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THE TRADER.

TORONTO, ONT., APRIL, 1886.

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

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

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

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

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

EDITORIAL.

WANTED.

The want of Canada is not politics so much as practical legislation. That is what representatives should be sent to parliament for, and that is what they should be paid for. One of the principal wants of the business community of Canada is an "Insolvent Act," and if the legislature ever get an opportunity to talk business for a few hours, they should put such a measure on the Statute Book.

It is too late in the day to discuss the advisability or the need of such a law. Its necessity is recognized in almost every civilized country in the world, and it is only because that our legislators prefer party to the interests of the country, that we have not had one in Canada before this. The present state of the law, or rather the want of a general law, is demoralizing in the extreme. No two provinces are alike in their treatment of debtors; every province apparently makes its own laws, and the result is that in some cases they are framed so as to discriminate against the residents of other provinces.

What we want is a general Insolvent Act, that will at once be fair alike to the debtor and creditor, and which will obtain from one end of the Dominion to the other. The present hole and corner system is demoralizing trade because it localizes it by preventing the free interchange of products between the provinces that is absolutely necessary if Canada is ever to become a great and powerful country. From a patriotic as well as a commercial standpoint, we would regard the passage of a first-class Insolvent Act as one of the most desirable things that the present parliament could do, and we trust that before they draw their sessional indemnity they will see that something practical is done in reference to it.

SMUGGLING.

As if to give emphasis to our statement in last month's TRADER, that smugglers, no matter how smart, were bound to get caught if they kept at it long enough, our readers will find elsewhere in this issue the experience of two Canadian jewelers. We need scarcely, after our remarks of last month, say anything on the subject, further than that the parties in question are not deserving of any sympathy for the loss and disgrace to which they have subjected themselves by their breaking the law of the

land. In both cases, however, while the principal actors in the transaction have met with just punishment, their accessories before the fact, have escaped scot free. We learn on good authority that at least three wholesale jewelry firms are implicated in these transactions, their part being to get American makers to ship the goods from their factory to some place on the border from whence the retail buyer could smuggle them over at his leisure and at his own risk. Although these firms are not actually guilty of smuggling the goods themselves, there can be no doubt but that they are abettors in the crime, for it was only by their action that the thing was made possible. We refrain from mentioning their names at this time, but if it becomes chronic we shall consider it our duty in the interests of business morality, to give their actions whatever publicity our columns will afford.

In this connection we are glad to learn that several of our leading wholesale houses who desire to see this illegal and ruinous competition stopped, have sent in to the Manufacturing Jewelers' Board of Trade (Providence, U. S.), a requisition asking them not to ship any goods to Canadian customers except to a Canadian port of entry, and to co operate with them in helping to suppress the evils which must and do arise to honest traders from smuggling. We are in receipt of a letter from the Secretary of the Board regarding this requisition, in which after advising us of the fact that the Board had received such a communication, he says: "I am instructed by our Board of Directors to place in your hands for publication in your valuable magazine the following resolution. 'That the Directors are heartily in accord with the attempt to suppress the evils complained of, and that they will exert their influence to sustain the principles and objects desired.' I have given the editor of the *Manufacturing Jeweler*, (our official organ) a copy of the petition and our views upon the subject which will be printed in their next issue." In a postscript he says: "I may add that I consider the move a *grand good* one, and I trust the petitioners may succeed in their efforts. I will do all that I can individually." The sentiments of the Board and their Secretary are manly and honorable, and do credit alike to their honesty of purpose and business perspicuity. Like the Providence Board of Trade, THE TRADER sincerely desires to see this movement against smuggling crowned with success.

HIGH PRICED EMOTION.

It is a common saying that "Canada possesses more politics to the square mile than any other country in the world," and if one were to judge from the vaporings of any of our houses of parliament they would probably conclude that there was a great deal more of truth than poetry in the remark. We have often expressed the view that if we had less of party and more of country about our parliaments it would be a great deal better for the welfare of the people at large. The petty bickerings of the little legislative show which Ontario holds every year in Toronto is bad enough, but when contrasted with the unseemly wranglings of the big guns down at Ottawa, it becomes to a degree. A stranger listening to the debates of the past few weeks on the North-West affairs and not knowing anything of the rebellion or its leader would no doubt fancy that the fate of the country hung on its issue. If he knew anything about the debaters he would conclude that the whole thing was a farce of the most transparent kind and that neither party cared a rap

about Riel and were only making use of his case to get into office, or being in, to stay there. While much may be said in favor of the Government's action, we fail to see how any loyal citizen can censure them for letting the law take its course and ridding the country of one of the most dangerous men that ever lived in it. If Riel was sane enough to raise two very costly and bloody rebellions, he was plenty sane enough to hang say we, and no matter what nationality he sprang from, he was a Canadian and amenable to Canadian law and justice. In our humble opinion, he was not half as crazy as plenty of those who at present for their own purposes desire to make him out as such.

We have always held that the Government did right in hanging Louis Riel and are to be commended for letting the law take its course in the face of the terrible pressure that was brought to bear on them to commute his sentence. But while we do so, we are strongly of the opinion that their administration of the North-West affairs was not what it ought to have been, and therefore open to a searching investigation by parliament. Two wrongs don't make one right, and no matter whether the Government was wrong or not—Riel was guilty and deserved the punishment he received. If the Government were equally culpable the place to try them is in the House and not on the Champ de Mars, and the jury should be their co-legislators, and not an ignorant rabble. If the House is satisfied that they have betrayed the trust reposed in them, they should make them give place to others who have their confidence.

It appears to us that if the Riel debate is going to crop out much oftener, that that gentleman is going to cost the country about as much dead as alive. Riel's memory is all very well in its way and if the bolters and their friends in Her Majesty's loyal opposition think so much of him as they now profess, they should take about three months during midsummer to fall on each others' necks and sob out their praises of the deceased, but for goodness sake let them let up during the time parliament is in session, for their emotion is costing the country at the rate of about one thousand dollars an hour. Grief is sacred and should not be kept too freely on tap, it is too high for general public use at the price charged for it by the House of Commons of Canada.

Since writing the above the action of the Government in executing Riel has been sustained by the handsome majority of 94. As all the prominent men in the Liberal party, Blake excepted, voted with the Government, it is to be hoped that the *Globe* will take their action as a quiet hint that in future that party proposes to manage its own affairs in its own way, instead of being bulldozed by an irresponsible clique of political heelers who happen to have fallen heir to a proprietary interest in the personal organ of a deceased statesman, whose shoe latches they are unworthy to untie.

COMMON SENSE PROTECTION.

In our February issue we took occasion to point out a few of the methods by which the retail jewelry trade could protect their own interests. We then stated that in our opinion the jobbing trade of Canada had done all they possibly could for the retailers' protection, and that if the latter desired anything further in that direction they must look to themselves for it. We pointed out, in the article referred to, some of the advantages that combination would have upon the retail jewelry business so far as selling goods is concerned, and if our readers will

bear with us further in the same direction, we will endeavor to show them how such a combination would advantage them in the matter of selling their own labor.

It is now a pretty well ascertained fact, that in any well regulated and prosperous retail jewelry business, the watch repairing department should at least pay shop rent and living expenses, leaving the profits of merchandise sales to go to the credit of capital account. We know of dozens of businesses in Canada whose watch repairs make more money than this, but we think this may safely be laid down as a guide for any ordinary jeweler to know whether or not he is doing a prosperous business.

We are aware that there are a great many jewelers on the other hand whose watch repairs do not come up to this standard, and in most cases it will be found that unless in some populous centre where they sell large quantities of goods, such businesses are rarely profitable. As a rule the most of our retailers make money, in the first place, by their mechanical ability to repair watches, and it depends very much upon how they turn this ability to account whether or not they ever acquire capital enough to pay for the stock of goods necessary to the successful carrying on of a first-class business.

The trouble of a great many jewelers is that in order to draw trade they are willing to do this repairing work, which as we have pointed out should be one of their principal sources of income and usually the corner stone of business success, at almost the price of the material they use. By so doing they may think that they are getting ahead their competitors and drawing trade to themselves, but this we think is an error, for the general public as a rule can't tell whether such work is cheap or dear, although they may by experience know whether it is well or badly done. We do not think that in one case in ten where retailers pursue such a system of cut-throat competition in watch repairing, that it does their opponents much harm or themselves any good. If they were disposing of some well-known article, with the value of which the public were thoroughly acquainted, we could understand how capital could be made out of it, but in watch repairing which is more a sale of one's skill as a workman than of anything tangible in the way of material, such a policy is the utmost folly.

During the past month we have had sent us from various parts of Canada advertisements of jewelers who used printer's ink to boast of this kind of nonsense. They were anxious to have the public understand that they would clean a watch, put in a new main spring, new jewel, new balance spring, at from twenty-five to fifty cents, the usual charge for which by their competitors was one dollar.

Now this to us looks pretty much like a man's cutting off his nose to spite his face, for by such a course they were bound to do themselves no good, while doing their opponents very little harm. People don't expect to get something for nothing; as a rule they expect to pay for what they get, and therefore, when one jeweler proclaims to work for half price of his competitors the public usually judge that he has rated his work according to its real value.

A good watchmaker is a mechanic of the very highest type, and does not learn his profession without a great deal of study and many years of hard and poorly paid toil. This being the case we fail to see why such a person should give away his skill for next to nothing and without advantage to himself. The doctor who makes you a professional visit when you are ill,

 THE

ELGIN NATIONAL



No. 98



No. 99



No. 100

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

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

— **FACTORY: ELCIN, ILL.** —

GENERAL OFFICE: 76 Monroe Street, Chicago, Illinois.

NEW YORK OFFICE: 22 JOHN STREET.

WATCH COMPANY.

does not charge you merely for the time he thus consumes, but you and every other patient have to pay in part for the expense of his education and loss of time while he was learning his profession. If he simply charged you for his time as any ordinary laborer would at the rate of so much per day, he would not stay very long in the ranks of the medical profession. Like the doctor the watchmaker sells something more than simply material and the time of an untrained workman; whether or not he recognizes the fact, it is true, nevertheless, that he is selling his brains as well as the material he uses every time he repairs a watch.

A celebrated silversmith once told a customer in the writer's hearing, when the latter said to him that he could buy solid silver hollow-ware at so much per ounce. "Sir, our goods are more than mere bullion, they are the result of the highest order of mechanical intelligence and skill, combined with beauty of design, and we do not propose ever to sell our brains by the ounce." We have often thought of this remark since that time in connection with such subjects as we are now writing about, for it is only but too true that many of our best watchmakers by their method of selling repairs almost at the price of the material, are doing neither more nor less than "selling their brains by the ounce."

If anybody could take hold of a watch and repair it as well as a trained watchmaker, we could see some reason for his selling his services as many actually do "almost without money and without price." But the skill of the watchmaker is no common thing and the possessor of it is as much entitled to a benefit from it as a doctor, lawyer, or any other professional man who has spent time and money in the acquiring of his business.

If jewelers sold their merchandise, as many of them do their mechanical skill, at cost, there would be very much less money in the business than there is at present. But they might just as well do the one thing as the other. What's the difference? In our opinion there is none, and it is only because people don't recognize the fact that they persist in doing it.

As a rule the more difficult a profession or trade is to learn the more valuable it is to a person, once it is mastered. The watchmaker is, we contend, a skilled mechanic of the very highest type, and therefore deserving of a price for his work commensurate with its value.

We think we have said enough to show some of our readers who have never looked at this subject in this light, that they are not only violating the first principles of business by selling their mechanical skill at cost, but handicapping themselves very heavily in the race for commercial success. If a jeweler don't set much value on his own work, it is hardly probable that the public will do so. The result is that he generally remains "a hewer of wood and a drawer of water" to the public, and ends his business career as poor as when he began.

How shall the trade find a remedy for this state of affairs, which the majority of the trade admit is a bad thing? Our reply is by organizing local retail associations. Watch repairing is strictly a local business, and were such associations formed the trade would be able to get a fair price for their work without any difficulty. When once a jeweler found that he could just as easily get one dollar as fifty cents for cleaning a watch he would hardly care to throw his extra profit away without some very good reason. People don't get watches cleaned or repaired merely to give work to the jeweler, but because they are forced to have it done. The raising of the prices on watch

repairing would not, therefore, have any tendency to make this branch of the trade any less in volume, while it would make it as it ought to be one of the best paying parts of the jewelry business. Such an action would also have a tendency to raise the standard of workmanship. If the customer paid more for his work, it would probably be better done. The jeweler could afford to spend more time and pains over it and really do it justice, whereas at the present time he often has to turn out work that he is ashamed of because he can't afford to do it better for the price he gets.

