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THE TRADER.

TORONTO, ONTARIO, MARCH 1, 1883

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

Advertising Rates.

Full Page	\$20 00	each issue
Half Page	12 00	"
Quarter Page	8 00	"

Small Advertisements, 8 cents per line.

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

Business and other communications should be addressed to

THE TRADER PUBLISHING Co.,

13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

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

Editorial.

STOCK TAKING.

Every merchant should take stock at least once in each year, and in addition to this he should also go carefully through his accounts and find out whether his trade has been a profitable one or the reverse.

Stock taking is not an enticing occupation. In fact, we think that most of our readers will agree with us that it is a dusty, tiresome, mean job, but as every good business man knows, it is a necessary evil, and one that should be faced manfully if a merchant wants to know enough about his business to deserve success.

The merchant who takes stock and balances his books regularly, has a long pull over his rival who never cares to bother about such things, and thinks them all a waste of time. He finds out for a certainty what goods have sold best, what have been stickers and therefore unprofitable, what lines it will pay him to cultivate and what to drop. He will also know more about his accounts, and be able to save money by a little judicious pressure on sundry long-winded or weak kneed customers, who, otherwise, would let him in for a loss or shove him off for another year.

One of the reasons why so many merchants fail is because they know little or nothing about their own business. They stumble along from year to year of their business career, but they can never tell

you for certain whether they are solvent or insolvent. They never take stock, never balance their books, never do anything but blunder along in a hap-hazard sort of a way, and trust to that most fickle of all goddesses "Fortune," or "luck" as they have it in vulgar parlance. Thus with the blind being led by the blind, is it any wonder that so many of them fall into the ditch of bankruptcy.

We have known merchants, who, when questioned about their financial position, assured their creditors that they were all right, and they knew they had a surplus.

We have known these very individuals inside of three months go into bankruptcy, and when their estate came to be investigated it could not show more than fifty cents on the dollar, even on paper, and probably not the half of that when brought under the hammer.

These men never took stock, they never investigated their accounts, they never balanced their books, books did we say, why they hardly knew what the term meant, they had an apology for a set of books, but they might about as well have had none for all the practical use they were to them.

They were a good deal worse than the Irishman we once heard of in an eastern Canadian city who took stock every year with great regularity on this principle: He would set all his clerks at work making an inventory of his goods, and when they had taken as much in amount as equalled his liabilities he would say to them, "Now then boys you've taken enough to pay the creditors, and all the rest is my own and ye can stop."

This was a primitive way of book-keeping certainly, but it was far ahead of that of many who never know for certain that they have any margin above their liabilities to call their own. In fact some business men never know what their liabilities are until they are tabulated by the official assignee.

We cannot impress too strongly upon our readers the importance of an annual stock taking and straightening up of accounts. We know it is disagreeable work but is a necessity if one wants to succeed.

A GOOD ACT.

We are pleased to notice that Mr. Beatty, the member for West Toronto, has this session of Parliament taken time by the forelock, and has given notice of

motion for his insolvent bill, entitled, "An act for the equitable distribution of insolvents' estates." We trust that Mr. Beatty will not allow his measure to be crowded out this session as it was last time, as it is an act that is demanded by the necessities of the times if we wish to preserve the status of commercial morality amongst our mercantile men.

We have often before stated that no one can find fault with the theory underlying all insolvent legislation, viz., "that when a merchant becomes insolvent his estate should be divided *pro rata* amongst the whole of his creditors." Every one will admit that in theory this principle is correct, and it is only when we come to carry it practically into effect that we experience any difficulty or disagreement. The trouble seems heretofore to have been that our insolvent acts aimed at too much rather than too little, and in the multitude of provisions it became so cumbersome and expensive as to defeat its own ends.

What we want is a simple law for the distribution of an insolvent's estate, an act that shall force a trader to assign for the benefit of his creditors generally as soon as he becomes unable to meet his liabilities or can be proven to be insolvent, an act by which all debts against the insolvent's estate shall rank *pro rata*, whether current or matured, and one, moreover, that shall leave the disposition of the assets in the hands of the creditors themselves.

This last feature, which contains within it the element of cheapness, so necessary to any good insolvent law, is absolutely necessary to make any legislation of this kind successful. Hitherto under the old insolvent law the assignee had a percentage on the full amount of any estate, and by the time his percentage and other expenses were paid the creditors were in many cases left pretty badly. As a rule these assignees fattened at the expense of the creditors, and the estate could in nearly every case have been wound up equally well by the creditors themselves without his interference.

As a matter of equity the creditors own all the debtor's assets. What more common sense scheme could be inaugurated than simply to let them do what they think fit with them. If they wish to give the estate back to the insolvent they can do so, if they decide to sell they can do so, even should they decide to distribute the goods themselves it is in

their province to do so; surely those who own an estate and are more interested than anyone else can possibly be in seeing it properly administered should be empowered to act as the circumstances seem to them to demand.

We think were the law framed upon such a basis as this, that more general satisfaction would be felt throughout the whole mercantile community, both wholesale and retail, than could possibly be if the winding up of estates were put into the hands of any officials, who either directly or indirectly had to make a living out of it. Merchants generally think they possess brains enough to run their own business, and we think this is about as much their own business as any other could well be, seeing that they own the whole concern.

As regards the insolvents themselves, whose rights have always to be considered in any such legislation, we think that if honest they would be safer in the hands of their creditors than in those of any government official, who could not possibly have as great an interest in seeing them make such a fair settlement as the creditor, who might, if things went on smoothly, afterward replace his loss by the profits of future transactions.

As a rule creditors are lenient with any debtor who fails through misfortune, and if he evinces any disposition to do right, he invariably receives a helping hand, and this would be more than ever the case were the creditors masters of the situation as we have suggested above.

We shall look forward with a good deal of interest to see the result of Mr. Beatty's attempt to remedy what is now an admitted evil, and we in common with many others wish him success.

THE DISCOUNT SALES HUMBUG AGAIN.

We had hoped that the discount sales humbug which for four or five years has, like some periodical epidemic, broken out just before the Christmas holidays, had become a thing of the past, but it seems we were mistaken in our estimate of the influence that common business prudence has in the direction of the affairs of some of our retail jewelers.

We have on more than one occasion attacked these discount sales and proved their folly or dishonesty, but in spite of those and many similar warnings, there are to be found dealers who are either

charitable enough to give away thirty or forty per cent. of their profits, or dishonest enough to try and persuade a gullible public that they are doing so.

We have yet to learn that the dealers who were foolish enough to injure their own business and the trade generally by such a practice, have really received any benefit at all commensurate with the evil they have inflicted. We have even yet to learn that they succeeded in increasing their sales beyond that of their competitors who sold at net prices, or even beyond what they themselves would have done had they followed a similar course.

It is somewhat singular that the jewelry trade is almost the only one that is forced to sacrifice goods in this manner. With the exception of a few dry goods dealers who have been "going out of business" for the last twenty years and therefore offering their goods at their usual tremendous bargains, we are not now aware that any other trade is similarly afflicted.

The more we examine into this thing, the more we are convinced that the whole trouble arises from the greed or incapacity of those dealers practicing it, and not from any real necessity, either from the state of trade or the demands of the public.

People don't buy jewelry because it is cheap, for as a rule very few know whether an article of jewelry is cheap or dear at the price asked for it, and have to depend almost entirely upon the honesty and reputation of the seller. This being the case, it must be acknowledged that it is not because they know anything about its value that they buy jewelry at these discount sales. They fancy they are getting bargains, but in nine cases out of ten they are not, and this they will surely find out in the long run. The same thing explains why some retail jewelers prefer selling goods by auction to selling by regular private sale; they say the latter way is too slow, and that they can make fully as much if not more profit on cheap goods by auction.

The fact of the matter is that the public are easily gulled, but even this is no reason why the jewelry trade, which, beyond all other trades should be above even the breath of suspicion, should demean itself by coming down to the level of business sharpers. The jewelry business is peculiarly one of confidence, and it seems a pity that those engaged in it

should of their own accord lay themselves deliberately out to ruin it. They may not think that these discount sale humbugs have such an effect, but if they will only take the trouble to look below the surface they will find that what we say is correct beyond the shadow of a doubt.

These discount sales may not be dishonest, but they verge so closely on it that many people not gifted with a superabundance of intelligence fail to comprehend the difference. Of course they ought to know better than this as it is only a sharp business practice, and humbug is now-a-days considered legitimate if it be only successful, but in our estimation it is a practice that is detrimental to the best interests of the jewelry trade and one that should be discouraged by all jewelers who have the good of the trade and their own interests at heart. Our idea is that the only way a safe and paying business can be built up is to make a reputation for honesty and integrity by selling goods for what they really are and at their true value.

This method may be old-fashioned and behind the spirit of this fast, wide-awake age, but it is at least safe as well as having the merit of being honest. Any system of discount sale humbug and chicanery, although it may flourish for a season, is sure to come to grief in the long run, and we would strongly advise our readers to keep clear of all such and stick to the old-fashioned though slower and more honest system.

Selected Matter.

HONORS TO AN OLD TORONTO MAN.

On the 6th of January Messrs. Robbins & Appleton tendered a dinner to Donald Manson, their Australian representative, at the rooms of the Union League Club. Sumptuous as were these rooms, the tables were equally ornamented by elaborate dishes, composing a most tempting menu, to which the assembled guests did ample justice.

When the work of destruction was completed, Mr. Appleton, who presided, arose and addressed Mr. Manson, speaking eulogistically of the valuable services rendered to the American Watch Co. by that gentleman, and holding him up as an example to all for his devotion and loyalty to the cause of the American watch industry. He proposed the



WITHOUT A RIVAL.

