and a Happy and Prosperous New Year."

The holiday season, that harvest of the jeweler, has been and gone, and again we have to chronicle the death of the old year and the birth of the new.

It is truly wonderful how quickly the years come and go as we grow older. It seems as though no sooner had the new year got under way than we are making preparations for its close.

The past year has been a momentous one in the history of the British Empire, as well as in many a British family. We have been plunged into a war, not of our own seeking, that while it will no doubt ultimately add to the strength and power of the Empire, will tax our utmost resources by land, and make many



a gap in the ranks of our British heroes which it will be hard to fill. That Britain will ultimately conquer we have no manner of doubt, but victory will be dearly bought.

Canadians have a vital interest in the conflict, for over a thousand of our bravest sons are fighting side by side with the best blood of Great Britain and the other colonies in the defence of the flag in far off South Africa. Our hearts and our prayers are with our boys in this campaign, and while it is almost too much to expect that they will all escape unscathed, we ask for them either a safe return or glorious death with their face to the foe. God bless our brave soldier boys, and if it be His will bring them all safely back to their loved ones and friends.

We are glad to hear such good accounts of trade from all parts of the country. Money has been more plentiful than for some years back, and the general report is a large increase in trade over last year, good and all as that was. We trust that all our readers will have been able to enjoy their Christmas turkey on account of the knowledge that their balance sheet will make a more than usually good showing.

To every one of our readers we hold out the hand of fellowship and good will, and wish them one and all, again, for the twenty first time, "The Compliments of the Season and a Happy and Prosperous New Year."

A STRANGE ANOMALY.

**THAT** credit has hitherto been altogether too cheap in Canada, is a truism about which merchants in every line of business have for years been heartily agreed.

Indiscriminate credit has been the curse of Canadian trade, and the rock upon which many merchants both wholesale and retail have been wrecked.

We are glad to say, however, that during the past few years, the eyes of the Canadian people have become opened to the abuse of the credit system, and as a consequence, it has become greatly curtailed and is fast being brought within proper and legitimate bounds. Even yet, however, there are not a few dealers who have enough of the old leaven in them, to think that "credit" is their natural birthright, and that they should at all times be able to get all the goods they want on their simple promise to pay. When such a merchant walks



into the wholesaler's office and informs him that he wants five hundred or a thousand dollars worth of goods, he seems to think that all he has to do is to mention the fact in order to get them. Does the wholesaler ask him a few leading questions about his standing and affairs, how he proposes to pay his bills, he gets insulted at once, and fancies he is being accused of having dishonest designs upon the wholesaler's goods.

The merchant who has this business super-sensitiveness, has sometimes occasion to seek the services of a banker in his own town. He wants to raise money, and getting together the notes of some of the best of his customers, he endorses them and goes to interview his banker. Now in offering such paper for discount, the merchant pledges to the bank, not only his own worth and reputation, but that of his customer, the maker of the note. Does this satisfy the banker? Not at all. Before he will entertain the matter, he not only wants from the merchant a statement of his business affairs, but the facts in regard to his property and interests of every kind, and not until he gets these does he consider himself in a position to make up his mind as to whether he will advance the money upon the security of the notes offered.

Does the merchant kick when asked by the banker about his affairs? Not by a long chalk. Why? Simply because he knows that he can't get the loan in any other way, and he is only conforming to the usual custom of the banking business. He knows very well that it is of no earthly use for him

to go to the banker and ask a loan of money, simply on his own word, or even on his own promissory note. No, in order to get a hearing at all, he must take in fairly good business paper made by some one else, and add to it his own endorsement.

How different is all this from his action when he interviews the wholesale merchant for the purpose of obtaining say the same amount in merchandise. He does not offer the merchant another man's note endorsed by himself to secure the payment of the account when due. No, indeed, far from it, and he almost feels insulted when the merchant kindly and cautiously suggests that he give him some particulars about his resources and chances of payment. In fact he seems to consider, that although the banker has every right to get both security and information, the wholesale merchant has no claim to any consideration in this respect at all.

That such an idea is unfair and illogical may be readily seen if such people would only take the trouble to think over the thing justly. As a matter of fact, the banker is really just as much of a merchant as the wholesaler, the only differ-

ence being that the former sells "money," while the latter sells "goods." Merchandise is only money in another form, and the wholesaler's goods have been paid for with the banker's money, probably within a few days of their having been passed into stock, so that to all intents and purposes they are money to the wholesaler.

There are very few merchants who would care to go to their wholesalers and ask them to loan them say, \$500 or \$1,000 in cold cash for four months; but these same gentlemen do exactly the same thing when they ask them to sell them their merchandise on four months' credit.

Now we don't desire any of our readers to carry away the idea for one moment that we are averse to the credit system. While we believe that the cash system is best, and that the closer we can approach it the better it will be for this or any other country, still it is not feasible at this stage of Canadian national development. It may, and probably will, come later on, but this country is not yet ripe for it. Under present conditions, credit must and ought to be extended to retail merchants, but this should be carefully done, and not indiscriminately as was formerly the case.

It is to the advantage of the honest, careful, 100-cent-on-the-dollar merchant, that the giving of credit should be conservatively administered by the wholesalers, for indiscriminate credit was undoubtedly the cause of the inordinate and often dishonest competition, that was years ago so prevalent amongst Canadian trade.



TORONTO FIELD BATTERY, "QUARTER COLUMN."

The merchant who pays cash for his goods when he buys them, will always be careful to see that not only does he sell them at a living profit, but that if he sells on time, the purchaser will be good for the amount of his purchase. He is selling his own money, and it is only reasonable to suppose that he should want to see it again, if not, he has to pocket the loss himself.

Next to the cash merchant, the one who buys on credit and pays his notes at maturity, will incline to do a safe and legitimate business, because he knows that honor demands his carrying out his obligations promptly and faithfully.

The most dangerous competitor that either of these merchants can have, is usually one who without any resources of his own, buys entirely on credit, and has no real care whether he succeeds or not. These are usually the men who slaughter goods, sell any Tom, Dick or Harry, and demoralize trade generally.


In asking for a better system of giving credit among our wholesalers, it is not entirely in their interests that the retail trade should be required to furnish satisfactory information before such is extended, but equally in the interests of the



tailers themselves. The honest man who intends to pay his dues when they are due, should not, and will not, hesitate to tell the man from whom he desires to obtain credit, whether he be banker or wholesaler, just how he stands, in fact, we should think that he would rather take a pride in doing so, knowing that his word will be accepted and better business relations established between them for the knowledge thus confidentially imparted.

If wholesalers were therefore to take a leaf out of the banker's book, and make it an invariable rule not to extend credit until they had satisfied themselves that the applicant was worthy of it, they would, in our opinion, not only be doing a good thing for themselves, but to the entire retail trade at large. If indiscriminate credit is the cause of much of the losses that the whole trade suffer from, it is equally provocative of loss to the retail trade by inducing reckless, and often unfair competition which demoralizes the business. Looked at from this standpoint we think that instead of objecting to this sensible business procedure, retailers would see that it was to their own interest to give such information cheerfully and without reserve.

**OF INTEREST TO THE TRADE.**

OUR readers will doubtless remember the case of *The Queen v. The T. Eaton Co., Ltd.*, of Toronto, for misleading advertisement and description of a plated tea set, advertised and warranted as "quadruple plate" when in reality it was of very

inferior quality. The action although brought in the name of the Crown, under the Criminal Code, was really instituted and backed up by the Retail Merchants' Association of Canada (of which Mr. E. M. Trowern, an old Toronto jeweler, is secretary), and was intended only as a test case in order to try and put a stop to the misleading advertisements, by means of which the Association contend that department stores have been enabled to deceive the public, to their own profit, and the loss of regular trades of all kinds.

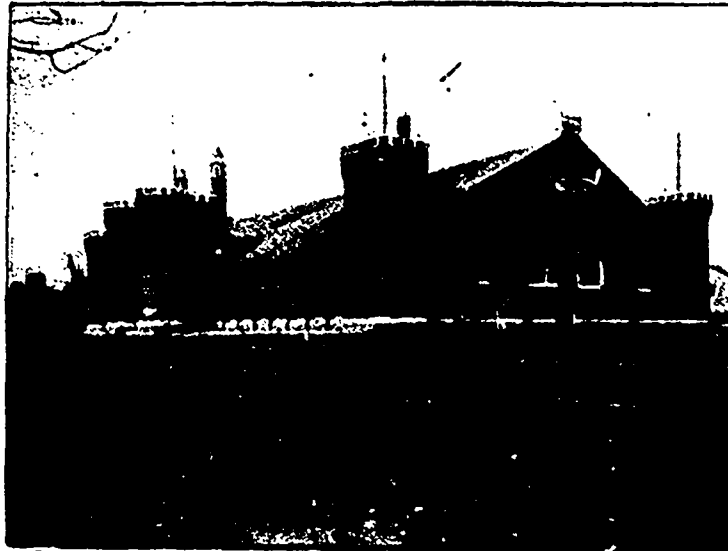
At the trial, the verdict was substantially against the T. Eaton Company, on the main count of the indictment, that of wrongful description and misrepresentation, and on the advice of their counsel the company decided to appeal against the verdict, which was accordingly done. As our readers will see by the detailed reports given below, the Divisional Court of Appeal has again decided against the T. Eaton Company, by affirming the verdict registered by the lower court.

This case is an important one to the trade generally, not only on account of the bearing that it must have on the business methods of department stores generally, but inasmuch as it will affect in a similar way, every line of business throughout this country. Boiled down to plain English, it means, that, no merchant, whether running a department store, or any other kind of a store, has any right to misrepresent the goods he offers for sale, whether by advertisements in the public press, or any other means. In other words he shall not be allowed to sell goods under false pretences.

In our opinion this is a very proper restriction, and in the interests of the general public, who are almost entirely ignorant of the real value of goods, one that in these days of keen and often unscrupulous competition is imperatively demanded. While there are many notable exceptions amongst the merchants of this country, there are not a few who are utterly indifferent as to how the public are gulled so long as they make sales. How often does one find goods advertised in the daily newspapers at

prices which are boldly stated to be even less than one-half of the ordinary selling prices asked by competitors for the same articles. In many cases investigation by an expert reveals the fact that the assertion is false, the goods either being only cheap imitations of the high priced goods they are intended to be compared with, or else they are so utterly out of date as to be worth no more than the price asked in the ordinary way.

Although this style of advertising has been much used by certain department stores in this



TORONTO ARMOURIES.

city and elsewhere, and has without doubt had a great deal to do with building up the gigantic businesses that they have, it is not confined to them by any means. Ordinary merchants dealing in special lines have also used it with much effect and in some instances to the injury of themselves as well as their competitors in the same line of trade. No matter who practices it, it is wrong and should be put a stop to in a summary manner. The department stores have been the greatest offenders in this respect, but they will hereafter be compelled to fight fair, and not hit below the belt, as they have so often done in the past by means of misleading advertisements. Even without this aid, they have advantages enough on their side, and the ordinary storekeepers of every line of business will find it hard enough to compete against them on their merits.

This matter is an important one, and every honest merchant will be glad to learn that the Retail Association's fight for honest trade has been so successful. To the large number of





retail jewelers who contributed towards the prosecution of this case it will be particularly gratifying, as they have not spent their money for naught or in vain. We annex herewith the report of the trial made by the law reporter of the *Toronto Daily Mail*, and we ask our readers careful perusal of it.

DIVISIONAL COURT

Before Meredith, C. J., Rose, J., MacMahon, J.

Reg. r. *Liton Co.* Judgment in the Crown case reserved by the Judge of the County Court of York, presiding over the Court of General Sessions of the peace of that county, upon an indictment of the defendants for applying a false trade description to goods. The indictment contained four counts, each, charging in different terms the application of a false

ten sets, four pieces quadruple plate, handsomely engraved, regular price \$12 a set, Saturday at \$6." This advertisement was handed to some one in the office of the newspaper on the 10th of June, and it was sworn that the defendants then had in their possession a number of tea sets, to which the advertisement was intended to apply. On the 11th June, 1898, a tea set was sold, in the ordinary course of business, to one John Impey, a witness for the Crown, who inquired if the set he was purchasing was one of those advertised as "quadruple plate," and was informed by the saleswoman that it was, and that he could rely on the advertisement. Ten sets similar to that purchased by Impey were ordered by defendants from the manufacturer after the advertisement was left at the newspaper office, but the witnesses differed as to whether they were ordered on the afternoon of the 10th or the forenoon of the



TORONTO, LOOKING SOUTH FROM QUEEN'S PARK.

trade description to certain pieces of silver-plated ware, the first three counts covering certain marks upon the goods themselves, and fourth count referring to an advertisement which the evidence showed had been inserted in a Toronto newspaper on the 10th of June, 1898. The jury found the defendants not guilty on the first three counts, and guilty upon the fourth count, which was that the defendants "unlawfully did sell, and unlawfully did expose for sale, and unlawfully did have in the possession of the said company for sale certain goods, to wit, certain pieces of silver-plated ware, to which and to each of which a false trade description, to wit, the words or marks 'quadruple plate' had been applied, contrary to the Criminal Code, sec. 446." The advertisement in the newspaper of the 10th of June, contained this statement: "We're going to sell

11th. The tea set sold was proved not to be of the quality of those advertised. The questions reserved for the opinion of the court were as follows: 1. Was the use of the words "quadruple plate" by the defendants in the advertisement an application of a false trade description to goods, within the meaning of the fourth count, provided that the goods were not and could not be properly described as quadruple plate? 2. Was there evidence to go to the jury that the description "quadruple plate" in the advertisement might refer to the tea set sold to Impey? The majority of the court were of the opinion that the questions should be answered in the affirmative. Rose, J., dissented. The conviction was, therefore, affirmed. J. J. Maclaren, Q.C., for defendants. J. R. Cartwright, Q.C., for the Crown.



## THE TRAVELLING MAN.

**H**E Travelling Man is the forerunner of prosperity, and the envoy extraordinary and minister plenipotentiary to all whom it may concern. He hails from the house of light, and is commissioned by all the jobbers in joy.

He goes forth in the spring time and fertilizes the earth with unctuous story, and in the autumn he joins in the harvest song, covering his person the while with fine linen and velvet out of his expense money.

He knows his rights, and knowing, dares maintain: therefore he lives on the fat of the land, dispersing small things, and cultivating the liberal arts, or the art of being liberal, which is much the same.

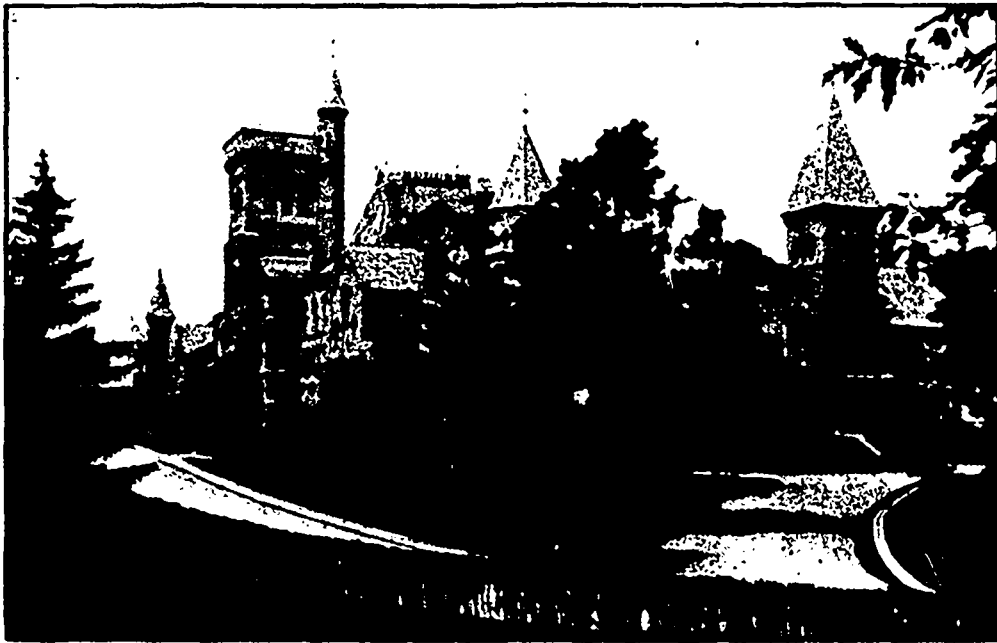
Like the busy bee, that bears the pollen from flower to flower, so he bears seed thoughts from man to man, and the

music on the porcelain cymbals, and toy about the board of the wayside inn that day. But beneath the gay and nonchalant demeanor there is oftentimes a serious vein. Some little locket holds a counterfeit of those who have a story, or in his watch case is a face that is much to him. More than one dependent relative may be a pensioner on his purse, and now and then he takes a flyer in the market just to chance a little Christmas present for the *truside* folks at home.

He troubles not the world with his own affairs, whether of grief or gladness, but hears to all about him the spirit of romance and knight errantry, of which he is the only representative extant.

He sits at the same board with a farmer, and pays twice as much for his meals without a murmur, and has no intention of starting a political party to right his wrongs.

Now and then he drives across the country, and after buying his team presents it to his host.



TORONTO UNIVERSITY.

work fructifies, and is more glad and bountiful for his being in it.