Almost every one can call to mind the story of their school-boy days of the lark who had her nest in the field of grain. When the grain was ripe the farmer and his sons came to look at it and decided to invite their neighbors to help them to cut it. The neighbors failed to put in an appearance. They consulted together and then finally decided that although their neighbors had gone back on them they could rely on their relations, and consequently determined to ask their help for next day. The relations however failed to materialize, and in despair the old man said to his boys: "Now that everybody has gone back on us we will have to tackle it ourselves." The old lark's mind had been easy up to this time, but when she heard this she commenced to pack up and seek another dwelling place, for she knew that now that they were at the last ditch it was sure to be done. Our readers themselves can apply the moral of this fable to the present situation of the retail jewelry trade, and if they only make up their minds to set to work at once and depend on themselves, they will find their business and prospects very much improved by the venture.

CORRESPONDENCE.

SPECTACLES AND HOW TO SELL THEM.

WRITTEN SPECIALLY FOR THE TRADER.

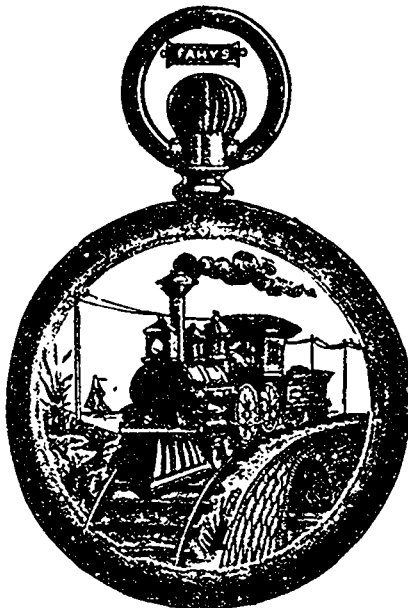
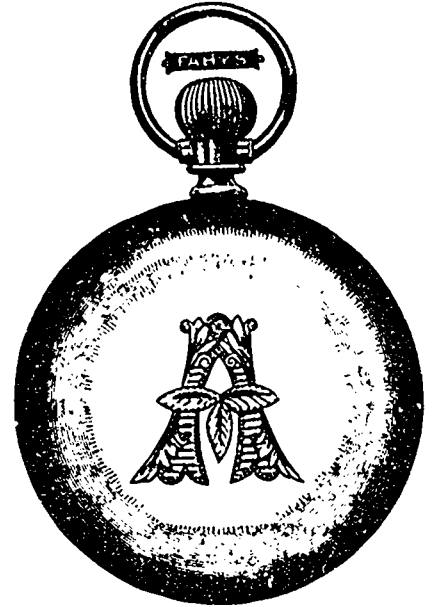
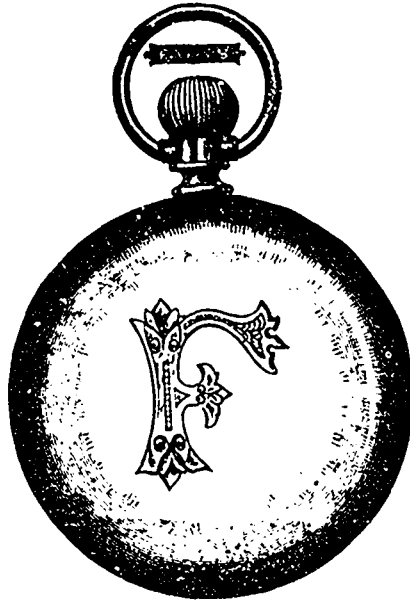
PAPER NO. III.

Lenses or glass for spectacles and eye glasses are made in about a dozen different factories in the world and are rated according to quality of glass used for the purpose. The finest lenses made are French, next comes the English, and the commonest are made in Germany. They are made in plano, double convex and periscopic, of both plate and crown glass. Lenses are used in various forms and colors, according to the purposes they are intended to serve, and are subdivided into the following five classes:

(a). Plain or Plano Glass, without color (usually termed "white"), or in smoke, blue, green or other colors used to protect the eyes against external injuries, or against the light when the eyes are sensitive or the light is too strong. They have no power, and are: 1. Parallel, straight surfaces on both sides, called *plano*. 2. Parallel, bent surfaces on both sides, hollow or *coquille*.

(b). Convex Glass, used mostly white. It concentrates the rays of light, and therefore magnifies, and serves to correct the most common deficiency of sight. *Weak or Far sightedness*, usually the accompaniment of advancing age. It is used in the three following forms: 1. Double Convex or Bi-Convex. Both surfaces of equal convex curve (*dcx*). 2. Plano Convex. One surface convex, the other plain. 3. Periscopic Convex.

FAHY'S INITIAL AND SUBJECT PATENT GOLD INLAID SILVER WATCH CASES.



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

FOR SALE BY ALL CANADIAN JOBBERS IN AMERICAN WATCHES.

One surface convex, the other slightly concave (pcx). All three forms have approximately the same effect, but the double convex gives the truest image, and the difference is most striking in the higher power glasses. Periscopic glass is the highest in price, and is used largely in the finer grades of spectacles. Plano Convex glass is used the least in spectacles, and when it is used, the plane surface is usually neither ground nor polished; and this glass is, therefore, the cheapest, and used only in very low grades of Spectacles.

(c). Concave Glass, used mostly white. It disperses the rays of light, and therefore diminishes, and serves to correct the deficiency of sight known as *near-sightedness*. It is used in two forms as follows: 1. Double Concave or Bi Concave. Both surfaces of equal concave curve (dcc). 3. Periscopic Concave. One surface concave, the other slightly convex (pcc). Both forms have approximately the same effect, but the double concave again gives the truest image, and the periscopic concave is the highest in price.

(d). Cylindrical Glass, used mostly white. It serves to correct deformity of the eye lens or of the cornea, known as astigmatism, and is: 1. Cylindrical Convex. Ground and polished plano on one side, and a convex cylinder on the other. 2. Cylindrical Concave. Ground and polished plano on one side, and a concave cylinder on the other. The convex cylinder magnifies; the concave cylinder reduces in the axis of the cylinders only. Cylinders are combined, as the case may require, with spheres or other cylinders, and are then called "compound cylinders."

(e). Prismatic Glass, used mostly white. It serves to correct cross-sightedness. Both surfaces are ground and polished plano, but intersecting each other at various angles from 1° to 15° . Prismatic Lenses turn off the rays of light according to the angle of intersection of their surfaces. Instead of plano surfaces, they may have spherical or cylindrical surfaces, and are then called compound cylindro spherical prisms, according to the curves which they are given.

In the majority of the factories the lenses are all sold to an agent who supplies the spectacle manufacturers. We have never yet heard of a case of a spectacle manufacturer grinding the focus in lenses, although a great many claim to do so. The great trouble in the spectacle trade is the number of irresponsible dealers who have of late years crept into it. These gentry are a curse to the country. They get up a name for an article by advertising it largely, procure testimonials from people who know nothing about spectacles, but who they have happened to fit right through keeping a proper assortment of focuses in stock. They go round the country selling merchants goods at double the price they could buy them from a legitimate dealer in spectacles, making them sole agents for their line of goods and crowding them with large stocks, in a good many places totally unsuitable for the trade in the vicinity. If they stopped there it would not be so bad, but on their next trip round, finding that their victim has not sold enough, they appoint another agent, leaving a large stock of unsaleable goods in the hands of the first buyer, who has to encounter opposition that he never had before, as they generally select someone who never handled spectacles before for their agents. As these gentry do not live in the country but merely have an office here, redress is very uncertain as they never stop more than a few years in a country. Another favorite way of theirs is leaving their goods on commission, but of course they take the

merchant's note, but when the note comes due they deny the commission part and force the dealer to pay up.

We have often noticed advertisements of spectacles stating that they are the only genuine English spectacles in the market, but on examination of the goods we have found them mostly American and German. The merchant cannot be too careful who he buys his goods from so as to get good value for what he pays. A great deal of the success of such people is owing to the fact that very few dealers keep a proper assortment of spectacles and eye-glasses preferring only to keep the most saleable numbers, and in order to effect a sale they very often fit their customers with unsuitable glasses. The parties so fitted fall in with these bogus manufacturers, who knowing what the matter is, fit their eyes all right, and tell them that no spectacles but theirs will suit them and that all other makes are worthless. They then ask for testimonials and get them.

Of course there are several good brands of spectacles in the market, but these are sold on their merits, and are good value for what is paid for them. We have often noticed jewelers who keep spectacles complain of not being able to sell them and say it takes too much time. Their invariable excuse is the old woman who wants a pair of spectacles for twenty-five cents and who takes an hour to fit a pair. Well this is caused by the jeweler keeping his numbers all mixed up instead of separate and allowing his customers to try and fit themselves by handing them a box which in most cases does not contain the number required. Of course it takes an hour, perhaps two, and generally the party will go out without getting suited. All this could be avoided if the dealer took a little pains to learn how to fit and kept his stock properly. In our next article we will treat about fitting spectacles.

H. G. LEVETUS.

Editor TRADER,—

DEAR SIR,—I see by the Goldsmiths' Company's advertisement on the cover of your last number they are the pioneers in protection to retailers in the clock trade. Good for you, gentlemen; you are worthy of the support of all in the trade.

It is true, that taking it on the whole, the wholesale trade are more willing to protect the retailers than they are to protect themselves.

There has been a great deal said by certain parties ament protection, but it seems as though the retailers of Toronto are either afraid that in the event of a league being formed their brethren of the country will have an equal chance with them, or they are afraid of one another; or it may be that they feel themselves of too much importance to join in league with the petty country retailers.

But let it be what it may, if they look at the matter squarely and weigh it well they will see it is to the interest of all to have a uniform price, both for work and goods.

Some may object to have a uniform price for work, upon the ground that all don't do their work equally well. Allowing that to be the case (and none will dispute the fact) those who fail in giving satisfaction will have less work, thus making it better for the best workmen. If Mr. Smith has to pay as much to have his work botched, he will go where he can have it done well. Whereas, as the case now stands, he says: I can get Jones to do a job for me for half what White charges, and I will run the chance.

As regards the selling of watches and clocks, where is the

THE NEW METAL CASE, - SILVEROID -

The metal of which these cases are made is a new one, far superior to any other in use for low-price watch-cases.

It is stronger, is capable of a high degree of polish, has the lustre of silver, and will not tarnish.

*PRICES THE SAME AS THOSE FOR ANY OTHER
METAL CASES NOW IN THE MARKET.*

A FULL LINE NOW IN THE HANDS OF
THE JOBBING TRADE.

Send for sample, and don't be put off with any other than the

SILVEROID!

KEYSTONE WATCH CASE COMPANY,

Nineteenth and Brown Streets,

PHILADELPHIA, PA.

use selling goods unless you get a fair profit for them, for there is a legitimate profit, and below that no one can do business and prosper; and prosperity is what we all want—it is both to the interest of buyer and seller.

Your offer to re-publish *Excelsior*, a treatise on Watchmaking, is a good idea, and one that will be appreciated, no doubt, by the trade.

Wishing you the prosperity you deserve, I subscribe myself,

Yours obliged,

RETAILER.

Editor TRADER,—

SIR,—It seems to me that if our Jewelers were to devote their attention a little more to the getting up of attractive window shows, it would be one of the best advertisements they could possibly have. The traveller for any wholesale house having, as he does, almost unlimited opportunities for observation, denied to Retail Jewelers who are compelled to confine themselves closely to their own stores, should be in a good position to give his customers many useful hints about this matter, and the best and cheapest way of carrying such ideas into practice. I feel that a salesman's duty is not merely to consider his own interests, but those of his customers as well.

And, sir, is not the success which your paper is enjoying to-day very largely the outcome of this very principle. Its gift-giving policy,—a free paper,—its liberal tone; its free advertising columns; and its admirable editorial matter.

