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THE TRADER.

TORONTO, ONT., SEPTEMBER, 1885

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

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

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

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

37 ADELAIDE STREET WEST,

Toronto, Ont

SPECIAL NOTICE.

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

Editorial.

THE OUTLOOK.

So far as we can see, the business outlook is far more satisfactory than at this time last year. Last year's harvest was exceptionally good, and although prices were low, the effect of the extra crop was to aid farmers and merchants to make up for the partial reverse of the previous season. At this time last year our farmers and merchants were considerably further behind than they are at present, and although this year's crop will not be so heavy as that of last season, it is nevertheless a fairly good one, and present indications are that prices will rule considerably higher than last year.

The wheat crop of the United States is 204,000,000 less than that of last year and 187,000,000 below their average of ordinary years. The Russian wheat crop is reported to be very inferior, and the probability is that she will not be able to export more than half her usual quantity. In other countries the crops appear to be about a fair average. These facts should indicate a stiffening of prices at least, if not a decided advance in the value of the wheat crop we have to sell, which should go far towards making our income this year in excess of that of 1884.

Our general importations are somewhat behind those of last year in volume, but this is rather a matter for congratulation than otherwise. The stock held by our merchants, both wholesale and retail,

are as a general rule very much lighter than formerly. People have been doing a kind of hand to mouth business for the past six months, and should therefore be in a position to buy liberally for the fall trade which gives every indication of being above the average. Although we do not anticipate a boom this fall, we do look forward to a good, steady, paying trade for our merchants generally, and we think that every wise business man will shape himself so as to participate in the gains that a paying fall trade is sure to bring. While it is well to buy cautiously, it is equally good to remember that as a rule it is those who have the goods to sell who do the trade. Overcaution is almost as dangerous to a business as rashness in overbuying, the thing every merchant should aim at is to strike the happy medium and simply try and liberally anticipate their actual trade. We trust that the present hopeful prospects may be fully realized.

ONTARIO'S ASSIGNMENT ACT.

The "Act respecting Assignments for the benefit of Creditors" passed by the Local Legislature of Ontario on the 80th March last and which by proclamation of the Lieutenant Governor of this Province, comes in force on the first of this month, is of importance to every merchant in or doing business with merchants in Ontario. The right of absolving a bankrupt from his liabilities should rightfully rest with the Dominion Parliament, but as we pointed out in our last issue that body was more intent on passing measures suited to the exigencies of their particular political party, than in legislating for the common good of the people. The Dominion Government having quietly strangled the Insolvent Act recommended by the Boards of Trade, the Ontario Government acting with the advice and concurrence of the Hamilton and Toronto Boards of Trade, prepared and carried through the Act referred to above, which we think will be found of considerable benefit to traders in this Province generally. In the absence of an Insolvent Act it appears to be the best thing that could be done and is about as far as Provincial legislation can go in this direction. The only bad feature about the Act to our mind is that contained in clause 6, "a majority in number and value of the creditors who have proved claims to the amount of

\$100 and upwards, may at their discretion substitute for the Sheriff a person residing in the county in which the debtor resided or carried on business at the time of the assignment." This provision we consider interferes very considerably with the liberty of action which should be possessed by the creditors in the settlement of all bankrupt estates. We have always held that as the creditors of any insolvent are the real owners of his estate, that they alone should have the entire control of its management. If the clause is allowed to stand as it probably will for a year, it will hamper their action considerably and add materially to the expense of winding up insolvent estates. In small businesses one of the creditors could often be appointed and would only charge his actual disbursements, and thus make a better showing for the creditors than if it had to go through the hands of an outside assignee whose only interest is in what he can make out of it. On the whole, however, it is fairly satisfactory, and on the principle that half a loaf is better than no bread at all, we are not disposed to find any more fault with it than is absolutely necessary. What the country wants is not any make-shift measure from the Provincial Legislature, but a proper Insolvent Act framed upon the basis laid down by the Canadian Boards of Trade and passed by the only power in Canada competent to make law, the Dominion Parliament.

In reference to the new Ontario Act the more important points on which it declares are such transferences of property by debtors to creditors as are void against the assignment, and such as are not; the appointment, rights, duties and remuneration of assignees; the publication and registration of assignments; the voting of creditors, and the proof of their claims.

As to the first point the Act provides that everything in the nature of a gift, conveyance, assignment, or transfer of property, real or personal, by one in insolvent circumstances, unable to pay his debts in full, or knowing himself on the eve of insolvency with intent to prejudice any of his creditors, or give preferences to one or more over the others, shall as against them be utterly void. In case of a money payment to a creditor under such circumstances, and within a month before the execution of an assignment for the general benefit of creditors under this

Act, the same shall be void as against the assignment, but not as against persons claiming in any other way. Assignments to the Sheriff or other assignee, for the purpose of ratable and proportional payment of creditors, as well as all *bona fide* sales, payments, conveyances, etc., made in the ordinary course of trade are protected by the Act. So are payments of money to creditors, if an assignment does not take place within a month of the same. It is a valid assignment according to this Act if couched in such terms as "all my personal property which may be seized and sold under execution, and all my real estate, credits and effects," and all such then, whether vested or contingent, becomes vested in the assignee, except such as is exempt by law from seizure or sale under execution, subject, however, as regards lands, to the provisions of the registry law as to the registration of the assignment.

An assignment under this Act is to take precedence of all judgments and of all executions not completely executed by payment.

The twelfth section provides for the publication of notice of the assignment in the *Ontario Gazette*, and in at least one newspaper having a general circulation in the county where the property is situated, also for the registration of such assignment, while the penalty provided for omission in each case is \$25 for every day intervening between the date on which such publication or registration should have taken place, and the date on which it actually did take place.

The seventeenth section provides that at any meeting of creditors the creditors may vote in person, or by proxy authorized in writing; and section 18 gives the following scale for calculating the votes of creditors:—Every claim of or over \$100 not exceeding \$200, one vote; every claim of or over \$200 not exceeding \$500, two votes; every claim of \$500 not exceeding \$1,000, three votes; every additional \$1,000 or fraction thereof, one vote. This section further provides that every creditor in his proof of claim shall state whether he holds any security for his claim or any part thereof; and if such security is on the estate of the debtor, or on the estate of a third party, for whom the debtor is only secondarily liable, he shall put a specified value thereupon. The assignee may then, with the authority of the creditors, either consent to the right of the debtor to rank for

the claim after deducting such valuation, or he may require from the creditor an assignment of the security at an advance of ten per cent. upon the specified value, which is to be paid out of the estate so soon as the assignee shall have realized the security. In such a case as this the difference between the value at which the security is retained, and the amount of the gross claim of the creditor, shall be the amount for which he shall rank and vote in respect of the estate.

Section 20 provides that the law of set-off shall apply to all claims made against the insolvent estate, as also in all suits instituted by the assignee for debts due the assignor, in the same manner as if the assignee were plaintiff or defendant, except in so far as any claim for set-off is affected by the provisions of this or any other Act respecting frauds or fraudulent preferences.

Correspondence.

HE WAS REFUSED CREDIT.

To the Editor of THE TRADER.

SIR,—I was recently much impressed and amused, as I witnessed how, in a most novel and adroit manner, one of our jewelry merchants dealt with a customer who, when informed that the repairs to his watch was \$2.50, boldly proposed paying one dollar on account, and the balance at some future time. The gentleman met the proposal, not with embarrassing words, but gravely removing his nose glass from off their accustomed place, apparently having his vision so sharpened, that for one brief moment at least, he could dispense with their use, cast a look of intense sympathy at the applicant, which so plainly signified, "I would like to do it, but ——" Then directing with the same instruments the gaze of the "would-be creditor" to the following lines hanging in a conspicuous place in the store, he was allowed quietly to read:

"Mine friend did come,
And I did trust him.
I lost mine friend,
And lost his custom.

To lose mine friend
It grieves me sore,
So I resolved
To trust no more."

At a subsequent visit I made enquiries as to results.—He furnished satisfactory security for the amount.

Yours truly,

JNO. W. CAMPBELL.

Editor of THE TRADER.

SIR,—

In the Chicago correspondence of the *Jewellers' Circular* for July I note the following remark:

"As a result of the action of the American Association of Jobbers in watches, the trade in watches and jewelry is beginning to leave the dry goods men and return to its legitimate channels and the trade generally feels the benefit."

Anent the recent formation of the Canadian Association of Jobbers in American watches for the better understanding and regulation of their trade, prices, etc., can they not go a step farther in the footsteps of their American cotems and as they do, sell to the legitimate trade only? They would confer an inestimable boon to the trade generally and eventually themselves also. Whatever may have been the necessities of twenty years ago, the time has certainly arrived when the present promiscuous manner of doing business should be abolished. There is probably no State in the U. S. suffering more from the "general storeishness" manner of doing business than Canada is to-day.

No trade suffers more from this "promiscuous manner," than the jewelry trade or have so many outside competitors as the ordinary legitimate retail jeweler. If the wholesale trade or this Association would tackle the matter they could largely control the evil, but as long as the wholesale dealer in pipes, in concertinas and jews harps, in buttons and fancy wools, in combs and brushes, in knives and corkscrews, in paper and envelopes, in toys and dolls, (I think I have got all the trades represented there, have I not Mr. Editor?) continue to sell watches—and they can't sell a customer one thing and refuse him another—a complete remedy seems impossible although herein lies the root of the evil.

If the American watch and clock companies would join together and say we will allow only legitimate wholesale jobbers in watches and jewelry to handle our goods and refuse to supply dealers in toothpicks and base balls, who only deal in watches and clocks as a side show, with our goods, the trouble would be at an end. No one now-a-days will venture to state the jewelry trade of Canada is not self-sustaining. The best and most prosperous wholesalers to-day are those who have made specialties of one line of

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

NEW PATENT DUST-PROOF

SCREW BEZEL

Silver Open Face Stem Winding Case

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

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

THE NEW CASE WILL BE CALLED

ALBATA CUP SCREW BEZEL

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

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS OF THE

American Waltham Watch Co. of Waltham, Mass.

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trade and to which they have devoted their entire energies.

To point out an evil is easy; to show an effectual remedy is another matter. There is one thing the retail jewelers throughout the province should do and can do and rightly considered will find it to their interest to do. Support and buy only from the legitimate trader and to remember that in buying from a firm who will sell a twelfth dozen watches or chains to any peddler or merchant and his clerks, and his sisters, and cousins, and aunts and their friends, they are really supporting a formidable competitor to their own local trade.