He is ever a pilgrim, but never a stranger. He sings in the church, talks politics on the streets, and dances polka at night.

He cheers the country merchants, educates the cross roads politician, and by dropping a dollar among the Peter's pence, throws a ray of light athwart the pathway of the man of God.

A homeless wanderer, his grip is no less embarrassed in the check room than he among the children of men.

He is easy and informal in his manner, and often engages the attention of the waiter male and female—without the necessity of an introduction. Probably he has met them else where on his route, and it makes him feel at his own fireside to hear their gentle voices calling: "Roast beef, roast mutton, veal and Irish stew." And if he is true "Knight of the Grip" he will aptly answer, "Give me Irish, too." So there is new

He travels nights and Sundays, spoils a dream of home to catch a train, and, worse than a soldier, campaigns in wet and dry, hot and cold.

He eats oleo. for butter, drinks abominable lukewarm coffee without cream, devours eggs that any hen ought to be ashamed to cackle over, and is regaled with spring chicken that was beheaded in the presence of her mourning grandchildren.

Such in brief, is his lot, and such the hero of the grip. His vices are known, but his virtues are all untold.

Like the turtle his voice is heard in the land, and he is soup for many.

He goes forth from the ark when the waters subside to pluck the first green leaf and blaze the way for the children of men. Those who can't see his blaze will do well to follow his smoke.—Contributed by F.A.T.



WE WISH YOU ALL

... A ...

HAPPY NEW YEAR.



GEO. H. LEES & Co.,

JEWELRY  
MANUFACTURERS.

47 MAIN STREET E.. HAMILTON, CNT.



HERE is no better way to start the New Year than by making a general clean up and sending all your Old Gold, Old Silver, Rolled Plate Scrap, Filings, Sweepings, and all waste containing Gold and Silver to us.

We have greatly enlarged and improved our Refining Plant and will promptly forward to you the highest cash returns.

We are at no expense to dispose of the refined Gold, but use it all in our own factory, enabling us to give best results.

Cheques sent for parcels of Old Gold and if amount offered is not satisfactory, the gold will be returned in same condition as received.



**GEO. H. LEES & CO.,**  
**REFINERS,**

47 Main Street E.,

HAMILTON, Ont.





# SIMPSON, HALL, MILLER & CO.,



## Manufacturers of Sterling Silverware and Fine Electroplated Flat and Hollow Ware.

The trade will please note that we are now in our new quarters at Toronto, where we will be glad to see any of the trade who may visit the city.

Remember the address,

.....50 BAY STREET, TORONTO.



## THE FEATHERSTONE DIAMOND.

BY THOMAS KEYWORTH.

I.



It is well to be famous for something; so my friends often told me, and then they added that I was famous for my paper knife. This gave rise to a question which produced considerable controversy at the time: "Is a fact like that conclusive proof of the paper knife being extraordinary, or may it mean that the owner is insignificant?" I hope I took the banter in good part. Bowman said it was capital fun, and Sweepstone said

profession, and he referred to Sweepstone as a mercantile Bohemian. Sweepstone returned the compliment by saying that lawyers existed on a reputation which they won when ignorance prevailed among people in general, but that stock and share brokers were in "the foremost files of time;" they represented the scientific spirit applied to the region of commerce. But they never railed against each other long if they could find a third person to torment.

"The paper knife was a marvelous production, I must confess—only fit for a millionaire," said Bowman. "Or a lunatic," responded Sweepstone, starting the laughter which followed. Because of remarks like these I persistently refused to say how it came into my possession.

Let me describe it. The blade was nine inches long, and it consisted of richly tinted agate. The stone had been



HORTICULTURAL GARDENS, TORONTO.

anything would produce mirth if properly treated, and others made similar remarks as they enjoyed the laughter which was produced. The men who were most thin skinned were readiest with their jokes, so I looked upon it as a compensation and tried not to begrudge them their amusement.

Bowman would have it that I had stolen the paper knife, and Sweepstone hinted something about a still more serious crime being connected with it. Then there were roars of laughter which would have put a light heart into a hypochondriac.

I may remark at this stage that Bowman and Sweepstone were two bachelor friends of mine, both good fellows, and both fond of a joke—at other people's expense. Bowman was a solicitor, and Sweepstone was a stock and share broker. Bowman always spoke about himself as a member of a learned

worked until it was thin enough for the purpose to which it was devoted. Agate is exceedingly hard and brittle, so that great care must have been exercised by the lapidary who ground and polished it. On the blade was engraved the motto, "Nothing but Leaves." The handle was silver—a good, substantial handle, which might have been on a dagger or a bowie knife. It was richly chased, and the ornamentation was very beautiful. On each side of the handle, in the thickest part, there was an oval framework, representing coral and seaweed. Inside the frame was a dolphin, which seemed to be swimming in water and bearing a child on its back. It was indeed a wonderful paper knife. Its only fault was that no ordinary mortal would ever have used it for cutting the leaves of a book or magazine.

"Lend me that stolen paper knife," Bowman was fond of



# WHEN PREPARED DON'T DELAY

just because someone advises you to "better wait awhile" before placing yourself in a position to double or quadruple your income. Why delay in such a matter?

## Do the thing when you can

is the advice of those who had been told to "better wait awhile" and continued on "in the same old way" until they acted on their own ideas and attended a course of instruction, or else wanted to do so but found their circumstances so changed that they were no longer in a position to do it, and are to-day forced to compete with watchmakers who really do know their business.

## Come Now.

Below are a few expressions showing what we did for others. Can we not do the same for you?

"I first went in on trial. At the end of a week the head watchmaker told me that my work was very satisfactory. I tell you it made me feel good, and I said to myself 'thanks to Mr. Playtner.'"

A. K. CHATTAWAY,

with Tilden Thurber Co., Providence, R.I.

"It did seem a little hard at first, having to look after so many watches and clocks and trying to turn out work as it was taught me at your school, but now I have attained such speed things are running smoothly and father is pleased. \* \* \* You cannot imagine how much I would like to go back with you and make a watch."

A. D. SAVAGE,

with Savage & Co., Guelph, Ont.

"I owe it to you for making a good watchmaker of me. I often think I would not have been much good as a workman had I not attended the Canadian Horological Institute."

W. W. HAYWARD,

with R. T. Lepine, Halifax, N.S.

There is a growing demand for really competent workmen, at good salaries; the supply is far short of the demand. This fall we had nineteen calls for good workmen above the number we could supply.

## Do you wish to hold such a position?

If you have the natural qualifications then we can put you in the way of both securing and holding it.

January is a good time in which to enter. Write for circulars without delay.

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saying, if he found a book on my table which had not been cut; but I kept an ivory substitute for actual use, and preserved the agate and silver one for show. Bowman had to be satisfied with the ivory, while I submitted to his remarks about the absurdity of keeping a white elephant. If I said anything about ivory being more like white elephant than agate and silver, he solemnly failed to understand my reference and asked me to explain my meaning.

"That paper knife is like Bluebeard's key," said Sweepstone. "the crimson tints are indelible marks of blood. You cannot possibly wash them away, and therefore you are anxious to keep the proof of your guilt out of sight."

At that time I was classical master at the Millchester Grammar School. The school was situated in the middle of the town, near a river of filth. It was not surprising, there-

"Every man who has any self respect is a bit of a hypocrite," was Bowman's sententious reply.

Previous to my appointment at Millchester Grammar School I was for two years the private tutor of a young man whose education had been interfered with by ill-health. His name was Brayshaw, and he was nephew to Rumford Featherstone, a wealthy man, who died very suddenly, leaving his enormous fortune to a widowed sister, the mother of my pupil.

I had paid several visits to Rumford Hall with Brayshaw during his uncle's lifetime, and had often noticed the agate paper knife, with its massive silver handle. My pupil knew that I admired it, and promised me playfully that if ever it came into his possession he would transfer it to me. When he was at Oxford and I had settled at Millchester, I received



QUEEN'S AVENUE, TORONTO.

fore, that I lived several miles away, at a place called Barnfield. Railway trains and omnibuses ran regularly between Barnfield and Millchester, so that, for all practical purposes, I was quite near enough to the scene of my labors, and I was glad to get away from the smoke and mud which prevailed in the town.

We had a bowling club at Barnfield, and it was in connection with bowls that I became acquainted with Bowman, Sweepstone, and other men who resided in the neighborhood. We called the club a bowling club because we had a bowling green and the name sounded like open-air exercise and innocent recreation, but I am afraid that other games were greater favorites with many of the members. "Give a dog a good name and he cannot have the hydrophobia," said Sweepstone, in reference to our institution, which was patronized by men who would never have entered it if billiards or cards had been mentioned in the official title.

a polite note from his mother begging my acceptance of the paper knife as a memento of her deceased brother. I thanked her for the handsome gift, and wrote to her son also, acknowledging the celerity with which he had taken time by the forelock and fulfilled his promise before the appointed time.

I never satisfied my Barnfield friends about the manner in which the paper knife came into my possession. One reason for this reticence on my part was that there were certain rumors in circulation, soon after Rumford Featherstone's death, which reflected unfavorably upon a young man called Woodrough, who had been his private secretary. Both Bowman and Sweepstone mentioned the subject in my hearing, and expressed their opinion that Woodrough had stolen the famous Featherstone diamond, which disappeared mysteriously at the time when Rumford Featherstone died.

I often smiled when I thought what a precious opportunity





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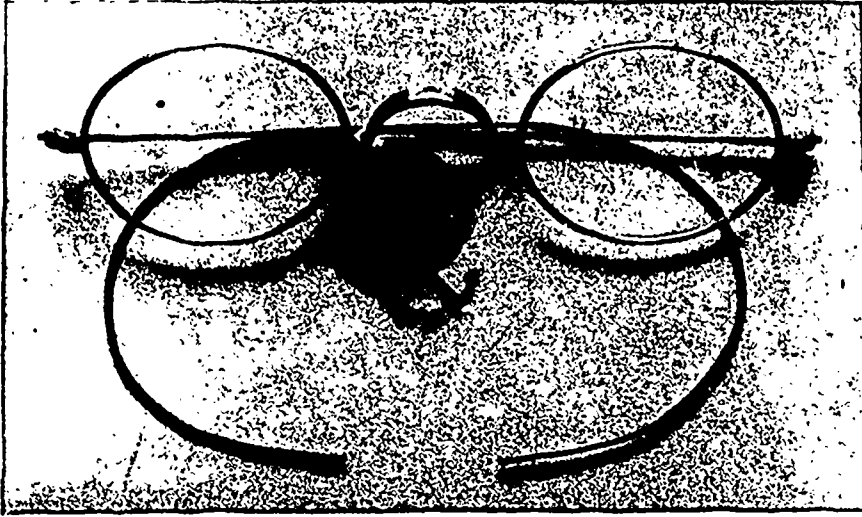
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for banter was lost to my friends through their ignorance of the circumstances under which the paper knife came into my possession. I could imagine Bowman raising his hands in pretended horror and exclaiming: "I knew there was theft connected with it. Jackson was in league with that private secretary, and they shared the booty; but I must say the partition of spoil was not fair. The fellow who got the diamond -- unless -- Jackson, where is that Featherstone diamond?" Then Sweepstone would have declared that he had an additional reason for his favorite theory about the shedding of blood and the suspicious looking tints in the cogate.

Another circumstance which made me unwilling to say anything about my former connection with Rumford Featherstone's family was that Woodrough, the private secretary, was

father, the Rev. Stephen Woodrough, a minister near London. "But he stipulated that I should be known here as Stephens," said Woodrough, "and therefore I have lost my good name in more senses than one."

It was grim humor. But I believed in the young fellow, especially when I remembered that the Featherstone diamond was worth at least £10,000.

"If he had that diamond he would not be toiling at Millchester," I reflected. "Poor Woodrough!"

So there were several reasons why I did not care to tell Bowman and Sweepstone about what they called my champion paper knife.

## II.

Rumford Featherstone was a very eccentric man. It was said that the only way in which he could be managed was to



SCENE IN ROSEDALE, TORONTO.

in Millchester. I met him one day when I was walking from the school to the station. He was startled to see me, but for that I should not have noticed him. When I knew him at Rumford Hall he was closely shaven, but he was beginning to grow a beard and moustache, which seemed likely in a short time to disguise him effectually.

As far as I could remember, nothing was really proved against Woodrough, and I was puzzled at the moment how I ought to treat him, but when I am uncertain what to do I invariably, and from impulse, follow the course which seems wisest at the moment, so I put out my hand to him as if nothing had happened which was discreditable to his good name.

He seemed very grateful, and told me that he had obtained a subordinate position in the office of Sheet & Piece, a well-known firm of shippers. Mr. Sheet was a friend of his

take no notice of him--rather a peculiar kind of management, I must confess. Brayshaw, my pupil, acted on that principle, and the experiment appeared to be successful.

"Uncle meddles with everything and everybody, but he would be surprised if you attended to any of his suggestions. I never do." Remarks like that were often made by the lad in a jovial manner. Weakness and pain had not made him petulant, but he was ready to joke about his own infirmities.

"There are worse things in this world than a weak constitution," he said, "if it is not too weak. I have been spoiled, and I like it."

Fun must have been very difficult in the presence of Rumford Featherstone, who was a grim looking man of sixty five. He had a face which looked incapable of smiling, and I never knew him try the experiment. His nephew was constantly making absurd remarks, but none of them appeared to affect



the uncle, who glared under his heavy brow at the venturesome youngster who was bold enough even to make puns in that forbidding presence.

Rumford Featherstone professed to trust nobody. His opinions about human nature were as unfavorable as possible, but in practice he was the most unsuspecting of men, and he might have been robbed with impunity. He locked up scarcely anything. He denounced the worthlessness of humanity and the dishonesty of society, while he left valuable articles about as if he had perfect confidence in his fellow men.

He was known to have a splendid collection of gems and some of them were of great value. The Featherstone diamond, especially, was one of the famous stones which have been honored with distinctive names, and it was known far and wide.

"If you want to be remembered as long as the world stands," he said to me when first he showed me his treasures,

£10,000, but with precious stones value is enhanced by fame, and it was impossible to say what a stone like that might have fetched in the open market.

Some people say it was the only thing in the world which its owner really loved.

"He is a little more than indifferent to his sister," was a remark often made, "and he does not positively hate that nephew of his, but he loves nothing but his diamond."

In the library a massive safe stood, having the most recent improvements, including a time lock, and in that safe the precious stones were kept.

Woodrough was called the private secretary, but his duties had more connection with the jewels of his employer than with books and papers. He had a key to the safe, and he generally set the time lock at night.

I liked Woodrough, and so did my pupil. He was a quiet fellow, fond of reading and attached to his employer. "Mr. Featherstone is not difficult to please," he said to me in confi-



ENTRANCE



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INTERIOR.

"you must procure a stone like this and call it after yourself. This will be the Featherstone diamond when all the monuments which have been reared in this generation are carted away for rubbish and when all the books which have been written during this century are forgotten"

"It may have half a dozen different names before the end of time," exclaimed Brayshaw. In the year 10,001 it may be called the Ching Chow diamond, if the Chinese rule the roast as they are expected to do. 'Rule the roast pig' Charles Lamb would have said"

Featherstone looked angry and, as nobody cared to laugh at Brayshaw's remark, he laughed himself, repeating:

"It will be the Ching Chow diamond, formerly the Pah Pah diamond of New Zealand. There is time for many changes before the year 10,001."

The Featherstone diamond was famous for its perfect color and matchless lustre. It had been cut to the best advantage and weighed 35 karats. If there had been nothing extraordinary in its appearance it would have been worth

dence. "All you have to do is to find out what he is likely to want and then act as if he had told you. Very likely he will complain, but that does not matter. He is magnanimous enough not to expect me to say I am wrong when I know I am right. I have to watch that safe continually, and when I am going out I generally set the time lock; then nobody can open it. He has stormed a few times about my doing so when he has wanted something later than usual, but I say nothing but do the same thing again. I have known him to leave the safe open with half the gems on the library table. It is not fair to the servants. I remember the first time I discovered things in that condition I told him I should not consider myself responsible for the safe keeping of the treasures if some reasonable precautions were not taken to protect them."

"How did he like that?" I asked.

"Well, he made himself rather offensive," was the reply.

I looked at Woodrough, and I suppose he understood me to signify that I was surprised to find him still there.

"Oh, I did not eat much mud, I can tell you," he

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ters of inquiry were sent to the persons who were likely to have been taken into Featherstone's confidence in reference to the stone. No intelligence could be gained concerning it, and suspicion was directed toward Woodrough.

### III

Woodrough was never formally charged with having stolen the diamond, though I believe that was in consequence of Mrs. Brayshaw's attitude. The executors were very angry and great publicity was given to the affair, so that the name of Woodrough was commented on very unfavorably at the time. They would have charged him with theft, and they might have succeeded in convicting him on circumstantial evidence. Even if they had failed, his disgrace would have been more complete. But I remember Bowman saying that he wished he had the case in hand, and he showed how all the facts were dead against the suspected man.

was lying on the table. The servant (male or female, I did not care which) picked up the jewel and went away, making the noise which Woodrough heard.

"It would be simpler to fall back on spiritualism," said Bowman. "Why not suggest that some mysterious agent from the other world put in an appearance and bolted with the gem? When you get off the track of reasonable evidence you might as well propose one explanation as another."