THE JAS. BOSS'
Perfect Gold Watch Case

SOLID GOLD BOW.

NEW AND EXCEEDINGLY FINE FULL ENGRAVINGS.

The great success of this NEW case is to be attributed to the fact that to it is applied the same TALENT that is to all the products of the Keystone Factory, and so it is the common saying

"IT BEATS THE WORLD."

health of Mr. Manson, and asked all to join him in wishing the guest of the evening a pleasant voyage out and success in all his undertakings.

Amid great applause Mr. Manson arose to thank the chairman for his expressions of kindly feeling and for the good wishes of all present, referring to the prejudice and opposition American watches had to encounter, especially in countries antagonistic to American enterprise. He said that the excellence of the watches made at Waltham was sufficiently eloquent to brush away every obstacle that beset their introduction into foreign lands, and on this characteristic element of Waltham watches he alone relied for public appreciation in the Australian market.

Congratulatory despatches were sent to Boston, where the foremen and officers of the Waltham Factory happened to be celebrating the completion of the 2,000,000th watch at a dinner at Young's Hotel, the day having been chosen to celebrate also Mr. R. E. Robbins' twenty-fifth anniversary of his assuming the office of Treasurer of the company. Telegrams were sent congratulating him upon the success he has achieved as the pioneer who made the American Watch Company the standard bearer of a new interest in America, an enterprise which, at the outset, employed only a small number of hands, but now affording a comfortable livelihood to more than two thousand men and women in Waltham alone. Many reminiscences of the early days of American watches were told, and thus pleasantly the evening was spent, until at a late hour the party separated under the merry notes of:

"For he is a jolly good fellow,
The which nobody can deny!"

—*Jewelers' Circular.*

CURIOUS.

An astronomer noticed that the steel parts of a very valuable clock were coated with rust, in spite of a most careful previous cleaning. Since no other instrument in the observatory exhibited a similar appearance, the cause was assigned to the case, and this submitted to a thorough examination. The front of the case consisted of mahogany and the back part of oak wood, while both were connected by

copper braces. It was suspected that the oak wood exerted the injurious influence, wherefore the copper braces were unscrewed, and it was found that those parts passing through the mahogany were entirely lustrous, while the ends through the oak wood were covered with copper oxide. Small holes were bored into the wood, the chips, amounting to a small fraction of a gram, were heated in boiling water above a flame and litmus paper was dipped into it, which was at once reddened. Perfectly dry, stuffed for a few seconds into the holes, were strongly reddened after a few seconds. From this may be seen that the acid contained in oak wood is extremely volatile, and this wood is not whatever suitable for instrument casings.—*Exchange.*

FINE ART WORK.

The Nuptial present of the Province Saxony for the Prince and Princess Wilhelm of Prussia, and which at the festival was only donated in design, has been finished. The central piece, a silver cup about one meter (89.87 inches), has been completed some time ago by the firm of Sy & Wagner. It was modeled by the sculptor Zacharias, and is surrounded by a border representing a marriage procession, embellished with exquisite figurative and ornamental adornments in relief, gildings and settings of colored jewels, of an admirable effect. The three-story buffet, destined for receiving this *chef d'œuvre*, was carved out of walnut by a sculptor of Magdeburg, assisted by architect Schütz, and, of course, is ornamented in the highest style of wood carving; while paintings at either side of the main division lend an additional effect. They consist of two allegorical female figures, standing in half-round niches. They represent the two chief branches of the Province Saxony, mining and agriculture. The former has the hammer in the right hand, while the left raises the ray-encircled gems, with the mining lamp in the diadem; the other one rests a foot upon the plow, carrying a pigeon in the right hand, while embracing a cornucopia with the left arm. The long front of the Merzeburg Castle is painted in a lower compartment, and in the others, respectively, the domes of Magdeburg

and Erfurt, with other representations also of local interest. The goldsmith's work is said to rival any of the productions of the famed middle age.—*Er.*

CLASSIC STYLES IN JEWELRY.

We are indebted to Oscar Wilde for making the sunflower popular. The use of the topaz with the fine frosted gold gives us a good sunflower, while an amethyst does duty for a pansy, and pearls and topazes can be worked up for the daisy. The very white shade that silver can now be made to take is useful in making flowers into jewelry. There is no new way of setting diamonds except in flowers. The single stones of value are very simply mounted, silver being the best setting, and are worn close to the ear.

There is now an odd fancy about ear-rings. Two of a kind are no longer scrupulously held to be a pair, but odd stones are worn as a pair. You will see a pink pearl on one ear and a black one on the other, or you will see a diamond in one ear and a clear white pearl on the other. A Turkish grandee, who was in this country some years ago, commented upon the poverty of design in the ear-rings of American women. He said that the ear-rings, as a feature of personal decoration, did not seem to be appreciated; that the odalisques in the harems wore the most beautiful ear-rings of any women in the world, and that, what was better, they designed them, there being no more exquisite taste in jewelry than that of the Sultana. I know of no fortunes in odd ear-rings in New York, and if the fashion of Cleopatra's days is adopted, it is not likely that her extravagance in jewelry will be imitated, for the pair of ear-rings she wore before Antony is said to have cost over half a million dollars.—*Exchange.*

INGENIOUS ROBBERY OF DIAMONDS.

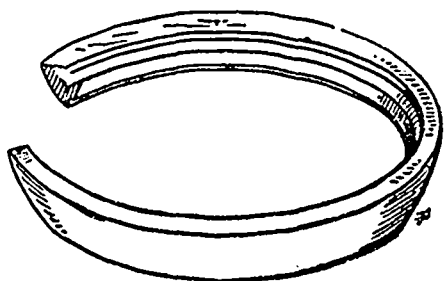
The details have transpired of a most daring and ingenious robbery of diamonds, valued at between £400 and £500, belonging to Messrs. Wellby, 18 and 20 Garrick Street, Convent Garden, and it is believed that with the capture of the thief further discoveries in relation to other jewel robberies will be brought to light. It appears that Mr. George Attenborough, who has recently removed his stock from his shop, now undergoing

FOR NEW METHOD OF CASE MAKING, SEE

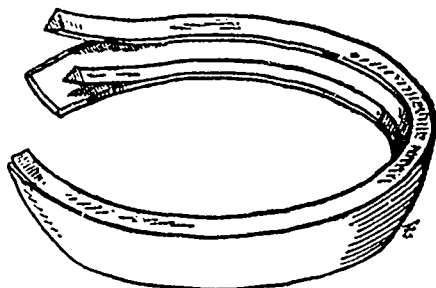
The Keystone Coin Silver Watch Cases.

A Jeweler having a large Rail Road Trade, says: Your Full Bascine BEATS THE WORLD and the KEYSTONE is the only case that will not spring in the backs with hard use.

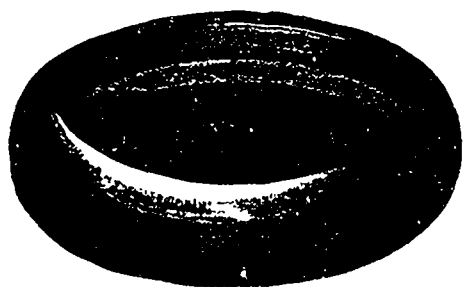
TO ILLUSTRATE,



Shows Bezel of Keystone Case made from a solid piece of sheet silver by swedging dies.



Shows Bezel as commonly made with three pieces of silver soldered together.



Shows Keystone Case brought to this state, without a particle of solder, and composed only of four pieces of silver.

THE ADVANTAGES,

INCREASED WEAR & STRENGTH.

PERFECT FINISH.

A MUCH CLOSER FIT.

demolition, at the corner of Chaucery lane, to his new premises at 71 Strand, was conversing one day with some customers, when a stranger hurriedly entered and asked whether any one of the name of Hamilton had come about the purchase of some jewelery. Mr. Attenborough turned to the newcomer, and, seeing he was quite unknown to him, asked the hour at which he was to meet Mr. Hamilton, and the nature of his business, to which questions he gave satisfactory replies, and, depositing his hat on the counter, he quitted the shop as if to give directions to the cabman who had driven him there. He was observed by an assistant to be in conversation outside with another man, who handed to him a small bag, with which he entered the shop, and stood near the door, as though waiting the arrival of his friend. No one, however, came, and presently he put on his hat and went away, saying he would return again shortly. No one of the name of Hamilton called, and nothing was seen of the visitor during the rest of the day, and on Friday Mr. Attenborough asked his assistants whether they had heard or seen anything of their strange visitor. He was told that he had not returned, and a curious fact connected with his visit was that one of the assistants felt confident that the man he was talking to outside the show window was one of Messrs. Wellby's people. The whole circumstances were so strange, that a member of Mr. Attenborough's staff took an opportunity of calling at Messrs. Wellby's on Saturday morning, and during his visit he mentioned that he had seen one of their people outside Mr. Attenborough's premises on Thursday. "Why, of course you did," was the reply, "he took down the jewelery you sent for." "We have sent for no jewelery," said Mr. Attenborough's assistant, and immediately the nature of the fraud became apparent. It was afterwards discovered that on the day previous to the robbery a well-dressed man called at Messrs. Hancock, and stated that he came from Messrs. Attenborough, whose card he presented, and said they had just entered their new premises, and wished for some handsome jewelery for stock. Messrs. Hancock's manager replied that he thought it very odd that Mr. Attenborough should send to him, as he (Mr. Attenborough) could buy jewelery much more suited to him at Messrs. Wellby's with whom he knew