In my own town (and I know that my experience is not exceptional) within a stone's throw I have dry goods men, grocers, hardware dealers, druggists who buy everything they want in watches or jewelry not for their own use only but frequently for sale in their stores, where they buy their own trade goods. Nor is this all, their clerks and their friends (and who has not a friend) make use of this same connection and they will supply a watch for a customer of theirs at any time if they get a chance.

Respectfully,

G. W. BEALL,

Watchmaker and jeweler.

Lindsay, 20th August, 1885.

Selected Matter.

THE USES AND METHODS OF WORKING GOLD AND SILVER AND THEIR ALLOYS.

Abstract of a Paper read at the London (Eng.) Horological Institute on Wednesday, March 18, 1885.]

The well-known alloys of copper and silver for gold, and the copper alloy for silver, are so familiar to us, that I shall dwell more upon an alloy not generally used in the high standards of gold, but frequently employed in low standards, viz., zinc.

Gold of a very low standard alloyed with zinc, when polished, presents the appearance of gold of a much higher standard. A curious fact presented itself to me a short time ago, whilst operating upon a portion of a gold Geneva watch-case. To all appearance it was gold of about twelve carat, worth something like 40s. per ounce. Wetted with nitric acid, the usual green was not noticeable; after the acid was wiped away, I found spots of an unusually deep red color.

was not my province to value gold, but to repair the case, I proceeded to anneal, preparatory to soldering. The flame of gas no sooner touched the metal than an explosion occurred, splitting and shattering my portion of watch-case to pieces. When it was cool, I dipped a piece in a weak solution of vitriol; it then presented its true character, viz., an alloy of silver, small portion of copper, zinc, and gold, and reported by an assay to be gold of six carat, worth 21s. per ounce. I may add, this gold or zinc alloy, after being annealed, has become as brittle as thin sheet glass. This caused me to inquire what effect is produced by the addition of zinc to an alloy of gold or silver. I therefore prepared and melted a similar alloy, which proved to be malleable, but not so malleable as gold alloyed with silver and copper, and decidedly harder than gold containing the two latter alloys. Annealing has the desired effect of softening the metal. In process of melting, and when polished, it presented a good color, and I was curious to know how long, or under what circumstances, the elements in the zinc would produce these mischievous results. I was satisfied that a galvanic or electric action would have to be produced. I had flattened a piece of this gold and zinc alloy exceedingly thin, which, when annealed, showed no signs of cracking upon being bent. For the present I was not satisfied, and having cut the sheet of metal into small pieces, I laid them aside. Some few days after, taking a piece in my hand without any positive motive, I placed it in my mouth, and after a second or so, between my teeth I noticed a cracking sound. I was now persuaded that the gases or acids of the mouth were producing the galvanic action I was seeking, and taking another piece I breathed heavily and repeatedly upon it. In about half an hour the piece so breathed upon became as brittle as my portion of watch-case, and thoroughly useless for any mechanical purpose. This accidental and imperfect experiment demonstrated the fact that zinc is both a dangerous and mischievous alloy; as articles of gold jewelry so alloyed must, upon coming in contact with oxygen, lose most of their physical properties by galvanism and oxidation. The knowledge of this may deter operators upon low standard gold from using zinc as an alloy, of which the most that can be said is that it produces a good color and is apt to deceive the

uninitiated of its true standard. Brass, an alloy which I know is used in the ridiculously low standard sold as gold, produces similar results to that of zinc.

Hollet, a writer upon metallurgy, states that gold highly alloyed with zinc becomes wholly volatile when heated. Pure gold has a very feeble affinity for oxygen, but is an excellent conductor of heat and electricity, and with some presumption I say gold is an element capable of being placed and replaced. I have not been fortunate enough to find any metallurgist whose writings would bear me out, but most have come so near as to hesitate in their decision. Napier, a metallurgist whose writings I often turn to with profit and interest, gives his experience, that melting 80 lbs. weight of pure gold, he found a loss of $4\frac{1}{2}$ grains, which he eventually collected from the vapor escaped in the process of melting. The same writer, in a paper read before the Chemical Society, shows that gold alloyed with silver or any other metal, when melted or cupelled together, becomes exceedingly volatile, but more so if the metal employed be lead; and Makins still further corroborates this fact by experiments he made, and deposits obtained from a flue attached to a muffle furnace. Therefore, although we may say gold and silver are indestructible by heat, yet they do escape us in what I may call metallic vapors. The strong acids employed in the wet process of liquefying gold and silver volatilize these metals; therefore we may say the air we breathe in Clerkenwell is, to some extent, charged with precious metallic vapors.

Now a word upon assaying. Assays are generally made with reference to standard, as so much better or worse. In endeavoring to show how assays are made, the process may appear very simple, and may be so if you keep your calculations correct, and use a proper balance or scales. Should an assayer be present, I hope he will take it that I am giving but an outline of how assays may be made. The experiment I made in assaying was under the most unfavorable circumstances, but the results were sufficient to encourage me in the hope that with more adapted appliances I may succeed in making a faithful report. The metal I operated upon was obtained from the sediment of the water we call in the trade "wash-hands." Upon being reduced, it appeared to me exceedingly base. I therefore melted and remelted it

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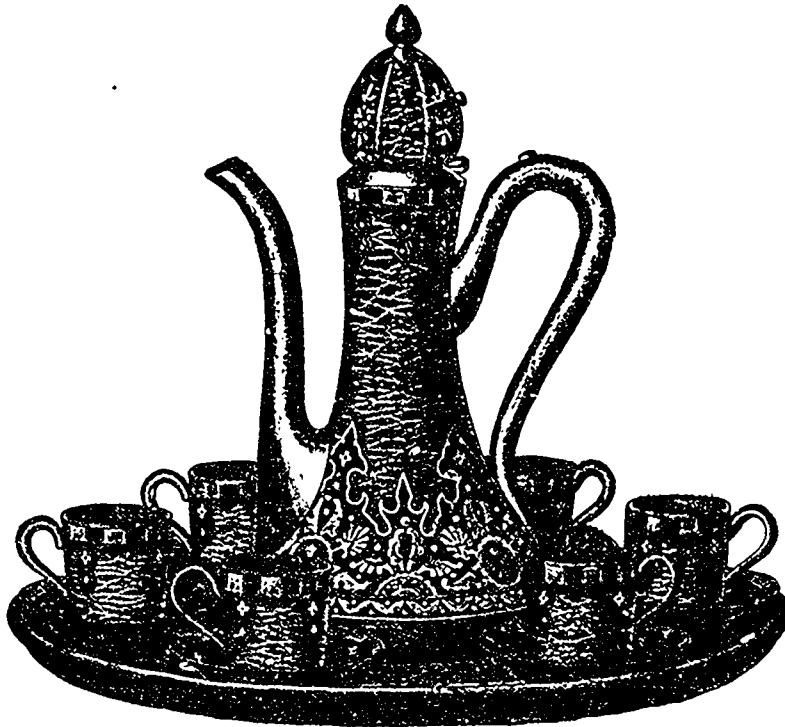
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There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

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



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

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

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with salt alone as flux, until I had destroyed much of the base metal. I then cut off a small piece as carefully as I could, weighed it, adding fine silver of the same weight, and six times the weight in lead. I melted the whole together in a bone-ash pot. In this way all the impurities were got rid of by the lead carrying it into the porous parts of the pot, leaving a clear bright bead of metal. Taking the cupel or pot from the furnace, and allowing the bead to cool, I found I had an alloy of pure gold and silver, which I again weighed, and calculated the loss of base metals. The bead, I now flattened and annealed, so that I could bend the strip into coronet shape. Then, with strong nitric acid, I separated the silver as chloride of silver. My coronet now presented a porous sieve-like appearance. I carefully poured off my chloride and preserved the same, so as to extract the silver at a more convenient time. My coronet or porous sieve-like fine gold I washed and shrunk by annealing. The fine gold weighed and calculated by the weight of the piece operated upon gave as the result so much fine gold in a given weight. An independent assay master reporting upon the same bar of metal gave as his report, 10 oz. 16 dwt. 5 grs. to the lb. troy, against mine of 10 oz. 17 dwt. 4 grs. to the lb. troy. The very slight difference I attributed to my imperfect weighing. There are other means of making assays, but not having practical experience in the process, I will not attempt to describe them.

The silver assay I made much more easily; but the same applies to silver as to gold, viz., careful weighing. Accurately weigh the piece of silver to be reported upon, add as much lead as the appearance of the quality of the metal justifies. If tolerably good, eight or ten times the weight will be sufficient; if very base, considerably increase the weight of lead, melt the silver and lead together in a porous cupel, as we did the gold, in a furnace at high temperature. In a short time the lead would have carried with it all the impurities into the porous parts of the pot, leaving a bright bead of silver, which, being weighed and calculated by the loss in the first weighing, gives as the result so much fine silver in the pound troy. A parting assay requires greater care, although made in much the same way as gold. I will give it in the words of Makins, late Assayer to the Bank of England:—

"In addition to the operations of assaying for the amount of silver or gold as already detailed, there are cases where it is required to estimate silver contained in gold, and also gold in silver, such are called 'parting assays.' The latter, viz., that of silver contained in gold, is effected by simply dissolving the metal in dilute nitric acid, and collecting the gold powder left; this is then to be washed with boiling distilled water, and annealed to brightness, when it will be in a state for weighing.

"The valuing of silver in gold is somewhat more complex. A double gold assay is made in the usual way, and at the same time an assay pound of the metal is cupelled with no silver added. Thus the copper and oxidizable metals are removed, and the button left will be composed of the gold and silver of the specimen only. The difference of weight of this above the parted assay will of course be due to silver."

The annual waste of the precious metals is enormous. In the first place, we have something like 80,000,000 silver coins in circulation. If we take the loss on each at 1-100th part of a grain, we get a loss of 1641 oz. of silver every year from our English coinage alone. Still keeping my estimate at the 1-100th part of a grain for the whole of Europe, we get a loss of 9,846 oz. Taking four times that amount for the whole of the known world, we get a positive loss of 80,884 oz. from the circulation of silver coinage alone.

Photography, an art which is, perhaps, the greatest destroyer of silver, we will consider next. Taking all the cities and towns in England together, we have an average of about 150 photographers in each. Supposing each to consume (a very low estimate indeed) 10 oz., we get an annual loss of 450,000 oz. in England alone. Considering the magnificent works of art we receive from the continent and America, we multiply the amount five times for America and other countries of the world, and get a loss in photography of 2,250,000 oz. yearly. From the most reliable shipping returns, we learn that there is an average loss of about 2,000 vessels every year. These vessels carry gold and silver in some form or other, either in coin, watch-cases, jewelry, or plate, so we may reckon the average loss with each vessel at 80 oz., making a total of 69,000 oz. lost in the waters of the deep. The losses by fire are considerable; the wear from watch-

cases and articles of daily use, the enormous loss in the manufacturer's work shop, and other minor losses, we should not over-estimate at 200,000 oz. throughout the world.