"Featherstone may have lent it to some servant or other," Sweepstone interrupted, "and the worthy admirer of nature's masterpieces may be keeping it until he can get it recut, and then he will pass it off as another stone. There are tricks in all trades but ours."

I met Woodrough several times in Milchester and felt sorry for the poor fellow.

"If he had the stone he could make money of it," I



ON THE HUMBER RIVER, TORONTO

I did not acknowledge that I had any personal acquaintance with Rumford Featherstone or with Woodrough, but I sided with the secretary in the discussions, much to Bowman's disgust, who labored under the impression, which is not uncommon among a certain class of men, that an intimate knowledge of ancient classics is detrimental to a right understanding of modern life.

Sweepstone was not inclined to blame Woodrough much if he had purloined the diamond.

"Rather awkward stuff to sell," he remarked. "Something like a stolen note for £1,000 or the famous Gainsborough picture. If that fellow had been as sharp as some people are he would have laid his fingers on something which might have been turned into cash more easily."

My own opinion was that one of the servants had found Featherstone before Woodrough did, and that the diamond

repeated to myself time after time, "even if he had to get it cut into several smaller stones."

I was angry at not being able to use that strong argument on behalf of Woodrough when arguing the question with Bowman. I should have liked to say:

"The man you are charging with theft is working hard in Milchester under an assumed name. Do you think he would do that if he had in his possession a piece of property as valuable as the Featherstone diamond?"

But I was precluded by circumstances from making a statement like that, and I decided to show Woodrough how much confidence I had in his honesty.

"Come and dine with me," I said one day.

The poor fellow was moved, and I thought I could see tears springing into his eyes.

"Just our two selves," I said; "a bachelor dinner." But I





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## **JAMES EASTWOOD,**

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made up my mind on some future occasion I would invite him to meet Bowman and Sweepstone. My only fear was lest the paper knife should be mentioned or anything should happen which might turn the conversation into undesirable channels.

Woodruff accepted my invitation and the day was fixed.

"Let me tell you this, once for all," I said, "I believe you are as innocent of any wrong in connection with the Featherstone diamond as I am myself. Now we do not need to mention the subject again."

The manner in which he wrung my hand convinced me that my confidence was not misplaced.

We spent a very pleasant evening together, and after dinner we went into my study to smoke and chat. I had put the paper knife out of sight, but when Woodruff introduced Featherstone's name and mentioned the diamond I thought there could be no harm in showing him the memento which Mrs. Brayshaw had sent.

"You know this?" I said, taking the knife from the drawer where I had placed it.

"Of course I know it," he replied. "I doubt whether there is another like it in the world. That is a splendid piece of agate."

"Mrs. Brayshaw sent it to me that I might have something to remind me of her brother."

"Unless you had the Featherstone diamond you could not have an article on which he set greater store than this paper knife."

Woodruff looked sad as he read the inscription on the stone, and I could not help thinking that it carried his mind back to happier days before his name had been clouded by suspicion.

"If Mr. Featherstone had been a man with whom it was possible to joke," he said, "I should have charged him with making this into a fetish. He often had it with him when he could not want to use it. He never did use it."

"Had it any interesting associations?" I asked.

"Not that I am aware of," was Woodruff's reply.

Then the subject was changed, and he told me about his early life and his love for mineralogy. His desire had been to get an appointment in the British Museum or in the office of a diamond merchant. Featherstone knew about his ambition and promised to help him.

"But all this is past," he said, "and I must toil on best I can in my present uncongenial sphere. But for my parents I would go to South Africa. My father is a minister at Surrey-side. He fully believes the Featherstone diamond will yet be discovered, and he begs me to stay in England. Then there is somebody else—Ada; this trouble has been dreadful to her.

I knew whom he meant, but I did not reply.

"She has never doubted me," he said, after awhile. "Of course, I offered to break off the engagement. I thought it was only right, and her friends agreed with me, but she would not hear of it."

I learned then what I had not learned before—Featherstone had left the draft of a codicil to his will, in which he bequeathed £1,000 to Woodruff. As it was not a legal document, however, the executors gladly disregarded it.

Among the general topics which occupied our attention was

a meeting of inventors, which was to be held in Millchester during the following week. I told my visitor that I hoped to have the pleasure of dining with Reedyman, the great electrician, who lived at Barnfield some years before I did and was a member of our club. Half a dozen of us were to dine together at Bowman's house. The others all knew Reedyman, but he was a stranger to me.

"It is wonderful what that man has accomplished," said Woodruff, "and yet I have been informed that he is almost self-taught. If I am to do anything specially worthy it must be among precious stones, and that is the sphere which at present seems closed to me."

We were back again upon the old subject. He could not leave it. I thought he might possibly find it a relief to talk to somebody who was acquainted with his story, so I asked him what his opinion was about the fate of the Featherstone diamond, and I told him my own theory about a servant having taken it.

He differed from me on that point, and said his opinion was more romantic than mine. He thought Rumford Featherstone had put the diamond away somewhere, and he still hoped the hiding place might be discovered.

"I believe nothing on earth gave him so much pleasure as looking at that stone," said Woodruff, "and I often suspected him of carrying it about with him. I knew that it was not always in the special case which ought to have contained it. There was a secret drawer in his writing table, and there was another in a cabinet which stood in his bedroom. I believe he sometimes put the diamond in those places. A skillful workman has examined the furniture for other secret receptacles, but so far he has not succeeded in discovering any. He is to search again. Mrs. Brayshaw is very kind in affording every facility, and I am sanguine that in some out-of-the-way corner a drawer will be found containing the missing treasure. Mr. Featherstone would not take the trouble to put things in his safe. He had faith in the security of the unsuspected. I knew nothing about that secret drawer which the cabinet maker has found in the library table. Where do you think it was?"

I could not guess.

"It was in the thick part of the leg," said Woodruff. "It was fastened by means of a hidden spring, and the carved work effectually disguised the opening."

"May the diamond be discovered?" was my earnest wish.

#### IV.

I knew perfectly well that Bowman or Sweepstone, or both of them, would make some ridiculous remark to Reedyman about my paper knife. I have often noticed in men who appear to pride themselves on their want of interest in literature that they get into ruts, and, however undesirable the ruts may be, they remain in them *ad nauseam*. They had a few favorite jokes, and no social meeting was supposed to have been successful unless all the jokes were introduced.

Reedyman was very quiet, and, as far as I could judge, very intelligent. He was full of questions about bowling matches which had been played since he left Barnfield. No stranger would have suspected that his name was a household



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word among people who took an interest in mechanical progress. If any other subject was mentioned, however, he was ready to show an interest in it. Bowls and machinery did not absorb all his thoughts.

Somebody mentioned a great American electrician and the manner in which he first devoted himself to his favorite pursuit.

"It appears to me," said Sweepstone, "most men of genius are started on their career by an accident. I wish the accident would come to me."

"Would it not be better to wish for the genius?" Bowman asked.

There was a laugh at that, in which everybody joined except Sweepstone.

"What was it that started you?" he asked Reedyman, as if to divert attention from the point which Bowman had just made.

"A paper knife" was the reply.

I knew in a moment that my time had come, and no other subject would be required during dinner.

"Jackson, there, has the most wonderful paper knife in the world," said Bowman. "Stolen property, that is the worst of it."

The price of blood, you mean," interrupted Sweepstone, recovering his spirits at once.

"Let us hear about Reedyman's paper knife," exclaimed Fortiscue, a very sensible fellow, who, I dare say, was tired of the silly remarks which Bowman and Sweepstone were always making.

"I will tell you after dinner," was Reedyman's answer. "I never care to tell a long story when men are eating."

Have you patented that method?" Bowman asked.

"Not yet," said Reedyman. "Perhaps I shall do so, and then other people will want to adopt it. Nothing is desired until it is forbidden."

He would never have told us that story if he had not been reminded of his promise.

"You must tell us what laid the foundation of your fortune," Sweepstone said. "We want to know all we can about paper knives."

This is Reedyman's story:

"When the great exhibition was held in 1862 I was near the end of my apprenticeship. I am a manufacturing silversmith by trade, as you know. My master, Metalmould, of Sheffield had a case of exhibits, and among them were some very fine daggers, the blades being etched and inlaid with gold. My share of the work was the handles; each of them had a secret recess, which could be opened by means of a spring. The lid was so contrived among the work that a person unacquainted with the fact would never have suspected that the handle was not solid.

Metalmould's name and address was on the case, so that anyone could tell where the articles were made. One day a gentleman came to our place in Sheffield, and referred to the dagger handles, which he had seen in London. He gave no name and we never knew who he was. He said he wanted a handle made which should have in it a recess capable of holding a bit of wood which he brought with him. It was about

the size of a hazel nut. Metalmould said that would be an easy task.

"The gentleman wanted to know the cost, and Metalmould told him. The money was paid down. Then the gentleman said: 'If the opening is so cleverly contrived that I may have the handle a week and not be able to discover how it is fastened, and yet a person who knows the secret can open it in a quarter of a minute without the use of tools, I will pay you £100 in addition to what I have paid already.' Metalmould sent for me and asked me what I thought about it. 'I will try my best,' I said.

"The time was fixed for the handle to be finished. The gentleman came punctually to the day, and the work was ready. I told him his piece of wood was inside. He returned in a week and confessed that he could not open the recess. Then he gave me the handle and took out his watch. 'Fifteen seconds,' he said. In ten seconds the lid was open and the bit of wood was on the table in Metalmould's private room, where the interview took place.

"I explained the secret to him and he was satisfied. He paid the £100 and Metalmould gave me £50. With that money I was able to purchase material necessary for certain experiments which I wanted to work, and from that day to this I have gone on, step by step, sometimes failing, it is true, and sometimes succeeding."

"But what about the paper knife?" Bowman asked. "You have left Hamlet out of the play."

"Oh, I forgot that part," said Reedyman. "The gentleman brought with him a splendid agate blade, and he asked to have it fastened to the handle for a paper knife."

Bowman and Sweepstone pointed to me.

"What now?" Reedyman enquired.

"Jackson owns the very knife," replied Bowman. "We say he stole it."

"Murdered somebody for it, you mean," Sweepstone interrupted.

My friends told me afterward that I looked as if the charges were true. I dare say I did, for many strange thoughts were surging through my brain.

"Was there a motto on the blade?" I asked.

"Perhaps there was," said Reedyman, "but I have no recollection of it."

"Do you remember the pattern of the handle?"

"Yes, I remember that well enough. It is what we called the dolphin and child."

"Guilty! Certainly guilty!" Bowman repeated several times.

"Bring a black cap," Sweepstone exclaimed.

My rooms were not far away, and without any apology I hastened there and brought back the paper knife.

As soon as Reedyman saw it he said:

"Well, this is wonderful. I never expected to see that again. It is certainly the very paper knife. Can you open the handle?"

I told him I was not aware that it could be opened.

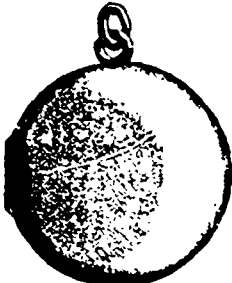
At the end of the handle there was a small protuberance which appeared to be part of a shell.

"Put the handle between two fingers of the right hand,"



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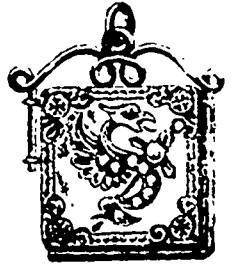
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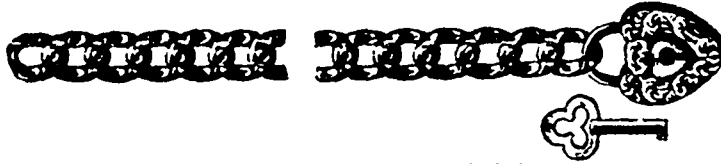
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Reedyman; "place your thumb against that small knob, and press with your thumb. Now you find the shell will turn round."

As he explained the process we all watched him eagerly.

"You turn the shell round," he continued, "until that double line meets a double line on the handle."

He did what he described.

"Now," he said, "you notice that on each side of the handle are a dolphin and a child. On one side the child has its eyes open, on the other side they are closed. The lid is where the eyes are open. Put your thumb on that child's head and your first finger on the other. Now press. The heads were firm before I moved that shell, but they give way a little now. While you are pressing turn back the shell to its original position. And now look!"

He raised his thumb and the oval medallion which contained the dolphin and child sprang open.

"What now?" he exclaimed.

Inside the small recess which he had exposed was the Featherstone diamond.

I need not tell how glad I was to communicate with Woodrough, which I did that very night. Bowman insisted on sending a messenger in a cab with a note from me.

All I said in the note was: "Come at once. Important discovery.—EDMUND JACKSON."

Woodrough was spending a quiet evening in his uncomfortable lodgings, and he returned with the messenger, wondering what the message meant. The first thing he saw on entering the room was the Featherstone diamond.

"Thank God for that!" he said. Then he mentioned the name of Ada and fainted away.

We soon brought him round again, and I must say the two men who showed themselves the most demonstrative in their congratulations were Bowman and Sweepstone. Bowman had the effrontery to declare that he had heard something about the case, and never believed for a moment that Woodrough was guilty.

The diamond was speedily returned to its right owner, and I am glad to say that the executors of Rumford Featherstone's will paid to Woodrough, at Mrs. Brayshaw's request, the £1000 which her brother had mentioned in the draft codicil to his will.

Woodrough is married now, and the last time I saw him he told me he had found a position to his liking in the office of Messrs. Golconda & Kimberley, the dealers in precious stones.

The paper knife is still in my possession, and in the secret recess I have a piece of crystal which Woodrough gave me. It is an exact copy of the Featherstone diamond.

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### LARGEST EMERALD IN THE WORLD.

A vase cut from a single emerald has been preserved in a cathedral in Genoa, Italy, 600 years. Its dimensions are: Diameter, 12½ inches; height, 5¾ inches; Every precaution used to insure safekeeping. Several locks must be opened to reach it, and the key of each lock is in the possession of a different man. It is publicly exhibited very rarely, and then

only by order of the Senate. A precautionary decree was passed in 1476 forbidding any person to approach the priceless treasure too closely. An antiquarian advances the theory that it was one of the gifts made Solomon by the Queen of Sheba, and has written a book to prove his assumption. It is difficult in these matter-of-fact days to believe so large an emerald had ever been found, and it would be interesting to hear the verdict of a gem expert after he had carefully examined the vase.

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### A DEALER WHO NEVER TOOK STOCK.

An old fashioned dry goods merchant, doing business in one of the interior towns for many years, failed the other day, and when an agent for one of the creditors reached the place it was to find the proprietor working hard to figure it all out.

"Lands! but I can't see why I should fail," he kept on saying "Mebbe, though, I didn't collect sharp enough."

"You have a heap of goods here," said the agent as he looked around.

"Yes, more or less."

"When did you take the last inventory?"

"Inventory? Take everything down?"

"Yes."

"And make out a list?"

"Yes."

"And put down the cost?"

"Yes."

"And dust off the shelves and mop the floors?"

"That's it."

"And clean the windows and paint the front of the store?"

"Yes."

"I never went into that. I was going to one day about fifteen years ago, but they had a wrestling match in town and I let the inventory go. Mercy on me, but I can't understand why I should fail!"—*Ex.*

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### IT WAS ON THE DRUMMER.

A Griswold Street tailor was talking to a drummer when a nice-looking young man came in and after a few minutes' examination of the goods he ordered a suit of clothes and left.

"Nice young man," said the tailor.

"Looks like it," said the drummer.

"I make all his clothes," continued the tailor.

"Good pay?" inquired the drummer.

"Never pays for anything," said the tailor.

"What in thunder do you want to let him beat you for?"

"I don't."