Mr. Attenborough dealt; and he added: "You tell him so with my compliments." The next day the thief, fortified with Messrs. Hancock's advice, called on Messrs. Wellby, and stated that he was an assistant to Messrs. Attenborough, and had been sent for some expensive diamond ornaments to show a customer at their new shop on the Strand. The first observation was "Why, you are not one of Messrs. Attenborough's assistants." To which he replied: "I have been there for years; here is our card." And he again produced the card he had previously procured. Messrs. Wellby then allowed him to select £400 or £500 worth of brilliants handsomely set; and not being quite satisfied with his statement, sent one of their assistants with him in a cab to Mr. Attenborough's. The thief alighted first, and asking the young man to wait a moment while he spoke to Mr. Attenborough, he entered the shop as described above. The assistant of Messrs. Wellby paid off the cab, and was following the stranger into the shop when that person ran out without his hat, saying: "All right, the customer happens to be there now. Give me the bag." He then took the bag and ran into the shop. Mr. Wellby's man, after looking through the glass and seeing the stranger inside with several of the regular assistants, became satisfied that all was right and walked away. So, it appears, did the thief, carrying the jewels with him. He is described by the attendants at Messrs. Wellby's as follows: Height, 5ft. 8in. or 5ft 9in.; oval face, pale; dark hair, inclined to be gray; whiskers and slight moustache and beard; age about 45; wearing black frock coat and silk hat. The stolen bracelet contained a single row of diamonds; one of the brooches was arranged in the shape of a leaf, the other in the form of a spray. The earrings were rather long and old-fashioned, of the description known as "drop-earrings."—*Paucnbrokers' Gazette.*

A CURIOUS CONSPIRACY.

At the instance of Hagstoz & Thorpe, proprietors of the Keystone Watch-case Manufactory, a *capias* was issued on Friday for the arrest of John C. Dueber, the chief owner of Dueber Watch-case Manufacturing Company, of Newport, Ky., and three of his employees, Richard Clarke, A. Williman, and Christopher Naul.

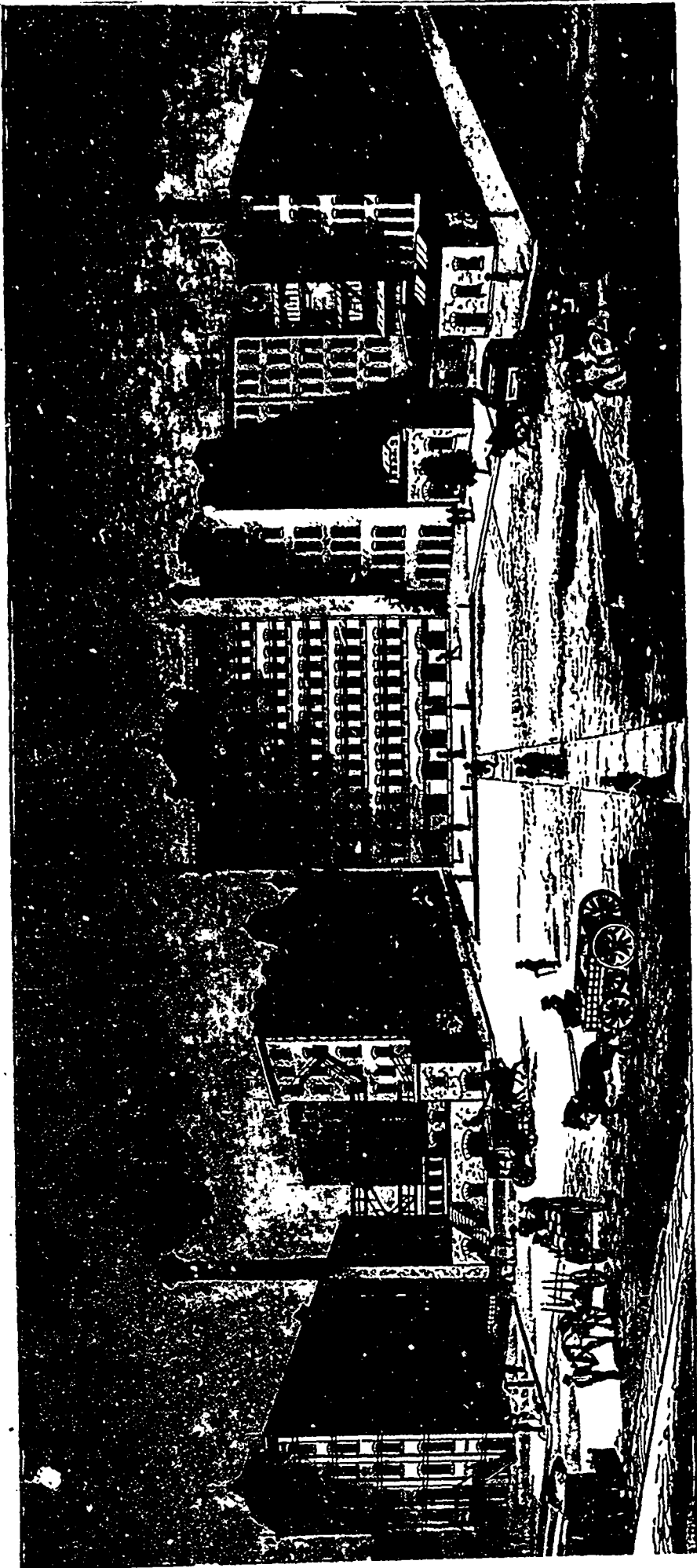
Some years ago Dueber owned a watch-case manufactory in Cincinnati, and produced some of the best watch-cases made. As his business grew he moved across the Ohio river to Newport, Ky., where he established large factories, and was one of the largest manufacturers of the kind in the country. He made some of the finest cases there in the trade, and found a ready market for his wares. In 1875 Hagstoz & Thorpe started in the business with thirteen hands, having their manufactory in the *Ledger* building in this city. They obtained possession of the "James Ross' patent gold watch-case," which was a better case, and manufactured for less money than any then made. It consisted of a heavy-solid gold plate on the outside and inside of the case, with an inner plate of a cheaper metal to give it the necessary strength. This was the principle of the patent, but of course the manner of producing the result was a secret known only to themselves. The business so grew that in 1880 they moved to the new buildings at Nineteenth and Brown Streets, where they now employ 500 hands. At that time George W. Childs entered the firm as a special partner, putting \$100,000 into the business with the idea of manufacturing silver cases as well as gold. Hagstoz & Thorpe had discovered a new way of making silver watch-cases, using one piece of solid silver for each part of the watch-case instead of making the parts of different pieces of metal, soldered together, as had been the custom under the old method. In this way they made a case much finer in appearance and almost absolutely dust and damp proof.

A VAIN COMPETITION.

Dueber endeavored in vain to equal their work, and now that silver cases of such quality were produced, found his trade fast slipping away from him. About two months ago Richard Clarke, one of Dueber's subordinates, came to this city and took up his quarters in a boarding house on Wylie Street, occupied by the workmen of the watch-case factory. He made himself very agreeable to the workmen, was very liberal with his money, tried to get hold of cases in process of manufacture, and endeavored to decoy several of the skilled workmen away from Hagstoz & Thorpe to work for Dueber, at Newport. If he could have obtained the cases in the different stages of completion, he could have got hints at the peculiar tools used in the different

THE MANUFACTORIES OF THE

JAS. BOSS AND KEYSTONE WATCH CASES.



NINETEENTH AND BROWN STREETS,

PHILADELPHIA, PENNA.

processes, which tools were trade secrets of their firm, and which Dueber was especially anxious to obtain a knowledge of. The workmen, however, were faithful to their employers, and detectives were placed in Clarke's shadow. Several days ago Dueber, himself, came on with the two other employeers, Naul and Wiliman, and established himself at the Continental Hotel, where he invited the workmen of his rivals to sup with him, and to partake of the good cheer of the hotel. The genial workmen dined with him, talked business with him and went home to their employers and reported their adventures. The Philadelphia firm thought that the matter had gone too far, and issued a *capias* as above set forth. Dueber and Clarke were arrested at the matinee of the Wall Street Theatre, where they had gone to enjoy a different species of "Forbidden Fruit" from that which they had been seeking for some time, little thinking that the meshes of the law were closing about them. The complainants bring suit against the defendants for \$50,000, claiming that this is the amount of damage to their business through the loss of their exclusive knowledge. Judge Pierce fixed the bail of each of the defendants at \$8000.

DECOYING APPRENTICES.

Failing to gain over any of the men in the employ of Hagstoz & Thorpe, Dueber & Clarke approached several apprentices and endeavored to get them away, thus rendering themselves directly amenable to a special State law relating to the decoying of apprentices. One boy who was getting \$16 a week was offered \$17. Dueber said to him that he could not roll out the stock without showing the marks of the cogs, and asked how Hagstoz & Thorpe did the work. One man, who made peculiar dies for the getting up of different parts of a case, was offered \$24 a week, and then \$80, and was told by Dueber that he would see him again. These cases and many others are testified to by the operators, and their affidavits are in the hands of the prosecuting firm.

Appended is an exact copy of a letter found in Clarke's person, the original of which is in the possession of Hagstoz & Thorpe. This letter, written from the office of the firm, and setting forth that the firm will pay all bills incurred by Clarke, implicates without doubt the firm and their subordinates. It also renders

them liable for receiving stolen goods:

The
Dueber Watch Case
Manufacturing Company,
Trade X Mark
Cincinnati, Ohio. Factory Office,
Newport, Ky., Aug. 18th, 1882.
P. O. Box 1884.