Many Jewelers will remember that not many years ago attempts were made to keep alive a paper said to be devoted to the Jewelry trade; but their policy being "to gather up the fragments, that nothing be lost"—not according to the original dispensation, but that they might have all for themselves—they ate up all the crumbs and then died of starvation, from their own penuriousness.

Only a few days ago a prominent Jeweler, holding before him your paper, said most enthusiastically,—while shaking it good naturedly: "That paper, sir, why the Jewelers couldn't do without it, and any jobber or manufacturer who don't advertise in it is not alive to his own interest; that's where we go for information." I would stake a good deal in backing up this authority, and would venture further to say: that this is the registered Trade Mark opinion of all our Jewelers throughout Canada.

Yours respectfully,

JNO. W. CAMPBELL.

Editor TRADER,—

DEAR SIR,—I see the National Jobbers' Association have had their Annual Meeting, and from the report of it I should say it was a success in every sense.

It is not to the interest of the retail trade to have the prices cut so low that there is no money made by the manufacturer, for when such is the case the jobber and the retailer suffer also, and the public alone reap the benefit.

You will agree with me in saying that on an average, watch buyers don't buy more than two watches in a lifetime. Such being the case, it does not amount to a very great deal if they do pay a fair price for what they buy, whilst it means an im-

mense sum to the manufacturer, and either fair wages to their employees or else small pay and no profit to the employer.

I see from your notice of correspondence received that "Retailer" seems to think that the jobbers are caterpillars on the leaf, and not necessary to the trade. It may be true as far as he is concerned, as it is quite likely that he can afford to buy on a large scale; and if so, it might pay him to visit the markets to buy his goods if he could purchase direct from the manufacturers. But it is otherwise with those in the small towns and villages. They have neither the time nor the capital to make it pay.

For my part I do not see why the Jewelry trade should not have men dealing as wholesalers as well as the dry goods and other trades.

I think that lawyers are a necessary evil, and the less that Jewelers have to do with them the better, is the opinion of,

Yours truly,

JOHN BULL.

APRIL FOOL.

The first of April is at hand,
The mischievous boys are seen
To lay the bait and then to stand
Behind some friendly screen.
On the sidewalk they have tacked
A hat over a stone.
They've tied up an empty box so that
A parcel neat is shown.
Nor is this all that they have done
The innocent to lure.
Ten or twelve yards farther down
They've provided for the "poor,"
They've nailed a well filled purse, you see,
Upon the planks secure
This trick is good for more than one;
Of that you may be sure.
A dude comes along, he spies the purse,
Forgets it is the rule
To-day to watch a man stoop down,
And then yell "April Fool."
He sees the parcel, passes by,
He'll not be caught again.
He feels that some one should be kicked
For playing him this game.
His blood is up, he hurries on,
He's ready for a spat.
And what would be more natural
Than kicking at the hat?
He gives one long tremendous kick;
His tooth-pick shoes the tool,
He comes down solid as a brick,
The boys yell "April Fool!"
From this we may a lesson learn.
All we who jewelry vend,
Learn that an honest, virtuous man
Will fare best in the end.
The man who cheats the Government
Out of its lawful dues,
Who thinks to pay the duty is
To him no earthly use,
May find, some day, that sharper men
Are on his track, and that
He put his foot in terribly
When he kicked at the hat.
The law is placed just like the hat,
Over a heavy stone,
And though it may look innocent,
Kick not, but leave alone.
There's the good-natured, lazy man,
Harmless and forgiving,
He takes things easy, seems to think
The world owes him a living.
He says he trusts to Providence;
It may be well to tell
That God helps those who help themselves,
Who use their talents well.
He is like the man who finds the box
The boys have laid for him,
A bonanza he expects to strike,



HOW TO MAKE MONEY!!!

THIS is what every Jeweler wants to know, and I may tell them, without beating around the bush, that they can make money easiest by buying their goods properly. "Goods well bought, are half sold," runs an old proverb, and that is exactly what every Jeweler says who buys goods from me.

I keep the largest and most complete stock in Canada of American Gold, Rolled Plate and Gilt Jewelry. I am headquarters for American and Swiss Watches, and Cases of all kinds. I have a larger stock, and sell spectacles and optical goods cheaper than any other house in the trade.

I buy in larger quantities than any of my competitors and pay spot cash for all my goods, and I will sell away down at rock bottom to cash customers, or to good men who can pay their notes when due. It will pay any Jeweler to call in and examine my goods and compare my prices with those of other houses. They will buy from me because I sell cheaper than any other house in Canada.

S. FRENKEL, Wholesale Jeweler.

Remember the Address, 55 and 57 YONGE STREET, Above the American Express Co.'s Office.

SIMONS, BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

Chains, Thimbles, Canes, Umbrella Mountings.



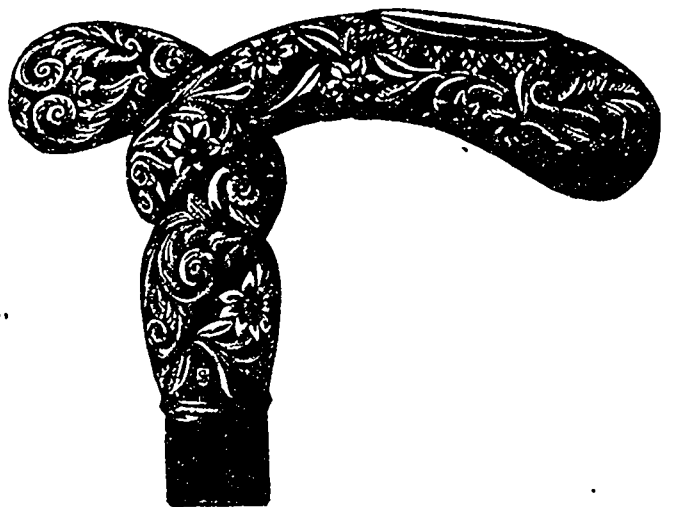
N. Y. OFFICE, 20 MAIDEN LANE.

Address all Orders to Factory.

Established 1840.



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



No. 76. 5/8 in.

and filled up to the brim.
 When he quietly reviews his life
 He finds to his chagrin,
 That though the box looks fine outside,
 Alas! there's nothing in.
 The man who sells a "fine gilt"
 For a first-class roll-plate chain
 And swears that it will color keep
 In sunshine and in rain;
 Who sells a plated ring for gold,
 The stamp is 18 K.
 Who always finds the jewels "broke,"
 A couple of dollars to pay
 For repairing a watch that an honest man
 Would clean and never dream
 Of charging more than the current price,
 He would not be so mean.
 Such a man in the end too often finds
 That he has grabbed a purse,
 Which nailed fast and stuffed with cotton rags
 For wear is much the worse.
 A true man does not expect to make
 A living without trouble,
 At every obstacle he clears
 He finds his courage double.
 He does not falter by the way
 When fate it seems perverse,
 He feels that he has nobler aims
 Than own a well-filled purse.
 He knows his tal-ents, uses them,
 Is diligent, persevering,
 And feels as he is toiling on,
 His home he's daily nearing,
 He beats a straight road to his goal,
 Though slow may be his "mule."
 You'll find he gets there all the same.
 He has not been a fool.—G. K., Elmira, Ont.

SELECTED MATTER.

C. N. THORPE ON MANUFACTURERS.

At the ninth annual banquet of Chicago Jewelers' Association, held on the evening of the 7th of January, the following interesting speech was delivered by Mr. C. N. Thorpe in reply to the toast of "Manufacturers." They hazard much, and though often censured do great good by the application of skill in enhancing the value of nearly everything we appreciate and enjoy in life:

MR. PRESIDENT AND GENTLEMEN OF THE CHICAGO JEWELERS' ASSOCIATION,—In responding to the toast "The Manufacturers," I feel some delicacy at this banquet, because, being a manufacturer myself, I am not at liberty to say all the agreeable things that might be said concerning that large and influential body of citizens. If manufacturing were dead and a tribute were to be paid to its memory, and eloquent things said of the men who had died with it, I am sure I would rise to the occasion with comparative ease. But manufacturing is not dead, indeed, as a part of the world's industry, it is very much alive, and as any other infant soon lays off its swaddling clothes and asserts the strength of its various parts, so this has begun to be a powerful factor in our civilization, and even promises to attain giant proportions.

But your toast calls for something about the men themselves. It is well worded. Looking over the lives of manufacturers, one never comes across any of whom it is not true that they hazard much, and though often censured, do great good by the application and direction of skill in enhancing the value of nearly everything which we appreciate and enjoy in life.

CONCENTRATION OF MANUFACTURES.

It will be well in beginning this subject to look for a moment at the census of 1870 and 1880, to see how much the small

manufacturer ventured. In 1870 there were 252,148 establishments employing 2,053,000 operatives, and in 1880, 253,852 establishments employing 2,732,000 people. Census for 1870 gives twenty-six establishments making clocks, employing 1,330 hands; that of 1880 gives twenty-two establishments, employing 3,940 hands. It gives the number of watch case establishments as forty-nine, employing 703 hands; and in 1880, twenty-seven establishments, employing 1,758. The number of jewelry establishments in 1870 was 681, and the number of hands 10,091; and in 1880, 739 establishments, employing 12,697 hands. In 1870 it is stated there were thirty-seven establishments making watches, employing 1,836 hands; and in 1880 eleven establishments employing 3,336. (The large number of establishments in 1870 was probably due to the fact that a number of watchmakers still made a few watches by hand). The number of hands in the cooper's trade increased eleven per cent. from 1870 to 1880, but the number of cooper's establishments decreased twenty-two per cent. The number of cotton mills has also diminished since 1850, but the the number of hands employed has doubled. *These figures show the extinction of the smaller establishments and the concentration into larger factories.*

REQUISITES NECESSARY FOR SUCCESS.

Whether the manufacturer controls the operations of a large or small plant, he knows full well, if possessed of ordinary business experience, that danger lurks sometimes in the least suspected places. A correct estimate of economic conditions, and understanding of the market for his specialty, the strength or weakness of his competitors, are considerations that must of necessity enter into his calculations. There are times, and these, too, when he considers himself posted in these particulars, when his estimate of the situation miscarries. He has manufactured in excess of the demand; stored up goods not immediately salable, and collections have been slow. Hazardous experiences like these have occurred to us all, and must, in view of the frequently eccentric laws that govern trade, occur again. But that man who is ever on the alert, who keeps abreast of the times, who is quick to perceive the advantages of sensible innovation upon old and cumbrous processes, who is pushing the introduction of his goods, and only claims for them exactly what they are, and makes no misrepresentations, will certainly minimize hazard in his undertakings.

HOW ENGLAND FOSTERS MANUFACTURE.

Your toast goes on to say that manufacturers do much good. One needs only to go to England and visit the towns in which have lived and served the great manufacturers to see recorded in substantial monuments the names of these benefactors. It would be a pleasant task, were there time this evening, to run over some of the great names of England, such as John Crossley, who first used the power loom in carpet manufacturing and increased his production fourteen fold at a stroke, and the Horricks, who first spun cotton with the spinning jenny; the Platts, of Oldham, who have large works covering fifty-five acres and employ eight or nine thousand hands.

It is to England's credit that she has fostered these industries, not, to be sure, in the same manner as America has; but would it not be well for us to follow her example, and not only honor individual manufacturers, but encourage them as she does by extending foreign trade? England pays annually millions of dollars as subsidies to her steamship lines who carry her

American
Waltham
Watch Co.
WALTHAM, MASS.

WALTHAM
FULL PLATE MOVEMENTS

—FOR—

Open Case Stem Winders,

—MADE TO—

SET BY THE PENDANT ONLY,

Doing away with Inside Hand-Setting Lever.