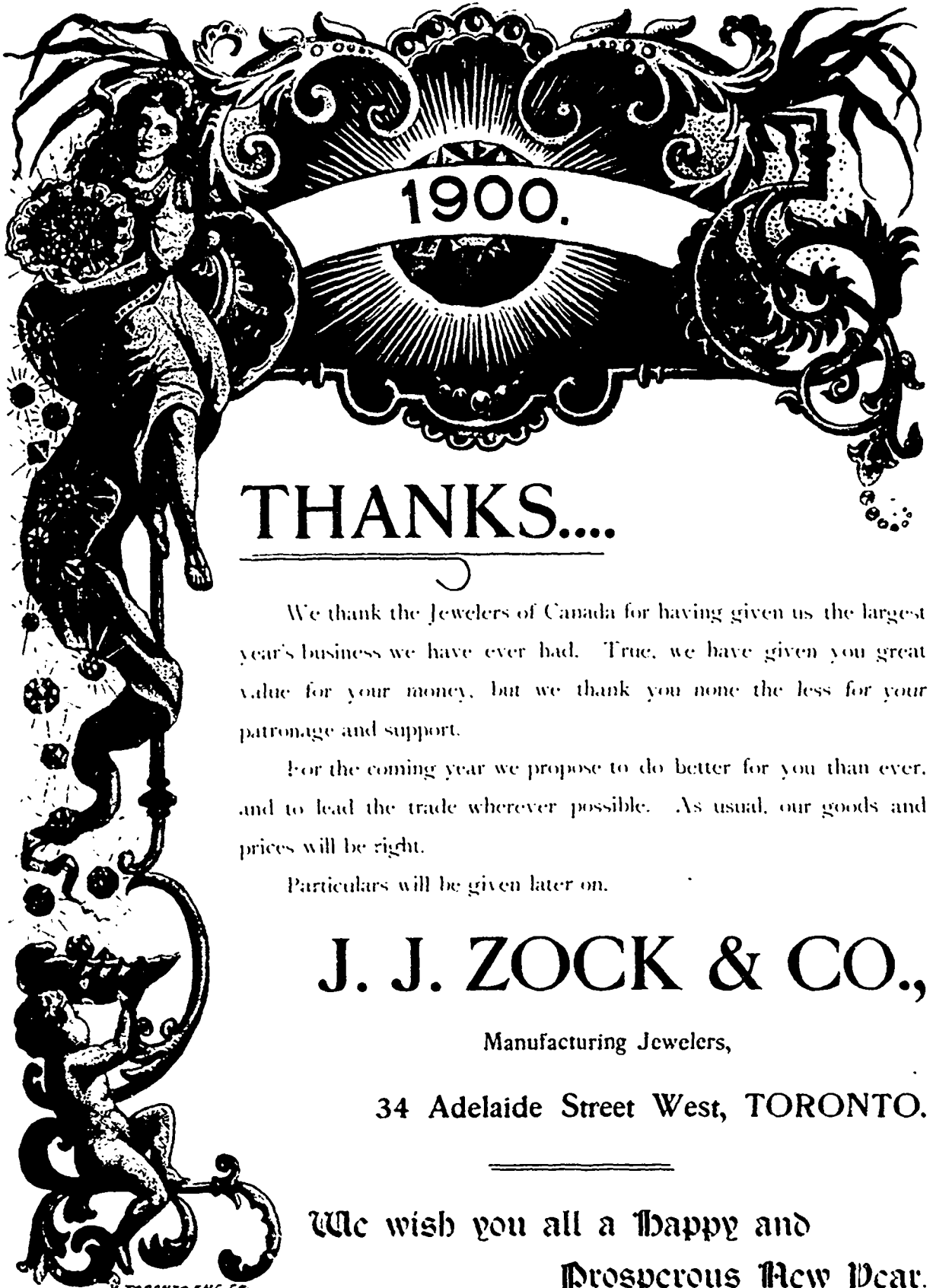
"How do you get your pay?"

"His father pays for him."

"What a chump the old man must be. Who is he?"

"I am."

The drummer thought it was time to go then, but the tailor insisted on the drinks and then ordered a very nice little bill at sixty days—*Detroit Free Press.*



## THANKS...

We thank the Jewelers of Canada for having given us the largest year's business we have ever had. True, we have given you great value for your money, but we thank you none the less for your patronage and support.

For the coming year we propose to do better for you than ever, and to lead the trade wherever possible. As usual, our goods and prices will be right.

Particulars will be given later on.

# J. J. ZOCK & CO.,

Manufacturing Jewelers,

34 Adelaide Street West, TORONTO.

We wish you all a Happy and  
Prosperous New Year.



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

### APPRECIATIVE.

THE TRADER PUB. CO., LTD., Toronto, Ont.

Gentlemen,—Please change my address for THE TRADER from my former address Upper Bedford, Que., to Valleyfield, Que. I am always anxious for the month to slip around so as to get THE TRADER news.

Yours respectfully,

WM. KINEHAN.

Valleyfield, Que., Nov. 27, 1899.

### THANK YOU.

THE TRADER CO., LTD., Toronto.

Gentlemen,—I should thank you very much for the valuable paper which you have placed before us month by month for so many years without charge. I fear I can hardly appreciate the real weight of obligation laid upon me by your well directed efforts to create a higher business ideal amongst the Canadian trade.

I remain yours respectfully,

JOHN S. BARNARD.

London, Ont., Nov. 25, 1899.

### OUR MONTREAL LETTER.

*From Our Special Correspondent.*

The man who "kills Kruger with his mouth," and fights all his battles on the sidewalks of our city streets, while reading the sensational bulletin boards of the newspapers, had his opportunity after our three reverses in South Africa, and he took full advantage of it. The situation was bad enough, but no sense did our troops sustain irretrievable defeats, and the early future will almost certainly put a very different complexion upon matters. It must be remembered that the Boers have been preparing for war for twenty years, that they were the best in the field, that the country is eminently adapted to their peculiar style of warfare, and that, even so, they have not

won even a single aggressive victory. It is safe to say that had Great Britain had the early advantages of the Boers, Kimberley, Mafeking and Ladysmith would have fallen long ago, and that British troops would never have allowed the Boers to have carried such strong positions as they have carried against them. The British Government has acted wisely in appointing Lord Roberts Commander in Chief, and Lord Kitchener Chief of Staff, also in sending out more cavalry and artillery. With these to the front, the end is certain and cannot be long delayed. If necessary Canada will not be content with sending out one or two contingents, but will shed the last drop of her available blood for the maintenance of our great and glorious empire. The yelping of the foreign press is only what might be expected, it is the curs' protest at the greater dignity and importance of the mastiff. Such ribald snarling is a compliment.

The assets of Mr. J. E. Gagnon, jeweler, Quebec, were sold by auction on November 11.

The many friends of the late Mr. Paquet, jeweler, Quebec, will regret to learn of his demise.

Mrs. George Chillas, 25 Luke St., Montreal, held a very successful reception on Monday, November 27th, from 5 to 7 o'clock.

The bankrupt stock of Mr. John Watson is being sold from 20 to 60 cents on the dollar at the store formerly occupied by him at 2174 St. Catherine St., Montreal.

Considerable excitement was caused on the busiest part of St. Catherine St. recently, owing to the discovery that the chimney of the building of Messrs Henry Birks & Sons was on fire. Some of the storekeepers in the vicinity were greatly alarmed, two alarms of fire were sent in, and a general scurrying of the fire apparatus of the locality and the police patrol was the result. The soot had practically burned itself out; however, by the time the firemen had arrived, and their services were not required.

Mr. G. C. Snyder, carrying on business under the name of the Remington Cutlery Company, at St. Paul, Montreal, has assigned at the demand of Palmer, Packer & Co., of Boston, with liabilities of about \$5,300.

Henri Dufresne, aged 20 years, has been sentenced to three months' imprisonment for stealing about \$200 worth of jewelry from his employer, Mr. Alfred Eaves. The leniency of the sentence is accounted for by Mr Eaves' recommendation to the mercy of the court. Armand Lefebvre, who was charged with receiving the stolen goods, was given one month's imprisonment. It appears that Mr. Dufresne was in the service of Mr. Eaves about five years, leaving about five months ago, and that, possessed with a key of the store, he used it on several occasions to enter the premises at night, and was thus able to steal the goods.

A very pleasant "at home" was given by Mrs. W. M. Burks at her home on Stanley Street recently.

A young man by the name of Roy has been sentenced to three months in jail for the theft of a sum of money from his mother. Roy was arrested last spring for complicity in a

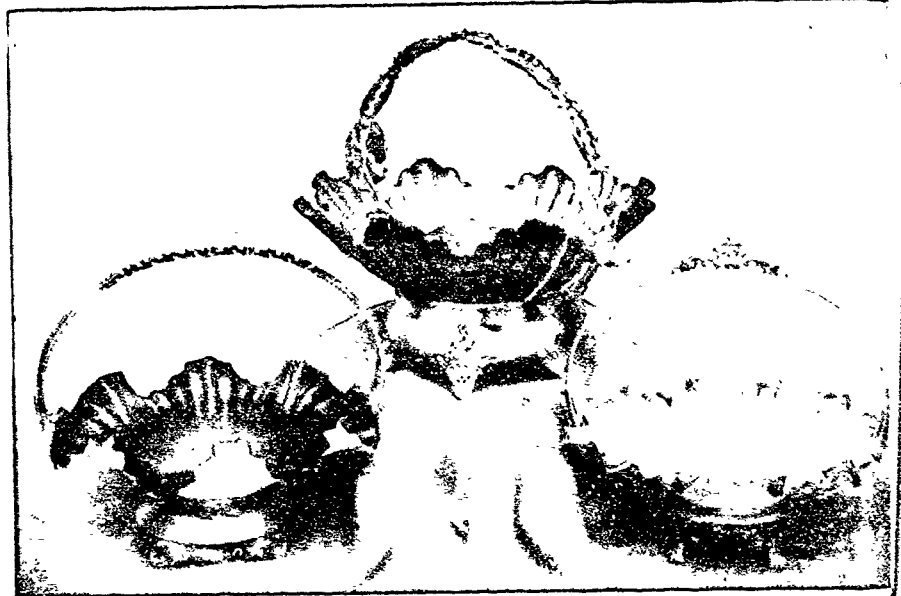




# THE TORONTO S SILVERSMITHS AND MANUFACTURERS

## ELECTRO SILVER PLATE. \*\*\*\*\*

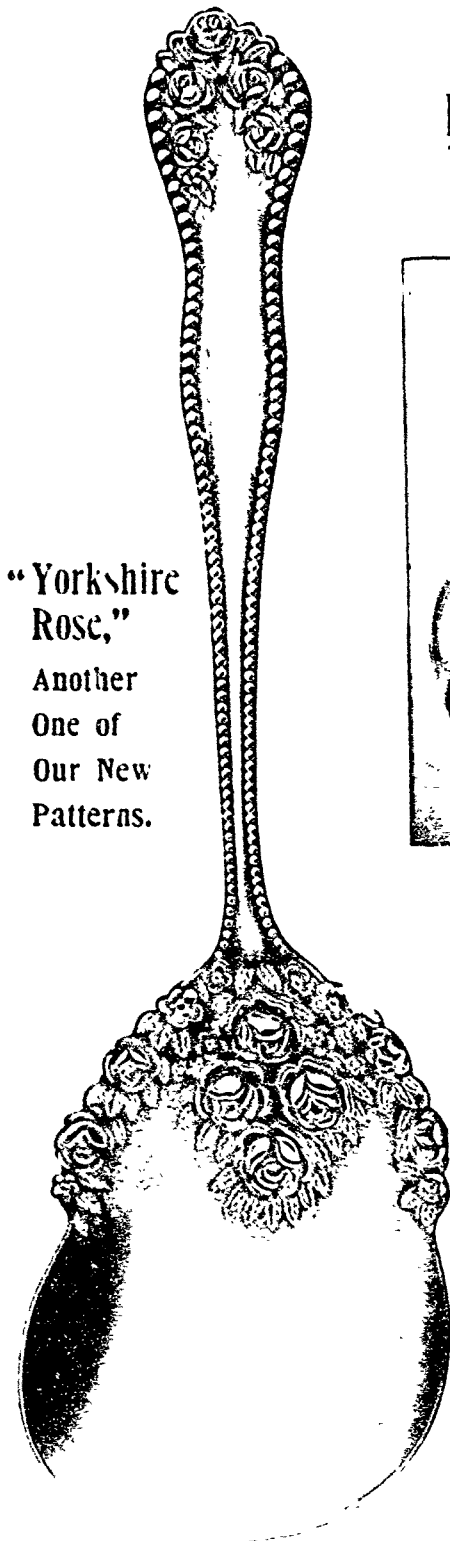
BERRY OR FRUIT DISHES.



No. 274. \$5.00 list.

No. 276. \$14.00 list.

No. 275. \$5.00 list.



"Yorkshire  
Rose,"  
Another  
One of  
Our New  
Patterns.

## 84 NEW DESIGNS

is what our travellers will immediately have to submit to the Trade in Hollow Ware from this department

The designs are full of character and the prices proportionately as low if not lower than our new goods for 1898.

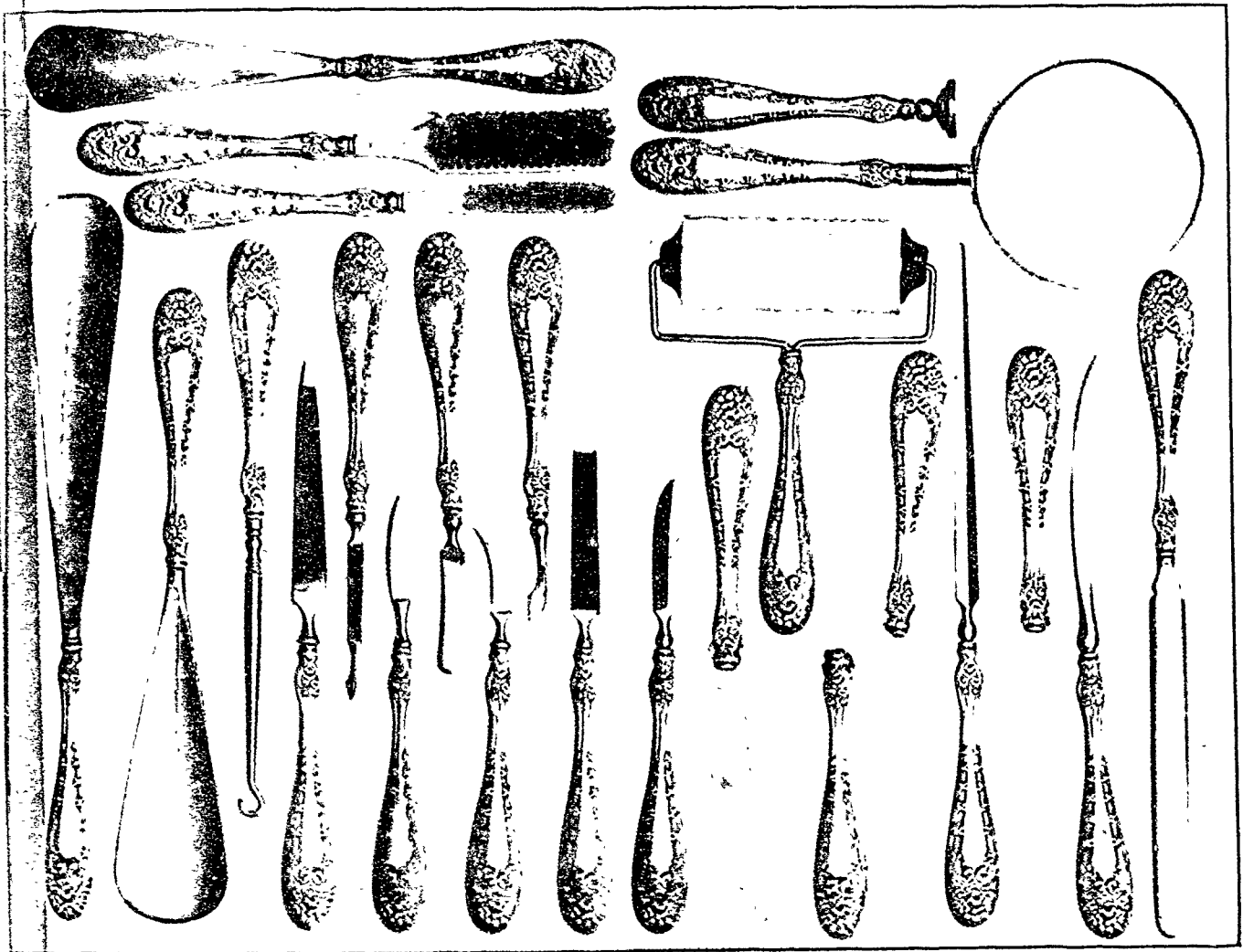
Why buy obsolete patterns when you can buy new, up-to-date goods for less money?

FA  
E.



EVER PLATE CO., LIMITED,  
MAKERS OF ELECTRO SILVER PLATE.

**STERLING SILVER.**  
\*\*\*\*\*



MANICURE GOODS IN ROSE PATTERN.

FACTORIES AND SALESROOMS,  
**KING STREET WEST,**  
E. G. GOODERHAM,  
MANAGING DIRECTOR.  
**TORONTO, CANADA.**



## When considering

**WHETHER THE HOLMES SYSTEM  
OF ELECTRIC PROTECTION IS A  
NECESSITY OR NOT—**

do not question its value from a burglary standpoint only. The remark is frequently made: "We have nothing for burglars to steal."

### The Holmes System Protects

against burglary,—but burglary is secondary to other valuable features of the system.

Do you realize how many nights your store is locked up with windows, doors or other openings left open?

Do you realize what damage might be done to your stock by rain through an open window?

### The Holmes System Tells

you that every opening is closed, before you lock up.

Do you know whether any one enters your store after it is locked for the night, and have you any idea of how many thousand dollars' worth of goods are removed from stores during the night, by dishonest employees?

Do you realize how easy it is to obtain duplicate keys?

Did you ever think of the possibility of some one, having knowledge of the fact, obtaining the keys of your store from the pockets of an employee, while he was sleeping?

### The Holmes Protection Gives

instant notice to the Central Office, if your store is reopened by ANY ONE and the store is visited by an inspector to see if the party opening has the proper authority.

Do you know what time your employees open your store in the morning, and at what hour it is closed at night?

### The Holmes Company Send

you a report every Monday morning showing the hour your store was opened and closed each day during the previous week.

There may be a fire upon your premises, which fact is telephoned or telegraphed to you immediately.

Your store may be next to one on fire and your premises broken open to get hose and water to burning building.

In this case the Holmes Company notify you.

**Lastly** Burglars may attack your store—

If so, the Holmes officers are again on hand—

Never have failed.

Investigate and think over these many advantages of the

**Holmes System of Electric Protection.**

Office—10 Melinda Street—TORONTO.

Protect     
Your Store    
From Burglary. 