FRIEND DICK: I received your letter yesterday, I was not at all surprised at you quitting but I wish you could hold on a little longer until you got the Centers I want you to keep in Correspondence with the Center pressman as I shall want him so you can let him know and be sure and get the Centers and send them as soon as you get them, I received the other parcel safe, Dick I want you to find out where a man by the name of William Brown he used to make the springs at Sag Harbor he lives somewhere in Brooklyn but I leave it to you to find out where and send me his address see him yourself if you can and have a talk with him, I want you to get him, I want you to write by return and let me know if you have gone to Switzer's in State Street to work if you have not got in work I want you to go to Waltham Ma. and try and get on their and let me know what they are doing but do not get out of the trade as I have got a Job for you when you are through if you Can get in at Switters do so for a time any way you Can Get in with some of the boys and have a talk with them and find out what they are doing in fact Dick I want you to Get in every Shop you Can in Brooklyn New York and then go to Waltham & when you are through this I want you to go to Philadelphia and do a little work their but their is time to have that over latter, take all the News you can to the office in Maden Lane, Besides what you send Me go their often I am working a good thing for you and I want you to write oftener and let me know if you want Money and how much, and do not be afraid to let me know for what I want you to do will cost you a little money & the Firm will pay you for it.

Yours, NAUL.

DICK:

P. S.—Keep your eyes open, and let me know all you Can you will not loose by it.

NAUL.

—Philadelphia Press.

WATCHES AND THEIR ABUSES.

Although the manufacture of timekeepers is regarded as simply mechanical, we claim it should rank among the fine arts. We think the watch the only perfect instrument made. No other does as much within itself. Keep the little darling wound and properly cared for, and it will correctly indicate the time for years at a stretch. Day and night, cold

or warm, the hands will inform you when to rise in the morning, when to breakfast, when to dine and sup, and inform you the time to retire to rest, beside a multitude of other duties.

In return for all this constancy what kind of treatment does this faithful companion receive? In the first instance we call on the watchmaker and drive the closest bargain we can. For instance, we only want a cheap article for the present, but will get a better when more able; so we will just take an Ellery or a Wheeler, or perhaps a Broadway, as money is a little scarce, and that will answer us just now. We manage to scrape up say ten dollars, and shake it at the watchmaker, and get the handsome and perfect timekeeper that the manufacturer has spent hundreds of thousands of dollars to produce in its now complete state. We have it set just on time by the shopkeeper's regulator, turn out our old pocket and shake a spoonful of dust on the floor, place the new chronometer in its place and start on our regular avocation, perhaps that of a railway brakesman. We make one round trip, compare our time by the regulator, and find after two days' running our pocket darling is just three seconds ahead. Pretty good for a start. We call again in a few weeks, and find that we are just about on time. Weeks and months roll on, and our darling gives the best of satisfaction. But alas! it stops short. We carry it back to the dealer, when upon examination, he finds large quantities of dust in every part, and so informs the surprised owner, who is astonished that a little dirt like that could stop a new watch. Why, it ain't fourteen or fifteen months since I bought her new; she can't be dirty so soon as that, as I have taken the best of care of her, and how can she be dirty."

The watchmaker, somewhat annoyed, requests the customer to just turn out his pocket where the watch has spent the last fifteen or eighteen months, when nearly a handful of tobacco, lint and what not falls upon the floor, when the wearer looks with astonishment and admits there may a little dirt got into the watch, but can hardly understand it either, as "you said them cases would hold water." To end the matter the watchmaker takes the watch down, cleans it all through and returns it to the owner as good and nice as the day it left the factory.

John Segsworth & Co.,

WHOLESALE AGENTS FOR

AMERICAN WALTHAM WATCHES,

AND IMPORTERS OF

English and American Jewellery.

This being the commencement of a new business year with us, we beg to thank our many customers for their kind and liberal support during the past, and to assure them that we will endeavour by constantly studying their interests to merit a continuance of the favors so generously bestowed upon us.

Our stock for the coming season will be found well assorted with all Staple Goods, and also with the novelties as they are brought into the market.

As usual our prices will be low and terms liberal.

23 SCOTT STREET, TORONTO.

By some change the railroad man is moved to another locality, and after a few months he, through carelessness, perhaps, breaks the mainspring of his watch. He carries it to Brother Soft-Solder Spectacles, Brother Ruby Pin, or may be Brother Hairsprung, who finds the mainspring is broken.

"Wal, wall is that a fact? That watch has run now for about three years, and never cost me a cent. During all that time she only stopped once, and the man I bought her from just blowed a little dirt out of her and she went as well as ever; and now the mainspring is broken; what will that cost, Mister?"

"I can put you in the real American spring for \$1.50, or one of the imitation for \$1.00."

"Wal, I guess the dollar one will do just as well as any; it is a lot of money to pay for a little thing like that."

He concludes to have it put in, pays his dollar and starts on his journey. But somehow the onion don't run quite right; guess she wants a little regulating. He opens it and pushes the regulator as far around as the index will allow. Now she runs the other way. He handspikes it back to the other side, but still the watch runs badly. He carries her to another watchmaker, who informs him that the watch is very dirty, and must be cleaned before it will keep good time again. He leaves it to be cleaned, pays his money, and gives the watch another trial, he finds it no better; runs all sorts of ways; stops and starts. So he comes to the conclusion that that watch is no good, not worth fifty cents; don't believe its manufacturers can make a watch worth a cent, anyhow, and he'd never buy one of their make again; wouldn't give them pocket room.

There are dozens, yes hundreds and thousands of just such cases arising, and what is the cause? The answer is plain: In the first place the watch is abused; yes, worse than abused—shamefully treated; first by the wearer, second by the botch who placed a half-made soul (as the mainspring is the soul of the watch) in the watch. But there is blame further back than the botch. The manufacturers who made the watch are materially responsible for this botch work, in that they allow foreign watch materials (made like theirs) imported at the disadvantage of a high duty, to be sold at a much less price than they will supply the trade. The result is that this

improperly fitting material is extensively advertised, even along with the American, at greatly reduced prices, and many, yes, many good watchmakers buy them and use them, to the great detriment of the American watches. The company which has spent so much to perfect and produce so good an article for the money suffers their productions to be ruined and their own reputation injured because they are not satisfied to supply the proper materials for repairs at fair prices. We say fair prices because they charge about four to six times as much for the separate articles which compose the watch as they do for the finished movement, and about twice as much as the imported can be had for. It is all very well, because they can sell all the movements they can make, not to heed the life of the watch once it passes out of their hands; but this neglect will come home to most one of these days. The companies who are making those low-priced goods to compete with foreign goods of similar grades cannot afford to neglect the little wonder even if it has passed out of their control and they have their money. Those foreigners who now send materials into this country, paying duty, freight and other expenses, will continue to do so as long as the people are uneducated in the superiority of the American production, and unless the watch continues to perform well for years, as well after repairs as before, the aim will be at the home-made article, as it stands up as a land mark, while the foreign producer is lost sight of, having no reputation to maintain.

Being an old watchmaker, I have long felt this trouble, and have found many good American watches ruined as time-keepers on account of bad materials used in their repairs, and there is no remedy for the evil but that the manufacturers of American watches look well to the future of their own interests, and see as far as possible that the trade is supplied with suitable materials for repairs as cheap as they can procure them through other sources. Even poor workmen are likely to procure fair results if they have good timber with which to operate, but when cutting, trying, filing and fitting is the the word, as is constantly going on, the result is as stated above, and I feel assured every properly instructed horologist in the land will endorse the above statements.—W. D.,

of London, Ont., in the *Watchmaker and Metalworker*.

NOTE.—Right you are "W. D." We endorse every word you say, and the readers of THE TRADER would like to hear from you occasionally.—ED. TRADER.

THE WAY TO WEALTH.

CONTINUED FROM LAST MONTH.

From Poor Richard's Almanac.

"But with our industry, we must likewise be steady, and settled, and careful, and oversee our own affairs with our own eyes, and not trust too much to others; for, as poor Richard says,

'I never saw an oft-removed tree,
Nor yet an oft-removed family,
That thrive so well as one that settled be.'

And again, 'Three removes are as bad as a fire:' and again, 'Keep thy shop, and thy shop will keep thee:' and again, 'If you would have your business done, go; if not, send.' And again,

'He that by the plow would thrive,
Himself must either hold or drive.'

And again, 'The eye of the master will do more work than both his hands:' and again, 'Want of care does us more damage than want of knowledge:' and again, 'Not to oversee workmen is to leave them your purse open.' Trusting too much to others' care is the ruin of many; for, as the Almanac says, 'In the affairs of the world, men are saved not by faith, but by the want of it; but a man's own care is profitable; for, saith poor Dick, 'Learning is to the studious, and riches to the careful, as well as power to the bold, and heaven to the virtuous.' And further, 'If you would have a faithful servant, and one that you like, serve yourself.' And again, he adviseth to circumspection and care, even in the smallest matters, because sometimes 'A little neglect may breed great mischief;' adding, 'For want of a nail the shoe was lost; for want of a shoe the horse was lost; and for want of a horse the rider was lost;' being overtaken and slain by the enemy, all for want of care about a horse-shoe nail.

"So much for industry, my friends, and attention to one's own business; but to these we must add frugality, if we would make our industry more certainly successful. A man may, if he knows not how to save as he gets, 'keep his nose all his life to the grindstone, and dies not worth a groat at last.' 'A fat



New York, February, 1883.