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

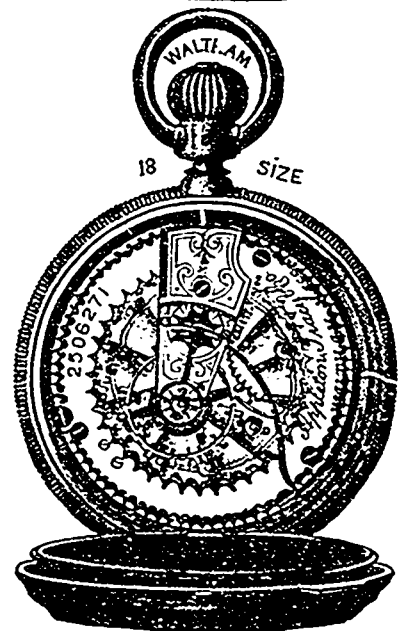
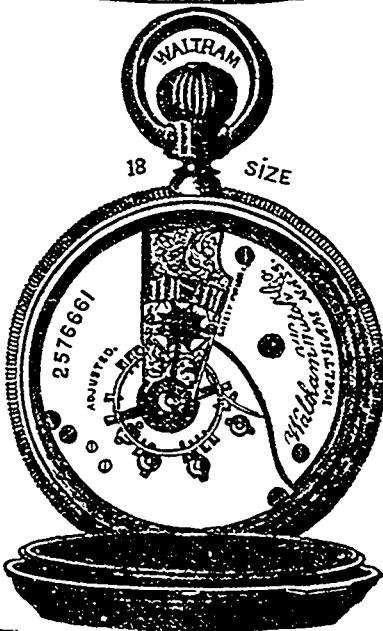
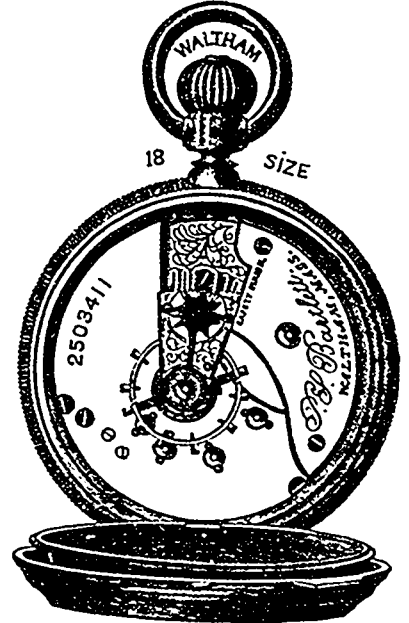
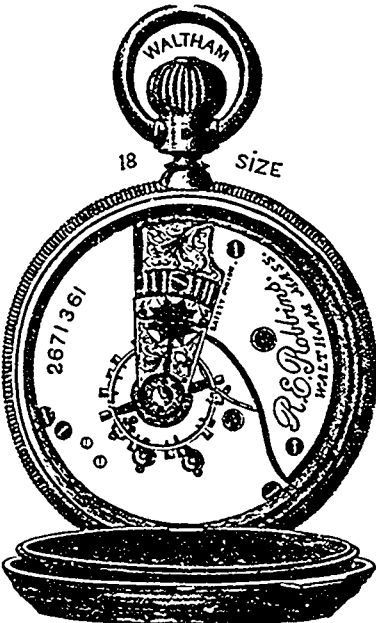
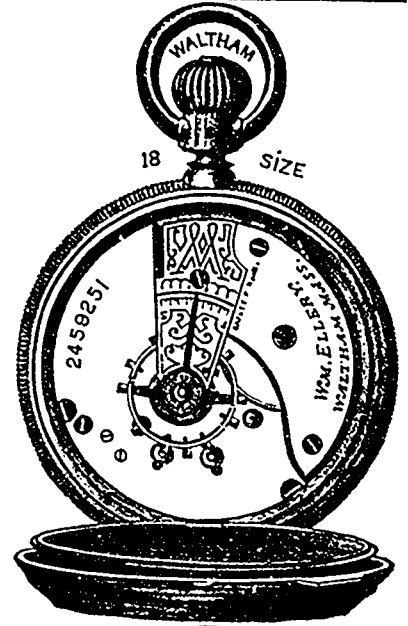
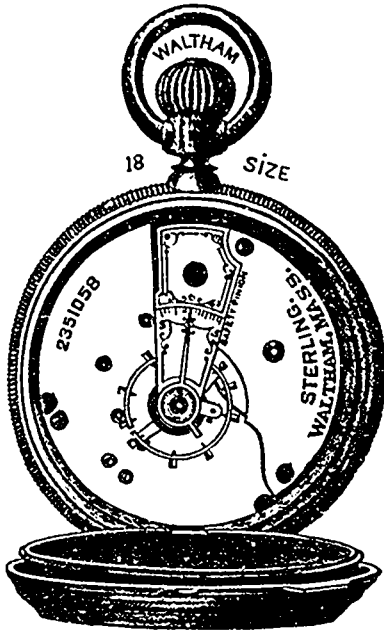
All Pendant Setting Cases will take any American Full Plate Movement with Female Winding Pinion.

ROBBINS & APPLETON

GENERAL AGENTS,

BOSTON. CHICAGO. NEW YORK.

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productions to all parts of the world, bringing back in exchange their value in some form to enrich her people. She pays nearly \$2,000,000 as subsidies to her steamship lines that carry her mails to China and to the East Indies, markets that stand ready to-day to absorb the surplus product of our manufactories. She pays nearly \$500,000 to carry the mails to Brazil, Mexico and the West Indies, whereas the United States paid to Mexico and the West Indies less than \$10,000, and every manufacturer knows that he can pay the freight to Brazil *via* England as cheap as he can send it from New York direct.

AMERICA'S TRIBUTE TO ENGLAND.

A short time ago every manufacturer who had opened a trade with that great Continent that lies in the Pacific south and west of us was threatened with the possibility of having to send all his letters to England in order to get them to Australia, because our own country refused to pay one-quarter, or \$100,000 of the \$400,000 needed by the steamship lines running from our western shores to New South Wales, when that country of less than 2,000,000 inhabitants would pay \$300,000 or three-quarters of the total sum herself. Here is a line of splendid steamships struggling for existence, running to a country very like our own, whose tastes are similar to ours, and will take in ever larger quantities our cottons, hardware, jewelry, watches and silverware. We want our government to furnish us as good consular agents an equal chance with England to reach foreign markets. When we have these, and when we have our ships commanded by American sailors, who carry with them the American flag and the energy and enterprise characteristic of our country, men ever on the alert for the interest of their principles—when we have these we will not say, as we have during the past dull years, that \$12,000,000 or \$13,000,000 worth of cotton goods make an overloaded market, and consequently shut up our mills, but we will share in the benefit which England derives from the export of \$400,000,000 of cotton goods annually. When we have these we shall not oblige our farmers to send their wheat to London to compete with that raised by the "Felleh" of India, who is glad to work for six cents a day.

HONOR AMONGST MANUFACTURERS.

But we must not linger on this while there is so great a host of honorable names stretching like a milky way across our great country. First among these captains of industry are the Ames, the McCormicks, the Spragues, the Fairbanks, Baldwin, Dobson, Pullman, the Bigelows, Carnegie the cultured iron worker, Robert Patterson, at one time the largest cotton manufacturer in this country, and Disston, whose saws and hammers go to all parts of the world. But illustrious as these names are, and adding as they do to the renown of our own country, they do not yet tell us all there is to be said about manufacturers, that large class of citizens who, doing with their might what they have to do, keep before them exact business methods, never stooping to any measure, however full of promise, that is not a right way, and so conserving the honor of their country and the best interests of mankind. I believe the inner history of our own watch and jewelry business will reveal a noble purpose to do that which is right and honorable for honor's own sake. Never shall I forget the remark of the manufacturer of gold watch cases, while discussing the practice in former years of debasing the quality of gold and the great improvement in that respect in recent years, when he said, "I had hard

work to get the extra price necessary to make the improved quality, but at last my efforts were appreciated, and never since that time have I made a single case that will not assay full what it is stamped." It is this spirit that has given American manufacture the fair name it has wherever American watches, clocks, cutlery and silverware are sold.

HOW MANUFACTURES BUILD UP A COUNTRY.

One of the greatest opportunities a manufacturer has to do good is in building up industries in new places. If you will watch a village in which a new and successful manufactory has been started, you will see new life in that dullest of all places, the country store. New buildings go up on all sides, corner lots are sold as if each one contained a gold mine, and the surrounding country is surveyed for miles into village lots. The very blowing of the whistle at a given hour every day is educational. If the manufacturer is of a benevolent turn of mind, he founds a library, contributes largely to the building of new churches, and is always ready to make up that deficiency which is ever occurring in enterprises and entertainments for the education of the people. He is often censured, even by those for whom he is doing the most good, his workmen. How often the manufacturer is held responsible for the reduction of wages, when he may be paying out to his hands every dollar he is getting for their labor; but I consider it, as your toast says, one of the highest privileges of the manufacturer. He develops the skill of workmen. How many boys and girls go into factories knowing nothing at all; in a few years they are not only proficient workmen but artisans of the highest order. To be sure they have had within themselves a ready intellect and willing hands, but their employers have opened for them opportunities to visit schools of drawing and mechanical handiwork at night; have imported from Europe skilled artists who have become their foremen and teachers, and, more than that, made a market for their skill. The manufacturer must always have before him his responsibility as a brother to those who work for him, for upon him depends the fortunes and happiness of hundreds of his workmen. Even as a question of expediency he cannot disregard his employees or fail to listen to their demands for justice.

THE MANUFACTURER'S POSITION.

Finally, your toast says he does much to improve that which we enjoy and appreciate in life. How true this is you know full well, and that is why "poor years" in business, as they are known are not an unmixed evil, for they incite to greater effort and force men into new lines of thought. How many hours of the night are spent devising schemes to get up wooden nutmegs, alarm clocks to wake you up, light the candle and build the fire, to get up silver watch cases made out of albatra. But, gentlemen, I have stepped over the bounds; this is the inventor and not the manufacturer. I will stop here. I would not attempt to describe the recent inventions upon the different kinds of silver watch cases, or I should keep you here until tomorrow morning; but manufacturing is continually improving and cheapening the things we use, until the humblest homes of to-day have more conveniences than the grandest mansions of the time of our grandfathers.

The manufacturer not only sets the fashion, but must also be prepared to supply the demand when it comes. He must feel cunningly and accurately the pulse of the times; he must take the initiative in introducing new things. Because of his

THE
R. F. S. & CO.
ROLLED PLATE CHAINS
— ARE THE —
BEST.

position, he is a man of peculiar power and responsibility. He holds in the United States to-day the balance of power. He owns a large share of the world's wealth, and his influence over his fellow men is incontestably larger than that of any other class of men, unless it be the clergy.

As a class the manufacturers are too busy to legislate for their country, but their influence sends many a man to legislative halls, who represents them in all he does. Wherever we look over our country, from the Lakes to the Gulf, from Plymouth Rock to the Golden Gate, we see the smoke of thousands of chimneys ascending, indicative of the industry within; but do we stop to consider that all this has been the growth of the present century, for not until the age of steam power was it possible to accomplish these results.

THE FUTURE OF OUR MANUFACTURERS.

The era of large factories began about 1815, and within two generations we saw the investment of \$30,000,000,000 in steam power. There is no doubt in my mind, that some time we shall become the manufacturing country of the world. To-day we are an agricultural country, but with the natural aptitude of American minds for mechanics and organization, taken in connection with the rapid development of population, the goal is not so far distant as one would imagine.

Daniel Webster said when we had but 20,000,000 of population, "I do not know whose imagination is fertile enough, I do not know whose conjectures I may almost say are wild enough, to tell what will be the progress of wealth and population in the United States." We can judge of the future growth of our population only by the past. Daniel Webster saw the population of the country grow from 3,000,000 to 25,000,000. Since that time we have seen it double, and it is certain that within the past two hundred years we have doubled it about every thirty years, so if many of us that are here this evening shall live to see the year 1910 (and many of us will not then be old men) we may hope to see a population of 100,000,000 of people. What a grand outlook! What great possibilities! Let us brother manufacturers and merchants lay well the foundation for such a magnificent structure.

WHY MAIN-SPRINGS BREAK.

Many causes have from time to time been assigned by watchmakers for the breaking of main-springs. The following are a few, in the order of their importance

1. Winding with a bad key, with too much force, or carelessly.
2. Changes of temperature.
3. Projecting of the barrel arbor hook beyond the thickness of the spring. This may be the principal cause, in the watch itself, of main spring breaking, and more especially where no stopwork or other check is used, as in such a case, the coils press tighter around the barrel arbor, and a projecting hook distorts the steel more. To plainly see the effect caused by such a hook, take a French clock main spring out of the barrel, put the arbor square through the outside hole, and secure the arbor in the vice, between copper clams. Draw the spring away to its full length, and if it has withstood breakage through softness, projections produced by pressure on the hook, will be found along the spring, the highest near the innermost part.
4. Insufficient spring in the barrel; for if without check the spring is much more likely to break than otherwise.