Which is to-day guarding nearly  
every Bank Treasury, Safe and  
Vault in Toronto.

In a like manner the Jewelers of  
Toronto are guarded.



President—W. B. McMURRICH, Q.C. Vice-President—F. A. RITCHIE.  
Manager—A. S. WIGMORE.



jewelry theft in Montreal and was allowed to go on suspended sentence.

Quite a celebrated case has been in progress in Montreal during the past month. Mrs. H. J. O'Neill, Chicago, wife of the celebrated plunger, known as the "Barley King," was charged with attempting to defraud her creditors in New York and Chicago of many thousand dollars' worth of dresses and jewelry. The case has been decided so far as Montreal is concerned and the defendant released upon a technical legal error.

The imports of jewelry and watches and manufactures of gold and silver through the port of Montreal for November amounted to \$43,214, against \$37,615 for the same month last year.

Mary Samson has registered as proprietress of La Compagnie Optique et Bijouterie de Quebec.

The trade figures of the Dominion show a most gratifying expansion for the past year. The total imports amounted to \$162,764,000, being an increase of \$22,400,000 for the year. The exports decreased from \$164,152,000 to \$158,800,000 for the year.

Mr. Whimby, of Simpson, Hall, Miller & Co., was presented with a beautifully illuminated address by his Montreal and St. Lambert friends when he was in the city, the occasion being his leaving Montreal to take charge of the company's business in Toronto. A pair of diamond earrings were also presented to Mrs. Whimby, as a small token of esteem and regard.

The Hon. Minister of Customs was recently in Montreal and while there received a deputation of Montreal merchants respecting the new regulations of the department whereby duty is collected on commission charges, when such charges are not added to the manufacturers' invoice, but are part of the invoice of the commissionaire. Mr. Fred. Nelson, of Messrs. H. A. Nelson Sons Co., represented the views of the fancy and small goods trades. The Minister assured the deputation that it was not the wish of either himself or his colleagues to render customs collecting a vexatious task. The opposite had always been his desire, and any new regulations were intended to promote uniformity of collection and to avoid fraud. The question was an intricate one, and he thought it would be well to hear the opinions of other trade centres, and when all the news were before him a regulation might be more easily formed that would be acceptable. During the proceedings the question of the collection of duty on packing cases was brought up, and the Minister promised to give the matter his consideration.

Montreal retail jewelers have shared in the general prosperity and the holiday trade this year has been unprecedented. The leading firms have well deserved their prosperity, as their stores have been dreams of wealth and beauty, and they have spared neither invention nor money to advertise their wares to the public. Never have stocks been so large or so assorted, including clocks, jewelry, silverware, bric-a-bric, art furniture, silver and gold souvenirs and toilet articles. Among the best all-round displays were those of Messrs. Henry Birks & Sons, Geo. G. Robinson & Co., J. B.

Williamson, M. Cochenhaler, R. A. Dickson & Co., R. Sharpley & Sons, and Simpson, Hall, Miller & Co.

Financial circles and the public generally have been watching the progress of the Banque Ville Marie case with intense interest, and much satisfaction is felt that the defendants have received at least part of their deserts. It was the worst bank fraud that Canada has ever experienced, by which thousands were ruined and many more crippled financially for years.

It seems about decided that the Harbor Commissioners of Montreal will lease a part of the wharves to the Buffalo Syndicate for the purpose of building elevators and bringing a great grain exporting trade here. The various trade bodies of the city have sanctioned the lease, and if the syndicate brings from 35,000,000 to 50,000,000 bushels of grain to our port it would seem the part of wisdom to encourage it.

For several months burglaries were a nightly occurrence, but happily they fell off largely last month. The city has been well patrolled by detectives and the police have been armed, and it is to be hoped that these measures will be continued and will be permanently effective.

There has been a man painting the clock of the New York Life Assurance Company's building and he has attracted universal attention. He has now finished his work, which was to paint the circumference black, the figures white and the hands a sort of orange brown color. He sat on the outer iron ring and worked serenely away, and his equanimity was not disturbed by the fact that he was some two hundred feet above the stone pavement, and that only a slight rope prevented him from being launched into eternity. The distance between the figures and the stones of the building is eight inches; the diameter of the clock is fifteen feet; the minute hand is fourteen feet long and the hour hand nine.

Mr. Walter J. Barr, of the Goldsmiths' Stock Co., was in the city for a week near Xmas tide in search of the nimble order.

Mr. B. C. Silver, of J. & B. C. Silver, spent the holidays in Montreal, returning from New York for that purpose. The firm has a branch in New York which is under Mr. B. C. Silver's management.

Mr. Jacob Levy, of the Levy Bros Co., Hamilton, made a profitable visit to his Montreal friends the week before Xmas.

Mr. T. McG. Robertson's (of the Waltham Watch Co.) mother and sister spent the Xmas holidays with Mrs. Robertson's eldest daughter at Seaforth.

Mrs. A. R. Harmon has been spending a few days in her native city, Portland, Me.

Mr. A. R. Harmon, Canadian manager of the American Waltham Watch Co., has been slightly indisposed with a cold, but not sufficiently so to prevent him from playing his old familiar role of Santa Claus on Xmas Eve.

Among the best Xmas displays of jewelry on St. Lawrence Street, that of Messrs. Narcisse Beaudry et Fils, undoubtedly "took the cake."

Mr. Dyke, of Messrs. P. W. Ellis & Co., was in Montreal towards the close of the year.



# MERIDEN BRITANNIA Co.,

MANUFACTURERS OF

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TEA SETS ETC. ARE STAMPED  
MADE AND  
GUARANTEED BY



KNIVES, FORKS, SPOONS, ETC ARE STAMPED  
WITH THE TRADE MARK.

1847 ROGERS BROS. ®

COPYRIGHT 1899 BY INTERNATIONAL SILVER CO., MERIDEN, CONN.

If you want to give your customers the good old **wearing quality**, combined with the **beautiful designs and fine finish** of modern times, it is necessary to see that all your Spoons, Forks, Knives, &c., are stamped **1847—Rogers Bros.**, and that your Hollow-ware carries our **name and guarantee.** **MERIDEN, CONN. and HAMILTON, ONT.**



Messrs. Hayes and St. Jean, representatives of Mr. Alfred Eaves, spent their well-deserved holidays in the city, after a very profitable year's work.

Messrs. Jas. A. Pitts, Geo. Chillas, and Henry Pearce were among the principal jobbers who spent their holidays in town.

Messrs. G. W. Clarke & Co., of St. Catherine St., made a beautiful display of holiday jewelry and fancy goods. The old established firm of Messrs. Henry Grant & Son were also well up to the mark in their display of jewelry and optical goods.

Many out-of-town retail jewelers were in Montreal during December, among whom we noted the following: Messrs. A. Nadeau, Shelford Mines, P.Q.; H. Girouard, St. Barnabe, P.Q.; A. Couture, Hull, P.Q.; A. Shetaudeau, St. Henri, P.Q.; J. E. Renie, Nicolet, P.Q.; J. O. Valliers, Shelford Mines, P.Q.; J. A. Baireteau, St. Reni, P.Q.; W. H. Backus, Granby, P.Q.; L. Dupuy, Sherbrooke; J. E. Lavoie, Summerset, P.Q.; D. Canire, Quebec; J. E. Lachapelle, Joliet, P.Q.; Armand Cartier, St. Jerome, P.Q.; and C. St. Jean, Louisville, P.Q.

"To all my friends and enemies and everybody here, I wish a Merry Xmas and a Happy New Year, a pocketful of money and a cellar full of beer, and a good fat pig to kill every year." That was about the old style of holiday greetings, when feeding was gross and drinking was heavy. Now-a-days we are more æsthetic in our habits, and we take a different way to express our good-wishes; but they are not the less hearty for all that, and although we are not better perhaps at heart than our sometime gluttonous and boosy forefathers, our exterior are more in keeping with the proprieties and it costs us less to color our noses. But however ascetic and æsthetic we are or may become, it is to be trusted that the good old fashion of wishing one another well at this season of the year will be very long in dying, and that we may always have a periodical burying of all hard feeling and a revival of right good-will for all our struggling fellowmen. Good health and good-luck!

HOCHELAGA.

### NEATLY CAUGHT.

The following is told of a judge before whom a man was being tried for stealing a gold watch from a woman as she was entering a bus. The man declared the watch was his, and the woman was mistaken in identifying it as hers. Suddenly the judge asked:

"Where's the key?"

The prisoner fumbled in his pockets, and said he must have left it at home. The judge asked him if he wound the watch frequently with the key, and he said "Yes."

Then a key was procured, watch and key were handed to the prisoner, and he was told to wind the watch. He opened the case, but could not find any place to use the key, because the watch was a keyless one. The sentence was five years.—

*London Tid-Bits*



Under this head we solicit questions of interest bearing on optics, particularly the eye, the defects of vision and their correction by glasses.

All communications must be addressed to Dr. John L. Owen, 23 East Adams Avenue, Detroit, Mich., U.S., and must not be received later than the 15th of each month in order to insure publication in the following issue of "The Trader."

A. A. G., Ont.: The patient is a girl twelve years of age, there is considerable nystagmus in her right eye, only the perpendicular line is seen distinctly on the chart, no other line being visible. The sight comes and goes so quickly that I cannot estimate the amount of defect. I had her eyes treated with atropine by a physician for several days, after which I made another examination with no better results. The sight would change, that is, it would come and go almost constantly.

If you had not had the eyes treated by a physician, we would have been inclined to think that the changeable sight was due to a spasm of the accommodation, but since you have had the eyes thoroughly treated with atropine, thus paralyzing the accommodation, we are obliged to conclude that the changeable sight is due entirely to the partial paralysis of the optic nerve, whereby the impression of light reaches the brain in an irregular manner. This symptom of the changeable sight would indicate that there is some diseased condition of the optic nerve or possibly the brain. We would advise you to refer your patient to a physician who pays special attention to brain and nerve diseases. Such a one is usually connected with insane asylums or hospitals.

F. K. M., Que.: I have a patient, a little girl who is cross-eyed. She has S D of hyperopia. Her vision is good either with or without plus S D M. Do you think if these lenses were worn constantly that they would strengthen the eyes?

If with the full correction before each eye, the eyes will straighten and she is able to use them, they will probably remain straight, but there will always be a tendency of the eyes to turn inward.

In order to keep the eyes straight it will be necessary to wear the glasses constantly. Should they be left off for a few days or weeks, the eyes will again turn in the same as before.

H. D., Ont.: I have a customer about sixty years of age who has never worn glasses, but who now comes to me complaining that he cannot read nor recognize his friends a few feet away. I have tried all kinds of lenses and find that he can see best with a double convex, but it makes only a slight improvement. What do you think is the trouble?

He has always been slightly near sighted and had poor vision for distance. Since he was forty years of age this has been lessened somewhat by presbyopia, which explains his ability to get along for the past twenty years without glasses. The most probable explanation of his present dimness of vision is lenticular cataract.

H. P., Ont.: I have a customer here who can only see straight ahead. Do you think glasses would help him?

He is undoubtedly suffering of paralysis of the muscles which move the eyes about in different directions. If this is



# CONGRATULATIONS

## FOR 15 YEARS'

## IMMUNITY.



DOOR PLATE.

During all these years the members of the JEWELERS' SECURITY ALLIANCE have been visited by many THOUSANDS of people, BUT NOT ONCE has a "visit" been made by the festive BURGLAR. Other jewelers have been burglarized, some of them lightly, some seriously, but *they were not* members of the J.S.A.

The *warning to burglars* set forth on the handsome certificate, which is conspicuously hung over members' safes, together with the door plate announcement, has MOST EFFECTIVELY safe-guarded their premises.

If you are not a member, you will be wise to invest \$2.00 *at once*.

It is a very small amount for the protection offered, and may save you the loss of THOUSANDS OF DOLLARS.

The President and officers of the J.S.A. extend their hearty congratulations to the members of the Association, and trust that the year 1900 will be as successful, in every sense of the word, as those which have gone before, and to the trade in general

## A HAPPY AND

## PROSPEROUS NEW YEAR.



his only defect, glasses would not be of any benefit. He ought to consult an oculist at once as prompt treatment would very likely effect a cure.

**P. H. Ques.** A young lady has been wearing minus 3 1/2 D for some time, these have not been satisfactory. I tested her eyes and find that she requires compound lenses. The left eye has a slight cast, and in order to see a card directly in front she has to look to the right at an angle of about forty-five degrees. She informs me she had never been able to see other than this way. Can a glass be found which will make vision or hold the eye in any way?

It would be useless to fit a glass to the deviating eye in its present condition. It should first be straightened by an operation on the muscle which draws it from the direct line of vision. After this is done a glass may be fitted, and the eye used with the good one for all purposes.

**P. S. D. Ques.** How can I tell a pebble from a glass lens?

The only reliable method of distinguishing a pebble from a glass lens, is by means of the Tourmaline pebble tester. This instrument has two plates of polished tourmaline stone, placed over the sight hole and held in position by shellac. The plates are of the non-axis cut variety and are so placed as to turn easily in any direction. To adjust the pebble tester, look through the sight hole, and rotate one of the plates until all light is excluded. When this is accomplished the grain of one plate is at right angles to the grain in the other plates, and the tester is adjusted for examining lenses. An axis-cut pebble lens when placed in the tester will enable you to see light through the sight hole.

The glass lens will not produce any change or will not permit any light to pass through the tester and into your eye.

To distinguish axis-cut from non-axis cut pebble, place the lens in the tester, and whilst looking into the sight hole, turn the lens around. If the light is continuous and is not shut out at any point, the lens is an axis-cut, but if the light is shut out at every ninety degrees, or each quarter of a circle, the lens is a non axis cut pebble. The light is excluded by the non-axis cut lens when the grain of the lens is parallel with the grain of the one of the plates of tourmaline whilst at any other position light is admitted.

The one reason why pebble lenses are desirable for spectacles, is because of their hardness. The hardness prevents the highly polished surface from becoming marred with small scratches, such as repeated wiping will produce on a glass lens.

## "WHERE ARE WE AT"—OPTICALLY?

WRITTEN FOR THE TRADER BY L. G. AMSDEN.

General Jerry Hooley's historical apostrophe may well be applied to the present optical situation, and the optician might easily translate this impressive and expressive interrogation to read, "Where is our finish?"

The rapid spread of optical knowledge, and the consequent growth of the optical business has been accomplished to a great extent under artificial conditions. The present day optician is largely a hot-house plant. He has been seized in the heat of completion, taken from his natural soil—

somewhat sterile—and carefully transplanted to the rich loam incidental to optical institutions, where instead of the cold biting winds of commerce and competition nothing but the soft and spicy breezes which blow from the font of knowledge are permitted to breathe upon him. Small wonder if he goes home with a high and mighty notion of the optical profession in general, and the niche in it that he occupies himself in particular. In most instances he has not had the advantages of a classical education, but this does not deter him from accomplishing marvellous feats in algebraic equations in the act of reduction.

A lack of medical knowledge is no bar to the diagnosing of serious physical ailments, and possibly the suggestion of original remedies, dependent, of course, upon the acceptance of his prescription for glasses. Now, this is not refraction work. It is not optics, in any of the transmogrified forms in which that much abused word has been compelled to do duty. He is certainly outside of all rules and regulations laid down by any optical institute of repute.

There are so many forms of eye trouble which are purely ametropical in nature, and as such disclose a broad field for the most searching enquiry in a domain particularly adapted to the scope of the optician. In it he can find a territory so recently explored as to offer the inducement of possible discoveries.

He can also travel the broad path of orthodox methods and gain affluence without a voyage of discovery.

It is a well known fact that the optical department is the best paying feature of many retail houses. The optician, while undoubtedly persona-non-grata with the oculist, is at least unmolested. Why then go out of the beaten path and hunt for hornets' nests. I have always championed the cause of the optician, and have maintained that he is doing just as good refraction work as the oculist, and unless some complications are met with in which the general health has to be studied, the medical practitioner has no advantage in the matter of diagnosis. But I have always and do now most emphatically maintain that there is a clearly defined limit to the optician's field of operations, and the condition referred to is that limit.

By all means, by earnest study and patient practice, and using all the instruments at command, let the optician attain to the very highest pinnacle in the correction of refractive errors. He may even experiment—as the oculist still has to—with the use of prisms for muscular correction, but beyond this every step is fraught with danger to himself personally through a breach of the medical act, and it is a positive menace to the very existence of the optical profession.

THE LARGEST mortgage ever recorded in the town clerk's office in Middletown was received by Town Clerk Howard Dec. 15. It was given by the International Silver Co. and the Continental Trust Co., of New York, as trustee, and was for \$4,500,000. This mortgage was given to guarantee the payment of bonds issued by the International Silver Co. This mortgage has been recorded in all towns where the International company own property.





# First Jeweler:

*Where can I buy New and Seasonable goods at rock-bottom prices, and still get the quality?*

# Second Jeweler:

**AT THE FULTON JEWEL MFG. CO., LIMITED,**

**40 GOLBORNE ST., TORONTO,**

*Where they always carry a well assorted stock of Rolled-plate Jewelry, Ebony Goods, Purses, Sterling Silver Novelties, and the best selection of Rings in Canada. My mail orders and jobbing are always promptly attended to.*



EDITED BY M. M. COHEN, TORONTO.