The new Price List for complete $\frac{3}{4}$ plate, 8, 14 and 16 size gold watches, issued under date of February 1st, by the American Watch Co., of Waltham, is now ready for distribution. We will forward a copy upon application, accompanied by business card, from any regular dealer in watches.

Jobbers who wish copies sent to their customers will please notify us by sending the names and addresses of the same, but such customers must be regular watch dealers.

We shall take special precaution in the distribution of this list in order to keep it out of the hands of the general public, and we beg to request that the Trade will co-operate with us in this undertaking, it being entirely in their interests.

We also beg to call particular attention to the fact that the cases quoted on this list are entirely of our own manufacture, and that we are directly responsible for the quality of the same. By 18k. or 14k. or 10k. we mean 18k. or 14k. or 10k., and not 16k. or 12k. or 8k. We offer you honest value for your money.

ROBBINS & APPLETON,

General Agents, 5 Bond Street, NEW YORK.



kitchen makes a lean will,' as poor Richard says; and,

'Many estates are spent in the getting; Since women for tea forsook spinning and knitting,
And men for punch forsook hewing and splitting.'

"If you would be wealthy (says he in another Almanac), think of saving as well as of getting: the Indies have not made Spain rich, because her outgoes are greater than her incomes.'

"Away then with your expensive follies, and you will not have much cause to complain of hard times, heavy taxes, and chargeable families; for as poor Dick says,

'Women and wine, game and deceit,
Make the wealth small and the want great.'

And, further, 'What maintains one vice would bring up two children.' You may think, perhaps, that a little tea, or a little punch now and then, diet a little more costly, clothes a little finer, and a little entertainment now and then, can be no great matter; but remember what poor Richard says—'Many a little makes a mickle:' and, farther, 'Beware of little expenses; a small leak will sink a great ship:' and again, 'Who dainties love shall beggars prove:' and, moreover, 'Fools make feasts and wise men eat them.'

"Here you are all got together at this sale of fineries and nick-nacks. You call them *goods*; but if you do not take care, they prove *evils* to some of you. You expect they will be sold cheap, and perhaps they may for less than they cost; but if you have no occasion for them, they must be dear to you. Remember what poor Richard says—'Buy what thou hast no need of, and ere long thou shalt sell thy necessaries.' And again, 'At a great pennyworth pause a while.' He means that perhaps the cheapness is apparent only, or not real, or the bargain, by straitening thee in thy business, may do thee more harm than good. For in another place he says, 'Many have been ruined by buying good pennyworths.' Again, as poor Richard says, 'It is foolish to lay out money in a purchase of repentance;' and yet this folly is practiced every day at auctions, for want of minding the Almanac. 'Wise men (as poor Dick says) learn by others' harms, fools scarcely by their own; but *Felix quem faciunt aliena pericula cautum.*' Many people, for the sake of finery on the back, have gone with a hungry belly, and half-starved

their families: 'Silk and satins, scarlet and velvets (as poor Richard says), put out the kitchen fire.' These are not the necessaries of life; they can scarcely be called the conveniences; and yet, only because they look pretty, how many want to have them! The artificial wants of mankind thus become more numerous than the natural; and as poor Dick says, 'For one poor person there are a hundred indigent.' By these and other extravagances, the genteel are reduced to poverty, and forced to borrow of those whom they formerly despised, but who, through industry and frugality, have maintained their standing; in which case it appears plainly, 'A plowman on his legs is higher than a gentleman on his knees,' as poor Richard says. Perhaps they have had a small estate left them which they knew not the getting of; they think 'It is day, and will never be night; that a little to be spent out of so much is not worth minding.' 'A child and a fool (as poor Richard says) imagine twenty shillings and twenty years can never be spent; but always taking out of the meal-tub, and never putting in, soon comes to the bottom:' then, as poor Dick says, 'When the well is dry, they know the worth of water.' But this they might have known before, if they had taken his advice: 'if you would know the value of money, go and try to borrow some; for he that goes a-borrowing goes a-borrowing, and, indeed, so does he that lends to such people when he goes to get it again.'

Poor Dick farther advises, and says,
'Fond pride of dress is sure a very curse:
Ere fancy you consult, consult your purse.'

"And again, 'Pride is as loud a beggar as Want, and a great deal more saucy.' When you have bought one fine thing, you must buy ten more, that your appearance may be all of a piece; but poor Dick says, 'It is easier to suppress the first desire than to satisfy all that follow it.' And it is as truly folly for the poor to ape the rich, as the frog to swell in order to equal the ox.

'Vessels large may venture more,
But little boats should keep near shore.'

"'Tis, however, a folly soon punished; for 'Pride that dines on vanity sups on contempt,' as poor Richard says. And in another place, 'Pride breakfasted with Plenty, dined with Poverty, and supped with Infamy.' And, after all, of what use is this pride of appearance, for which so much is

risked, so much is suffered? It cannot promote health, or ease pain; it makes no increase of merit in the person; it hastens misfortune.

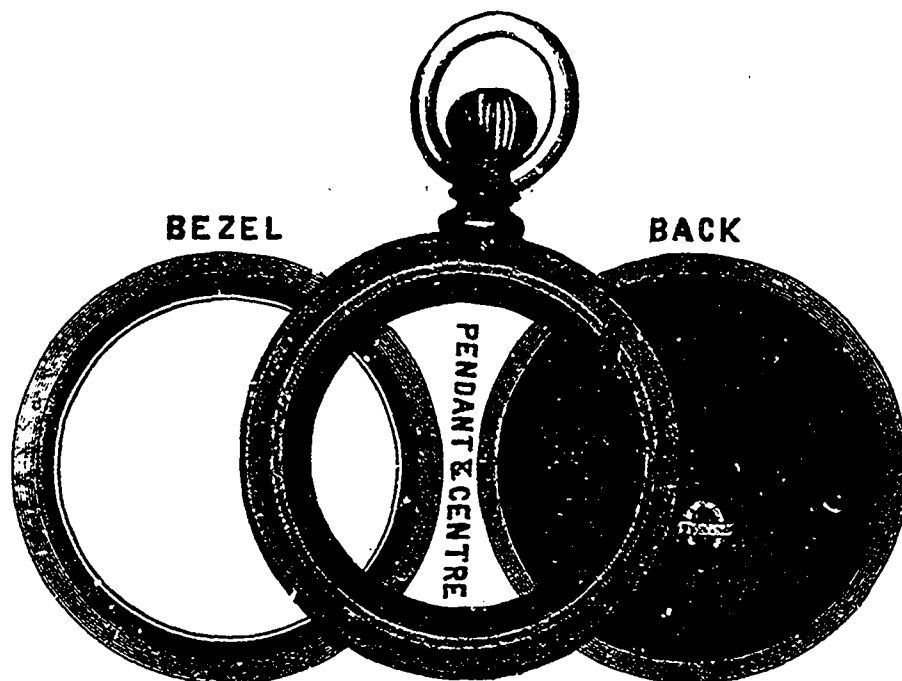
'What is a butterfly? At best
He's but a caterpillar drest;
The gaudy top's his picture just —

as poor Richard says.

"But what madness must it be to run in debt for these superfluities! We are offered, by the terms of this sale, six months' credit, and that perhaps has induced some of us to attend it, because we cannot spare the ready money, and hope now to be fine without it. But, ah! think what you do when you run in debt. You give to another power over your liberty. If you cannot pay at the time, you will be ashamed to see your creditor; you will be in fear when you speak to him; you will make poor, pitiful, sneaking excuses, and by degrees come to lose your veracity, and sink into base, downright lying; for, as poor Richard says, 'The second vice is lying; the first is running in debt.' And again, to the same purpose, 'Lying rides upon debt's back;' whereas, a freeborn Englishman ought not to be ashamed nor afraid to speak to any man living. But poverty often deprives a man of all spirit and virtue. 'It is hard for an empty bag to stand upright,' as poor Richard truly says. What would you think of that prince, or that government, who would issue an edict, forbidding you to dress like a gentleman or gentlewoman, on pain of imprisonment or servitude? Would you not say that you were free, have a right to dress as you please, and that such an edict would be a breach of your privileges, and such a government tyrannical? And yet you are about to put yourself under that tyranny when you run in debt for such dress! Your creditor has authority at his pleasure to deprive you of your liberty, by confining you in jail for life; or by selling you for a servant, if you should not be able to pay him. When you have got your bargain, you may perhaps think little of payment; but 'Creditors (poor Richard tells us) have better memories than debtors;' and in another place he says, 'Creditors are a superstitious sect, great observers of set days and times.' The day comes round before you are aware, and the demand is made before you are prepared to satisfy it; or if you bear your debt in mind, the term which at first seemed so long will, as

— THE BEST —

THE "EXCELSIOR."



What we Claim in the "Excelsior" Patent Dust-proof Case:

1. The Strongest Case made.
2. The only Case made hard and left hard.
3. No solder or heat to soften the gold or silver.
4. No parts that wear out.
5. No joints to break off.
6. The most perfect-fitting Case made.

TRADE



MARK.

Instructions to open the "Excelsior" Patent Dust-Proof Case.

Press the Crown as in any ordinary case, turn bow to the right to open Bezel, and to the left to open back.

it lessons, appear extremely short. Time will seem to have added wings to his heels as well as to his shoulders. 'Those have a short Lent (saith poor Richard) who owe money to be paid at Easter.' Then, since, as he says, 'The borrower is a slave to the lender, and the debtor to the creditor,' disdain the chain, preserve your freedom, and maintain your independence: be industrious and free; be frugal and free. At present, perhaps, you may think yourselves in thriving circumstances, and that you can bear a little extravagance without injury; but

'For aye and want save while you may,
No morning sun lasts a whole day.'

as poor Richard says. Gain may be temporary and uncertain; but ever, while you live, expense is constant and certain; and 'It is easier to build two chimneys than to keep one in fuel,' as poor Richard says. So, 'Rather go to bed supperless than rise in debt.'