5. Bad winding square—too short, or too thin for the power of the spring.
6. Bad ratchet—improperly shaped, or with missing teeth.
7. Bad click or click spring.
8. Bad spring, imperfectly tempered or badly coiled.
9. Barrel arbor body of too small a diameter.
10. Unreliable stopwork, causing indecision and overwinding.
11. Spring becoming rusty through omission of oil, or through the oil being forced from between the coils out to the edges.
12. Bad barrel hook, or barrel arbor hook—causing an unsafe catch of the spring, and a slip.
13. Careless removal of spring from the barrel—letting it fly out suddenly.
14. Barrel comparatively too small in diameter, and too low—necessitating a thick, narrow and cramped-up spring.
15. Removing a spring from the barrel after it has been confined in it a long time.
16. Letting the spring down suddenly with a jerk.
17. Poor sticky oil which hinders the spring in its development.
18. Star-wheel screw end touching coils of springs.
19. Barrel hook projecting too far.
20. Barrel band out of round.
21. Dropping the watch.

There have been other causes given, but thoughtful consideration will not allow that a "hand rubbing the glass" or the "electricity produced by coil friction" is a valid one.—*Jewelers' Weekly*.

A WATCH WITH A HISTORY.

David Minthorne, of Pamela, N.Y., is the owner of a watch that was made by Thomas Linford, of London, in 1626, and which, according to the records of the Minthorne family, has the following history: It was presented by George III. to Sir William Johnson when he left England to take charge of his majesty's affairs in the colony of New York. Sir William presented it to Joseph Brant, the famous Indian chief, with the remark that it was "surely worth at least forty rebel scalps." When Brant had his headquarters in the Schoharie Valley, the watch was taken from him, with other booty, by Evart Van Epps, of Fultonville, who was paymaster in the Continental army. Van Epps was afterwards taken prisoner by Brant, and the chief recovered the watch. The grandfather of the present owner of the watch became a warm friend of Brant's in Canada after the war, and Brant made him a present of the time piece. It has been in the Minthorne family ever since.

PERILS OF THE WATERBURY WATCH.

Quite a prominent Danbury citizen carried a Waterbury watch, and as he is a little sensitive about the fact we indulge him to the extent of withholding his name. He had heard and also read in the book of instruction that accompanied his watch that he must not, under any circumstances, open the inside of the watch. But it stopped, and he thought he would see if he could discover the matter. He succeeded in opening it, and out sprang—not glided—a main spring, which went for him with all the vengeance of a thing of life, and the end struck him in the eye, and now there is a possibility of his losing it.—*Danbury (Conn.) News*.

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MANUFACTURING JEWELERS,
 LAPIDARIES & DIAMOND SETTERS,
 39 King St. West, Toronto.

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

C. W. COLEMAN,

10 KING ST. WEST, (UP STAIRS), TORONTO.

WATCHMAKER TO THE TRADE. DEALER IN WATCH MATERIAL, TOOLS, SPECTACLES, &c.

Complicated and other Watches put in thorough order. Broken or imperfect parts replaced by new. Gold Dials re-figured. Watches de-magnetized. Musical Boxes repaired. Jewelry Jobbing and Engraving. Stubbs, Hammers, Pliers and Files. Spectacles from 55 cts. per dozen up. Orders must be accompanied with City reference or Cash.

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

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

GEO. J. BRAY.

MURRAY R. HENDERSON.

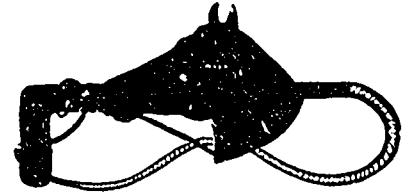
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IMPORTERS.

Diamonds, Watches, Clocks, Jewelry, Silverware, Cutlery, &c.

Manufacturing and Repairing a Specialty.

14 King Street West, UP STAIRS, TORONTO.



New Styles for Spring Trade, 1886.

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

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

FOR SALE.

STOCK, FIXTURES, TOOLS, MATERIALS, SAFE, Etc., of a good paying JEWELRY BUSINESS in one of the finest towns in Ontario. A bargain will be given to a cash purchaser, capital required not to exceed \$1,500.

SAFE, fire-proof, Taylors, 4 years old, outside measurement 5½ feet high, 3 feet 2 inches wide, 2 feet 5 inches depth, cost \$300. Stock light but staple, no fancy goods. The most complete material stock outside of the large cities. The fixtures, materials and tools will be sold at a great reduction on cost.

The store has a large run of work, good prices, best location in town. Reasons for selling, am in another business that requires all my attention.

Address J. F. BERINGER, Picton, Ont.



THAYER & CO.,

3 WELLINGTON ST. EAST, TORONTO,

MANUFACTURERS' AGENTS AND DEALERS IN

Watches, Clocks, Material and Jewelry of all Kinds.

Our house will be found head-quarters for any of the above goods, and we guarantee to meet any honest competition, either in quality or price. We buy cheap for cash, and propose to give our customers the full benefit of our buying. A look through our stock which is entirely new, will convince any jeweler that he can save money by dealing with our House.

In addition to Watches and American Jewelry, we make specialties of the following lines, in all of which our Stock will be found very complete :

WATCH AND CLOCK MATERIALS OF ALL KINDS, WATCH GLASSES AND GENERAL JEWELERS' SUNDRIES.

Our MR THAYER will call on you during the month, and we trust that you will reserve for him a share of your esteemed orders.

EDITORIAL NOTES.

SPECIAL NOTICE.

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

J. R. Harper & Co., jewelers, of Montreal, are removing their business from Notre Dame to St. James Street.

MR. M. C. ELLIS, of the firm of P. W. Ellis & Co., has just returned from New York where he has been for the past fortnight on business for his firm.

WE REGRET TO LEARN of the death of John A., only son of Mr. Harry Richardson, jeweler of Ingersoll, and tender to the bereaved parents our sincere sympathy.

REMOVAL.—Thomas Wicks & Son, jewelers, of Cobourg, Ont., are removing to Toronto, where they propose to open upon Yonge St., just north of King Street.

IN THE TOILS.—Nicholas Smith, of Tilbury Centre, Ont., and E. Todd, of Barrie, Ont., both jewelers, have been compelled to make an assignment for the benefit of their creditors.

MR. GEORGE HEPINSTALL, of St. Thomas, brother of "Hepinstall, the Jeweler," gave us a call as he passed through Toronto on his way to Oshawa where he intends to run his uncle's watch repairs.

S. H. HALE, the popular New York general manager of the Waltham Watch Co., and Mr. Duhme, of the Duhme Watch Case Co., of Cincinnati, have been spending a few weeks in the West Indies for their health.

REMOVAL.—Messrs. Crell & Battagay, wholesale jewellers of this city, announce that they are about removing their business to Chicago, Ill., U.S., and that after the 1st April their address will be 205 La Salle St. of that city.

HONORED.—We are pleased to learn that the Commercial Travelers' Association of Canada has elected Mr. W. G. H. Lowe, of the firm of Lowe & Anderson, as one of its three representatives on the board of the Toronto Industrial Exhibition Association.

MR. WILL PARKER, late with Messrs. E. & A. Gunther, has made an engagement with F. Thayer & Co. to represent them on the Eastern road. Mr. Parker is a practical watchmaker and a popular salesman. We wish him success.

MR. FORSINGER, who has been representing the Waltham Watch Co. in Canada during the past six months, has been transferred to their Chicago office. He extends a general invitation to the jewelers of Canada who visit Chicago to call in and help him to tint that village with carmine.

CALLS.—We were honored with a visit from Mr. Leo, of the Montreal Optical Co., last week. Mr. Leo visited Toronto for the purpose of procuring a first-class engine, the Company having decided to use steam extensively for the grinding of lenses and other work connected with the manufacture of spectacles.

DOUBLY PROTECTED.—Lowe & Anderson have the vault which they have heretofore considered burglar proof thoroughly protected by Holmes' Electric Protection, so that it is now absolutely impossible for any burglar to get into it without giving an alarm at the Company's central office. They don't lose any sleep over their vault now.

HOW IT PAYS.—Smuggling is a costly business sometimes. A Kingston merchant lately detected in this mode of free trade has been fined \$300, and the goods, valued at \$3,000, and horses and sleigh used in conveying them across the river, will be sold by public auction, and still some people fancy it pays them to smuggle.

A. M. GILPIN, jeweler, of Uxbridge, has again been compelled to assign. Two years ago he was entirely cleaned out by burglars and although he got a compromise, has found it up hill work ever since. Mr. Gilpin has always borne a good reputation and we trust he may succeed in getting a satisfactory settlement with his creditors and be able to resume business again.

BACK AT HIS OLD BUSINESS.—Mr. A. H. Welsh, lately of the firm of Welsh & Trower, has now fairly established himself in his new factory

at 31 Adelaide street west. This factory is run by steam power and is one of the most complete in Canada, and we trust that Mr. Welsh, who is one of the pioneer working jewelers of the Canadian trade, will make a big success in his new venture.

INITIAL WATCH CASES.—The new line of gold inlaid initial silver watch cases put upon the market last month by Messrs. Fahys & Co. are very artistic, and being low in price should command a ready sale. Jewelers in want of something new in cases should not pass them over when making up their orders.

A SUPPLY OF SILVER AND COPPER.—The Assistant Receiver-General has received at the Government Savings Bank here a large supply of silver and copper coin with which he is ready to fill orders from the banks. The coin was struck at the Birmingham (England) mint, and bears the date of 1886. The amount of silver is \$85,000, made up in \$500 bags, and the copper \$8,000, put up in \$100 boxes.

T. H. FITZSIMONS, jeweler, of St. Catharines, has again been compelled to go into insolvency on account of the depression of trade in that city during the past year. Not being able to say "no" to the genial jewelry drummer, seems to have been one of the causes which led to his embarrassment. It is not always better to have too much credit than none at all.

J. BUNN, JR.—During the past month we received a visit from Mr. J. Bunn, son of the President of the Illinois Watch Co., of Springfield, Ill. Mr. Bunn was visiting Canada on business for his Company and expressed himself much pleased with the prospects for the Illinois Watch in Canada. Their new four size ladies' watch he says is taking splendidly and they have large orders ahead for them.

ENTERPRISE.—We were pleased to receive a call from Mr. M. Cochenthaler, the well-known retail jeweler of Montreal, last week. Mr. Cochenthaler has just removed to his new premises on St. James Street, next the St. Lawrence Hall, which he is fitting up in superb style. He visited Toronto for the purpose of buying his show cases and fittings, and left an order for them with Millichamp.

MILITARY FUNERAL.—James Anderson, of the 46th Batt., who was buried at Oshawa last month with military honors, was once a jeweler in that town. Besides being a first class workman he was an excellent rifleman and just previous to his illness had been practicing for a place on the Wimbledon team. He leaves a wife and three children to mourn his early demise.

A DISHONEST EMPLOYEE.—W. Millichamp & Co., the well-known Show Case manufacturers, had an employee named Mortimer Hays arrested for stealing goods from them. When the detectives searched his residence they found material of various kinds such as German silver, scratch brushes, etc., to the value of \$200. The Police Magistrate sentenced him to six months in the Central Prison for his dishonesty.

ELGIN WATCHES.—As will be seen by the advertisement in another part of this issue, the Elgin Watch Co. have decided to make a big push in Canada. "Elgin" watches have achieved a world wide reputation and the Company are bound that the high standard they have reached in the past will be even excelled in the future. In their case a strict adherence to quality and sound business principles has brought them well earned success.

HOW ARE YOU, MR. SHERRY?—Mr. Sherry, the genial representative of Mr. Joseph Fahys & Co., called on us during his last visit to Canada, and did us the honor to stretch his legs under our mahogany. The Editor of THE TRADER and most Canadian Jobbers have to acknowledge the many courtesies of Mr. Sherry in New York and he was therefore, only too glad to have an opportunity of reciprocating his kindness in a small way. Come again, Mr. Sherry. Glad to see you!

