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A JOURNAL DEVOTED TO THE INTERESTS

EIGHTEENTH YEAR

JEWELLER

CANADIAN JEWELLER

OF THE JEWELRY AND KINDRED TRADES

NUMBER 4.

Cour add on colored insert
Pays to get our prices.
Ryou going to be in it.

We have **Special** Novelties this month in all our lines.

THE **T. H. LEE & SON COMPANY,**
 LIMITED.

1 WELLINGTON STREET EAST

TORONTO, ONT.





WALTHAM SPECIALS FOR NOVEMBER.

GENERAL CANADIAN AGENTS,
P. W. ELLIS & CO., TORONTO.

Riverside Maximus.

NICKEL MOVEMENTS

Are the most highly and artistically finished Movements it is possible to make. 16 Size and 12 Size have 21 Diamond and Ruby Jewels; 6 Size and O Size have 19 Diamond and Ruby Jewels. All sizes have two pairs Diamond Caps, both Balance Pivots running on Diamonds, raised Gold Settings, Gold Train, Jewel Pin set without Shellac, double Roller Escapement, Exposed Pallets, Patent Micrometer Regulator, Compensation Balance accurately adjusted to temperature, isochronism and position, and carefully timed; Patent Breguet Hair Spring, hardened and tempered in form; fine Glass Hand-Painted Dial of most modern and artistic design. The superior construction of these Movements adapts them to the most exacting service.

16 Size, Open Face or Hunting,	- - - -	\$84.00
12 " " " "	- - - -	84.00
6 " " " "	- - - -	52.50
O " " Sky or "	- - - -	52.50

Supply will be short this Fall, so order early.

New Movements.

- No. 18. NICKEL, 18 SIZE.**
7 Jeweled, Open Face or Hunting, - \$8.80 each.
- "Y." NICKEL, 6 SIZE.**
7 Jeweled Movement, - - - - - \$11.00 each.
- No. 61. NICKEL, O SIZE.**
7 Jeweled Movement, - - - - - \$12.10 each.

12 Size Waltham.

As advertised in October TRADER, are good sellers. We have Gold and Gold Filled Cases, Hunting and Open Face in stock, suitable for these new thin and desirable Watches. Selection Parcels sent on approval.

- Royal Nickel, 12 Size, - - - - - \$21.00 each.
- Riverside Nickel, 12 Size, - - - - - 31.50 each.
- Riverside Maximus, 12 Size, - - - - - 84.00 each.

18 SIZE SPECIAL IN HUNTING WATCHES.

APPLETON, TRACY & CO.,

Gilt 15 Jeweled, Patent Regulator, Adjusted, Double Sunk Dial, Movement only,
\$18.00 each.

Fitted into 21 year Guarantee, Hunting, Engraved, Plain or Engine Turned, **Cashier,**
 14k. Gold Filled Case for **\$39.60 each.**

Fitted in 15 year Guarantee Hunting, Engraved, Plain or Engine Turned, **Fortune,**
 10k. Gold Filled Case for **\$33.00 each.**

DISCONTINUED WALTHAMS.

- No. 3, Open Face, Nickel - - - - - \$10.50
- P. S. Bartlett, Nickel, Open Face, 15 Jewels, - - - - - 14.00
- Appleton, Tracy & Co., Gilt, 15 Jewels, - - - - - 18.00

All Prices subject to Catalogue and Cash Discounts.



No. 23.
 18 Size Hunting, Gold Filled.
 Cashier, - \$28.80 each.
 Fortune, - 17.00 each.



NEW ELGINS FOR FALL, 1896.