'Get what you can, and what you get hold;
'Tis the stone that will turn all your lead into gold.'

as poor Richard says. And when you have got the philosopher's stone, surely you will no longer complain of bad times, or the difficulty of paying taxes.

"This doctrine, my friends, is reason and wisdom; but, after all, do not depend too much upon your own industry, and frugality, and prudence, though excellent things; for they may be blasted without the blessing of Heaven; and therefore ask that blessing humbly, and be not uncharitable to those that at present seem to want it, but comfort and help them. Remember Job suffered, and was afterwards prosperous.

"And now, to conclude, 'Experience keeps a dear school; but fools will learn in no other, and scarce in that; for it is true we may give advice, but we cannot give conduct,' as poor Richard says. However, remember this, 'They that will not be counseled cannot be helped,' as poor Richard says, and further, that 'If thou wilt not reason, she will sorely rap your knuckles.'"

Thus the old gentlemen ended his harangue. The people heard it, and approved the doctrine, and immediately practiced the contrary, just as if it had been a common sermon; for the auction opened, and they began to buy extravagantly, notwithstanding all his cautions and their own fear of taxes. I found the good man had thoroughly studied my Almanac, and digested all I

had dropped on those topics during the course of twenty-five years. The frequent mention he made of me must have tired every one else; but my vanity was wonderfully delighted with it, though I was conscious that not a tenth part of the wisdom was my own, which he ascribed to me: but rather the gleanings that I had made of the sense of all ages and nations. However, I resolved to be the better for the echo of it; and though I had at first determined to buy stuff for a new coat, I went away, resolved to wear my old one a little longer.

BUSINESS CHANGES FOR FEBRUARY

A. McDowell, hardware, Hamilton, sold out and left; Henry J. Heard, hardware and tins, St. Thomas, Ont., closed up under chattel mortgage; Wm. Gunn, fancy goods, St. Thomas, Ont., sold out; W. Carter, jeweler, Montreal, bailiff in possession; W. G. Whitehead, fancy goods, Winnipeg, stock sold by the sheriff; G. J. Clarke, jeweler, Wingham, selling off and intends giving up business; Wm. Croft & Co., fishing tackle, Toronto, have admitted Wm. Croft, Jr., into partnership, style now, Wm. Croft & Son; H. B. Coates & Co., jewelers, Stratford, run by W. E. Jones, Stratford; Henry & Lacroix, wholesale saddlery hardware, Montreal, damaged by fire.

BUSINESS NOTES.

MESSRS. J. & J. Taylor's safe works were destroyed by fire since our last issue, loss about \$40,000. With their usual energy, however, the firm are again running and preparing to ship goods as usual.

WE ARE glad to be able to say that Mr. John Zimmerman, of the firm of Zimmerman, McNaught & Lowe, is now almost completely recovered, and although he will not be able to travel for a few months, he trusts to have the pleasure of seeing his old friends and customers at the warehouse when they visit the city.

THE WALTHAM WATCH Co. turned out its 2,000,000th watch last month. The employees of the Company celebrated the fact by a banquet, at which the health and prosperity of the Company was enthusiastically toasted. It is certainly a wonderful output from one factory, and shows what may be accomplished by capital, skill and enterprise.

DEATH OF A PROMISING YOUNG MAN.—Mr. Wm. Wm. Jardine, for a number of years chief computing clerk at the Customs, died at the residence of his parents, 194 Spadina Avenue, early Sunday morning. Deceased commanded the respect of the mercantile community, his fellow clerks and a large number of friends in this his native city.

THE customs facilities at this port are not at all commensurate with the necessities of our importers. The chief want is greater accommodation. The city's representatives at Ottawa have been urging the subject upon the atten-

tion of the Minister of Public Works, with it is hoped, some likelihood of the requisite accommodation being provided. Toronto is such an important port of entry that it is as much to the interest of the public treasury as of the city, to make every provision for shippers and importers.

THE annual consumption of watch-face crystals is placed by the *Revue Chronometrique* at 100,000,000. This total, however, includes the crystals required for toy watches, lockets, compasses, etc. The annual production of watches is placed at 2,500,000, and the stock manufactured during fifty years at 70,000,000. To this is to be added 50,000,000 "old watches." Of the number in use it is believed that 87,000,000 require a new crystal face once a year. This, with stocks kept on hand, call for the annual supply named above.

A WESTERN exchange says that burglars are so plentiful and daring in his State that merchants are afraid to lock their safes at night, but content themselves with leaving them open in preference to having them spoiled by being blown open. One large milling firm, it is said, has a card attached to the front of their safe giving the combination of the lock and asking burglars to be kind enough to open the lock according to the instructions on the card. It is quite evident that those verdant Yankees out west never heard of J. & J. Taylor's safes, for if they had they would have secured them, and then had peace of mind, and been able to snap their fingers at the midnight prowlers.

COLONEL PANET, Deputy Minister of Militia, has returned to Ottawa, and brings with him sample boxes of cartridges manufactured at the Government Works in Quebec, for distribution among the members. The cartridges are for Snider rifles, and he claims that they are superior to English or American manufacture. The capacity of the factory is about four million cartridges per annum, but it is not in full blast yet. Although the machinery was built for Snider sizes only, it is so arranged that with the expenditure of not more than \$1,000 it can be altered to Martini-Henry size. This was considered advisable in the event of the Martini-Henry replacing the Snider.

THE second annual meeting of the Toronto Silver Plate Co. was held at the Company's office, King St. West, Toronto, on Thursday the 15th ult., the President, Mr. James A. Watts in the chair. After the reception of the Director's report, which showed that the company had got over its initial difficulties and was now fairly under way, with cheering prospects of success, the following gentlemen were elected as directors for the ensuing year: Alfred Gooderham, W. H. Beatty, W. H. Partridge, W. Thompson, G. Harrison, J. Webster, J. A. Watts. At a subsequent meeting of the directors J. A. Watts, Esq., was elected President, and Alfred Gooderham, Esq., Vice President.

It is a pity that prominent Englishmen who cross the briny, spend a few weeks in the United States and then return to England, always puff up the States as a good place for English emigrants and studiously ignore Canada. The papers bewail the fact, and wonder what can be the reason of it. Partly it may be the fault of

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

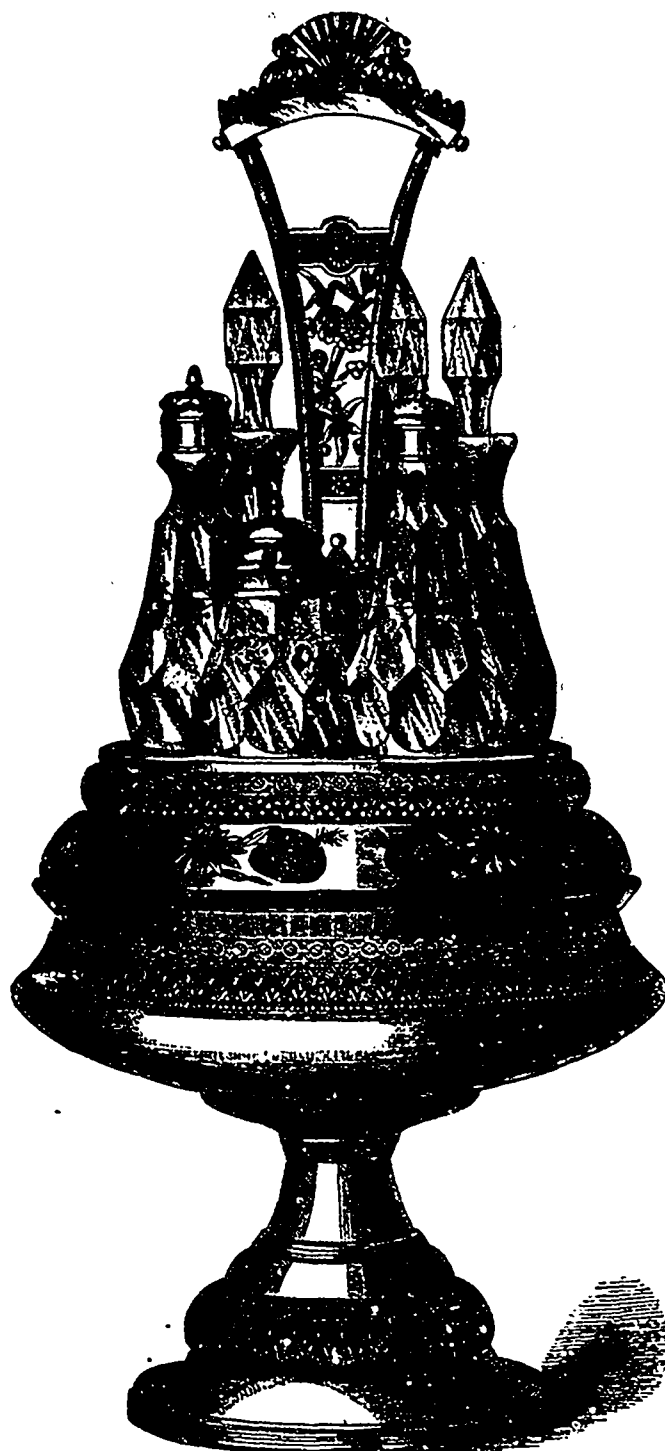
ELECTRO PLATED UPON FINE HARD WHITE METAL.