From the underestimated sources I have named we have an annual loss of silver amounting to 2,540,884 oz. Considering the value of gold, the loss of this metal is proportionately greater.

Gold is used in a greater number of trades than silver, and in most of them little or none is ever recovered. Taking our gold coinage in circulation to be about 70,000,000 pieces of coin, estimating the yearly loss by abrasion to be 1-10th part of a grain for sovereigns, and 1-20th part of a grain for half-sovereigns, we get an annual loss from coinage in England of 12,868 oz.; and to be on the safe side, I will only take five times as much for the rest of the known world, and that will show the loss from gold coinage to be 64,840 oz.

The consumption of gold in the potteries and glass factories is enormous. We will take 860,000 oz. as the loss from potteries and glass, 8,500 oz. as the amount used in photography, and 400,000 lost in gilding. The loss from watch-cases, chains, and jewelry, and loss in the workshop and other minor causes, we must give at another 400,000 oz. From these figures we get an annual loss of gold amounting to no less than 1,167,840 oz.

RINGS AND THEIR HISTORY.

Capricious as are the freaks of fashion in dress and personal ornaments, it has been able to work little change in the habit of wearing rings since the world first took a fancy to them. The material and workmanship alter with the advance of art, but the ring itself, from its regular beauty apart from all superstitious, sentimental, or mystical associations, must ever be a cherished ornament. Rings have always been the favourites of princes and ladies. The history and poetry of finger rings are laid up in numerous learned treatises, which few people would dream of perusing. Enduring as the rings are, their antiquity reaches far beyond the oldest we can see in the museums. The earliest mention of their use occurs in the Book of Genesis some 1727 years B. C., but it is quite possible that even the mythical prehistoric man wore a ring. We afterward hear in the sacred records of Pharaoh's ring, and



THE CHEAPEST AND BEST!

*Every dealer in American Watches should ask his Jobber for Gold and Silver Cases manufactured by the **AMERICAN WATCH CASE CO.**, of Toronto, which are guaranteed by them to be equal in quality and finish to any imported into this country.*



GUARANTEE OF QUALITY.

The American Watch Case Co., of Toronto, Guarantees every Case manufactured by them, and bearing any of their trade marks as above, to be of the quality stamped upon it, according to the U. S. Standard.

THESE CASES ARE SOLD TO THE WHOLESALE TRADE ONLY, AND CAN BE HAD FROM ANY OF THE LEADING

CANADIAN JOBBERS IN AMERICAN WATCHES.

that used by Darius at Babylon; and Herodotus tells us that the Babylonians used to wear rings. They were originally intended strictly for use as signet rings, and not as ornaments, and their use as such soon spread from the East into Europe. In the Homeric poems there are no traces of the custom of wearing rings, and the earliest rings used in Greece, about Solon's time, were signet rings, for use only. They soon became fashionable as ornaments, however, with precious stones set and engraved in them, dandies crowding their fingers with them up to the nails. The Lacedaemonians always wore iron rings. Some among the German tribes, in the time of Tacitus, wore rings of that metal until they had slain an enemy in war. As for the Romans, the best authorities assert that they received the fashion of ring-wearing from the Greeks, but it probably filtered simultaneously through to both nations from the Pelasgians, who in very olden times settled on the coast of the Mediterranean and kept up friendly intercourse with the Orientals. The Roman rings were always of iron and always strictly for use, but increasing luxury corrupted this primitive fashion. Still, such men as Marius and such families as held "high-toned" principles, never gave up the iron ring. The Roman fast young men made an improvement in the Greek profusion by introducing light rings for summer wear and heavier ones for winter. From the rings of the Roman knights and the officer who had the care of the emperor's state signet in later days, the history of rings comes down to our time without any other very noteworthy remark. Rings play an important part in many Oriental legends, especially Solomon's ring, which, among other marvels, sealed up the refractory Jins in jars and cast them into the Red Sea. A Lydian hero, Gyges, possessed a famous ring which rendered him invisible whenever its stone was turned inward. As Plato tells of the marvelous manner in which he acquired it we could almost fancy he had heard the story told by some Eastern storyteller, so exactly is it like an Arabian night's entertainment. It is remarkable showing the universality of legends which often are the fairy tales of rising generations, that this very same story comes up again in the Welsh romance of "Morte d'Arthur." One who is said to have a ring which possessed this virtue when so handled, and which with Guendolen's

chess-board, was reckoned among the thirteen wonders in Britain. Another famous Greek story tells of the ring of Polyrates. He was warned in the time of his greatest prosperity by a pious king of Egypt to sacrifice whatever article he most valued in order to propitiate Nemesis. Manning a boat, therefore, he rowed out to the open sea and flung into the depths his ring, which was of gold with an emerald gem, the setting of the renowned Theodorus. This being very dear to him, he grieved much over his loss. Five or six days after, however, a fine fish was brought to him, and inside this the royal cooks found the ring much to their master's delight. The chronicler naively adds that "his Egyptian friend, seeing it was impossible to rescue another from destiny," broke off their alliance on hearing of this piece of good fortune. It is curious that the story also had an earlier parentage. Legend there accounts for Solomon losing his wisdom by connecting it with the possession of a marvelous ring. This he one day, in a fit of fondness, intrusted to one of his wives, who flung it into the Kedar, and thereby for a long time rendered the king reckless and foolish. Luckily it was found inside a fish, and on being restored to the king his wisdom also returned to him.

I need not speak of the numberless rings of antiquity which possessed magical, musical, or medicinal virtues in the estimation of the credulous; can we not even now purchase galvanic rings? Nor need I tell how universally the ring has been adopted for the symbols of espousals, betokening eternity in its figure and the surpassing excellence of true love in its material, and how, being worn on the fourth finger, it thereby (so the ancients believed) pressed a vein that ran straight to the heart. It may be noted in passing from this that much curious learning attaches itself to the different fingers on which rings are worn. Originally, says that arrant gossip, Pliny, rings were worn on the fourth finger, then on the second, afterward on the last. Our ancestors who "ran wild in the woods" seem to have preferred the fourth finger. The Monkish verse Miles, "Mercator, Stultus, Marites, Amator," assigns them, counting from the thumb, to the soldier, the merchant, the fool, the husband, the lover. When it is remembered how Hannibal carried enough poison in a ring to kill himself when tired of life, no one need suppose that rings which contain hair per-

fume or a watch are modern discoveries. Ere now there has been a ring which held a familiar token inside of it. Numerous curious rings, or rings which once belonged to celebrated people, are to be found in most museums. I shall only mention one or two interesting specimens. St. Louis is said to have had a ring of flour de lis and daisies, with the motto, "Can we find love beyond this ring?" At an exhibition in London a very fine ring was shown, which was found by a laborer when digging among the ruins of a church, supposed to be of the middle of the sixteenth century. It was a massive plain band of pure gold, with a motto engraved within its hoop "Deus Corpe, Ing Ver," and the initials C. M. entwined by a true lover's knot of peculiar form. What a life romance lay within that ring. Ancient rings were generally massive. Henrietta Maria's, the Queen of Charles I., is thick and large enough to be worn on any modern lady's thumb.

The mottoes on rings form a curious department of archaeology. At the present day, perhaps because we are less sentimental than our great-grand parents, no one ever thinks of having more than a few initials engraved within a ring, but during the sixteenth, seventeenth, and eighteenth centuries it was a very common practice to have mottoes inscribed within the hoop of spousal, nuptial, or merely presentation rings. These were sometimes called "gypsy rings," the East having always been famous for such amulets. The motto itself was called the "posy" or "chanson." Numerous collections of such mottoes have been formed at various epochs.

Ring posies are neither double nor single. The double ones are generally serious, such as

"God our love continue ever
That we in Heaven may live together."

Or

"Let him never take a wife
That will not love her as his life"

Single posies are very varied. Here are two beautiful ones to head our list:—

"God above, and peace and love,"
"God and thee, my comfort be."

Several more worth quoting cannot be classified; I will give them all round, as Perdita distributed flowers to her guests:

"Sweet heart I pray, do not say nay."
"Love me little, but love me long."
"I bid adieu to all but you."
"For a kiss take this."
"Like and take, mislike or sake."
"This and my heart."
"True blue will never stain."

One more must be mentioned—Nerissa's ring—

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DONT FAIL TO SEE THIS PAGE NEXT MONTH.

Whose poetry was
For all the world, like outler's poetry
Upon a knife—Love and leave me not.

(Of all the familiar objects of domestic life, it may be remarked, in conclusion, none are so intimately connected with our deepest feelings and most cherished memories as rings. The spousal ring touches the chord of all that is noble and elevated in either sex; it is "the enchantment of human life," calling up devotion and chivalric tenderness in man, and mellowing the kindly impulses which draw the maiden to all that is good into the most intense and self-denying love for man. Friendship and departed relatives leave their mementoes with us in rings. Who cares for a ring that has no fond memory clinging to it? The whole life history is compressed in the wedding ring. Love, loss, chastisement, endurance, the false life of the past dropping away, glimpses of the perfect future revealing themselves, the unfolding of aims and hopes that are the buds of our race's development—such winged thoughts hover around wedding rings. There is no romance, for those who can read it, like that of an old wedding ring. The thoughts it awakes in a contemplative mind are precious as its own gold, bright as its lustre, and boundless as the circle of eternity.—*Brooklyn Eagle*.

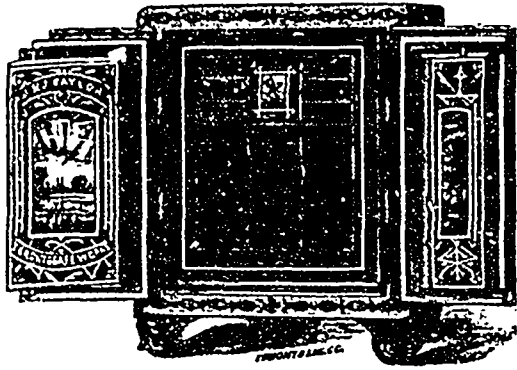
WHO SHALL MAINTAIN TECHNICAL SCHOOLS?