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

(Continued.)

Advertising by means of window display, like that of newspaper advertising, is not always direct in its results, and its efficacy, therefore, cannot be gauged by the sale of any particular line, during the actual time of the display, neither must it be supposed that the advertising begins and ends with the line under display.

Large users of window advertising state that more enquiries are received after a line has been removed from the window than while actually under display.

An entire window space given over to an exhibit of watches emphasises the fact that a large variety of these goods is kept in stock, but by a perfectly natural train of reasoning it would suggest watch chains also, without a solitary chain being displayed.

An excessive display, say of silverware, may be made to give the impression of a great bargain on one article, or a great variety of this line without a word regarding price. Add

to this some carefully worded display card, and its value as a money getter is very evident.

Miscellaneous collections, containing a "little of everything, and not much of anything" are very much like sensation headlines to a mediocre newspaper ad. We are attracted by it, possibly from across the street, but unless it is composed of what is called "novelty goods"—which can be arranged to advantage in this manner—it is not a paying form of ad.

The mere display of goods does not consummate a sale. There must have existed a desire or a necessity for them, which it is the object of the display to stimulate, or possibly a desire may be created in some instances by an article of merit.

The eye is the window of the soul, not merely for use in looking out at the world, but for the world to look into the soul. Its expression reveals the soul's innermost nature.

The windows are the eyes of the store. By the nature, style and arrangement of its contents do we read, as it were, in an inventory—the commodities within. *Be sure they are a true index.*

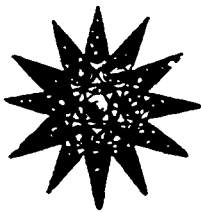
*Light is Life.*

Do not economise on the illumination of your windows. A gloomy and dimly lighted store is suggestive of transactions that are "shady."

(To be continued.)

ON DEC. 12, 1889, Henry W. Simms lost \$700 worth of diamonds while he lay ill in the Central Block, Bay City. They were brought there in the rough by George D. Sidman from South Africa, and Simms prepared them for sale by having them cut by a Chicago lapidary. Soon afterwards they disappeared. Ten years afterwards a Bay City detective recovered them, but no prosecution will follow the discovery.

## The Gift and the Price



Our collection offers holiday suggestions appropriate to all purses.

Whether you desire a silver trinket at a trifling cost, a useful time-piece, or a gorgeous diamond pendant, you will find our goods and prices right.

**JAMES SMITH,**  
Scientific Optician,  
MOONSTOWN.  
No. 37.

## The Eyes Feed the Brain.

Parents who neglect their children's eyes are more cruel than the Chinese, who encase the feet of their little ones. One



dwarfs the feet—the other stunts the mind. When we adjust glasses study becomes a pleasure.

**RICHARD ROE,**  
Ophthalmic Optician,  
JONESTOWN.  
No. 38.

## Rings

and rings alone—the fair can never receive too many.

They are love's tokens. We pride ourselves on our collections with their wide range of prices.

We take particular pleasure in showing rings.



**JOHN DOE & CO.,**  
Jewelers and Opticians,  
SMITHVILLE.  
No. 39.



# WATCHES

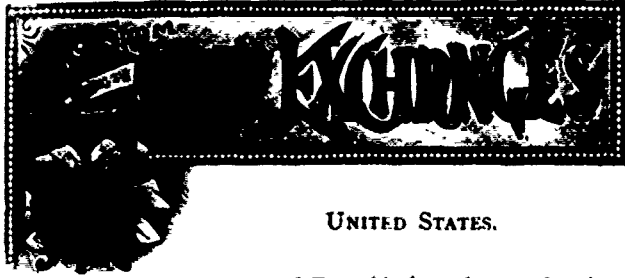
THE  
**Levy Bros. Co.,**  
 LIMITED,  
 Wholesale Jewelers,  
 HAMILTON, ONT.

take this opportunity of conveying  
 their thanks to their customers  
 throughout the Dominion, and wish-  
 ing them one and all



“A Happy and Prosperous  
 NEW YEAR.”





### UNITED STATES.

**ADOLPH ENGGASS**, one of Detroit's best known jewelers, recently filed a petition in bankruptcy and was adjudged a bankrupt. The liabilities as given are \$10,775; assets only \$260, and claimed to be exempt. Enggass has been in business here for 15 years, and did a prosperous business when located at the lower end of Woodward Ave. About two years ago, however, he moved his stock into the store opposite J. L. Hudson on Gratiot Ave., and the location proved to be too obscure. Business fell off and Mr. Enggass says he recently reached the end of his rope.

**BOSTON, MASS., Dec. 9.**—The announcement to the effect that the Elgin National Watch Co. will put into effect on Jan. 1, 1900, a readjustment of the wages of the employees, so that the general average of pay shall be restored to the figures that ruled in 1892, has called out a report to the effect that the American Waltham Watch Co would also at an early date take similar action. One of the officials of the company, in reply to queries by a reporter, said: "The American Waltham Watch Co. began to raise wages in January, 1897, and the Elgin Co. has merely followed its example. No further changes are contemplated at Waltham. The Waltham pay roll is already substantially on the 1892 level. Our total pay roll, including all salaries, for the month of November, 1892, was \$142,061, being an average of \$50.12 per month, or \$2 per day for 2,954 employees. For the same month in 1899 the total pay roll was \$122,182, being a monthly average of \$49.71, or \$1.99 per day for 2,458 employees. Our force of employees has been somewhat reduced since 1892, as will be seen, chiefly through the introduction of new machinery, but we produced, none the less, last month, an average of over 2,100 watches daily, and expect to raise the average this month to about 2,300."

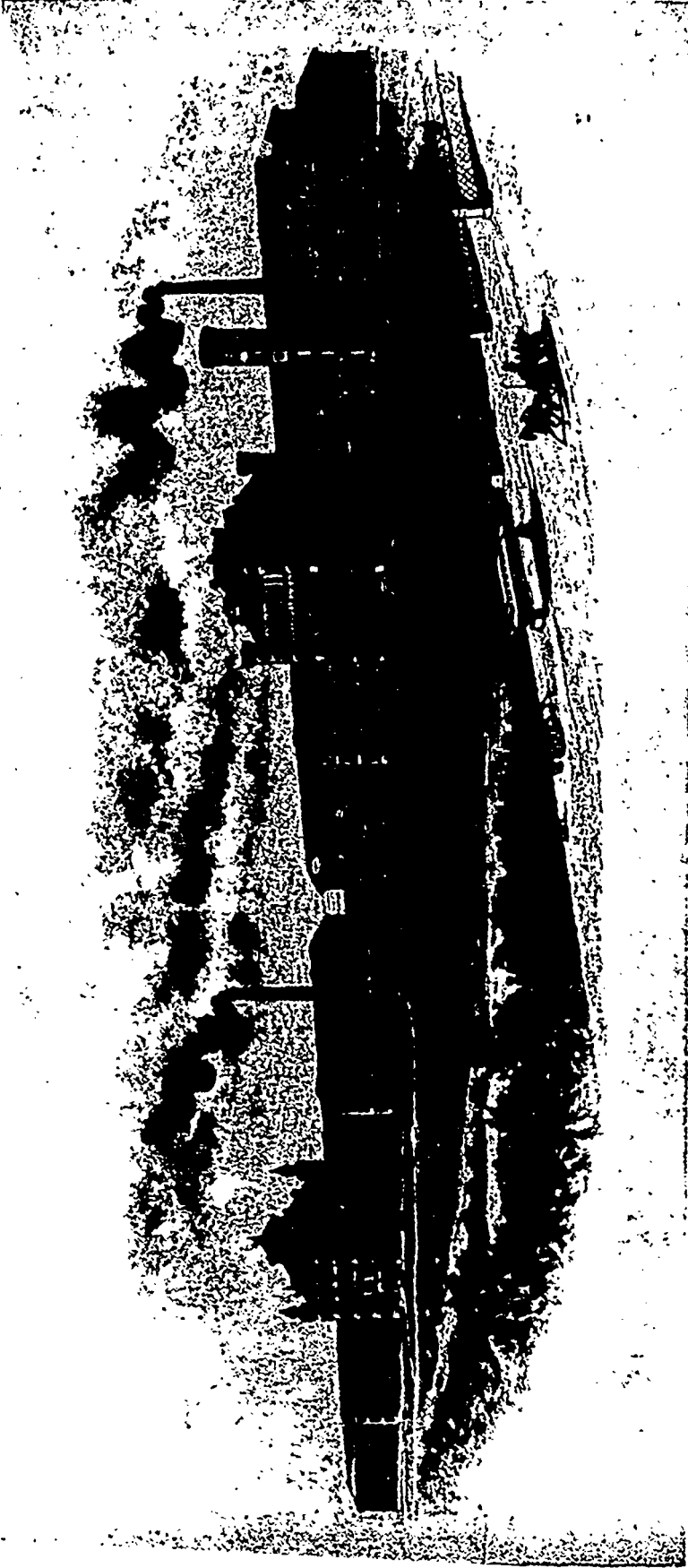
**DEATH OF FRANK M. AVERY.**—Chicago, Ill., Dec. 16.—Frank M. Avery, vice-president of the Chicago Brass Company, died on Wednesday at the Lancaster hotel. Dr. Noel, representing Coroner Berz, finds gastritis as the cause of the death. Mr. Avery called at the hotel Tuesday, and when assigned to a room gave the name of Charles Williams, but refused to register. He spent the afternoon in writing and about 8 o'clock called the bellboy and gave him two letters to mail, one of which was directed to a woman. The other, the boy thinks, was addressed to Mr. Avery's mother. Early next morning the chambermaid reported that Mr. Avery was unconscious. At that time his identity was not known. Shortly after this Dr. Frank Billings and a Dr. McNeil, sent, it is said, from the Avery residence, 2123 Prairie Ave., arrived at the hotel. They remained with Mr. Avery until 12 o'clock, when he died. Both physicians immediately

signed a death certificate attributing death to acute gastritis. Frank M. Avery was the son of T. M. Avery, former president of the Elgin National Watch Company, and was a member of the Calumet, Chicago, Washington Park, Illinois, and Chicago Athletic clubs. He was thirty-six years of age and leaves a widow and one child.

**NEW YORK STANDARD WATCH COMPANY SOLD.**—A despatch to a Newark paper from Jersey City, stated that the stock in the New York Standard Watch Company, held by President Roberts and Howard Slater, has been bought by a person who is said to be the agent of the Drexel-Morgan Company. Who the real purchasers are was not known, but it was generally believed that some sort of a consolidation of interests is going on, and that one management now controls the works in the Lafayette section of Jersey City, where the movements are made, and also the watch case factory near Philadelphia. It is said that the purchasers paid \$752,000 for the plant, or \$147 per share. About a decade ago shares could be bought for \$37. It was said that the watch case plant will be transferred to Jersey City, and that the capacity of the plant will be doubled. President Wm. C. Roberts, of the New York Standard Watch Company, was seen in reference to the above despatch, and practically confirmed it except as to details. "You may say," he said, "that the same financial interests which now control the Keystone Watch Case Company and T. Zurbrugg Company will hereafter control the New York Standard Watch Company. The latter's factory will remain at Jersey City and there will be no change in the name. In fact," concluded Mr. Roberts, "the only change is that I will no longer be connected with the company."

**SEIZED DIAMONDS AT AUCTION.**—Detroit, Mich., Dec. 15th.—Twenty thousand dollars' worth of diamonds will shortly be sold at auction by the United States authorities here in the Federal building. The date of the sale will be announced later, and it is expected that diamond dealers from all over the country will be present. These stones, 581 in number, were seized by the authorities from Louis Bush, who was arrested here some time ago by special customs officer Chas. E. Lewis, who followed Bush across the border from Canada and landed him in jail. Bush was afterwards released on \$5,000 bail furnished by William P. Holliday. To make the sale of the gems possible, Judge Swan entered an order forfeiting them to the Government, as no claim or answer had been filed within the time given to Bush. It is thought that he is at present in New York. The stones are in eleven packages, and it is the intention to sell them by the package instead of singly. However, if diamond dealers do not come in as large numbers as expected, Detroiters may have a chance to buy a few.

**DESTROYED BY FIRE.**—Bristol, Conn., Dec. 14th.—The case manufacturing building of the E. N. Welch Mfg. Co., clock manufacturers, Forestville, known as the J. C. Brown shop, was totally destroyed by fire to-night, causing a loss of \$60,000; insurance, between \$45,000 and \$50,000. The building destroyed was of wood and brick, 225 feet long, 48 feet wide and four stories high. It was in the rear of a group of four other buildings, all of which were damaged, but the



# THE DUEBER WATCH WORKS, CANTON, OHIO, U. S. A.

The factories of The Dueber Watch Case Manufacturing Co. and the Hampden Watch Co., at Canton, Ohio, are the largest, most modern and most thoroughly equipped for the manufacture of Watches of any establishment in the world. They represent an investment of nearly THREE MILLION DOLLARS, and are the only factories in America where a complete watch, movement as well as case, is manufactured under one management.

REGULARS, CATALOGUES AND PRICE LISTS FURNISHED ON APPLICATION.

**William Allen Young,**

SOLE WHOLESALE AGENT FOR CANADA,

**393 Richmond St., London, Ont.**

loss to the other buildings will be comparatively light. The burned building was filled with clock cases in all stages of construction and much material. The cause of the fire is unknown, but it is supposed to have originated in the boiler room adjoining the main building. The movement shop was destroyed last April, entailing a loss of \$60,000, but a new shop has just been completed. The last fire will necessitate a suspension of business until a new factory can be built, and, though it is planned to erect a new brick factory as rapidly as possible, it will be several months before operations can be again resumed. More than 300 hands are thrown out of employment. The blaze was discovered at 8 o'clock in the vicinity of the boiler room, but in a few minutes, owing to the inflammable nature of the contents, the building was ablaze on every floor and from end to end. There were 175 hands employed in the burned building.

**"RAILWAY" AS A WATCH TRADE-MARK.**—Chicago, Ill., Dec. 18th.—Evidence is being taken as to the right to the use of the word "Railway" as applied to watch movements in the case brought by the Hampden Watch Co. against Webb C. Ball and the American Waltham Watch Co. The Hampden Watch Co., as successors of the New York Watch Mfg. Co. and New York Watch Co., have for many years past sold movements under the trade-mark of "Railway," and assert exclusive right to that trade-mark. This trade-mark right has been exercised under common law for about a quarter of a century by the Hampden Watch Co. and their predecessors. In 1893 Webb C. Ball registered the words "Railway Queen" as a trade-mark, and some time ago the American Waltham Watch Co. began to use the registered stamp "Railroad." The Hampden Watch Co. have started an interference proceeding against the two concerns named as defendants, to assert their priority of right in the trade-mark "Railway" and as against any colorable or varying modification of that trade-mark. It is now pending as an interference case in the Patent Office, and the parties to the case are taking evidence. First will come the Hampden Watch Co. evidence, then that of the defendants, and then probably the rebutting evidence of plaintiffs, so it is likely to be some months before the case can be decided.

"OUR concern has turned out 400,000 watch cases the current year," said Joseph T. Brennan, of the Dueber Watch Case Mfg. Co., Canton, O., at the Knutsford to a Salt Lake (Utah) *Tribune* reporter, Nov. 14, "and the demand for watches all over the country has been so great that recently the factory wired me to return the stock that I carry with me as it had all been sold. We employ 3,600 hands, and our daily production is from 1,500 to 1,800 watches. The total frontage of the factory is equal to eight blocks of the city of Canton. People seem to be buying watches all over the country, and, in fact, with the prevalence of good times under a Republican administration, people have the money to spare for this purpose."

**CLEANING OF SILVERWARE.**—Beat soft soap to a froth in warm water. Soak the articles for a few minutes, and wipe with a piece of soft linen or skin.



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

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

W. K. SMITH has opened up a new jewelry business in Port Rowan, Ont.

MR. A. PAQUET, jeweler, of Quebec, died in November last at his residence in that city.

ASSIGNED.—Mr. E. G. Amy, jeweler, of Cobden, Ont., assigned last week to P. White, jr., for the general benefit of his creditors.

MR. A. GIBSON has purchased the jewelry business of W. H. Pletsch of Hanover, Ont., and will carry it on in the same store.

DR. W. W. CHALMERS has purchased the jewelry business of Mr. E. Buzzell, Magog, Que., and will carry it on in the same premises.

MR. W. KINNAM, jeweler, has removed his business from Upper Bedford, Que., to Valleyfield, Que. We trust the change will be a good one for him.

THE ASSIGNEE has declared a first and final dividend of three and three-quarter cents on the dollar of the liabilities of W. H. Ferguson, of Prescott, Ont.

MESSRS. RYRIE BROTHERS have fitted up a very fine optical parlor in the rear of their store. They are finishing the room up with all modern optical appliances.

MR. D. THOMPSON, formerly with the Globe Optical Co., of Toronto, proposes to open up an optical establishment on his own account at Winnipeg, Man., during the early part of the present year.

WE CALL the attention of our readers to the Montreal Optical Co.'s advertisement. This company is embracing every opportunity to inform the opticians of Canada of the merits of their 14k. filled frames.

THE CLERKS of Winnipeg business houses are agitating for early closing, and want all stores closed at 6 p.m. on the first five days of the week and 9 o'clock on Saturdays. It is said their chances of success are good.