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

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of manufactured goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James', Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed, and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

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

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

the papers themselves. When the Grits are in power the Tories make out that the country is all going to the dogs and that people are being driven out of it. When the Tories are in power the Grits turn round and declare the same thing. People in England no doubt got an occasional copy of a Canadian paper from friends on this side of the world and see what is being said. They argue that if Canadian papers speak in that strain of the country there must be some truth in what they say. Another reason is that prominent Englishmen see a colony and a great nation side by side, and are naturally attracted by the great nation and speak in its behalf when they go home.

A NEW INDUSTRY FOR CANADA

Last week we paid a visit to the works of the Toronto Silver Plate Co., the first factory in Canada that has commenced the manufacture of electro silver-plated ware in all its details in this country. It is true we have other plate factories here, but they are branches of well-known American manufactories, who make the blanks, (as the goods in the metal, unplated, are called) at their works in the United States, and simply plate them at the factories here.

The Toronto Silver Plate Co., however, propose to manufacture the goods from the very foundation, and to combine within the walls of their own factory every detail and process from the alpha to the omega of the trade.

A visit to their factory, on King Street, will well repay any person interested in the manufacture of articles of this class. Accompanied by the general manager, Mr James A. Watts, we were conducted from garret to cellar of the entire building, and while thanking him for his courtesy, we could not help expressing our astonishment at the perfection and completeness of the factory's equipment. From the mighty "Corloss" engine of fifty horse power, that silently and apparently without effort, drives the heavy and rapidly revolving machinery, to the powerful presses, some of which cost nearly \$3,000, and steam rollers, everything was of the most perfect description and gave promise of fully carrying out the wishes of the makers.

In one department we found the moulders busy lading the liquid metal from red hot cauldrons into moulds, and turning out with great rapidity, casters, pickle and tea pot handles, and many other articles of like kind, destined to form a prominent part of the elegantly finished goods with which the show room is fast being filled. In the spinning department might be seen the wood turners making chucks on which to turn the metal, and the metal spinners, with the help of these wooden chucks, fashioning the metal into caster bands, cake baskets, &c., on their rapidly revolving lathes. But time would fail us to tell of the plating department with its immense vats of silver solution and its rapidly revolving electric motor, from which is generated the electricity which modern science has so well utilized in this department of the fine arts, or, of the burnishing room with its long row of men with their steel burnishers, driven with their seemingly tireless arms to the cheery music of some Moody and Sankey melody or

opera song; or of the department where the designers and mould makers reign supreme, and everybody seems so quiet and studious that a novice might imagine that the workers were amusing themselves instead of working, or of the immense stock room, whose shelves are loaded down with glass of every description, from the cheap, plain pickle jar to the richly decorated vase or berry dish of Bohemian manufacture. The show room, with its elegant cherry and plate glass cases, with their maroon linings, and elegant display of silverware, is a sight that once seen cannot be easily forgotten.

In fact the whole equipment of the establishment is complete, and this country is to be congratulated upon possessing within its limits a manufactory that bids fair to produce goods in this line fully equal in design, finish and quality to any imported from abroad. We sincerely trust that this new industry may grow and flourish, because it is by such establishments as these that any country is made commercially great and independent.

THE SECRET OF HOW BOSS CASES ARE MADE

Appears to be a valuable one if we we may judge from the pains that some of its rivals have been at to find it out. We have often remarked that when any man gets hold of a good thing there are always plenty of fellows ready and anxious to help him with it and share the profits with him. This seems certainly to be the case of the "Boss" Case people—they have the boss case in name and reality, and other makers, recognizing this fact, have of late been endeavoring, without their consent or approval, to help them out with it and their fairly earned profits. As is perhaps too seldom the case, these attempts have proved unsuccessful, and the would-be stealers of other people's brains have been forced to beat a hasty and ignominious retreat. The latest attempt of this kind, we are sorry to observe, was on the part of the Deuber Watch Company, who it appears attempted unsuccessfully to entice away some of Messrs. Hagstoz & Thorpe's workmen in order to learn their trade secrets in connection with the Boss case. The proprietors of the Boss Case allowed the matter to go so far, and then quietly nipped the thing in the bud by having Mr. Deuber arrested for conspiring to entice away their workmen. Mr. Deuber was, of course, released on bail, and so the matter ends for the present.

It certainly seems a great pity that rival manufacturers can't stick to honest competition instead of resorting to such underhand strategy as appears to have been employed in this case. Messrs. Hagstoz & Thorpe are to be congratulated on the fact that the treatment of their employees has been such as to make them serve them with unswerving loyalty, for by their honesty and good will only could they have been enabled to baffle such designs as those of the Deuber Company.

The result will probably be that after the smoke has cleared away, it will be a good advertisement for a good article, for certainly as imitation is the highest form of flattery, so is such an attempt of a rival manufacturer an admission that the article he attempts to obtain by

such means is the best he knows of, and worth running a good deal of risk to obtain.

Messrs. Hagstoz and Thorpe need seek for no higher testimonial as to the value of the "Boss" case than it was so good that their competitors were bound to secure its secret by any means and at any price. It certainly won't do the boss case any harm, whatever effect it may have on the Deuber Company.

WORKSHOP NOTES.

ETCHING FLUIDS—For copper: Aquafortis, 2 oz.; water, 5 oz. Steel: Iodine, 1 oz.; iron filings, $\frac{1}{2}$ dr.; water, 4 oz. Digest till the iron is dissolved. For fine touches. Dissolve 4 parts each of verdigris, marine salt and sal ammoniac in 8 parts vinegar, add 16 parts water, boil for a minute and let cool.

BENDING GLASS TUBES.—Hold the tube in the upper part of the flame of a spirit lamp, revolving it slowly between the fingers, when red hot it may be easily bent into any desired shape. To soften large tubes, a lamp with a double current of air should be used, as it gives a much stronger heat than a simple lamp.

SILVERING SOLUTION—The following is a good silvering solution for electrotype plates: Nitrate of silver, 2 drs.; distilled water, 37 drs. Dissolve and add sal ammoniac, 1 dr; hydrophosphite of soda, 4 drs; precipitate of chalk, 4 drs., agitate the preparation occasionally for twelve hours, when it will be ready for use. Apply with a fine sponge.

CEMENT FOR PETROLEUM LAMPS.—Boil three parts of rosin with one part of caustic soda and 5 of water. The composition is then mixed with half its weight of plaster of Paris, and sets firmly in from $\frac{1}{2}$ to $\frac{3}{4}$ of an hour. It is of great adhesive power, and not permeable to petroleum, a low conductor of heat, but superficially attacked by hot water.

RUST PREVENTIVE.—To keep machinery from rusting, take $\frac{1}{2}$ oz. of camphor, dissolve in one pound of melted lard; take off the scum and mix in as much fine blacklead as will give it an iron color. Clean the machinery and smear it with this mixture. After twenty-four hours, rub clean with a soft linen cloth. It will keep clean for months under ordinary circumstances.

TO PREVENT RUST.—Cast iron is best preserved by rubbing it with blacklead. For polished work, varnish with wax dissolved in benzine, or add a little olive oil to copel varnish, and thin with spirits of turpentine. To remove deep-seated rust, use benzine and polish off with fine emery, or use tripoli, 2 parts; pulverized sulphur, one part. Apply with soft leather. Emery and oil is also very good.

TO CLEAN OLD OIL PAINTINGS.—Dissolve a small quantity of salt in stale urine; dip a woollen cloth in the mixture and rub the paint-over with it until clean; then wash with a sponge and clean water, dry gradually and rub over with a clean cloth. Should the dirt not be easily removed by the above preparation, add a small quantity of soft soap. Be careful not to rub the painting too hard.

PRINTING ON GLASS.—A Frenchman, M. Wilbaux, has taken out a patent to use an elastic type for printing on glass, with fluor spar, ren-