ROBBERY.—A farmer named Leonard Ash, while paying an account to Mr. W. Hopper, jeweler, of Cobourg, took occasion while the proprietor's back was turned to steal a valuable gold watch. Mr. Hopper had him promptly arrested and he has been committed by the magistrate to stand his trial for the crime at the spring assizes, being allowed out, however, on \$1,000 bail. The probabilities are that this will be the most expensive watch Mr. Ash ever handled before he gets through with it. Truly honesty is the best policeman!

THE failure of C. Moodie, jeweler, of Hamilton, has given rise to a considerable amount of unfavorable comment amongst the jobbing trade

- CLOCKS -

MARCH 1st, 1886.

We desire to notify the TRADE that we have completed arrangements with the

“TERRY CLOCK CO.”

to carry a full range of their goods, comprising Walnut, Nickel and imitation Marble Clocks.

The Terry Clocks need no commendation from us. Their **METEOR** Luminous and other grades have a deservedly high reputation in the States and Canada.

It shall be our aim always to keep a complete stock on hand and thus be able to fill orders promptly.

We will mail, in the course of a few days to the *Legitimate Trade* an *Illustrated Catalogue* which will embrace some new patterns of exceptionable value.

Our business is exclusively with the Watchmaker and Jeweler who will find it to their advantage to buy the Terry Clocks and not be compelled to submit to unfair competition, as experienced from the outside Trade buying from Fancy Goods Houses who sell indiscriminately.

LOWE & ANDERSON,
16 WELLINGTON STREET,
TORONTO.

He shows assets \$3,800, and liabilities of \$5,800, the principal part of which appears to belong to his wife, who was in the jewelry business on her own account before he married her. The creditors think that her claim is almost double what it should be, and as the transaction has rather a fishy look they propose to get at the bottom of it before they give him a settlement.

MR. THORPE'S CHICAGO SPEECH.—Elsewhere in this issue we reprint from the *Jewelers' Journal* a verbatim report of Mr. C. N. Thorpe's speech at the Chicago Jewelers' banquet. This speech possesses much merit and fairly bristles with facts, and we are sure it will pay every jeweler in Canada to read it carefully. Mr. Thorpe, as one of the leading manufacturers in the United States speaks *ex-cathedra*, and his words will no doubt carry with them the importance to which all his utterances are entitled.

TORONTO VS. WINNIPEG.—W. F. Doll, importer and wholesale Jeweler, late 55 and 57 Yonge Street, Toronto now in commodious quarters on first floor of Clements' Block, 525 Main Street, has for the last fifteen days been unpacking, opening up and generally getting into shape the largest and most varied stock of watches, diamonds, jewelry, clocks, silver and electro plated ware, optical goods, novelties, etc., yet shown in the North-West. Mr. Doll has had a very wide and successful experience in his line of business and we bespeak for him a large and ever increasing trade.—*Winnipeg Free Press* (adv't).

HIGHLY COMPLIMENTARY.—We were shown two letters the other day by the manager of the American Watch Case Co., of Toronto, one from what is probably the largest jobbing house, and the other from one of the largest retail houses in Canada, both of which agreed in stating that the new gold cases made by the Company were perfect specimens of workmanship and better than any goods of the kind they had ever had before. As may be imagined this unsolicited testimony was exceedingly gratifying to the Company, and proves that a faithful adherence to principle is bound to be appreciated.

A SAFE EXHIBIT.—One of the principal exhibits at the Colonial Exhibition, at London, England, this year, will be that of Messrs. J. & J. Taylor, the well-known safe makers. This firm has sent some forty of their safes over, and we are satisfied that when the British public see them they will come to the conclusion that they never knew what a good safe was before. Canadian made safes are ahead of those of any other country in the world, and we think that the Messrs. Taylor will be able to open up a large export trade to Europe in their goods. These safes will paralyze the genial British burglar sure.

NEW WATCH PRICE LIST.—The committee appointed by the Canadian Jobbers' Association are hard at work on the new watch movement and case list about to be issued by that body. This price list promises to be the most complete thing of the kind ever published in Canada, and will have this advantage over all ordinary lists issued by private firms, in that it will be official. As each retailer will get only one copy it will be well for them to look carefully after it. As this is a long step in the direction of prohibiting the indiscriminate issue of watch price lists it has our heartiest approval.

W. F. CARRIER & Co., wholesale jewelers of this city, made an assignment to the Sheriff last month. The reason given for this step is said to be some heavy losses on account of land speculations. We understand that their liabilities are in the neighborhood of \$30,000, the principal creditor being Mrs. Carrier. In 1879 the firm of which Mr. Carrier was senior partner failed, owing about \$35,000, and settled with their creditors at 35 cents on the dollar. Since then it has been generally thought that the firm were making money rapidly, hence the surprise that this assignment has created in jewelry circles.

HONOR TO A CANADIAN.—We learn from an Australian exchange that Mr. Donald Manson was the recipient of a complimentary banquet on the eve of his departure from that country to America. Mr. Manson has for the past seven years held the important position in Australia of General Agent for the American Waltham Watch Co. and has succeeded in building up a splendid business for his employers. It is very gratifying to be able to chronicle the success of a fellow-countryman in a far off land, and we trust that he may long live to enjoy the reward that his indefatigable efforts should bring to himself as well as the Company he represents.

THE ACME SILVER CO'S EXHIBIT for the Colonial Exhibition was on view at their show rooms for a few days just previous to its being sent

away and attracted a large number of visitors who were highly pleased with its variety and beauty. The goods were all manufactured on the premises and are a credit to any country, and it seems to us to be only a question of time when Canada will not only not import any outside goods of this kind, but will compete with foreign countries for a share of their export trade. We understand that their manager, Mr. J. Blackburn, will attend the exhibition and carry the war into England by trying to open up a trade in that country. Such enterprise deserves success.

WILL HE TAKE IT?—Mr. C. O. Perrault, of Montreal, having resigned the Vice-Consulship of France, we understand that strong efforts are being made by his friends to get Mr. Maurice Schwob to accept the position. Mr. Schwob is a native of Alsace, France, and besides being one of the leading wholesale jewelers in Montreal, is also president of the St. Jean Baptiste or French National Society. He would make a first-class vice-consul, and we trust he may see his way clear to accept the position. In our opinion he will honor it as much as it will honor him.

THE GOOD SHEPPARD is once more to the front. This time we fancy the presence of Mr. John Sheppard, of the Keystone Watch Case Co., who was on board of the C. P. R. train that went over an embankment between Montreal and Toronto, saved the lives of the passengers. John says they got a pretty good scare but not very much material damage. When he found, however, that his "Boss" case had improved by the tumbling it had received, he concluded that it was a special dispensation of Providence for the advancement of the Company's interest. The improved railroad disaster proof watch case can now be seen at the Company's office, 22 John St., New York.

A SPLENDID PRODUCTION.—We think that every jeweler in Canada will agree with us in saying that the Watch Material Catalogue lately issued by the Waltham Company is the best, handsomest and most complete thing of the kind ever published by any firm in the world. Every piece of material of every series of watches that the company has ever turned out is illustrated by a wood cut of the exact size, and so well executed as to be recognizable at a glance. As every piece of material is numbered consecutively the trade can have no difficulty in ordering the exact thing they require for repairs without the trouble of sending the broken piece. The increased facilities for repairs which this gives the Waltham watch should make it more popular than ever.

IMPORTANT CUSTOMS SEIZURE OF JEWELRY.—An important Customs seizure was made at Brampton, Ont., by Chief Constable John Hurst and R. P. Campbell, collector of that port. It appears that a school teacher, of Churchville, named A. McPhail, has for a number of years been selling jewelry among his country friends after school hours, and during the holidays, and it is said his sales have been exceptionally large. Chief Hurst, a few weeks ago, heard that McPhail was making frequent trips to Buffalo, and conceived the idea that he might be smuggling. McPhail was arrested and brought before the Customs authorities in Toronto, and goods amounting to nearly \$1,000 confiscated. Comment is unnecessary.

ANOTHER OF THE SAME KIND.—Says a London, Ont., exchange: "A Richmond street jeweler got caught with a parcel of watch movements, chains and cases amounting to about \$500, a few weeks ago. The goods were purchased in the U. S., shipped to Detroit, and brought across the river *sub rosa*. A parcel was put in the Windsor Express Office addressed to a music dealer of this city, and the Customs detective examined and seized it. The music dealer knew nothing of the contents of the parcel when interrogated by a Government agent, but the name of the *bona fide* consignee being stamped on the plates made the mystery a very transparent one. The chains were stamped 'W. A. Y.,' but it is thought all the contents of the parcel were for one man.' The case has been reported to the Government, and as yet no decision has been given. It is probable that the goods will be confiscated without any further fine being imposed." Since the above was in print it transpires that the owner of the goods above mentioned was Mr. A. Morphy, jeweler of that city. The Customs department have confiscated the goods seized and fined him in addition. It is to be regretted that an old house with an untarnished reputation should be found engaging in such a disreputable business. As we pointed out some months ago it is only a question of time when such transactions are bound to come to light and then the financial loss and business disgrace make it appear a very poor speculation.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

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

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

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



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

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

WM. ROGERS, - - WALLINGFORD, CONN.

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

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

TECUMSEH, the new poem by Charles Mair, of Toronto, has taken this country by storm, and in our opinion will rank as the best thing of the kind ever produced by any Canadian author. It treats in heroic verse of that stirring time in Canadian history when England and the United States were at war (1812) and Brock and Tecumseh were the leaders of the Canadian forces. Did space permit we would be glad to give some of the gems from this admirable work, but as we are short of space we simply say to every one of our readers, buy the book and if you don't think when you have read it carefully through that it is well worth the money to know that Canada has amongst her sons those capable of producing such a meritorious work then write us down for anything you please.

JEWELER, STRATHROY.—In answer to your letter regarding the cutting of prices by large retail houses we cannot see very well how such a thing can be stopped. It is not always the large retailers who are the worst sinners, for we could point you to half a dozen towns and villages not a thousand miles from Strathroy, where watches have been advertised and sold at their actual wholesale cost price. We think you are in error in saying that these goods you refer to cannot be bought in the United States at the advertised prices, most of them can be bought from Canadian jobbers at regular prices and sold as advertised and give a fair return to the retailer. As regards the circulation of *THE TRADER*, we send it at present as we have always done, to jewelers and those in kindred trades, but we propose very shortly to revise our list and confine it exclusively to the jewelry trade. We trust this will be satisfactory.

THE REASON WHY Mr. G. H. Levetus, of the Montreal Optical Company, was not killed in the accident on the Grand Trunk Railway last month at Hastings, was not because he was not there, but because—well, we don't know why, as he was in the car that jumped the embankment and rolled over half a dozen times before it stopped. All that he knows is that he felt himself and his gripsack mixed up and rolled over something less than a thousand times and when he became conscious he was still alive and has remained so ever since. The last time we saw him he was as lively as a cricket and as ready to take an order for spectacles as ever. He has changed his quarters from Montreal to Toronto and opened an office for the company on Front Street.

A HANDY NOVELTY.—The Goldsmiths' Company have just sent out to their customers a very useful novelty in the shape of a book called "The Jewelers' Record of Work and Repairs." This little work is neatly bound in a cloth, gold-lettered cover and contains sixty-four pages each of which is perforated so as to tear out and leave a printed stub with particulars of repairs, similar to the ordinary bank check book. By this system the jeweler has a first-class record of his repair work and can at any time find out all the particulars regarding it. We fancy that this novelty will be much appreciated by the trade who in many cases find it difficult to keep track of the many jobs that are constantly passing through their hands. If you have not received a copy by mail write and get one.

ENTERPRISE—Speaking of the exhibits for the Colonial Exhibition the *Toronto World* says. "Among the many exhibits Toronto is sending to England the display of the Toronto Silver Plate Company must take a foremost place. The firm is sending \$3500 worth of silver plated ware, which we are safe in saying will be an ornament to the exhibition. The collection consists of epergnes, orange and nut bowls, a rifle cup, curling cup, fireman's trumpet, cruet stands, tea sets, and numerous articles suitable for presentation by societies and other bodies. The beauty and gracefulness of the different designs were refreshing to look upon. The Toronto Silver Plate Company has made great progress during the four years since its establishment. They now employ a staff of eighty-five men."