GENERAL CANADIAN AGENTS, **P. W. ELLIS & CO., Toronto.**

NEW MOVEMENTS.	
<p>18 Size, Open Face. No. 172. Nickel, 7 Jewels, Compo. Balance, fine oval finished Regulator, Steel Index, Breguet Hair Spring, Dust Band \$8 80</p>	<p>18 Size, Hunting. No. 171. Nickel, 7 Jewels, Compo. Balance, fine oval finished Regulator, Steel Index, Breguet Hair Spring, Dust Band \$8 80</p>
<p>6 Size. No. 168. Nickel, 16 Ruby Jewels, 14 pairs, Raised Settings, Micro Regulator, Gold Index, Compo. Balance, Breguet Hair Spring, Soft Enamel Dial \$21 00 No. 175. Nickel, 7 Jewels, Compo. Balance, Full finished Regulator, Breguet Hair Spring. \$11 00</p>	<p>0 Size. No. 167. Nickel, 16 Ruby Jewels, 14 pairs, Raised Settings, Micro Regulator, Gold Index, Compo. Balance, Breguet Hair Spring, Soft Enamel Dial \$21.00 No. 173. Nickel, 7 Jewels, Compo. Balance, Full Finished Regulator, Breguet Hair Spring \$12 10</p>



Style No. 26.



Style No 24

6 Size Elgin Movement.

No. 117. 7 Jeweled, Gilt. \$9.90 each.

For higher grade movements see page 11 Association Price List

These Beautiful Cases fitted with No 117 Elgin Movements at

Gold 14K. \$39.90.

6 Size Hunting Case, nicely engraved, which are usually sold for \$32.00 each, fitted with No 117 Elgin Movement at above price.

Gold, Lion \$30.00.

6 Size Hunting, well known Gold Cases, assorted Engravings. These Cases usually sell for \$24.00 each. Fitted with No 117 Elgin Movement for above price

14K. Gold Filled \$26.40.

6 Size Known as Crescent manufacture. Beautiful Case, 14k Filled, 21 Year Guarantee. Assorted Engravings. Fitted with No 117 Elgin Movement for above price

14K. Gold Filled \$24.90.

6 Size. Manufactured by the American Watch Case Co. of Toronto. Known as "Cashier." 14k Filled, 21 Year Guarantee. Assorted Styles. Fitted with No. 117 Elgin Movement for above price.

Solid Silver \$18 90.

6 Size. Hunting, Silver, Stem Wind, Case-- Plain or Engine Turned. Fitted with No 117 Elgin Movement for above price



Style No 27.



Style No. 25.

ELGIN 16 SIZE MOVEMENTS.

See page 36 August Trade for special description of Movements. Gold, Gold Filled and Silver Cases in stock suitable for these Movements. No stock complete without a sample line of these new and desirable goods.

All above prices subject to Catalogue and Cash Discounts.

Selection parcels sent to responsible parties on approval



Style No. 28.



Table Ware—Flat Ware.

IN STERLING SILVER.

Popular Pieces in Fancy Patterns, Louis XV., Old English and Rose Pattern.

These are satisfactory goods to sell.

They bear a good profit and you have no further trouble.

Our factory is working overtime to keep up with orders now in hand.

Place your orders at once, as these goods are in such demand now that if your orders are left too late we may not be able to fill complete.

P. W. ELLIS & CO., TORONTO, Sterling Silver Manufacturers.

BARBOUR SILVER PLATE

Quality, Design and Finish
Unsurpassed.

We have a heavy stock of fancy pieces and staples, as much as we have room for. We hope to be able to fill your sorting orders complete

from stock, but after December 1st cannot guarantee to have general orders filled from Factory. Order early, order now from our Silver Plate Catalogue which you have and secure for Xmas trade the Best Selling Line of Plated Hollow Ware in the market.

P. W. ELLIS & CO., Toronto, SOLE CANADIAN AGENTS FOR THE
BARBOUR SILVER COMPANY.



P. W. ELLIS & CO.

Factory and Special Order Departments.



NO house could be better prepared to execute your special orders for Xmas trade. We have completely doubled our premises and our manufacturing plant. Our facilities

“ARE NOT EQUALLED ON THE CONTINENT

FOR DOING ALL CLASSES OF WORK.”

We are now working factory and warerooms overtime to keep all orders filled up to date. Our entire staff have caught the popular enthusiasm earlier this year than usual, and orders will be rushed. We guarantee promptness. We advise you to make up your sorting orders at once and get the goods now.

DIAMONDS. OPALS. PEARLS.

We have a most complete and extensive stock of Diamonds, Opals, Pearls and other precious stones, which are entirely at your command to show prospective customers. Our stock of Mounted Staples and Novelties is very large.

RINGS.

Our Patterns and Prices are the most popular in the market.

We solicit a share of your patronage in the above goods and will guarantee satisfaction.