Technical instruction, with a view to facilitating and improving industrial methods, thereby maintaining that superiority in manufactures which alone commands the world's markets, continues to grow in favour in Britain as well as on the Continent. But with this characteristic difference, that while the latter are largely and in some instances exclusively under the patronage of the State, the former are left to private or associated enterprise. Thus far the experiment under both systems has worked out satisfactory results; but as the voluntary system has to contend with serious odds, to competition with the paternal governments of the Continent, the question of how to maintain and increase the efficiency of this system of instruction is engaging the attention of thoughtful minds to an extent rarely known before. While it is true that the Government is not a contributor to their support, it is to be observed that Parliament is by no means indifferent to their success; in

evidence of which we may refer to a Royal Commission on Technical Instruction, which was recently authorised to make an inquiry into the subject in all its bearings, and to whose recently submitted report we have heretofore alluded. The report presents evidence of a conclusive character as to the efforts which are being made by other nations to fit themselves to compete with Britain in every branch of industrial activity. Governments are vying with municipal authorities and private individuals in establishing and endowing institutions of the most varied character; all of which, however, has the same end in view, viz., that of fitting their populations to meet the constantly increasing demands made upon them by the growing necessities of the time. Technical instruction, it is admitted, could not teach a trade; it could not supersede workshop experience; but while valuing that experience, the Commission do not shut their eyes to the fact that it often resulted in mere mechanical routine knowledge. What was wanted was not mere experience, but intelligent experience, and that could only, or at any rate could best, be gained by systematic training in the scientific and artistic principles which underlie every industry. To insure that training the discipline and opportunity afforded by a school were essential. Continental nations were certainly doing more of this kind of systematic training of their industrial workers of all classes than England had hitherto been in the habit of doing. The success which had attended these efforts was shown not only in the existence of gigantic manufacturing establishments, but also, and perhaps especially in the great perfection of manufacture to which many of these had attained, and in the keen competition they were able to maintain with English products. It was the universal opinion in these countries that without these technical schools for high and low, results of this character could not have been arrived at, and the greatest apprehension for the future welfare of their industries, expressed by intelligent foreigners, was that England should some day or other awaken to the necessity of placing her industrial instruction on a similar footing. Thus, admitting that France, Germany, &c., had done more for systematic technical instruction than had been done in Britain, the question was, what are the best means of remedying the evil? The Technical Commis-

sioners by no means approved of the wholesale introduction of Continental methods. They felt that each country must work on its own lines, and the only way to secure permanent progress was to expand and extend the system under which they had been accustomed to work. Abroad, as already stated, almost all the technical schools were State supported, and, hence, to recommend the adoption of principle that in England would be only to court defeat. Nor did the Commissioners find wanting among English institutions examples of technical schools which might be placed on a footing of equality with any of a similar character elsewhere, both as regarded efficiency and the influence they were exerting in the improvement of the industries they were designed to advance. What was chiefly needed was the multiplication of such schools, and the attainment of that object could only be effected by a general consensus of opinion as to the importance, or rather the necessity, of the kind of instruction which such institutions afforded. And as this can only be obtained by exciting a widespread public interest in the subject among the people themselves, if labour and capital will join hands in the work the result would not be doubtful.

About all that is said in favour of the experiment in England is not less applicable to the present state of the question in the United States. There is a general recognition of the importance of multiplying and maintaining these technical schools, but, unfortunately, the disposition is to fall in line with the Continental plan of throwing the burthen of their support upon the state rather than to make them self-sustaining by private enterprise. Hence we have schemes for incorporating technical instruction with the curriculum of the public schools, in addition to music and painting, and the languages, for which in the aggregate, the taxpayers of this city alone have to pay about 4,000,000 dols. per annum. The Free Academy, or University of the City of New York, we believe, is at this moment making some experiment of the kind, but with what results we have yet to learn. It is scarcely in accordance with the fitness of things that the hand-saw and jack-plane should be mixed up under the same roof with Greek and Latin, though it would doubtless make no inconsiderable addition to the army of ten thousand placemen who are now drawing salaries from the municipal



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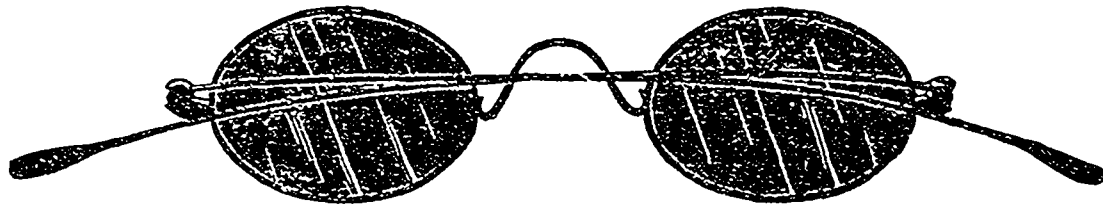
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exchequer. By all means let us encourage technical instruction in every possible way—none need it more urgently than the present generation of American youth; but let us avoid the temptation of adding to the functions of the State in a matter of this kind, lest while seeking to enlarge the area of American skilled industry and the market for its products we add to the burthens already imposed upon it for the support of an already overgrown Government machine, which needs to have those functions restrained rather than enlarged. There is nothing in this way that private enterprise cannot accomplish infinitely better and infinitely more economically than the State.—*Jewellers' Circular.*

LUCK V. SKILL IN MINING.

During a recent visit to the mountains, a reporter quietly listened to a discussion going on between several miners regarding luck as specially applicable to and associated with mining ventures. The participants were about equally divided in opinion as to whether luck or shrewd judgment was paramount as an actuating motive in the generality of mining operations. Appeal was finally made to an old California miner, who had hitherto taken no part in the conversation, and he responded as follows:

"It may not be business to say so, but during many years of experience I have noticed that the prospectors who believed firmly in luck, and who had the most 'notions' and superstitions, always got on to the best ground. They did less work and less tramping, but their luck always brought them more cash to spend in the rainy season."

"Can you tell us some instances where nothing but luck brought a fortune to a fellow?" asked one of the party.

"Golly, I could talk of occurrences of this kind all night, but there is one case that was running in my mind all the time this confab has been going on, only the chap was not particularly a miner, but a carpenter who did jobs in the mines when work was slack in the towns."

"Oh, never mind that, but tell us about him," said several voices at once.

"All right; and if you discover anything but 'nigger-luck' in the story, stop me without ceremony. 'Spouse you've heard of Lucky Baldwin over on the coast?"

"Of course we have," said everybody.

"Well, he's the chap. Did you ever

know why we dubbed him Lucky Baldwin?"

"No," was the general response.

"Well, shove the cigars this way and I'll tell you about him."

Lighting a cigar deliberately with the puffing method peculiar to one most familiar with a wheezy pipe, the old man finally said:

"Times had got a little dull and stocks were low, and so Baldwin, who was always studying up some wild scheme or other to make money, concluded to go to China on some racket, and, as he happened to have 1,000 shares of Crown Point, which had cost him \$8 a share, he was mighty anxious to realize on them. The price being off several points, he raised the wind some other way, and, feeling that the time would come when he could get even on his stock, he left it with a friend to sell when the price rose to \$8 a share, and off he went to China. Soon after his departure the Comstock got into a bonanza and prices began to fly up. Baldwin's friend, who, by the way, was a carpenter also, watched the market closely, and when his \$8 limit was reached he rushed down to a broker and told him to sell 1,000 shares of Crown Point at \$8. 'Where's your stock?' asked the broker. 'Here it is,' said the carpenter. The broker examined it and then said: 'Have you power of attorney to sign Baldwin's name?' 'Not a power,' replied the carpenter. 'Well, then,' said the broker, 'I can't sell this stock, nor will anyone else.' You see, Baldwin, in accordance with his customary carelessness, or rather ignorance of business methods, had gone off without transferring or indorsing the stock made out in his name. Of course, his business trip to China was a failure, as were all his deliberately-planned enterprises, and he arrived in San Francisco strapped, but soon found that instead of having \$8,000 waiting for him it had swelled to an even \$1,000,000."

"No wonder they call him Lucky Baldwin," said a Chicago tenderfoot.

"Hold a moment, pardner," remarked the old Californian, "nobody thought of giving him that name then for a little lucky turn like that. Wait till I get a little farther along with my story, and you'll see a better reason for the name."

"Is there more coming? Great Scott! Wasn't one million enough on a scratch?"

"We didn't give names those days in

California unless a man earned them—you can bet your bottom dollar on that Baldwin cashed in his stock, and as he was considered rather fresh, the boys put up a job to divide the million among the gang. Jim Keene was Baldwin's broker, and he and the rest concluded that they would saddle a big block of Ophir on Baldwin at from \$10 to \$15 per share, which they proceeded to do, thus tapping him of half his pile. No sooner had Baldwin got this bundle of Ophir into his possession than the big bonanza was struck in Consolidated Virginia and California, adjoining the Ophir, and that stock doubled up in sympathy."

"'Rah for Baldwin," cried the Chicago tenderfoot.

"Keep cool, pard, that was only ordinary luck," growled the old Californian.

"Thunder and Mars, another million and you say only ordinary luck?"

"That's what I said. Ophir kept right on doubling up so fast that the gang wanted to get Baldwin's stock, and so they put up another job on him. You see the Bank of California held most of the balance of Ophir stock, and so Ralston sent for Keene and 'sized him up' to vote Baldwin's stock at the annual election, so that the Bank would have control of the mine. Keene being still agent for Baldwin, pocketed his plum and went square back on Baldwin. Lord, wasn't Baldwin mad. The stock kept going up, and Baldwin, knowing that the old assessment dodge would be played on him, shoved his stock on the market just exactly as the conspirators expected and wished he would, until he hadn't a share left, obtaining the highest prices, which were from \$250 to \$300 per share. No sooner had he unloaded on the gang than the stock began to tumble as rapidly as it had risen, and it busted the Bank of California, but Baldwin had over \$10,000,000 to his credit, and the name 'Lucky Baldwin' was duly earned and accredited to him. You see there was not a bit of sense or smartness from the beginning to end, so far as 'Lucky' was concerned. He blundered into the first million, was trapped into a bad investment, and was angered into selling out in the nick of time, and so luck—stupid nigger luck—made him the straw which broke the back of the great institution known as the Bank of California, and transferred its gold into his own private pocket."

"What became of Lucky Baldwin?"