THE BANKRUPT STOCK of the estate of Galbraith & Co., jewelers, of Shelburne, Ont., was offered for sale by tender last month by the trustee, Mr. J. F. Miller, of that town. It amounted, according to the invoice, to about \$500.

MR. FRED. THAYER, who has been representing James Eastwood in Manitoba and the Territories, arrived home last month after a long and very successful trip. He says trade out west is remarkably brisk, and there is every prospect of a good winter's business ahead.

THE COHEN BROS., Limited, serial ads. are advancing solid arguments in favor of pushing high grade goods. There can be no doubt that the sale of many a good article in jewelry, as well as spectacles, is spoiled by representing "filled" "to be just as good as gold."



# Waltham Watches.

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Systematic Railroad Watch inspection was first adopted during recent years. This safeguard for the travelling public was made possible by the construction of Waltham Railroad Watches, from which indeed it was the logical result.



Where accuracy and precision are essential Waltham Watches are chosen.

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SELLING AGENTS,

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



MR. T. BAKER has opened up a jewelry store in Hamilton, in the houses formerly occupied by Mr Davidson. His new store is nicely fitted up, and his stock well assorted, and from his experience up to date he is quite satisfied of his ability to do a good trade in his new business home.

MR. JOHN W. CAMPBELL, who, as our readers already know, has been for the past four months visiting London, England, on the business of the Fairview Corporation, arrived home in time for his Christmas dinner. He looks the picture of health, and had a very enjoyable and successful trip.

**A LIBERAL OFFER.**—A complete set of dialing cups will be furnished, free of cost, by the Waltham Watch Company, to any Canadian retail jeweler applying for them. As they will be found very useful, our readers should avail themselves of the offer. Write to the company's office at Montreal.

SECRETARY ED. BERTON, the indefatigable pusher of The Jewelers' Security Alliance, has introduced a first class type-writer into his office, for the work of the Alliance, with good results. It saves him time, and turns out communications which look as if they belong to some first-class concern - which they do.

MESSRS. JOHN WELSH & SON, the oldest, and probably the best known firm of jewelers in the City of Stratford, Ont., have recently completed some very extensive alterations and decorations to the interior of their store, which has improved its appearance and added very much to its attractiveness.

MESSRS HELLER BROS., jewelers, of Berlin, Ont., have recently remodelled their store and put in a complete new outfit of wall and showcases, all of first-class quartered oak of the latest design. Their store is now very attractive and certainly one of the neatest and most comfortable places of business in Western Ontario.

SAUNDERS, LORIE & Co. say that the year just closed has been the best they have ever had in business. The pressure for goods has been so great that they have been compelled to refuse orders, but they are now planning some considerable improvements to their factory which will probably obviate this state of things in the future.

"RUSHED OFF OUR FEET all last fall," said Mr. J. J. Zock, of J. J. Zock & Co., in reply to a query of "how's business," the other day. "We've enlarged twice during the year," he continued, "but it looks now as though we would have to take a lease of the whole block if we are to take in all the work that offers." A good sign surely.

MR. GEORGE E. SMITH, Canadian representative of The Theodore W. Foster & Bro., Co., of Providence, R.I., has just returned from a ten days' visit to the factory in that city, where he has been selecting and arranging for their new spring lines of goods, which he says, by-the-way, will surpass anything heretofore shown by the house.

**SACRIFICE SALE.**—The balance of the jewelry stock belonging to Mr. Joseph Davis, of Yonge street, Toronto, was last month sold at auction and sacrifice day sale by Mr. Davis in a store almost across the street from the T. Eaton Co. premises. These sales were very successful, and we understand that Mr. Davis disposed of the greater part of his stock at fairly good prices, all things considered.

BOTH THE Montre. Optical Co. and The Cohen Bros., Limited, are introducing new travellers this year. The former, Mr. Thomas Bauer; the latter, Mr. Frank Poulter. Both new men possess a thorough knowledge of optical goods, having spent several years in charge of the stock of their respective houses. They are both young men, and they have THE TRADER'S best wishes for their success.

MR. A. J. WHIMBEY, manager of Simpson, Hall, Miller & Co., is very pretty well settled down in Toronto, and in a few weeks will feel at home just as much at home as if he had never lived anywhere else. His company's new sample rooms are now complete in every respect, and Mr. Whimbey will be glad to see all of his old friends in Toronto, and as many new ones as will be kind enough to drop him a call. His new address is 30 Bay Street, Toronto.

Mr. A. R. HARMON, Canadian representative of the American Waltham Watch Company, was in the city during the second week of December. He says the investment of Ladysmith by Gen. Joubert and his army of Boers is nothing to the way their factory at Waltham is besieged by jobbers wanting Waltham movements. The factory hopes to raise this siege shortly after the beginning of the coming year.

THE OPTICAL INSTITUTE OF CANADA holds only one advanced class each year on Retinoscopy and Muscle Troubles. As will be seen by reference to our advertising pages the date set for this class for 1900 is January 29th. Graduate opticians intending to attend this class should notify Dr. W. E. Hamill, 11 King Street West, as soon as possible, so that ample preparations may be made in advance in order that practical work may commence on the first day.

WE ASK THE ATTENTION of our readers to the greeting of Messrs. H. & A. Saunders on page 3 of this issue. This is probably the oldest jewelry firm in the Dominion of Canada to-day, and have always been known as one of the most trustworthy and reliable. As they purpose sending a message to the trade every month on the same page of THE TRADER, our readers will be well advised to look out for them and see what they have to say about their new styles of goods.

MR. J. S. LEO, of the Montreal Optical Co., has been spending some time in New York City in search of optical novelties. He has completed arrangements for an extensive and richly assorted line of opera and field glasses, etc. The prime motive of his Eastern trip was to secure leather for spectacle cases. Leather has been advancing steadily for some time, but Mr. Leo reports having secured enough at such prices as to enable his house to continue selling cases at the old price for some time to come.

HYMENEAL.—On November 29th, at 276 Parliament street, Toronto, the residence of the bride's father, was celebrated the marriage of Miss Ada, eldest daughter of Mr. Alex. Elliott, manufacturing jeweler of this city, and Mr. James R. Virtue, of Montreal. The bridesmaids were Miss Dolly Elliott and Miss M. Gerrie, of Dundas, Ont. The groom was supported by Ald. Woods and the ceremony was performed by the Rev. J. F. Ockley, of the Berkeley Street Methodist church. We wish the happy couple every good wish they can think of.

MR. WILLIAM ALLEN YOUNG, London, Canadian agent of the Dueber-Hampden Watch Company, says that never has his people been so busy as they have been during the past year. As an evidence of this he states that the Dueber-Hampden Watch Company have been compelled to decline at least a half million dollars worth of business since July 1st, although running their factory nights and engaging all the desirable employees available, and will close the year, from the present outlook, with at least 25 per cent. of their orders unfilled.

**A BEAUTIFUL PIECE OF WORK.**—One of the handsomest and most expensive pieces of jewelry ever manufactured in Canada was exhibited last week in their show windows by Messrs. Wanless & Co., the well-known Yonge Street jewelers of Toronto. It consisted of a magnificent diamond tiara, and is said by experts to be one of the finest jewels of its kind yet made in Canada and gives some idea of the remarkable strides Canadian jewelers have made within the last decade. It was made in Wanless & Company's factory, and shows that their skilled mechanics are quite the equal of the old world workmen.

SELLING OUT.—Mr. Arthur Pequegnat, of Berlin, after being in the retail business in that place for the past twenty-two years, is now selling out his stock of goods by private sale to the public at greatly reduced prices. His intention is to push the manufacture of bicycles, in which he has been engaged for the past year and a half, and also to conduct, in connection with it, an exclusively wholesale trade in jewelry, clocks and watches. Mr. Pequegnat had a long and most successful career in the jewelry business, and his many friends in the trade will hear of his change with regret, but with the hope, however, that he will be even more fortunate in the new ventures.





# 1900.

The end of the Century  
and we have a Fin de Siecle  
line to present to you.

We think that the range of  
goods which our Travellers  
will submit to you the  
coming season is unequalled  
in this market, we know  
at least that it is vastly  
superior to any that we have  
heretofore had (and those  
were not so bad—were they?)  
We would like you to reserve  
your new year orders until  
you have seen our lines, we  
are satisfied that you will  
find it good business policy  
to do so.

We think that we will be  
able to suit you in anything  
that you may want in **SILVERWARE**  
and we trust that your Xmas  
trade has been such as to  
leave your stock in great  
need of replenishing.

Wishing you a very full measure  
of prosperity during Nineteen Hundred,

We remain,  
Yours truly,

**STANDARD SILVER CO., LIMITED.,**  
**31-41 HAYTER STREET,**  
**TORONTO, ONT.**



THE YEAR 1900, although only the last year of the 19th century, and not the beginning of the 20th, as some suppose, will still be a notable year in many respects. The first thing that will strike every living person who handles a pen will be the change from 18 hundred to 19 hundred in dating their letters. They have been writing 18—all their lives, but now they will have to advance to 19—every time they date a letter; and although it will no doubt come a little awkward at first, we shall doubtless all get used to it in time, and rattle it off as if it had always been the same. Just see if you don't make a mistake about this the first time you write a letter or date an invoice in the year 1900.

WELL UP.—In regard to the artillery section of the second contingent of Canadian volunteers for the South African war, it is said to be the intention of the Militia Department to enlist as officers only those who are thoroughly proficient in the new gun drill. It is said there are at present only sixty-three such officers amongst the volunteer artillery corps of Canada, and that Major Hurdman, of the Ottawa Field Battery, is almost certain to be selected. Major Hurdman has for years been engaged in the jewelry business in Ottawa, being a partner in the well-known firm of Olmstead & Hurdman. He is a splendid specimen of the Canadian militia officer, and will do credit to this country, if selected to go with the contingent.

THE HOLIDAY TRADE, so far as we can learn from reports from those in this city and other places throughout the Dominion, has been considerably larger than that of former years. The continued mild weather while hard on dry goods and dealers in furs, has evidently worked in favor of our jewelers, who gained considerably by this transference of business to them. Nearly all the jewelers that we have met have bright, smiling faces, and express themselves as thoroughly satisfied with their holiday business. The outlook for January and the early winter months is good, considerably better than a year ago. Watches are scarce and stocks generally are lighter than usual, so that we may expect business to start up earlier than usual.

REMOVING.—Messrs. Roden Bros. have taken a lease of the old Royal Opera House Building, lately occupied by G. H. Hees & Co., and for several weeks they have been making such alterations in it as would make it suitable for their requirements. They expect to remove their machinery and plant from Hayter street to their new factory during the new year's holidays and to be settled down again in running order before the 15th of January. This is the third time they have been compelled to remove to larger premises on account of the wonderful expansion of their business, but they say that they expect to grow all they want to without removing again. THE TRADER proposes to give a more detailed account of the firm's new premises and equipment after they have got settled down in their new quarters.

ANOTHER ADVANCE in American watch movements took place on the 1st of December, notices to that effect having been issued simultaneously by the American Waltham and Elgin National Watch Companies. Although this advance affects principally the 7-jeweled movements in 16 and 18 sizes, it also operates on the next three grades (15 and 17 jewels) of the 18 size. This advance, which was foreshadowed in our last issue, is but another proof of the general prosperity which prevails in the United States, and the abnormal demand which it has occasioned for all kinds of watch movements. Although these will probably be more plentiful after the New Year, the factories will not be able to overtake the demand for probably a couple of years, and retailers, who have a good watch trade, should therefore take advantage of every opportunity of keeping their stock well filled up.

CAN'T GET MEN ENOUGH.—Prof. Playtner says that he has always far more applications for first-class workmen than he can employ. We are glad of this, because it shows that those of the class who employ watchmakers, are beginning to find out that graduates of the Canadian Horological Institute not only understand the theory of horology, but are skilled, practical workmen, who will

do much to build up their employer's business. This is as it should be, and before this country is many years older our young men will begin to find out that an horological course is an absolute necessity for every watchmaker who aspires to hold a first-class position. The conundrum of "what shall we do with the botch?" is fast answering itself. Good level-headed men won't employ him, and the public will very soon get on to his curves when they can compare his work with that of trained horologists. He will have to go; that's all.

FAILED.—The firm of J. F. Howard & Co., wholesale druggists of Winnipeg, Man., one of the oldest establishments in that city, failed last month with liabilities of \$70,000 and assets placed at about \$40,000. Our readers will probably remember Mr. Howard as the gentleman who some six years ago purchased the wholesale jewelry business conducted by Mr. W. F. Doll under the name of "The Winnipeg Jewelry Co." Although he did not act as active manager of this jewelry business Mr. Howard was the president of the company until it was wound up about three years ago, and was said to have lost a considerable amount of money by its purchase and operation. Mr. Howard is regarded by his fellow citizens and every person who knows him as one of the most honorable men in the country, and his many friends will be glad to learn that he has got through his difficulties and is again on the highroad to prosperity.

A NEW DEPARTURE.—The Waltham Watch Company desire to inform the retail trade, who handle their fine movements of the grades known as 18 size "Vanguard," 16 size "American Watch Co." or "Maximus," 0-6-12 and 16 sizes, that these goods are always sent out by them in highly polished satin-lined wood boxes, with nickel-plated movement ring and holder. These boxes are admirably adapted for showing the goods and are not only a decided acquisition to any jeweler's stock, but give a tone to the movements which makes them appear more valuable and easily sold by lifting them out of the ordinary category and placing them in a distinct class by themselves. If the retailer, after selling the movements, so desires, the company will take back these boxes, in perfect order (unscratched and linings not faded) allowing them 90 cents for the 16 and 18 sizes, and 80 cents for the 0-6 and 12 sizes. Our readers, who handle these high grade movements, will do well to remember this innovation, and if they desire to avail themselves of it, communicate direct with the company's Montreal office.

UNIFORM DUTIES.—The Hon. Wm. Paterson, Minister of Customs, was waited on last month by a large and influential deputation of Montreal hardware importers, who urged upon him the necessity for the uniformity of values for duty purposes, on iron and general hardware goods imported into Canada at the different ports of entry. The Minister of Customs promised to give the views laid before him by the delegation, his best consideration. We might say that the hardware trade is not at all singular in respect to this complaint of difference in values, and therefore difference in the amount of duty paid on certain lines of goods. This has been notoriously the case in regard to jewelry for years past, and although the attention of the Department has been called to it time after time by the importers, no real action has been taken regarding it. The only cure for this kind of thing would seem to be to have experts in every branch of business at three or four of the principal ports of entry, who could periodically meet and exchange views in regard to lines about which there might be a difference of opinion. This is the only way, we think, in which the evil complained of can be reduced to a minimum.

A PIONEER JEWELER GONE. A telegram was received from Picton, Ont., on Christmas Day, stating that Mr. W. J. Porte, the well-known jeweler of that town, had been found dead in his bed that morning. The deceased gentleman was probably the oldest working jeweler in Ontario, having put in over fifty years continuously at the work bench. Mr. Porte had been in business in the town of Picton for upwards of forty years and was not only widely known but highly respected wherever he was known. He was a leading member of the Methodist church in Picton and has always been identified with the leading charitable organizations of the town in which he resided so long. Mr. Porte was a splendid



specimen of the Canadian old-time jeweler, very few of whom are left, and his quiet and unostentatious career has oftentimes formed the theme of discourse amongst the jewelry travellers who called on him regularly. As a merchant he was thoroughly honorable and upright in all his transactions and he quickly gained and held the confidence of his numerous customers, who were invariably his personal friends. In private life he was a singularly loveable man and so far as we know he had not an enemy in the world. Always genial and good-natured, the representatives of the wholesale houses enjoyed the privilege of calling upon him, and even if they did not always succeed in obtaining an order, they felt that they had not spent their time in vain. His family have the sincere sympathy of the trade generally in their bereavement.

THE WAR IN THE TRANSVAAL drags along very slowly and at present it seems as though both the British and Boers were marking time. So far everything has favored the Boers, and while they have not accomplished anything like what they intended or desired, it must be admitted they have proved to be a tougher proposition than the British Generals had been led to expect. Without doubt, the Boers expected to carry everything before them while the British were unprepared and getting up reinforcements, but the heroic defence of Ladysmith, Kimberley, Mafeking and Tulu, all of which places have held their own against five times their numbers, has caused all their plans to miscarry. Judging from the war of 1881, the Boers, evidently, thought that if they could win a few victories at first, the British would be glad to jump at the chance to patch up a peace, under which they would secure better terms than heretofore, but they have reckoned without their host, for the British reverses have only stimulated the nation to greater exertions, and made them ten times more determined than before to prosecute the war to a successful issue. The Boers will find that they have not Gladstone to deal with to-day, but a statesman who will insist on making Britain not only the paramount power, but the only power in the whole of Southern Africa. The Boers will find that they cannot declare war on the limited liability plan, but that having staked their all on the cast of the die, they will have to abide by the result. The war can have but one result. British arms must triumph, and the British flag must fly just as freely in the Transvaal and the Orange Free State as it now does in Canada or Australia. It is an inspiring sight to see the best blood in England rushing to the front, and to find that they are being joined by the men of Canada, Australia, New Zealand and the South African Colonies. It is a lesson which proves not only the freedom, but the unity of the British Empire, an Empire founded on love and not coercion.