P. W. ELLIS & CO.,

Gold and Silversmiths.

TORONTO, Canada.



Rolled Plate Chains . . .

. . . MADE BY

R. F. **S**immons
& Co.

. . . Have created a standard quality that
other makers aim to reach.

There is no doubt of their

Quality, Finish and Design,

and the price is as low as that of any
other. All reliable dealers who wish to
sell an article of merit will do well to
sort up in

R. F. SIMMONS & CO.'S
ROLLED PLATE CHAINS

PATTERNS

FOR LADIES OR GENTLEMEN'S WEAR.

LORNETTES,

BICYCLE CHAINS, ETC.

P. W. Ellis & Co.,

SOLE CANADIAN AGENTS,

TORONTO, Ont.





BOXES



**PAPER
LEATHER
PLUSH
VELVET**

OUR PAPER BOXES ARE MADE BY THE OLDEST PAPER JEWELRY-BOX MAKERS IN CANADA. QUALITY IS SUPERIOR AND PRICES ARE MUCH LOWER THAN THAT OF THE AMERICAN MAKERS. * * * * *

Paper Jewelry Boxes

No. 100—NEST BOXES—1 to 6.
Fine Enamelled Paper, Colored Edges Price \$1.25 per gross

No. 200—NEST BOXES—1 to 6.
Fine Blue Enamelled Paper, no edges. Price \$1.75 per gross.
Can be had in separate sizes and nested from 4 to 7 or 1 to 9.

No. 125 BLUE PAPER RING BOX.
Velvet Lined, Telescope. Extra value, \$3.00 per gross.

No. 225 BLUE PAPER RING BOX.
Velvet Lined, Shoulder. Extra value, \$3.50 per gross

No. 250—BLUE PAPER SCARF PIN OR HANDY BOXES.
Made in 3 sizes, Plain or Satin Lined.

	No. 250	No. 250	No. 50
Plain	\$2.00	\$2.25	\$2.50 per gross.
Lined	4.00	4.50	5.00 per gross

No. 255 BLUE PAPER COFFEE SPOON BOX.

Plain, \$2.50 per gross. Lined, \$6.00 per gross.

No. 260—BLUE PAPER TEASPOON BOX.

Plain, \$3.00 per gross. Lined, \$7.00 per gross.

Printing name and address on above in Black, 50c. per gross. in lots of 3 gross or over, 40c. per gross

Leather Boxes

Extra fine Maroon Leather Boxes, lined with fine quality Satin. Blocks properly shaped from solid wood

No. 6s Watch Box	\$ 6.00 per doz
" 18s Watch Box	6.00 "
Extra fine large leather 18s Watch Box	7.20 "
1/2 dozen Coffee Spoons	6.00 "
1 dozen Coffee Spoons	9.00 "
1/2 dozen Tea Spoons	8.00 "
1 dozen Tea Spoons	10.00 "
Single Berry Spoon	6.00 "
Pie Knife	9.00 "
Child's Set, 2 pieces	7.20 "
Child's Set, 3 pieces	9.00 "

All other Boxes for Brooch, Bar Pin, Scarf Pin, Cuff Buttons, Links, Bracelets, Gents' Sets, at proportionately low prices

Plush Boxes

Fine Plush Watch Box	\$1.00 per doz
Fine Plush Handy Box	3.00 "
Fine Plush Ring Box	1.50 "

This line is of Superior Quality.

Velvet Boxes

Velvet Ring Boxes \$2.00 per doz

We defy competition in price or quality of the goods we offer. We note the latest prices in American snap catalogues are higher than ours and the boxes are no better.

WE PARTICULARLY REQUEST YOU TO EXAMINE THE PRICES OF BOXES QUOTED ABOVE AND CAREFULLY COMPARE WITH THOSE OFFERED BY OTHERS. * * * * *

Save Freight and Express Charges by buying bulky stuff like Boxes, Clocks, Plated Ware, etc., shipped at the same time and send your orders for the three lines to

P. W. ELLIS & CO., TORONTO.
31 and 33 WELLINGTON ST. EAST.



RIVETT

LATHES and Attachments.

THE NEW RIVETT LATHE BEARINGS CAN NEVER WEAR OUT.