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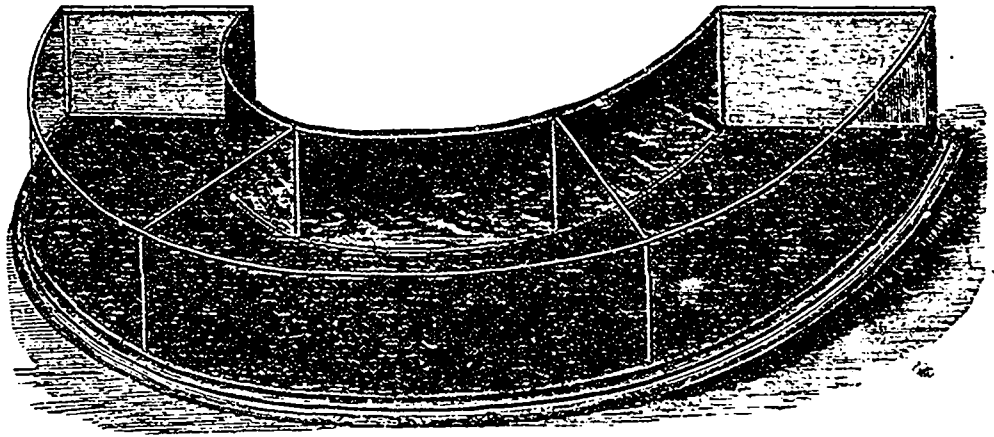
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"Oh, he built a big hotel, got a big farm, and plastored his money around without any business judgment; but he had such a stack of gold that he couldn't fool it away, and probably has an odd million or two left yet. No, boys, I don't pretend to say that luck is a chief factor in mining, but I'd rather have a heap of luck than a heap of sense without luck."—*Ex.*

A RETAILER ON HOUSE SALESMEN.

Said a retailer to us a short time ago, in speaking of a wholesale grocery house, "There is but one salesman in that store that can sell me a bill of goods; if he cannot wait upon me I prefer to buy elsewhere." This was getting the thing down to so fine a point that we questioned the speaker as to his reasons for this severe discrimination, and what he said may be of value to those who need the criticism. "In the first place," he continued, "I like to trade with a person who does not show by every action that he feels himself better than I am; and I like to trade with a man who has been a 'drummer' on the road. They are the boys who know how to treat a customer and make one feel at home in the store; I hold that those young chaps who are found in so many jobbing houses, and whose experience is limited thereto, do not know how to sell a bill of goods. In the first place they are so swelled with self-conceit and the importance of their position that they are positively disagreeable. To use plain language, they are badly affected with the big head. Their pointed shoes and choker collars cannot make up for their sad deficiency of tact. Now, I will tell you what I'd like to see done. I would like to have the proprietor of every wholesale house send these knowing young clerks upon a three months' trip on the road. Give them a grip-sack and send them out to the tender mercies of the world. Even if they do not pay expenses, it would be a good paying investment to the bosses, for these young clerks would come back with such a heap of knowledge and experience as would be very apt to make them quite decent fellows in the future. But just so long as they have a desk in the store, and wait upon a customer just as though they were granting a great favor, I have no use for them. Before the days of 'drummers,' jobbing-houses kept good salesmen in their stores, but latterly they have

neglected this factor, and seem to feel that anyone is good enough to wait upon a customer who comes to the city to buy. I would rather buy from a 'drummer' any time, if I could only have a chance to examine goods, than go to the city and have set upon me these embryotic Stowarts and Clafins, who never saw a cross-roads country store. Retailers are often invited by jobbers to visit them at their stores, and this is all well enough; but have experienced men to wait on them, or the effect may not be what was expected. I know the 'drummer' has much to answer for, but he knows how to sell goods without giving offence."—*St. Louis Grocer.*

A PAWNBROKER'S TRICK.

I have also heard of a trick in vogue among a certain class, which it is well to know. It is peculiarly a pawnbrokers' trick. A pawnbroker accumulates, through his own forfeited stuff and sales of unredeemed pledges, a bushel—more or less—of watches, each of which is worth from 75 cents to \$8. Then he goes to work and puts them all on his shelf as pledges, making out pawn tickets for them bearing fictitious names and purporting to represent loans of from \$5 to \$15. He also registers the pretended loans on his books just as if they were legitimate transactions. One by one those tickets are lost. He slyly drops one in a bar room. His wife, when unobserved in a horse car, lets one flutter down to the matting. His clerk goes through a hotel entrance and one is left on the floor behind him. Of course, each ticket is picked up by somebody, and human nature is, on the general average, so weak that the finder is most apt to say to himself: "Hello! here's luck! Some poor devil has lost this, but I don't know who, and couldn't return it if I would. Up the spout for \$10, eh? Well then, it must be worth \$20 or \$25 anyway, for pawnbrokers never give more than one-half and generally only one quarter of the real value on anything. The watch isn't mine but I might just as well have it as that blood-sucker of a pawnbroker. I'll go and get it out." So he does. The pawnbroker, as is the uniform custom, takes the money along with the ticket offered for redemption. Then he goes to the shelf, takes down a package done up in paper and strings

bearing the number of the ticket, and hands it over. The man does not stand around there to examine his prize. How does he know but the loser of the ticket may come in at any moment to give notification of his loss and stop delivery of the watch? He hurries away to the nearest beer shop, nervously tears off the papers and then proceeds to paint the atmosphere blue with his observations. Of course he cannot have any redress. He can't kick on a transaction the basis of which is his endeavor to obtain a wrongful possession of another man's watch. Besides what could he prove anyway, but that the pawnbroker's judgment in the valuation of pledges was sometimes bad or his liberality in loans spasmodically surprising?—*N. Y. cor. Manufacturing Jeweler.*

THE NUMBERS ON A WATCH FACE.

A group of travelling men were gathered about a stove in a hotel office the other evening, when one of them startled his fellows by saying: "I do not believe that one of you can tell what kind of numerals are on the face of your watch, and if you can I will bet the cigars for the party that not a man here can write them down as they are on his watch.

"I'll take the bet," said one who prided himself on his qualities of observation. "I look at my watch at least ten times a day, and I know I can do it."

"All right—begin," remarked he who had made the proposition.

"Do you want them in a circle?"

"No. Along a line will do."

"Well here goes," and he began putting down I, II, III, until he got to four, where he hesitated. First he put down IV, and then, glancing at the clock in the room, changed it to IIII, and proceeding wrote V, VI, VII, VIII, IX, X, XI, XII.

"There!" he said exultingly, "I think I have won the cigars for the crowd."

"I will just bet you the drinks you haven't," replied the other.

"Well, I will go on," at the same time pulling out his watch.

"Well, show me VI on your watch and I will settle for everything," remarked he who made the proposition.

All crowded around and gave the smart man the laugh, and he then and there resolved never again to bet on a man's own game.—*Ex.*



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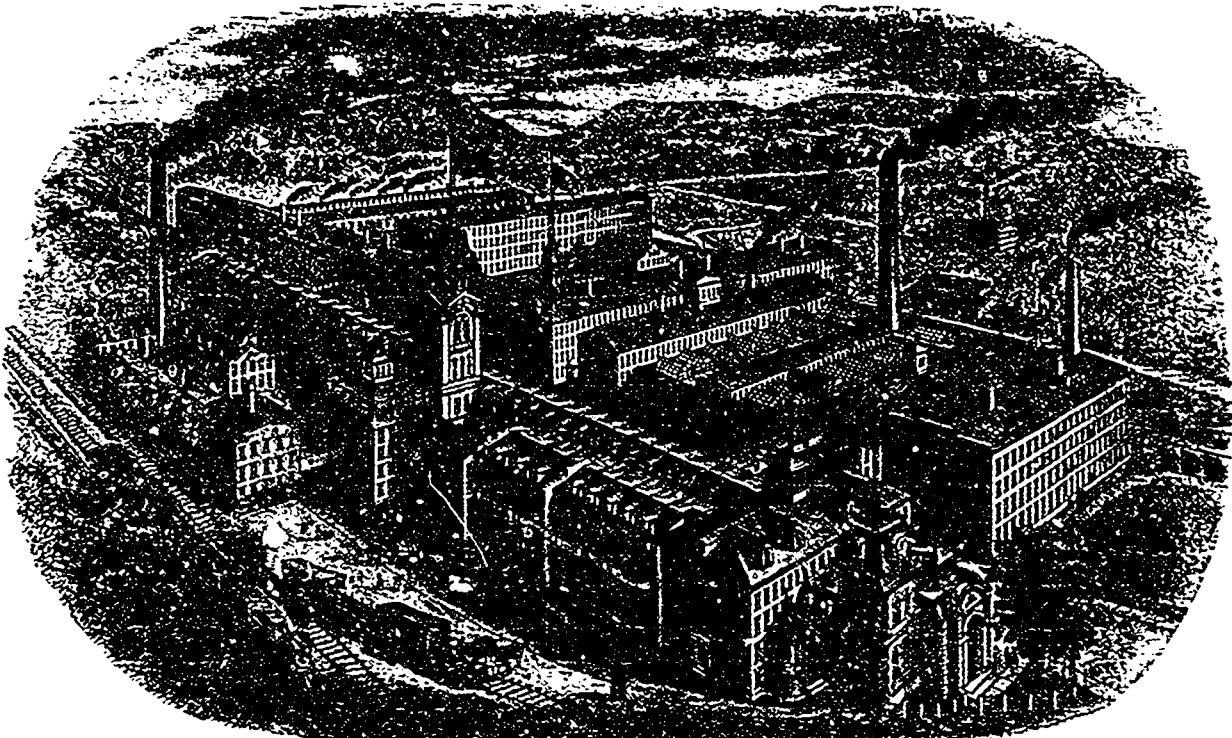
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WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

"CURIOSITIES OF COMMERCE."

Among the "curiosities of commerce" none, perhaps, is more curious than that the major portion of the produce exported from South Africa is simply used for the adornment of ladies. Out of a total value exported of £7,500,000, ostrich feathers and diamonds account for £5,000,000. Twenty years ago all known diamonds had come to Europe or the United States from immemorial Eastern stocks or from the scanty produce of mines in Brazil and elsewhere, which were calculated to yield not more than £50,000 worth in a year. Today situated in the midst of a wide-stretching plain affording at all points a sea-line horizon of flat "veldt," we find this town of Kimberley with a large European population of wealthy and well-to-do people, and a large native population earning every year more than £1,000,000 in wages. And from this mining oasis in the agricultural desert has been sent in the last fifteen years something like £40,000,000 of diamonds in the rough, which, with the cost of cutting, setting, and selling must have taken from the pockets of consumers something approaching £100,000,000.—*London Times.*

SPECIAL NOTICE.