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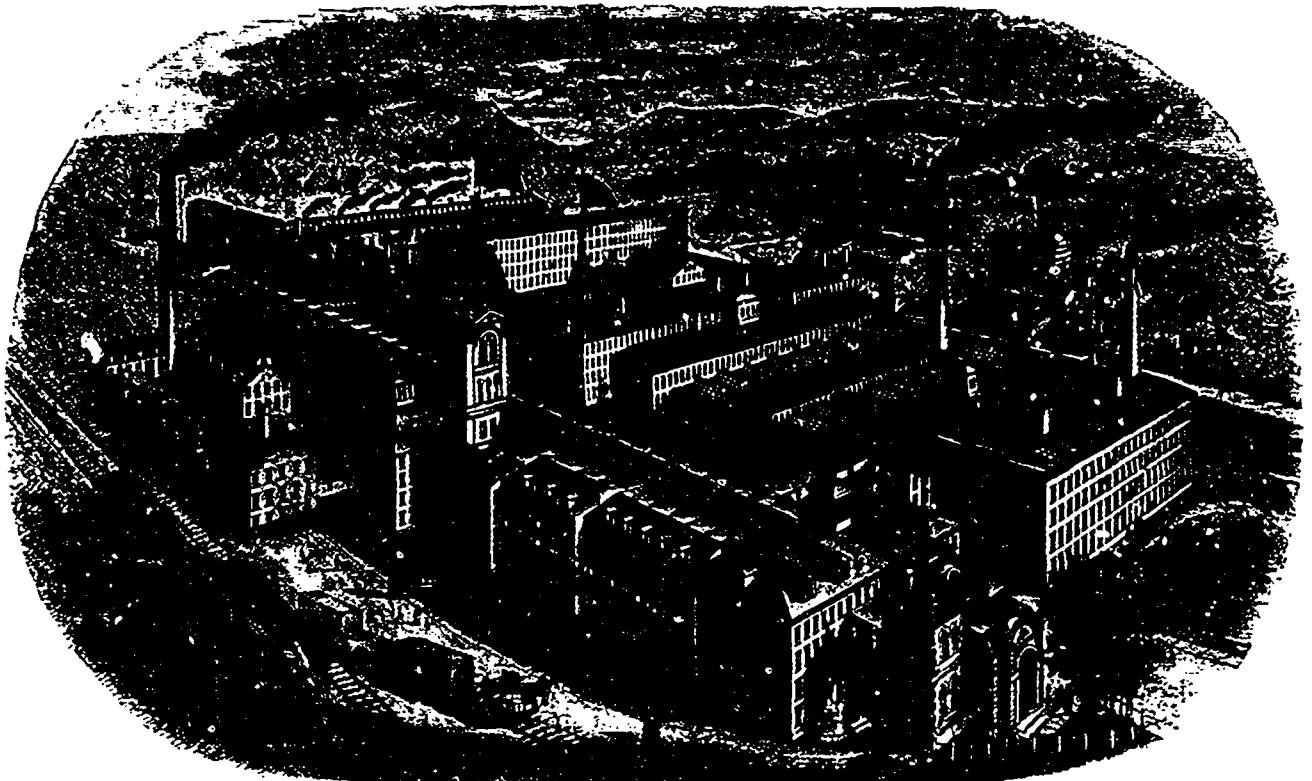
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dered adhesive by some such material as mullage or printer's ink, sulphuric acid of suitable temperature is then allowed to act on that portion of the glass. The hydrofluoric acid generated in this way would etch the glass on the places printed. When completed the whole is washed off with warm water and lye.

SCIENCE AND OTHER NOTES.

AMBER.—The yield of amber of the German Ocean is increasing. During the year 1880 it amounted to 815,000 pounds, and was obtained by means of steam-dredging machines, while in 1879, it amounted to 280,000 pounds. In one place 158 overseers and 300 workmen, and in another 500 workmen, were occupied.

PUBLIC INSTRUCTION OF PARIS.—The municipal budget of instruction for 1882, of the city of Paris, amounts to 23,000,000 francs, of which 99,700 francs are for higher branches; 1,641,793 for middle, and 14,990,800 for primary; 2,851,740 are for special primary; 1,250,400 for professional, technical, and special; 427,600 for the associations of public instructions and orphanages; 1,996,600 for asylums, etc.

GLYCERINE MIRRORS.—Glycerine separates the silver from an ammoniacal solution of silver nitrate, produces a more perfect mirror than aldehyde. The separation of silver is incomplete without the employment of heat. Upon the addition of a solution of potassium hydroxide, the separation is effected without heating. Alcohol and ether promote the separation of the silver in the hot solution. It is said that the mirrors are brighter in dark than in light.

BULLFROGS.—According to the *Vienna Landt. Ztg.*, English agents are busily scouring over Austria for the purchase of bullfrogs, paying for them at the rate of 30 to 40 fl.—\$18 to \$15—per 1,000. They are packed in moss-lined perforated boxes and expedited to England and Holland. A Mr. Krelago, of Harlem, Holland, one of the largest garden owners of that country, and a Mr. Smith, of England, purchase these interesting animals for their storehouses, to consume the many insects and cockroaches.

SCOURING.—A Paris correspondent says: "The paper manufacturer who would send a skilful, intelligent workman to Japan, to study the uses to which paper is put there, and to select judiciously those which may be introduced here, would be sure to amass a great fortune. The great changes of the coming age will be the uses to which glass, paper, and porcelain are going to be put. London jewelers find gas and glass their best shields from burglars; glass floors, counters and shelves are getting common. Porcelain and earthenware walls are beautiful and recommended by many advantages."

MICROSCOPES.—The power of the microscope has been increased so greatly by modern science that it will magnify objects of about 100,000 diameters. Unassisted human vision can perceive no objects smaller than the three-hundredths inch in diameter; but the microscopist, with the best instrument, is able to examine monads one-hundred-thousandth of an inch in diameter. Beyond this is obscurity. Scientific men estimate that the ultimate particles or atoms composing all matter can be no smaller than one twenty-millionth part of an inch in diameter,

and it appears to be barely probable that they will ever be revealed to the human eye.

SIGNIFICATION OF "STERLING."—When, during the middle age; the commercial England of to-day was only a feeble infant, its commerce so to say, stood under the tutelage of that most famous union of the free hanseatic cities of North and Middle Germany, embracing Brugge on the west, Novgorod, in Russia, on the east, and Bergen, in Norway, on the north. These hanseates were called "Easterlings," by the English, that is, the eastern merchants, and England was so much dependant upon them that their money was the circulating medium of the country. One pound "sterling" signified one pound of the money of the Easterlings. Times have changed considerably since then.

A COMPARISON of the wealth of Great Britain and the United States has recently been made by Mr. Mulhall, well-known as a capable and painstaking English statistician. He estimates the total wealth of the United States at \$49,770,000,000, and that of Great Britain at \$40,640,000,000. This, however, includes the lands of both countries, deducting which leaves the United States with \$42,000,000,000 of "wealth proper" against \$38,940,000,000 for England. The increase of wealth in the United States during the last decade has been at the rate of 35 per cent.

A SUCCESSFUL EXPERIMENT.—"I have been told," said Mr. Dubious, watching the great steam hammer in the rolling-mill, "that a good hammer-man can break the crystal of a watch with that thirty-ton hammer." "Yes, sir," said the hammerman, "it can be done." "I should like to see it," said Mr. Dubious, eagerly, feeling in his watch pocket. "I can do it, sir," replied the man. "And will you?" replied Mr. Dubious, drawing out his watch. "Come, I am anxious to see it tried." He laid his watch on the great anvil plate. The hammer rose up to its full height and the next instant all its ponderous weight, with a crushing force that shook the ground for an acre round, came down on that watch. "There, sir," said the hammerman, quietly, "if you don't believe that crystal is broken, just stoop down and you can see it sticking to the hammer." Mr. Dubious swallowed a whole procession of lumps and gasps before he could speak. "But I forgot to say," he exclaimed, "that it was to break the crystal without injuring the watch." "Oh, yes," said the hammerman; "yes I know; I have heard that rubbish myself, but it's all gammon. I don't believe it can be done. But you can break the crystal every time."—*Furlington Hawkeye.*

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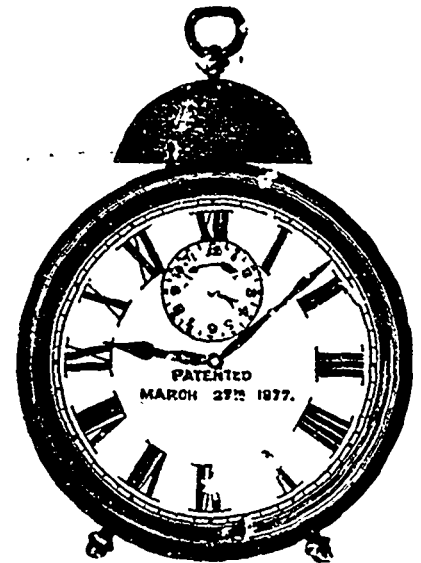
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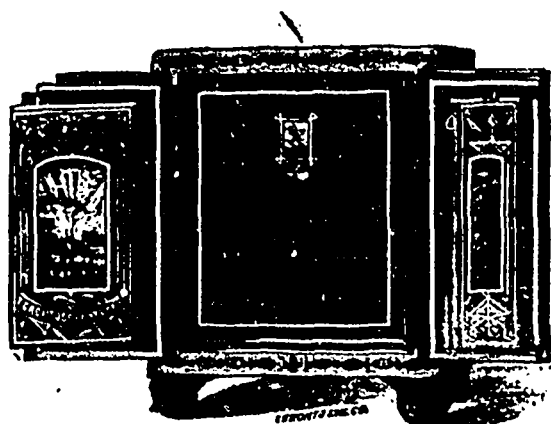
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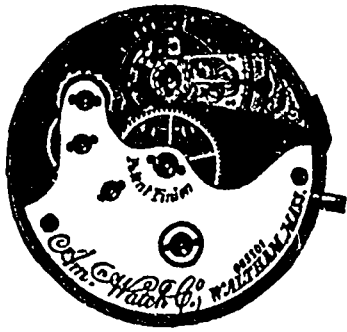
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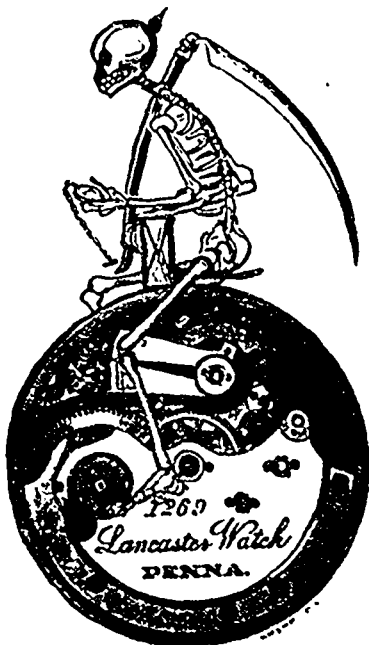
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