A LEVEL HEADED JEWELER.—Mr R. J. E. Scott, the enterprising jeweler of Carleton Place, has just purchased a safe from Messrs. J. & J. Taylor of this city. Our Carleton Place contemporary says of it: "The safe stands 5 feet high, is 3 ft. 3 in broad and 3 feet deep, and weighs 3 tons. It is both fire and burglar proof. The outside door is fastened by the ordinary combination lock with three bolts, and inside of this is a steel door 1½ in. thick, with a four wheel combination lock and bolted from every side. The inside of this vault has been very nicely arranged for Mr. Scott's use. The wooden door is made to lift out, and the back of it is dressed with velvet, containing hooks for hang-

ing watches on. The centre is fitted up with draw shelves at proper distances, for the purpose of holding plate and jewelry, in addition to which there are large drawers for various articles, besides pigeon holes for books and papers. Both doors are beautifully and artistically painted, the scenes and the lettering on each being executed in the best possible manner. R. J. E. is very proud of his handsome piece of furniture, and well he might be. It reflects much credit, not only on the general agent of the Bell Telephone Co., but also on the firm who manufactured so handsome an article."

HE IS OF AGE.—In the case of *Ellis v. Sapery*, tried at the last County Court, in which Messrs. P. W. Ellis & Co. sued Louis Sapery for payment of notes overdue amounting to about \$1,300, a verdict was given for the plaintiffs. The whole case hinged on the question of whether Sapery was of age when these promissory notes were given by him. There was no evidence offered by the Messrs. Ellis, and the defendants had that part of the case all their own way, but the opinion of both judge and jury was that they not only failed to prove he was under age when he made the notes, but that they actually proved beyond a peradventure that the defendant was of age at least a couple of years before that time. A good deal of interest has centered around this case in jewelry circles, and the plaintiffs are to be congratulated on the plucky and determined way in which they have fought the thing through. The plaintiffs boldly claimed in court that the whole thing was a premeditated swindle and that they proposed to keep at him until they got their lawful dues. Young Sapery has been in jail now for over three months and it looks as though he will stay there for some months longer unless he is willing to do the square thing with his creditors.

EXCELSIOR'S ARTICLES.

In regard to "Excelsior's" articles on Watchmaking we had hoped to be in a position to announce definitely to the trade in this number our intention to commence their publication at a very early date. Not wishing to do anything that would appear arbitrary or ungenerous to the author, we wrote to the former publishers, asking their permission to re-print these articles in *THE TRADER*, and are now awaiting their final reply. We hope to have this matter definitely settled one way or the other in a few days, and trust that in the meantime our readers will bear with the delay.

WORKSHOP NOTES.

BUTTING.—The tendency of pinion leaves to butt the wheel teeth when coming into contact is caused either by the bad shape of the teeth or the leaves, or by using a pinion of an improper size, or by the wheel and pinion being placed at an incorrect distance from each other.

CLEANING SOAP FOR METALS.—A German technical paper publishes the following recipe for the preparation of a cleaning soap for bronze, brass and silverware. 50 grams finely cut cocoa soap is by heating mixed with a sufficient quantity of water that it will form a thick paste; again, 5 grams crocus are stirred up with a little water, and 1½ grams carbonate of ammonium are mixed with it, and then stirred into a soap paste, after cooling. The obtained paste is preserved in stone jars, well tied up with bladder or parchment paper.

BLUEING SPRINGS.—There is no advantage, says Mr. Glasgow, gained by blueing a spring; it is not thereby kept free from rust. Indeed it is said that steel, when blued, is in a state of incipient oxidation, and it is known that the blue spring is more frequently found rusted in ship's chronometers than the bright portions of the escapement; but as it is customary to blue springs, I will explain how it is done. The best way to blue a cylindrical spring is upon a block kept for the purpose, and not used for hardening. The block should be solid, so as to heat slowly, and the grooves be cut very shallow, and not fitting the spring too closely, in order that the air may have access to all parts of it. The spring should be fixed with screws, as if for hardening, and

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

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

All Knives bearing the stamp

G. RODGERS

12 DWT.

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

SOLD ONLY BY

THE ACME SILVER COMPANY,
TORONTO,

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

G. RODGERS,

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

the block be placed on end upon a blueing pan over a spirit lamp. If the parts of the spring nearest the pan are coloring more than the upper part, the block must be turned upon the opposite end. Every part of the apparatus must be dry and hot before commencing to blue, and above all things it must be clean, for the least particle of oil or dust will prevent the spring from blueing evenly. Covering the block with a short length of glass tube will prevent external air currents from affecting the spring, and will keep the temperature uniform within the tube. When the spring is the required color, set the block down to cool, and if the spring has been well polished, it should be a very bright blue.

CONCERNING THE RATE OF A WATCH.—To the question: "Where can I discover the disturbance in a watch which has been wound up but goes lame and finally stops?" in the *Schweizer Uhrm. Ztg.*, a correspondent replies: When the watch is wound up, and has a lame motion and at last comes to a stop, either the male stop has wedged itself under the female stop in the last winding, or, if it should be a little smaller, then the former applied to a shoulder of the latter, or, the spring is too broad by one number, and, when the barrel cover is pressed in a little, a friction will occur, or, finally, the hole is not located in the centre of the spring. The first coil of the spring in this case comes to a stand above the spring core, in consequence of which the inner end of the spring rubs on the cover or bottom of the barrel, whereby the spring is pinched in, and thus contrasts its elasticity, which has happened to me several times. I took out the spring, filed the two inner sides of the spring a little smaller, rounded their edges with the graver, and with a round file filed the hole in the centre. It also happens sometimes that the spring hook is not located exactly in the centre of the spring core; there are also springs of an inferior quality, that lose their elasticity after several weeks or months, whereby the watch makes a lame motion, and stops after from 10 to 12 hours. It may also occur that the balance spring works loose, which defect also produces a slow motion and finally stoppage; this will occur only, however, when the watch has been wound too quickly, whereby the balance is transported into unduly large vibrations.

OTHER NOTES.

An Italian invention is a compass, in which the needle floats upon a pool of water tintured with spirits of wine to prevent freezing. The whole is enclosed in a sealed case. The advantage claimed for the compass is that, while ordinary movements of the needle are free enough, those occasioned by sudden shocks are modified and softened. The effects of the pitching of the vessel are thus guarded against.

At a happy spot where a number of darkies reside, an old negro was heard calling to his wife, "Manda, is you got dem chickens shut up in de smoke-house, like I tole yer?" "No; an' I'd like to know what's de matter with you, dat you're so tickler 'bout dem chickens all at once," she replied. "Nebber you mind; I know what's de matter, an dat's nuff till dem chickens is housed. When I hear dat dem niggers ober dar in de next yard is gwine to hab a party to-morrow night, I want to besure my chickens doesn't tend to it."

An open-faced gold watch, with the inscription, "John Andre, 1774," engraved on the inner case, was sold at auction the other day in New York. The watch is a curious piece of workmanship. After Major Andre's execution it was sold for the benefit of his captors, Paulding, Van Wart and Williams. It was purchased by Col. William S. Smith, of the Continental Army, for thirty guineas, and by him was committed to General Robertson, of the British Army, to be sent to Andre's family in England. For some reason it never left the United States, but found its way into a pawnshop.

Most people will be surprised to learn that there has ever been any mystery as to the origin of penny postage and the adhesive postage stamp. Sir Rowland Hill, who put the principle of cheap postage into practical working shape, is said to have claimed, and he certainly has received the popular credit for the origination of both. As a matter of fact, however he was the originator of neither. Careful investigation shows that Rev. Samuel Roberts, of Conway, proposed and petitioned for penny postage ten years' ere Sir Howland came to the assistance of the Post-office Department, and James Chalmers, bookseller, of Dundee, invented the adhesive postage stamp.

WISE AND OTHERWISE.

SOME wag gets this off: "Purp-petual motion"—a dog's tail.

WHEN is a young lady "very like a whale?" When she's pouting.

TIME is money; of course it is, or, how could you "spend an evening?"

Two twin brothers are said to be so much alike that they frequently borrow money of each other without knowing it.

An old Grecian philosopher advises all men to know themselves. That's suggesting to a good many to form disreputable acquaintances.

"DURING his ministry he made six hundred hearts beat as three hundred," is the way a Maine paper neatly puts it concerning a local pastor.

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

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

OUR boy says:

Those melancholy days have come,

The saddest of the year,

When the good house-wife, mop in hand,

Gets up upon her ear.

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

OUR HELP COLUMN.

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

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

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

WATCHMAKER 's need of situation. Best of references. Wm. SCOTT, care of A. Attwood & Son, Hamilton, Ont.

WANTED.—A SITUATION AS A WATCHMAKER.—By a young man about three months through his apprenticeship. Address, S. MATHERS, care of W. Watson, Jeweler, STAYNER, ONT.

SITUATION WANTED.—AS WATCHMAKER. Five years' experience. Can give best of references. Address, O. R. SUMNER, Oakville.

WANTED.—A SITUATION AS IMPROVER IN WATCH-making. Two years' experience. Address, Box 277, Barrie, Simcoe Co.

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

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

WANTED.—A FIRST-CLASS WORKING JEWELER for a pushing eastern town. Plenty work. Apply to THAYER & Co., 3 Wellington east, Toronto.

ATTENTION WATCHMAKERS and jewellers; an old and well-established business for sale in one of Ontario's flourishing towns on the G. T. R.; about 40 miles from Buffalo; 2,000, population; house and stock connected and centrally located; has been a watch and jewelry store for 28 years; will sell house and lot, with stock and fixtures complete, at a bargain; reason for selling, eyesight failing. For further particulars address E. J. LASALLE, Lock Box 11, Dunnville, Ont.

THE TRADER is printed by R. G. McLEAN, 18 Adelaide St. E. Toronto, who makes a speciality of Jewelers' Work. Samples and estimates on application.

The Only Absolute Guarantee of Quality

IS THE INTEGRITY OF THE MANUFACTURER.

The AMERICAN WATCH CASE COMPANY, of Toronto, guarantee every case bearing their trade mark, no matter by whom sold.

CANADIAN
PATENT



JANUARY
15TH, 1886.

THE PERFECTION

Dust Proof Watch Case, although placed by the American Watch Case Co., of Toronto, upon the Market two months ago, has already been pronounced by expert Watch Dealers to be

THE BEST AND CHEAPEST WATCH CASE EVER MADE.

The Perfection has been specially designed with a view to make a Watch Case which would at once be cheap in price, and at the same time afford sufficient protection to the movement. This idea has been admirably carried out by taking the excess of Silver from the centre and placing it in the backs, which will be found extra firm and heavy. Although the cheapest Watch Case ever made, it is warranted to give satisfactory wear. Ask your Jobber to show them to you, it is money in your pocket to handle them, therefore take no others instead. Every "Perfection" Case we manufacture bears our stamp and registered Trade Mark as above, and is fully guaranteed as to quality, no matter by whom sold.

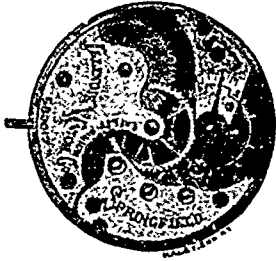
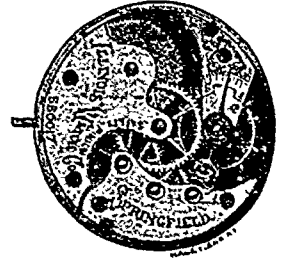
OUR NEW PATENT UNBREAKABLE PENDANT SET.

Dealers will please notice that we are now fitting all of our regular Open-Face Stem-Wind Cases with our new Patent Unbreakable Pendant Set, the simplest, strongest and best device for the purpose ever invented. They are made so as to take any regular American Full-Plate Movement with Female Winding Pinion.

HELLO !

HELLO !

HELLO !

*WELL, WHAT IS IT?*

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

FOUR SIZE MOVEMENTS

MADE BY THE

ILLINOIS WATCH COMPANY.

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

FOUR SIZE MOVEMENTS

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

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

ILLINOIS WATCH COMPANY

WARRANTS EVERY MOVEMENT OF EVERY SIZE MANUFACTURED BY IT.