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

BUSINESS NOTES.

MR. JOHN WELSH, jeweler of Stratford, was at the last general meeting elected Grand Patriarch of the Order of Odd-Fellows in Canada. We congratulate him on his deserved promotion.

MR. LOWE, of the firm of Lowe & Anderson, has been putting his "business holidays" in the City of Winnipeg. He reports business fairly good in the prairie city, with fair prospects ahead.

MR. W. F. SNELL, the well known jeweler of Strathroy, Ont., is at present rusticated in Southern California. His assistant Mr. Ferguson is running the business machine until his return.

We direct the attention of our readers to the letter of Mr. G. W. Beall in another column, and will have something to say about it in next month's issue. In the meantime the genial Secretary of the Canadian Jobbers' Association in American Watches might rise and explain.

MR. JOHN SEGSWORTH, wholesale jeweler of this city, is at present absent in Europe on his annual expedition for novelties in jewelry for

the fall trade. He is expected back early this month. His arm chair is ably filled by Charlie during his absence.

MR. BEVERLY HEATH, the popular traveller for Simpson, Hall, Miller & Co. of Montreal, called upon us the other day. He reports the demand for S. H. M. & Co's goods as great as ever and seems thoroughly satisfied with the prospects of fall trade. More power to you Beverly.

MR. TAISKEY, the popular manager of the Waltham Watch Co. agency in Boston, was in the city a few days ago visiting his usual customers in the wholesale trade. He seems to be satisfied with the trade his company is doing and says their trade in Canada is increasing very fast.

AN ATTRACTIVE PRICE LIST.—Our attention has been drawn to the new and very complete Price List of American Movements, Silver, Gold and Filled Cases issued by the enterprising firm of Lowe & Anderson. It is one of the most complete lists of the kind ever issued in Canada, and the artistic cover would reflect credit on the taste of an Oscar Wilde.

ALMOST EVERY JEWELER IN CANADA KNOWS Mr. Perry the popular representative of the Hampden Watch Co., and one of the oldest watch men in America. He paid a flying visit to our sanctum during his last trip to Toronto, and in addition to his looking the picture of health, expressed himself as being thoroughly satisfied with the prospects for this fall's trade.

THE BOSS CASE PEOPLE are always to the front with something new. The latest thing they have is their 6 size Ladies' Boss Case, a perfect little gem in its way, and something that is bound to sell on sight. This case seems to have struck the popular fancy, and coming as it does just in the nick of time will undoubtedly have a large sale.

THE AMERICAN WATCH CASE CO.'S NEW 6 and 18 size gold cases are pronounced by competent judges to be as nearly perfect as possible and fully equal to any ever imported into Canada. The new company are making rapid strides in all branches of their manufacture and aim to make a perfect case. They are bound to win success.

SURPASSING THEMSELVES.—The Hemming Bros. are surpassing themselves this fall in the line of fancy jewelers' trays, fittings and cases. Every jeweler who wants to have the very latest thing in fittings should give them a call before deciding what he will have. Their factory is a credit to Canada, and we are glad to know that their efforts are being appreciated by the trade giving them all they can possibly do.

WE PAID A VISIT a few days ago to Messrs. Smith & Fudger's establishment, and from garret to cellar found the whole warehouse crowded with new goods of this season's importation. If the newest styles, close prices, and punctuality and correctness in delivery, are in any way conducive to building up a business, then this firm should be away up near the tip top of the mercantile ladder. They thoroughly deserve the success they have attained.

We regret exceedingly to learn of the death of Mr. George Lee, senior partner of the firm of Lee and Edsall, hardware merchants of

Bowmanville, Ont. About two years ago Mr. Lee contracted a severe cold which finally turned into consumption and thus caused his early demise. Mr. Lee was a genial wholesaled upright fellow, whom everybody liked, and his many friends in the hardware business throughout Canada will hear of his early death with great regret.

DEATH OF MR. ELIJAH J. DAVIS.—We regret to chronicle the death of Mr. Elijah J. Davis, senior member of the firm of Davis Bros., jewelers, Yonge St., Toronto. The cause of Mr. Davis' death was dropsy of the heart, from which he had been ailing for about two months before his death. The deceased besides being one of the most energetic and prominent retail jewelers in the city, was also a prominent Odd-Fellow, and a large representation from that body was present at the funeral as a mark of respect and esteem.

A SMUGGLER ARRESTED.—A despatch received from Buffalo, N. Y., on Aug. 21st, says: On Wednesday evening at Suspension bridge custom officer Asher Cudaback arrested Benj. Mochelle of Toronto for smuggling. On his person were found 20 gold watches, valued at \$400. He also carried a jewelry case with a false bottom, in which the goods were concealed. He was brought to Lockport and arraigned before the United States commissioner, when his examination was adjourned till Monday afternoon next.

S. E. F. & Co.—When these letters are stamped upon bracelets of any kind, it is a sure guarantee that the goods so stamped are thoroughly reliable and will give satisfaction alike to the seller and wearer. To jewelers who want to build up a business we say that we know of no goods better suited for such a purpose than those stamped S. E. F. & Co. Besides being reliable they are elegantly finished and of the newest styles. Ask your jobbers for them and order from any of the illustrations of them given in THE TRADER.

MR. S. H. HALE, the genial New York manager of the American Waltham Watch Co., paid Toronto a flying visit a few days ago, for the purpose of looking up the prospects of the fall trade in this market. Mr. Hale speaks in glowing terms of the prospects of the Company's new "Seaside" ladies' movement and is sanguine that it is exactly what has so long been wanted in order to make the Swiss watches take a back seat in Canada. This being Mr. Hale's first visit to the capital of Ontario, he was shown the lions by Mr. T. H. Lee and expressed himself as being very favorably impressed by the city's general appearance. Come again Mr. Hale.

RELIABLE CHAINS.—There is probably as much humbug about the quality of rolled plate chains as anything we know of. Competition in price has not only forced the prices down but the quality as well until one is half afraid to guarantee the quality of such goods. There are exceptions to this state of things, however, and amongst the persons who have "not bowed the knee to Baal" are the manufacturers of the R. F. S. & Co. rolled plate goods. They pride themselves upon making a thoroughly reliable article at an honest price and jewelers can, therefore, buy their goods with the full assurance

GOLDIE & McCULLOCH,

(ESTABLISHED 41 YEARS AGO.)

MANUFACTURERS OF

FIRE AND BURGLAR-PROOF SAFES; FIRE-PROOF AND BURGLAR-PROOF VAULT DOORS; STEEL VAULTS; NEW STYLE JEWELLERS' SAFES, etc.

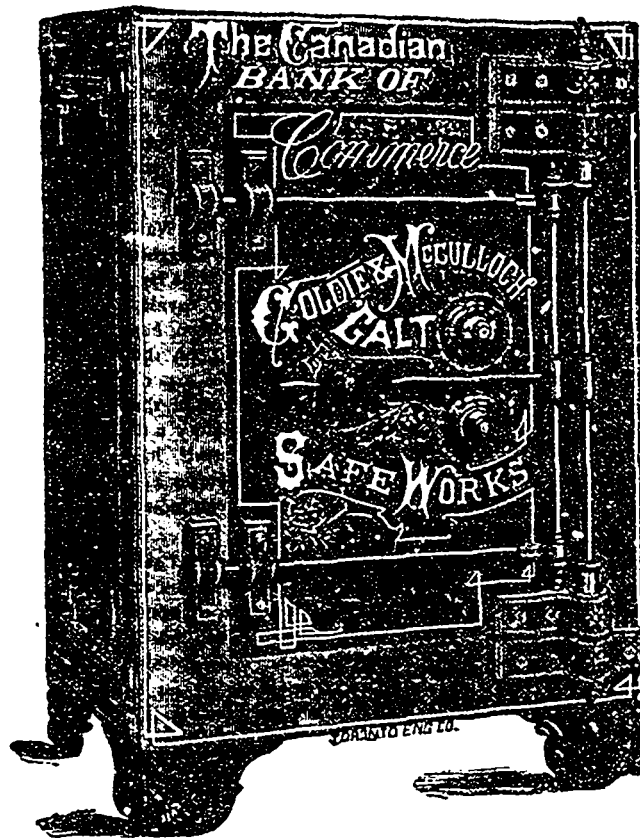
THE LARGEST MONIED INSTITUTION IN THE DOMINION, the Bank of Montreal has awarded us the contract for building the Steel Vaults required in their new Banking House in Toronto. This will be the most extensive work of the kind ever built in Canada.

- 2 Gold Medals,
- 3 Silver Medals,
- 4 Bronze Medals,
- 2 Diplomas,

Awarded to our Fire and Burglar-Proof Securities during the last 4 years.

A Splendid Tribute to Merit.

No First Prizes have been awarded to any other exhibitors during these last 4 years.



We will be glad to have Visitors to Toronto call at our Warerooms, No. 56 King Street West, next door to the Mail building, where we have always a large stock on hand.

Our Fire-Proof Safes are always filled with wet filling, universally acknowledged to be the best, but owing to the mode of construction which is different from other makes they do not become damp or musty inside, a common fault with inferior safes.

Terms are as easy and prices as low as those of inferior makers.

A large number of Second-hand Safes, by other makers, on hand, including several fitted for jewellers. These Safes have been taken in exchange and replaced by others of our own make.

WAREROOMS—NO. 56 KING STREET WEST, TORONTO.
NEXT DOOR TO THE MAIL BUILDING.

GEO. F. BOSTWICK,
REPRESENTATIVE.

hat they will be fully up to any guarantee the manufacturers may give regarding them. In such goods, the best are always the cheapest.

SOMETHING NEW IN SEALS.—The handsomest seal for warehouse use that we have ever seen is the new one now used by Smith & Fudger, wholesale jewelers of this city. The design consists of an oval belt containing their name and address, and inside the belt on a raised circle the firm's trade mark consisting of a combination balance and escape wheel, regulator and index plate with the usual letters S at one end and F at the other. Whether these letters stand for "Slow" and "Fast" and are thus used to denote the characteristics of the partners, or for the real names of the gentlemen comprising the firm we know not,—their customers and our readers must decide for themselves. All we have to say is that the work is most artistically done and is a splendid specimen of fine English workmanship.