THE popularity and quality of the Rivett Lathe has kept it in the market and before the public longer than any other.

"The good that is in them is bound to come out at the Top."

Price of Lathe, \$32.40.

**Price, without Tail Stock and Taper Chuck
\$26.10.**

2 BOLEY LATHES

Boley's No. 2 Lathe, generally known as the Imitation Lathe.

Price with 10 Chucks, \$25.20.

BOLEY'S LATHE, GENEVA PATTERN

With full set of Chucks. This Lathe is exactly on same principle as American Lathes. The best Lathe for the Price.

Price, \$20.00.

This is a snap for those who do not feel disposed to buy one of the Larger Lathes.

P. W. ELLIS & CO.'S MATERIAL DEPARTMENT. TORONTO.



.. WATERBURY CLOCKS ..

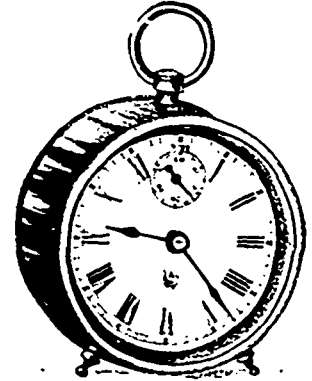


"SPREE."

Enameled Iron. Gilt Ornaments.
 8 Day, Half-Hour Strike, Gong.
 Dial, 5½ inches. Height, 11½ inches.
 Length, 10 inches.
 American White Dial, Roman or Arabic Figures \$12.60
 American Gilt Perforated Dial, Arabic Figures 12.60
 Porcelain Dial, Roman or Arabic Figures 14.40
 Visible Escapement additional 60

PORCELAIN CLOCKS.

Pages 9 to 19 in our new 1896 and 1897 Clock Catalogue show in actual colors these splendid clocks. They are made both in expensive and low priced, also in time, strike, and alarm are suitable for drawing room or any other room. They make beautiful presents, are durable, and cases are easily cleaned, and further, they are the most fashionable clock in existence. We have for this Fall decided to carry in stock the entire assortment, 61 STYLES. Order samples promptly to see these up to date goods, then from the satisfaction these samples give you, order stock freely, so as to have plenty for your Xmas business, as these popular goods will surely be short before December



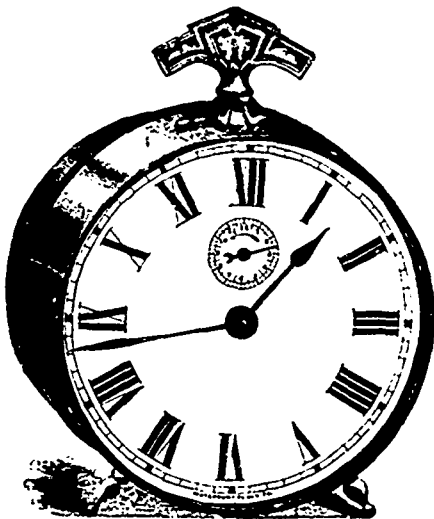
"WASP."

Nickel and Gilt.

Dial, 2 inches. Beveled Glass.

1 Day Time, Nickel	\$1.80
1 " " Polished Brass	1.80
1 " " Frosted Gilt	1.80
1 " " Fancy Dial	2.10
1 " " Alarm, Nickel	2.60
1 " " " Polished Brass	2.60
1 " " " Frosted Gilt	2.60

Note Reduction in Alarm Price.



MUST GET UP

ALARM CLOCK ..

Price \$2.70
 Less Catalogue discount.

Recent improvements in this clock which alarms five minutes now enable you to regulate the alarm to run any desired length of time and has stationary keys. This clock properly displayed and introduced to customers guarantees a sure sale.

Bicycle Watch and Holder, also Rouser Alarm, advertised in July Trader, are still favorites. Order samples.

P. W. ELLIS & CO., THE CLOCK HOUSE, **TORONTO,**
 31 WELLINGTON ST. EAST.



The Dominion Rolled Plate Co.
(LIMITED).

RESERVE YOUR ORDERS FOR ROLLED PLATE GOODS
UNTIL YOU HAVE SEEN

OUR NEW LINES

$\frac{1}{2}$ OF
GOLD FILLED CHAINS.