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

H. ELLIS,
WHOLESALE JEWELER,
 3 WELLINGTON STREET EAST, TORONTO.

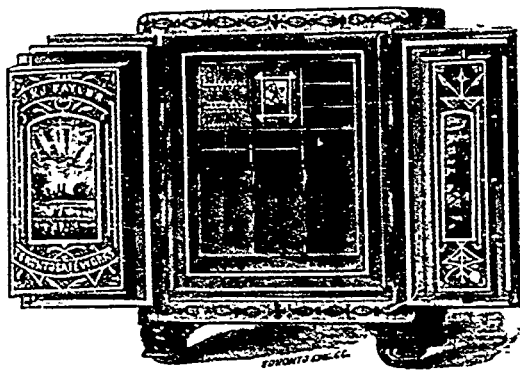
My stock of the following lines will be found very complete and prices right.

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

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

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

ORDERS BY MAIL WILL RECEIVE PROMPT ATTENTION.



J. & J. TAYLOR
TORONTO SAFE WORKS.

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

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

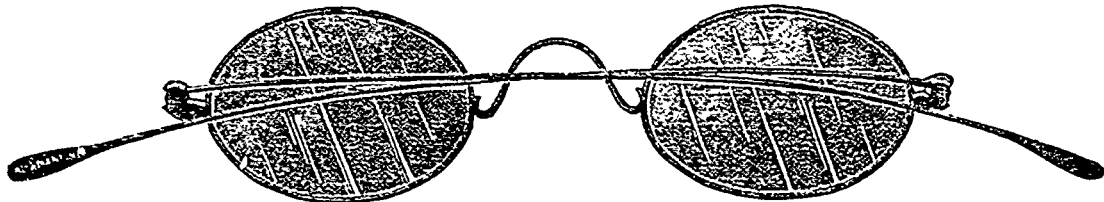
**Burglar Proof Safes, Vaults, Vault Doors, Bank Locks,
 Combination Locks, Prison Locks and all Kinds
 of Fire & Burglar-Proof Securities.**

30 YEARS ESTABLISHED.

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

—THE—

MONTREAL OPTICAL & JEWELLERY CO'Y
 LIMITED.



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

The Montreal Optical and Jewellery Company, L'd.

P.O. BOX 1054, MONTREAL.

W. MILLICHAMP & CO.,

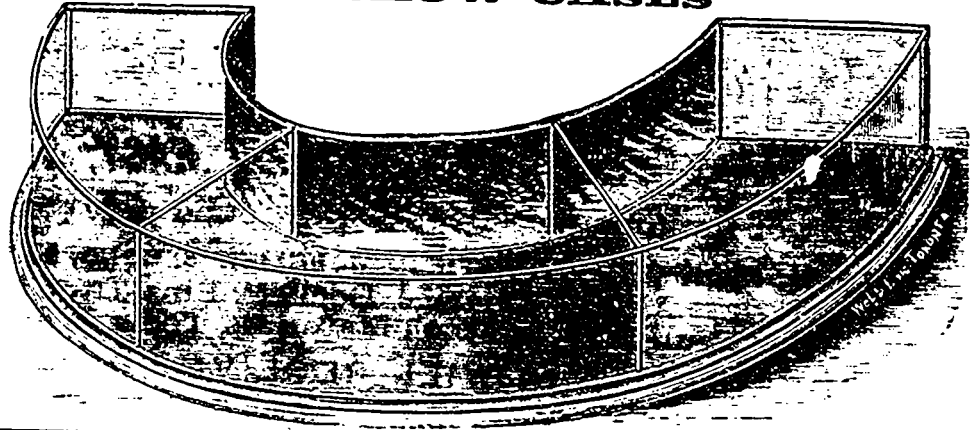
29, 31, 33, 35, Adelaide St. E.,
TORONTO.

SHOW CASE MANUFACTURERS

and Shop Fitters, Gold, Silver
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of Show Cases on hand in the
newest and latest styles.

Agents for Canada for the Cel-
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SHOW CASES



JOHN SEGSWORTH & CO'Y,

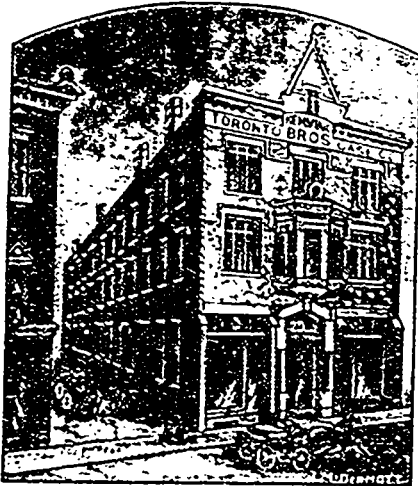
NO. 6 WELLINGTON STREET EAST,

HAVE IN STOCK

WALTHAM, ELGIN AND ILLINOIS MOVEMENTS.

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

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



JEWELERS' CASES

- - **AND TRAYS**

In Finest Materials and Latest Styles

Goods at Prices to Suit
Everyone

JEWEL CABINETS,



SAMPLE GRIPS SILVERWARE CASES, PLUSH NOVELTIES TRAVELERS' TRAYS

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

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

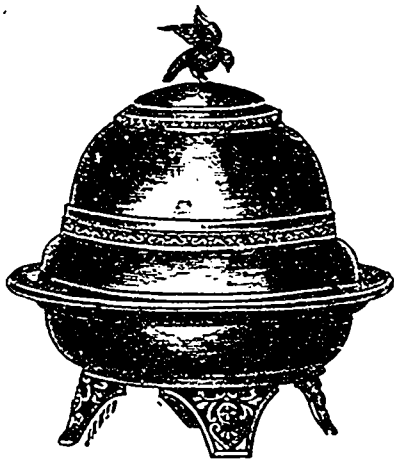
HEMMING BROS.,

29 ADELAIDE STREET EAST, - - - TORONTO.

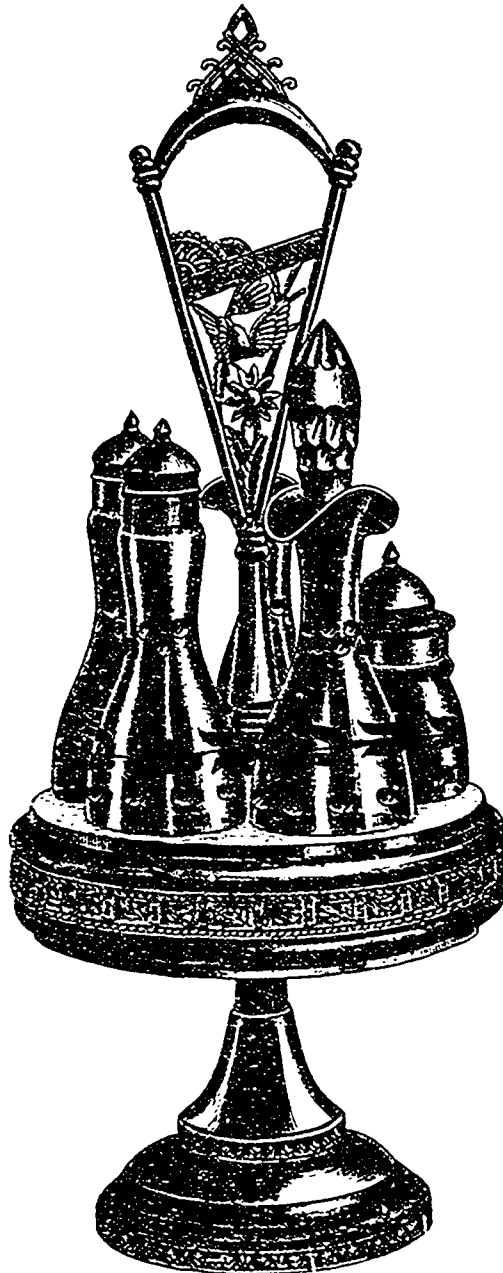
THE
TORONTO SILVER PLATE CO'Y,

410 TO 426 KING STREET WEST.

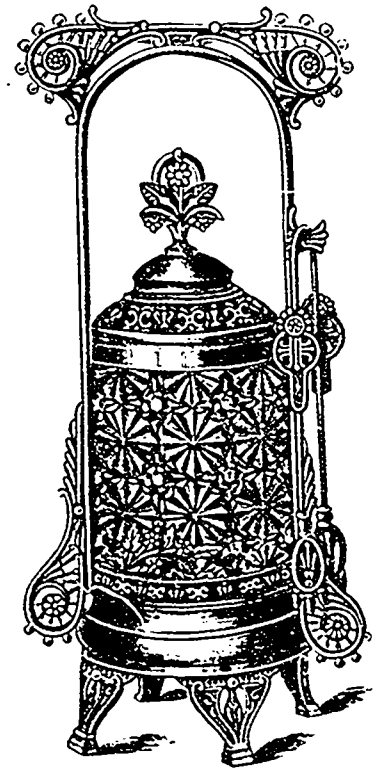
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No. 91 Pickle. \$4.00 List.
Blue, Green, Amber and Crystal.

THE BEST OF WORKMANSHIP AND NEWEST OF DESIGNS.

ONLY GOLD AND SILVER MEDALS AWARDED 1885.



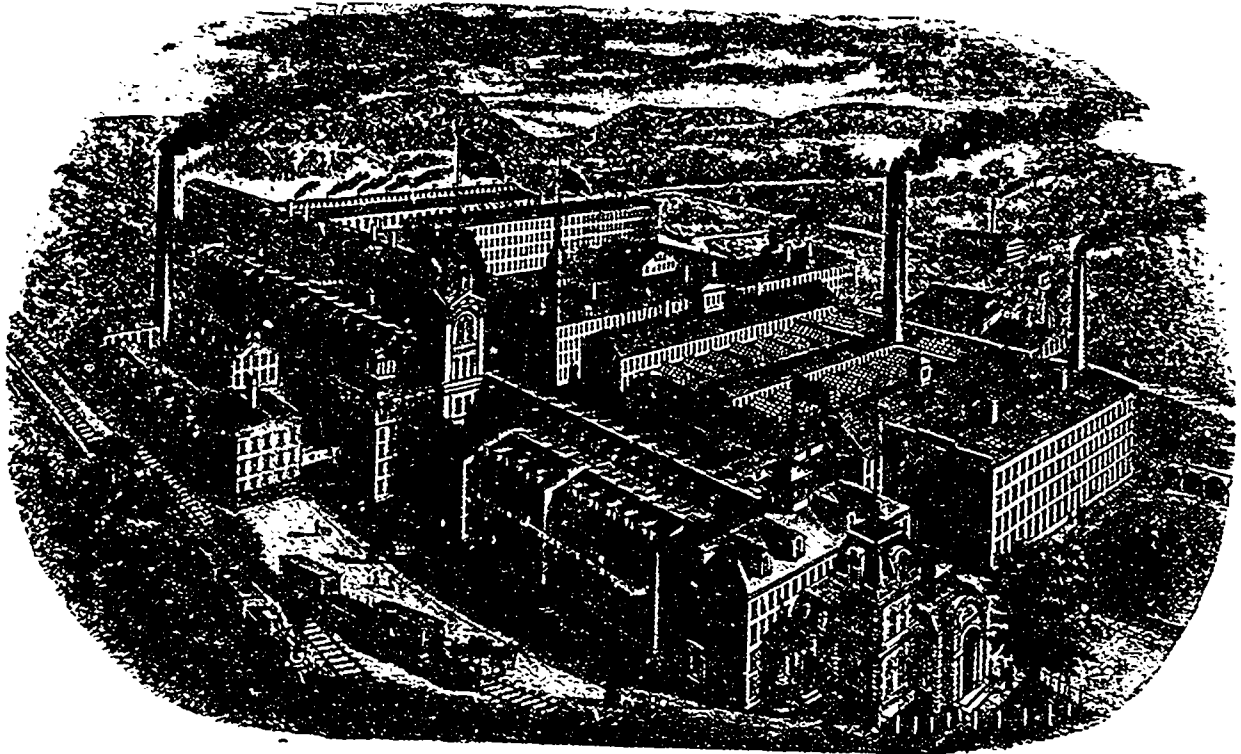
Meriden Britannia Co.



MANUFACTURERS OF STANDARD
**ELECTRO, SILVER AND GOLD
PLATE.**

HIGHEST HONORS OVER ALL COMPETITORS,
—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.



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

WAREHOUSES: New York, Meriden, Conn., Hamilton, Ont.

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

TRADE MARK
1847, Rogers Bros., A I,
OR
1847, Rogers Bros., XII

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

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

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

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

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