CUSTOMS SEIZURE.—We understand that the Winnipeg Customs authorities have seized the stock of W. Perret, jeweler of that city, for contravention of the Customs regulations. Mr. Perret asserts that the seizure is entirely without cause and that as their goods were almost entirely bought in Canada from respectable houses they will have little or no difficulty in clearing themselves from the consequences of such a charge. As the law now stands it is in the power of the Customs authorities to practically ruin any firm in this way by stopping their business for an indefinite period. The Winnipeg Customs people seem to be the worst offenders in this respect and they should therefore be all the more certain of their ground before they incur the responsibility of injuring a firm's reputation by making a seizure.

ONE OF THE EMPLOYEES of Messrs. John H. Jones & Co., of Montreal, has been arrested, charged with systematically stealing goods from his employers. His *modus operandi* seems to have been to send the stolen goods to confederates in Troy N. Y. where they were disposed of. The money thus realized was divided amongst the conspirators, the Montreal clerk getting one third of the amount. It is said that one of his pals has split on the transaction and will give evidence in Montreal at the trial. If the case can be clearly proven, a severe example should be made of the offender. A thief is bad enough, but theft by a trusted employee who takes advantage of his position is very much worse. Since the above was in type we learn that Mr. Chas. Lambeth, clerk, arrested for the above crime and who was allowed out on bail has decamped to the U.S. More anon.

NEW WALTHAM MOVEMENT.—The new 6 size movement named the "Seaside," just placed upon the market by the Waltham Watch Company is a daisy and bids fair to sweep the market for this year's trade at least. Heretofore exclusive dealers in American Watches have been at a considerable disadvantage in competing against ladies' size Swiss movements on account of the lower price of the latter, but this new departure of the Waltham Company will not only bring American Ladies' Watches within the reach of the consumer, but make them lower in price than their Swiss competitors.

The only thing that has stood in the way of American Ladies' Size Watches capturing the Canadian market has been the price, and now that this difficulty has been overcome, they should keep abreast with their sales of 18 size goods. It is safe to say that the introduction of the "Seaside" movement means a revolution in the Ladies' Watch trade so far as Canada is concerned.

WHO IS MR. FRANKS? is a question which might have been asked by the jewelry trade of Canada, some time ago, but which is hardly necessary at the present time, in view of the fact that he has just about completed a tour of Canada and visited with much acceptance almost every retail jeweler in it in the interest of the Elgin Watch. Since leaving Canada we have been favored with a few lines from him from Leavenworth, Kansas, and we here reproduce an extract of his letter, in order to settle the controversy between our political leaders as to the advantages of that State over Canada as a field for emigration. He says "I believe for the first time in my life I appreciate the full meaning of the Spanish salutation "How do you sweat?" I never experienced so trying a heated term as we are now passing through in Kansas, all one can do is to sit still and perspire and wonder if "Shoe!" can hold more hot discomfort to the square inch than does Kansas."

A BIG ADVERTISEMENT.—The American Waltham Watch Co., besides having the biggest thing in the watch, have also secured the biggest thing in the advertising line from royalty itself. Their English manager, Mr. Bedford, has a big head and we congratulate him upon the successful issue of a usually doubtful experiment. The following extract from one of the leading London papers is self-explanatory and shows how even British Royalty itself, has become the means of furthering the interests of one of the most prominent of American industries:—

"It was a happy thought that prompted our Waltham friends engaged in the American Watch Co.'s exhibit to present to the Princess Beatrice, youngest daughter of her Most Gracious Majesty, Victoria, Queen of Great Britain and Ireland and Empress of all the Indies, a splendid watch of Waltham manufacture on the event of her marriage with the German prince consummated a few days ago. The acceptance of the gift by the princess through Sir Henry Ponsonby may also be deemed an equally gracious recognition of the kindly sentiments actuating the donors.

INVENTORS' EXHIBITION, London, July 4, 1885
SIR HENRY PONSONBY, WINDSOR CASTLE.

Sir: On behalf of the male and female operatives employed by the American Waltham Watch Co., now at work in the Inventors' Exhibition, I beg most respectfully to ask, through you, Her Royal Highness the Princess Beatrice to accept from them and their fellow work people in Waltham, Mass., U. S. A., to place among her wedding gifts, the accompanying gold watch, as a specimen of their work and as a small token of the great respect and admiration they feel for Her Majesty the Queen and the Royal Family, as well as of the unbounded generosity and kindness they have experienced at

the hands of the English people. I am, Sir,
Your very obedient servant,
ALFRED BEDFORD,
Manager.

WINDSOR CASTLE, July 8, 1885.

Sir Henry Ponsonby is desired by Princess Beatrice to return Her Royal Highness' best thanks to Mr. Bedford and the male and female operatives employed by the American Waltham Watch Company, for the beautiful watch which they have had the kindness to present to the princess.

With expressions of esteem,

HENRY PONSONBY,

Bart.

A BIG CONCERN.—The biggest thing in Canada in the way of jewelry manufacture is the new factory of P. W. Ellis & Co., 31 Wellington Street East. This firm which started some eight years ago at the corner of King and Toronto Streets, with about half a dozen hands, has developed into the magnificent establishment which we had the pleasure of looking through the other day, and employs a staff of nearly ninety workmen. This growth, as our readers may imagine has not been one of the mushroom kind; unlike Jonah's gourd, it has not sprung up in a night with the probability of being withered by the heat of a single day of sunshine. Their progress has been the result of a patient persevering honest effort, combined with a large amount of energy and well directed brain work. Year by year their staff has been increased, their machinery improved and a larger range of work manufactured, until at the present time they have a factory and salesroom which would be considered creditable in any country.

Entering on the ground floor the visitor finds himself in the jewelry salesroom and general offices. In the centre of the room is the immense burglar-proof vault specially built by Goldie & McCulloch for the firm, in front of which runs a very handsome salescounter upon either end of which are placed nickel show cases. At the north end is the private office of Mr. M. C. Ellis the buyer for the firm, where customers are made to feel at home by having writing materials, lavatories &c. provided for their accommodation. At the south end of the flat the general business offices are situated and also the private office of Mr. R. Y. Ellis the financial manager of the business. At either end of the flat, immense plate glass windows have been placed which render it both light and cheerful. The stairway and office fixtures are in the "Queen Ann" style, and are of mahogany and walnut. In the basement which has a solid concrete floor, the powerful engine which supplies the factory on the top flat with power, and all the heavy machinery is situated. The first floor is fitted up as a watch repairing and material department, and also contains the general shipping rooms. The top flat of all is the factory proper, and here under the presidency of Mr. P. W. Ellis the senior member of the firm and his assistant Mr. Thos. Ellis, are some ninety workmen all busily engaged in making jewelry of all kinds. In every direction are moving wheels, and belts driving lathes and laps, and machinery to which no one but an expert could possibly give a name. To the uninitiated it looks like chaos, but when you go

THE AWARD OF THE JUDGES

AT THE NEW ORLEANS EXPOSITION OF MEDALS
OF THE FIRST CLASS TO THE MANUFACTURERS
BOSS, KEYSTONE & LEADER WATCH CASES

is one more solid block of testimony added to the already overwhelming evidence of the superiority of the Watch Cases manufactured at the Keystone Factories. But notwithstanding this fact, the makers of these Cases do not propose to rest upon their laurels.

PROGRESS

is the motto of the Keystone Factories ; and it is but natural that the announcement is now made that a full and exceptionally elegant line of Boss, Keystone and Leader Cases, engraved from entirely new and special designs, is in course of construction for the fall trade.

FINEST AND BEST WORKMANSHIP.

As heretofore, every case will be made exactly in accordance with a strictly defined design insuring honest material, perfect fit, unsurpassed finish, the most thorough engraving, and unequalled durability.

Keystone Watch Case Factories,

19th and Brown Streets,

PHILADELPHIA, PA.,

U. S. A.

through it with the proprietor and learn the use of each machine, you find out that everything is run exactly by a given method and is bound to produce a given result. The almost perfect system of the factory is the result of years of practical application to details and is bound to command success. The biggest surprise to any one who sees all the stuff in the new place, and ever saw the old one, is where they ever kept such a stock. Charlie Ellis says they didn't know what they had themselves until they got it out into the daylight, and now he thinks they are going to have their space pretty well taxed.

It is by the enterprise of such business men as P. W. Ellis & Co. that a country is made prosperous and we not only offer them our congratulations on their success so far, but trust it may go on increasing. In this wish we think we shall be heartily supported by the jewelers of Canada generally, for such a factory as theirs is an immense benefit to the trade. The fact is that the country could not do without such an institution now, and go back to the old methods.

ABSOLUTELY SURE PROTECTION AGAINST BURGLARS—The Bank of Montreal is now erecting in Toronto a new and elegant banking house, different in style and architecture from any heretofore built in this city. In erecting such a building, to last as it certainly will for several generations, the Board of Directors determined to procure the very best possible protection against burglars, for the vast sums of money and securities constantly in their hands. They are securing this protection through the well-known firm of Goldie & McCulloch, to whom has been awarded the contract for building an immense steel vault larger and heavier than anything of the kind heretofore built in this country. This vault, or steel room as we may properly call it, will weigh when completed some 30 tons, and will, we doubt not, be a standing monument to the credit of the builders Goldie & McCulloch are making great strides in public favor in this branch of their very extensive business, and are already at the top of the ladder of success. Their position is well merited, and has been attained by an untarnished record of nearly half a century. Still they may feel proud of being able to say that the largest monied institution in the Dominion has entrusted to them the construction of this, the most important part of their new premises. We congratulate the firm, and also their representative at Toronto, Mr Geo F. Bostwick, through whom this heavy contract has been awarded.

WORKSHOP NOTES.

ATTACHING THE DIAL—The pinholes in the dial feet should be drilled with a very small drill, in such a direction that the pins will not come in the way of anything, and will be easily got at. They should not be drilled below the surface of the plate, but broached until the pin touches it. If the hole should be a little below the surface, it is better to lengthen the copper foot by squeezing it with a pair of blunt nippers until it is above the plate, than to leave it in such a position that no pin can stop it.

TO HARDEN CASE SPRINGS—In order to harden case and other pressure springs, they should first be heated, then rubbed over with soap, next heated to a cherry red (not a white, because the steel would burn) dipped quickly in petroleum, and annealed light blue; in place of oil, rub them over with tallow, let it smoke off, and cool on the annealing sheet. The tempering and smoking off are best done outside the workshop, as a bad smell is created thereby.

SILVER ALLOYS—Pure silver is a metal of only an inferior degree of hardness, in consequence of which, silverware manufactured from the pure metal would be subject to rapid wear, and for this reason it is generally alloyed, except for articles for the chemical laboratory. Silver is most frequently alloyed with copper; besides this, it is also alloyed with gold and aluminium. Alloys containing silver and nickel, or silver, nickel and zinc, are much employed in the manufacture of tableware and articles *de luxe*, which, while being of a handsome white colour, are much cheaper than those from silver and copper, which was formerly much used in the manufacture of silverware.