THE CASE of Mr. William Weir, president of the defunct Ville Marie Bank, who was recently convicted and sentenced to two years in prison on account of irregularities in the bank returns and other matters in connection with the bank's affairs for which he was held responsible, is a most pitiable one. While no one will pretend to hold Mr. Weir blameless in the matter it is evident that for years he knowingly struggled against the inevitable which delay only made the more serious to those depositors and shareholders who had confidence in the bank and the men at the head of its affairs. Mr. Weir is an old man, 77 years of age, and his friends claim that his mind has been failing him for several years past and that it was on this account that he was brought into the unfortunate position which he now occupies. Be this as it may, it is quite evident that Mr. Weir was not a strong enough man for the place, and between his own mental incapacity and the dishonesty of trusted employees, the affairs of the bank were allowed to drift along, long after the period when it could have been wound up with some chance of repaying its depositors and shareholders some part of the money they had invested. The history of this failure should teach business men that a bank president should not only be in the full possession of all his faculties, but that these shall be of a superior order, for upon his judgment in a great measure depends the interests of thousands of people of all classes and conditions. Mr. Weir has for long years been a prominent figure in Montreal financial circles, and has always been highly respected as a man of probity and

wealth. While few will question the justice of the sentence imposed upon him and all will hope that it will act as a deterrent to others in similar positions, it is impossible to withhold sympathy from a man who after 77 years of honored life, has been sentenced to two years in prison.

ANOTHER TRIUMPH for protection is to be found in the organization, last month, of The National Cycle and Automobile Company of Canada, with a capital of \$2,500,000, to manufacture bicycles, automobiles, carriages, etc., in this country. It will be remembered by our readers that only a few months ago, a consolidation was effected between all the leading bicycles manufacturers in Canada, and it was then generally supposed that they would have such a monopoly of this market as to control the entire trade. The general impression then was, that not only the agents that sold cheap wheels of American manufacture would be crowded out of the Canadian business, but that all the small factories that were not taken into the big combine would have to go likewise. That this latter is not the case, but that instead another gigantic bicycle industry will be put into operation here, is entirely owing to the protective tariff policy still operative in this country. Had it not been for this protection we should never have had such an industry at all, and thousands of well paid Canadian mechanics, who are now consumers of Canadian farm and other products, would either have been without employment or else would have had to seek it on the other side of the border where this industry has always flourished under a protection, which practically excludes all wheels of foreign make. Under protection, Canada has forced the manufacture of wheels in this country, as we have forced the manufacture of many other lines of goods, and built up an industry which not only controls our own home market but is reaching out for foreign trade in various parts of the world, notably Australia, South Africa, and some of the European countries. The new Company, which it is now said has definitely decided to locate at Hamilton, Ont., will absorb the "Stearns Bicycle Co.," the "E. & D. Bicycle Co.," the "Wheeler Saddle Co." and the "Christie Saddle Co." The officers of the company will be: -F. S. Evans, president; W. S. Evans, treasurer; and T. F. Byrne, secretary. The Board of Directors will be A. G. Spalding, New York; Col. A. A. Pope, Boston; A. L. Garford, New York; E. C. Stearns, Syracuse; T. P. Coffee, Toronto; A. R. Creelman, Toronto; L. H. Foster, Detroit, and some others not yet decided on. Mr. F. S. Evans and Mr. A. G. Spalding, the manufacturer of sporting goods, are the promoters of the scheme. Mr. Spalding says: - "The new company is a Canadian company, and is to be under Canadian management. Some of the chief officers of the American Bicycle Company are on the directorate, but the company is to be run as a Canadian concern, with the sole view of its success as such. It is far better that a Canadian company should take over the very large business our American companies have been doing in Canada than that we should continue to ship in here from the United States. In the first place, the duty will be saved; and, in the second place, we believe it is only right that the bicycles Canadians buy should be built by Canadian labor. That is the theory we act on in the United States, and we cannot complain when Canadians want to act on it too. The Canadian companies incorporated have, of course, an established business which will be strengthened by the formation of this company. The American Bicycle Company will work out new ideas and experiment and give the Canadian company the benefit, and the Canadian company will reciprocate. The American company puts in part of the plant and capital, together with its rights, patents, good-will, and all future improvements, the Canadian companies put in their plants, Canadian capitalists put in part of the money, the bicycles are built by Canadian labor, and we share the profits. We don't think there was ever a fairer arrangement. With regard to the American Bicycle Company itself, I need only say that it has incorporated in it over fifty factories, it owns all the leading makes of bicycles in the United States, has a capital of \$40,000,000, which is all subscribed, and is, I believe, one of the most conservatively organized industrials in the United States."



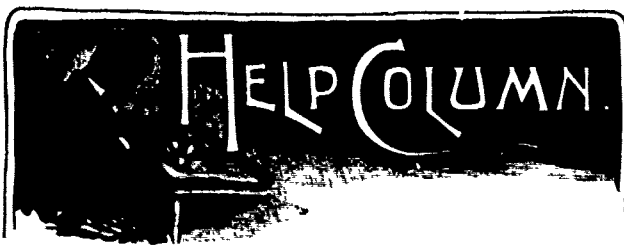
## LITERARY NOTES.

THE JANUARY *Ladies' Home Journal*.—Thirty-two authors, ten illustrators and eight photographic artists contribute to the excellent January issue of *The Ladies' Home Journal*. Among the special features are "The Home-Coming of the Nakannies," by W. A. Leaser; "The Boer Girl of South Africa," by Howard C. Hillegas; "Where the New Century Will Really Begin," by John Ritchie, Jr.; "A Merry Woman's Letters to a Quiet Poet," edited by S. T. Pickard; "The Mother of the Stars," by Amelia H. Botsford; "A National Crime at the Feet of American Parents," by Edward Bok; "The Minister and the Organ," by Ian Maclaren "The Rehearsal of a Play"; Molly Donahue's *Musicals*, by the author of "Mr. Dooley"; "Edith and I in Paris," "Her Boston Experiences," "The Autobiography of a Girl," etc. By The Curtis Publishing Company, Philadelphia. One dollar a year; ten cents a copy.

THE DECEMBER *Cosmopolitan*.—The offer has been made to seventeen of the leading universities of the country of the sum of two thousand dollars either in gold medals or checks, as the recipients may prefer, for the ablest presentation of the subject of "Modern Education: Does it Educate in the Broadest and Most Liberal Sense of the Term?" To this discussion many of the leading educators of the country, including President Gilman of Johns-Hopkins, President Dwight of Yale, President Hadley of Yale, President Harper of Chicago University, President Andrews of Brown, have already contributed in the pages of "The *Cosmopolitan*." The debate is now transferred to the province of the student. A gold medal or check of one hundred dollars will be placed at the disposal of the students of each of the following universities: Yale, Harvard, Johns Hopkins, Michigan, University of Wisconsin, Princeton, Brown, Pennsylvania, Chicago, Cornell, Columbia, California, Leland Stanford Jr., Notre Dame, Georgetown and University of Virginia. After these have been awarded, the successful contestants will be invited to meet at Harvard University before a board of judges of national reputation, and an award of three hundred dollars will be made to the student who shall present the ablest final discussion. A thrilling war story, by Conan-Doyle, is one of the features of December *Cosmopolitan*. Frank R. Stockton, Maarten Maartens, Olive Schreiner and Edgar Saltus also have stories and sketches in the Christmas number. Olga Nethersole contributes a very interesting sketch of her personal experiences in her efforts to succeed on the stage. Life has not been all sunshine to Miss Nethersole. She made her way battling against tremendous odds, and tells how she succeeded in a way that is at once interesting and inspiring.

"THE CRUISE OF THE CACHOLET," published by the Methodist Book Room, Toronto, is one of the most fascinating books we have read for many a day. In a preface Rudyard Kipling says that it is the best book of the kind ever published, and the author had evidently had material enough at his command to make up a dozen ordinary books of the kind. It is simply the story of a whaling voyage in a New Bedford whaler, of a sailor before the mast, but so simply and graphically told, as to make it almost impossible to drop the book when one has once started it. Incidentally it gives a great many facts about whales, which thoroughly explode many of the old-fashioned notions we have always had about them. The narrative is one of thrilling adventure, told in such a simple, realistic way, that one feels as if he too were present and were one of the actors in the story.

TEMPERING OF ALUMINIUM.—Aluminium hardens by the tempering produced by long rolling, hammering, stamping or stretching. The effect is more marked when the metal is heated to a red heat and cooled suddenly in water. Aluminium alloyed with titanium may undergo a double tempering. The operation consists in heating the metal to a given temperature and cooling suddenly in ice cold water. It is then heated to a temperature lower than the first and plunged again into the ice water. Glycerine should be added to the water.



As "The Trader" aims to be of practical assistance to the Retail Jewelers of Canada, it makes no charge for ordinary advertisements in this column. The subject matter of any advertisement must not exceed 50 words, and must reach us not later than the 20th of the month. In no case will answers to advertisements be permitted to be addressed to the care of this office. All advertisements intended for the Enquiry Column should be addressed to The Trader Publishing Co., Ltd., Toronto, Ont.

GOOD JEWELRY BUSINESS for sale, in good western town, good farming country. Fine store, rent low, good business done. Will sell stock, or any portion of it; or sell fixtures only. Rare chance for man with small capital. Full information will be given. Address, Levy Bros. Co., Limited, Hamilton.

STRICTLY FIRST-CLASS WATCHMAKER is open for engagement. Ten years' experience. Best of references as to character and ability. Address, Watchmaker, 344 Euclid Ave., Toronto.

SITUATION WANTED.—A watchmaker with about ten years' experience at repairing watches, clocks and jewelry. I have my own tools with an American lathe. Can furnish references. Address, Watchmaker, 133 Dovercourt Rd., Toronto.

WANTED.—A first-class watchmaker Apply to J. S. Gill, Sudbury, Ont.

WANTED.—At once a strictly first-class watchmaker and graduate optician, no other need apply. Must furnish good references as to character and ability. Good salary and permanent situation to right man. G. S. Mason, Arcade, Vancouver, B.C.

WANTED.—A first-class watchmaker. One who has complete set of tools, and references as to character and ability. None other need apply. A man capable of filling above position who has from \$1,000 to \$2,000, would be taken as a partner in a well-established business. Address, Lyttleton, The Watch Specialist, Vancouver, B.C.

TO CLEAN A GREASY BOTTLE.—Pour into the bottle a warm solution of carbonate of soda (10 to 15 grs. p. 100). Soak for half an hour, then shake smartly, and rinse in warm water, and finally in cold water. Another method: Mix kitchen salt and vinegar in equal parts; shake and rinse.

HEALING OF EXCORIATIONS.—The leaves of all geraniums possess the property of healing quickly excoriations and other surface wounds. One or more leaves are crushed slightly and applied to the wound. Very often one leaf is sufficient. It attaches itself closely to the skin, aids in bringing the flesh together and cicatrizes the wound promptly.

BRONZING OF MEDALS.—At the Paris mint medals are bronzed by boiling them for a quarter of an hour in a solution of pulverized verdigris, 500 grams; pulverized sal ammoniac, 175 grams; strong vinegar, 260 drams, and water, two litres. The operation is performed in a copper vessel free from tin, and the medals are separated by rods of wood or glass.

CLEANING BRASS.—To clean brass articles, especially smaller pieces such as sword handles, brass mountings, etc., the following mixture is said to be the most effective, to wit: One part nitric acid and one-half part sulphuric acid, in an earthen or glass vessel, of a size to immerse the article entirely. It is withdrawn in a few seconds, rinsed thoroughly in cold water, dried in sawdust, and finally polished with Vienna lime, after which, it is said, the article looks like new.



If you want  
**Every Jeweler in Canada**  
 to know the merits of your goods  
 advertise in **The Trader.**

**BM LIQUID AMBER. BM**

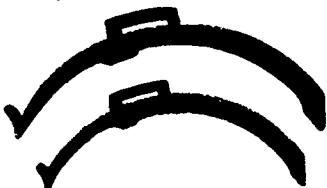


The handiest thing on the Watchmaker's bench. Saves much time and annoyance, clean, colorless, transparent and easy to apply. The best thing of its kind in the world.

Liquid Amber is sold by every material dealer in America, and is used and prized by thousands of progressive Watchmakers. Price 25c. Ask the jobbers for it or send me a quarter and I will mail you a bottle. **BM**

**THE CRESCENT CASE SPRINGS. BM**

The best steel springs on the market, as well as the cheapest and easiest to fit. Price 50c. per dozen. Ask the jobber for them or send along a dollar bill and I will mail you a dozen of each size



**BRUCE MURPHY,**  
 ORILLIA, ONT. **BM**

**J. H. JACKSON & CO.**



**Jewelry Engraving**  
 and **Enameling** in all branches

Special attention to Society Emblems, Jewels, Rings, Flag Pins, Charms, Etc.

Monograms, Inscriptions, Crests, Seals and Ornamental Work.

Dies Cut for Enamel Work.

**MAIL ORDERS** promptly attended to.



9 1/2 Adelaide Street East, **TORONTO.**

**Silver Cream...**

The favorite preparation for cleaning and polishing silver and gold plated ware, nickel and tin goods, metal or glass-ware. By use of Silver Cream the plating will last longer, and retain perfectly new appearance.

**THE SILVER CREAM COMPANY,**  
 88 WELLINGTON ST. WEST, TORONTO.

NOTE.—To introduce SILVER CREAM we will send any quantity (from one dozen up per Express (charges paid) on receipt of price, \$1.50 per doz.

**The proof** that our work is properly done is in the fact that our customers stay with us. We were established in 1874, and 10 of our customers have dealt with us ever since. The trade can rely on getting first-class work done both in Watch Repairing and Jewelry Jobbing. **Also the best training shop for young watchmakers in every-day work.** Orders for Watch Material carefully filled.

**C. W. COLEMAN, 10 King St. West, TORONTO.**

Estimates furnished for Tower Clocks.

**50 YEARS' EXPERIENCE**  
**PATENTS**  
 TRADE MARKS  
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Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. Handbook on Patents sent free. Oldest agency for securing patents. Patents taken through Munn & Co. receive special notice, without charge, in the

**Scientific American.**

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, \$3 a year: four months, \$1. Sold by all news-dealers. **MUNN & Co., 361 Broadway, New York**  
 Branch Office, 225 F St., Washington, D. C.



# Canadians Captivated

by the new styles of

## Jas. Boss Gold Filled Cases.

A feature of the holiday trade in watch cases was the unprecedented demand for the celebrated **Jas. Boss** filled and other brands of cases made by

### THE KEYSTONE WATCH CASE CO.,

Philadelphia, Pa., U.S.A.

I am sole agent in Canada for these world-famed cases, and have just received extra large consignments in all grades to enable the trade to fill up depleted stocks. Also large supplies of

ELGIN and WALTHAM movements

and other classes of goods to fill vacancies in regular lines :

Silver Novelties,

Clocks,

Diamond Goods,

Jewelry,

Ebony Goods,

Musical Instruments,

Etc., Etc., Etc.

Everything the jeweler needs in his business.

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## JAMES A. PITTS,

ROOMS 222, 224, 226, TEMPLE BUILDING.

MONTREAL.



# Our Advertisement

Of "Special" Genuine Waltham Mainsprings has attracted the notice of the trade. But in case the November Trader should have been mislaid, we repeat the statement that we have now on hand a Special Genuine Waltham Mainspring, made expressly for us and to suit the most exacting requirements of the Canadian trade.

They are put up in metal boxes, 1 doz. springs in each, giving the watch-maker a convenient way of keeping his stock of springs.

We have the following numbers:

No. 2220	for	o size.
" 2219	"	6 "
" 2218	"	16 "
" 2203	"	18 "
" 2205	"	18 "
" 2222	"	Vanguard Model.

**75c.** A DOZEN  
IN METAL BOXES.

MAILED, PREPAID, ON RECEIPT  
OF PRICE.

## EDMUND EAVES,

WHOLESALE AND MANUFACTURING JEWELER,

"The One Day Repair Shop,"

MONTREAL.

OFFICE AND SALESROOMS:

185 St. James Street,

Temple Building.

FACTORY:

13 St. George Street.



# For Xmas

we wish our customers and all the trade a Merry Christmas.

What's more, we want to help them to have a real merry one.

We have a few lines, which we mention on this page— which should sell at sight— and at good profit.

Here is your chance to make enough for your Xmas gifts and a fine large

## Turkey.

# Salad Bowls

AND SERVERS.

Just received a lot of very good patterns from **\$4.50 to \$6.50.**

## PEARL HANDLE KNIVES AND FORKS.

Dessert, Fish, Tea, Fruit and Orange, cased and loose. We show excellent values in these lines and our stock is very complete.

**THIMBLES.** No better Xmas line. We believe we have the best assortment of Hall Marked Thimbles in Canada —and are also sole agents for the celebrated "DORCAS" steel lined Thimbles.

## Fancy Brass Clocks.

A very large assortment at low prices.

**STONES** As is generally known we make a specialty of matching and jobbing, and our stock just now is larger and better than ever.

**HENRY PEARCE,**

HEAD OFFICE, BIRMINGHAM, ENGLAND.

228 Temple Building, MONTREAL.





The  
Goldsmiths'  
Stock Co.  
of Canada, Limited,

Wish their  
Many Friends and  
Customers throughout  
the Dominion

A Happy and  
Prosperous  
New Year.