SIMPLE TEST BY THE SPECIFIC GRAVITY—The goldsmith, after having smelted his bench scrapings, sweepings, &c., and reduced it into a button, desires to roughly estimate the percentage of the precious metals contained in it. This can be done approximately as follows: A certain quantity of it is taken and drawn out into a wire, which is to be of exactly the same length as one from fine silver, of course, both must have been drawn through the same hole. Silver being nearly one-half lighter than gold, it is natural that the one of fine silver must be lighter, and the increased weight of the wire under test corresponds to the gold contained in it.

OTHER NOTES.

"THE American Clean Towel Co.," recently organized at Montreal, deliver for 20 cents a week a clean towel every morning to any address in the city. "Dirt cheap" say we.

A nice distinction in terms is given by a financial paper which says that the word "point" in regard to English consols means a sixteenth of 1 per cent., while in American stocks it signifies 1 per cent., in grain it means 1 cent, and in provisions 2½ cents.

The following is from a late French paper. "It is well known that the Americans are a very practical people, even in their religion. One of them has just invented a burglar-proof safe, which, when tampered with, suddenly extends a powerful pair of tongs, or grippers, which seize the malefactor and hold him in a firm embrace. There is nothing extraordinarily new in all this, but there is something further. Nearly always, safes that are likely to be visited by burglars are in buildings unoccupied during the night, and it is only the next morning that the captured robber is carefully released from the trap to be duly imprisoned. This is, of course, time lost, which the religious inventor desires to utilize. He has, therefore, had prepared by an eloquent preacher a very long and remarkably forcible sermon, in which the rights of property, the disgrace of stealing, and the dangers

attendant on it, both in this world and the next, are set forth in the most touching language. This sermon, stored in a phonograph, is set off at the same moment that the pinchers operate, and the homily is rolled out in the ears of the patient. The monotonous nasal tone peculiar to the phonograph renders the illusion perfect, the unfortunate robber believes he hears the voice of the preacher himself, and in the morning when the police arrive they find him thoroughly subdued and repentant."

O. W. COLEMAN,

10 KING ST. WEST, (up-stairs),

TORONTO.

WATCHMAKER TO THE TRADE

AND DEALER IN

Watch Material, Tools, Spectacles, &c.

Complicated Watches repaired, adjusted and cleaned. Broken or imperfect parts in every make of Watch replaced by new. GOLD DIALS re-figued.

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

Spectacles at 65 cts., \$1.00, and \$3.00 per Dozen.

Samples of above three lines sent prepaid for 50 cts.

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

T. WHITE & SON,
MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

—FOR THE TRADE.—

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

E. & A. GUNTHER,

18 JORDAN STREET, - - TORONTO.

IMPORTERS OF

WATCH-GLASSES,

SPECTACLES,

TOOLS & MATERIALS,

PRECIOUS STONES,

WATCHES,

JEWELLERY,

CLOCKS

In every variety constantly on hand. Large importations in all the latest novelties coming in for FALL TRADE.

SATISFACTION GUARANTEED.

LOWE & ANDERSON,

16 WELLINGTON STREET EAST,

TORONTO.

WHOLESALE DEALERS IN

**HAMPDEN, WALTHAM,
ELGIN, ILLINOIS AND
SPECIAL MOVEMENTS.**

GOLD CASES, Quality Guaranteed.

BOSS, B. & B. & DUEBER FILLED CASES.



SILVER CASES OF KEYSTONE, AMERICAN WATCH CASE CO. AND DUEBER MAKE. SILVERINE CASES. SWISS WATCHES in GOLD and SILVER. GOLD CHAINS, SILVER CHAINS, GOLD JEWELRY OF ENGLISH AND AMERICAN MANUFACTURE. NEWEST DESIGNS IN

SILVER JEWELRY. LATEST NOVELTIES in ROLLED PLATE JEWELRY. BLACK AND RED GARNET AND JET JEWELRY.

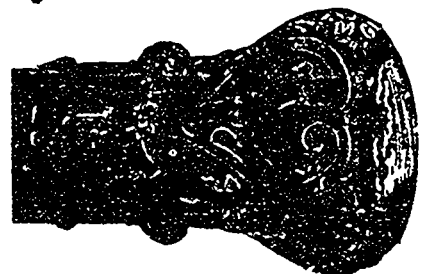
Marble Clocks, Watch Materials, Jewelers' Findings, Fine Gold, Gold-Filled and Silver-Headed Canes.



SHEFFIELD STERLING FLAT WARE.

ELECTRO-PLATED WARE.

SOLID SILVER SPOONS.



LOWE & ANDERSON,

SUCCESSORS TO

W. C. H. LOWE & CO., Toronto.

A. C. ANDERSON & CO., Hamilton.

Watchmakers not receiving our new Price List, kindly notify us.

HERE WE ARE AT THE FRONT

WITH NEW GOODS AND FULL OF BUSINESS.

LOOK AT THE "R.F.S.&CO." NEW LINE,

NOW IN THE HANDS OF THE DOMINION JOBBERS.

1886. Roman Enam-
eled Queen.

1610. Roman Color.

1597. Roman Double
Queen. Enamelled Balls.

1496/E. Polished. Two Gar-
nets in each link. Length, 8 in.

1272. Gold Enamelled Slide. Polished Chain.

726/E. Gold Enamelled Slide.

481/E. Gold Enamelled Slide.

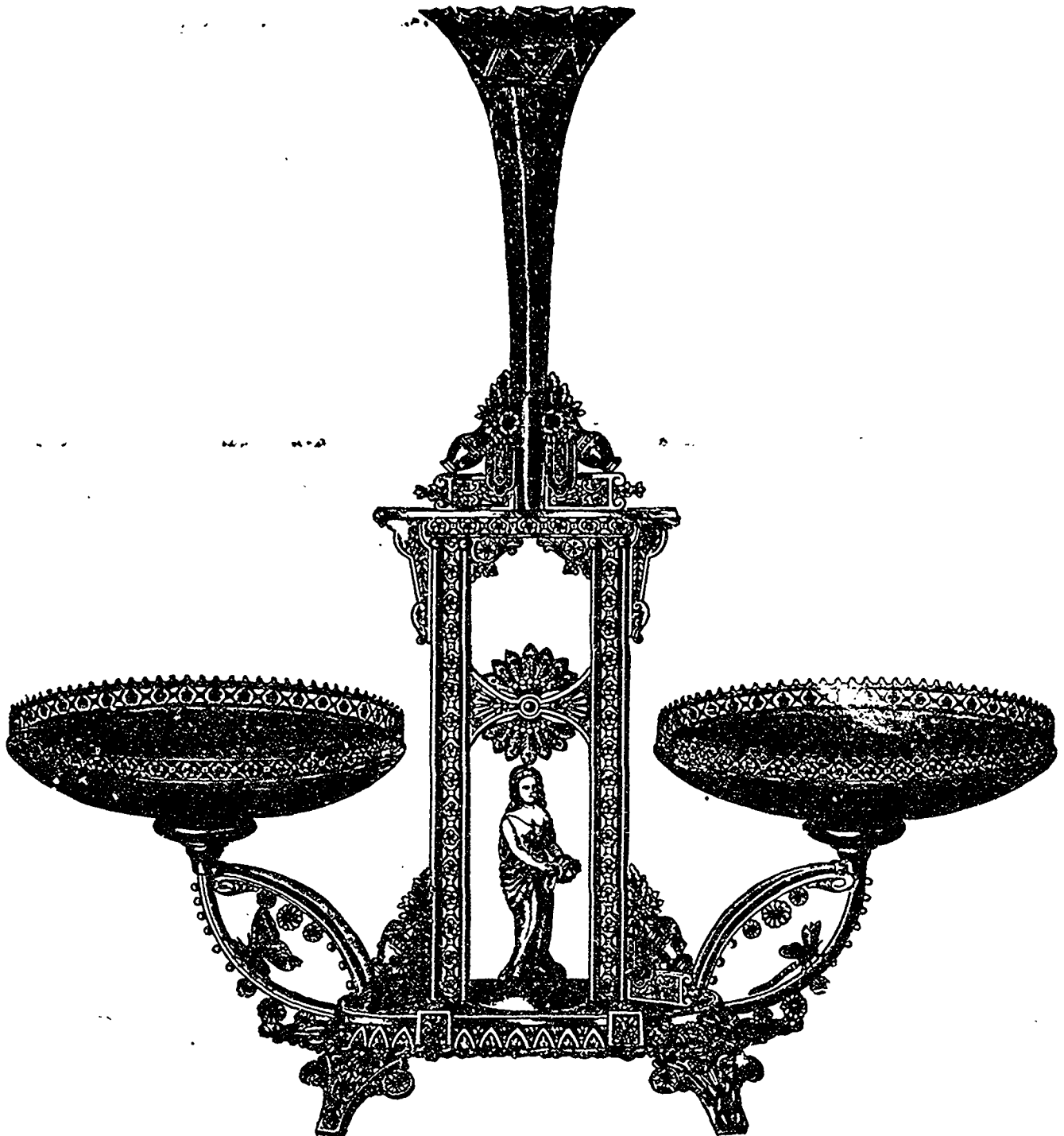
1152/202
Polished
Queen.

THE ACME SILVER COMPANY,

MANUFACTURERS OF THE

FINEST QUALITY OF

Quadruple-Plated Ware.



NO. 1008.—EPHEM. LIST. 628.00



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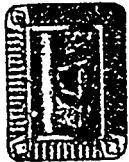
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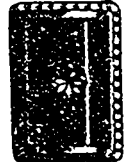
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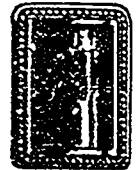
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Perfectly Simple!



BUTTON OPEN.



TRADE MARK.

Simply Perfect!



BUTTON CLOSED.

WE BEG to present herewith to the notice of Canadian Trade, Cuts of a few of our most popular styles of Sleeve Buttons.

All goods of our make bear on their post the imprint of our famous Trade Mark, the HORSE SHOE AND CLOVER, and no others are genuine American Levers.

For sale by all leading Jobbers throughout Canada.

HOWARD & SON, MAKERS,

102 Orange Street, PROVIDENCE, R.I.

Salesroom, 176 Broadway, New York.

WE SELL TO JOBBERS ONLY.



1602



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