10k.
COMBINATION CHAINS.

$\frac{1}{2}$
2 3 AND 4 STRAND CHAINS.

10k.
5 YEAR CHAINS ON PADS.

OUR LINES OF

PLAIN
AND
FANCY

Rolled Plate Chains

SILVER & GOLD CURB BRACELETS, & GEM RINGS,
HAVE BEEN LARGELY EXTENDED.

SEAMLESS GOLD WEDDING RINGS AND ALBERTS, ANY WEIGHT AND PATTERN.

Orders for same can be filled within twenty hours' notice.

We have decided to branch into the MATERIAL LINE

AND WILL BE ABLE TO FILL ORDERS FOR
ROLLED PLATE, WIRE PLATE, JUMP RINGS, R. P. CABLES, EXCELSIOR BARS,
AND SWIVELS ON SHORT NOTICE.

125 Vitre St.,

P. O. BOX 526.

MONTREAL.



TORONTO ONT. DECEMBER, 1896

THE TRADER, the official organ of the Jewelry trade of Canada, is published on the 1st of every month at 34 Lombard Street, Toronto, Ont., and has a circulation embracing every solvent Jeweler in the Dominion. Price, \$4.00 per annum.

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

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

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

All business and other correspondence should be addressed to THE TRADER PUBLISHING CO., LTD. TORONTO, ONT.



WHAT'S IN A NAME?

THE value of having and using a firm name or other trade-mark which will be protected by the courts is emphasized by the fact that lately many of the largest silverware manufacturers in the United States have individually decided to discontinue the use of the word "quadruple." For many years the best electro plated silverware bore the stamp "quadruple plate," until the general public came to look upon goods so stamped as being first-class, without first having given their attention to the name of the makers. Here was the opportunity for unscrupulous dealers and cheap department bargain stores, and the "best silverware" came to be conspicuously displayed in these places bearing the stamp "quadruple plate," but in reality the stuff was of such inferior quality that it would be dear at any price: yet, thanks to the supposed value of the stamp, the goods were salable.

The leading American manufacturers appear to have come to the conclusion that their firm name alone is sufficient, and that it is the best guarantee for their goods, and such is probably the case: still we think that as they largely have educated the people to believe that the word "quadruple" on silver plate is a synonym of value, they should give effect to their decision to discontinue the use of it, by publishing such decision and the reasons therefor in the trade journals, the magazines and the public press.

Without some such action it will take the public a comparatively long time to find out that much of the so called "quadruple plated" silverware is a delusion and a snare; and in the meantime the reputable makers will lose so much business.

AN IMPORTANT DECISION.

WATCH manufacturers, whose goods represent a high standard of excellence, in common with manufacturers of other lines, always have had, and probably always will have to contend with a set of unscrupulous makers and distributors who foist on the market their inferior and practically worthless product, gotten up to imitate the genuine goods. Who is there in the trade who does not call to mind the villainous apologies for watch movements made in Switzerland to imitate the full plate 18 size American movements, and engraved "G. M. Wheeling," "P. S. Barslett," etc., with the view of having them passed off for the well-known Wheeler and Bartlett movements of the Elgin and Waltham companies. The Waltham Company has been compelled a number of times to appeal to the courts for protection against such infringements, and of recent date the Elgin Company have had a decision rendered in their favor by the courts, confirming their exclusive right to the use of the word "Elgin" as applied to watches.

Their suit was brought against a firm of watch dealers named Cohen & Durlacher, who were importing watch movements engraved with the word "Ilgen." The judge's decision was given in the following terms:

"Ordered, adjudged and decreed, That the complainant by its adoption and long use of the word 'ELGIN' in connection with its watch movements to distinguish them from watches and watch movements made by other manufacturers, has become and is now legally entitled to the exclusive use of the said word 'ELGIN' for said purpose: that the complainant has duly registered said word as a trade-mark for watches, in accordance with the provisions of the act of Congress approved March 3rd, 1881, entitled 'An act to authorize the registration of trade-marks and protect the same;' that no other firm or corporation has the legal right to use said word 'ELGIN' or any colorable imitation thereof, upon or in connection with watches or portions thereof, without the consent of the complainant, that the defendant, without the consent of the complainant, have placed upon or used in connection with watch movements the word 'ILGEN,' to wit, the words 'ILGEN WATCH CO.' and the words 'THE ILGEN WATCH CO.:' that such use of the word *Ilgen*, either alone or in connection with the words *Watch Co.* or other similar words, is a colorable imitation of the complainant's trade-mark 'ELGIN,' and is liable to deceive purchasers of the defendants' watches or watch movements in the belief that they are buying watches or watch movements made by the complainant; and that an injunction is hereby awarded to complainant, perpetually enjoining and restraining the defendants and each of them, their and each of their clerks, servants, agents, workmen, employees, and attorneys, from placing or using the word 'ILGEN' on watches, watch cases, or watch movements, or upon boxes or packages containing the same.

"The complainant having by its counsel appeared in open court and waived damages and costs, this decree is made final."

(Signed) E. HENRY LACOMBE, U. S. Circuit Judge."



EVERYTHING ON THE INCREASE.

**Increased demand means increased output.
Increased output means increased room.
Increased room means increased tools and machinery.
Increased tools and machinery means increased hands to
work them.**



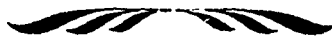
The Sum Total of which means Increased Sales.

WE HAVE ALL THESE.



The demand for the J. E. 14 rolled plate chains has so increased we have been compelled to add another story to our factory, put in a larger and more powerful engine, lots of new tools and more hands to work them, and still can hardly keep up to our orders. And why should we be so busy when so many are idle? The quality tells the tale, 14k. only, $\frac{1}{4}$, $\frac{1}{16}$ or $\frac{1}{32}$, as stamped, and are absolutely guaranteed.

If any of our chains do not prove satisfactory, return them and they will be replaced.



JAMES EASTWOOD,

14k. ROLLED PLATE CHAIN
MANUFACTURER,

65 PROVOST ST., NEW GLASGOW, NOVA SCOTIA.



THE TWO LATEST PROPOSITIONS FOR A RE-DISTRIBUTION OF OUR TIME MEASUREMENT.

MATHEMATICIANS who think the prevailing system of time measurement is not as simple and satisfactory as it might be, continue to propose various solutions of the problem. The two latest which have come to our notice are herewith outlined, and although it is very probable that neither will ever be adopted, it is possible that the metric system as advanced by a French scientist may some day be seriously considered.

A paper was recently read at a meeting of the Toronto Astronomical Society advocating a division of the year into thirteen months, each to consist of twenty-eight days, thereby making each month exactly four weeks. By this arrangement 364 days of the year would be included, so that there would still be a surplus number of days to be accounted for every two, three or four years.

So far as a division of the month into four weeks exactly, each week, as now, commencing on Sunday, and each month consequently coming on Sunday, is concerned, the idea seems to be a decided improvement, but there are so many contributory features to be considered no matter what change might be made, that the problem is a very deep and complicated one. The same argument applies to the Frenchman's proposed system, which is to divide the day into ten hours, each hour to consist of one hundred minutes and each minute into one hundred seconds.

While, as before stated, there is no likelihood of any change in the near future, there is no reason why any of our practical and progressive readers should not derive an advantage from the idea by arranging a timepiece in their show window, having a ten-hour dial with the hands revolving to correspond, and accompanied by an explanatory description of the system. It would be a good ad. and impress the public with the idea that the jeweler showing it was keeping posted and up to date.

HOW TO ADVANCE THE BEST INTERESTS OF PUBLIC SCHOOL SCHOLARS.

RECENTLY the Hon. G. W. Ross, Minister of Education for the Province of Ontario, has been visiting several American cities for the purpose of looking into the methods followed in some instances by educationalists of that country for the better and more practical education of their pupils. According to the reports, Mr. Ross sees that a problem which has been for some years past assuming serious proportions is that of the continually increasing neglect of the farm and shops by the young: that they rush to the office, the desk and to professional life, with the result that the cities grow and become supplied to excess with men desiring to follow what they consider easy occupations, while the farms and mechanical pursuits are deserted. It is with the view of developing a new interest in such pursuits that Mr. Ross has been investigating a system of manual instruction followed in New York by Dr. Felix Adler, which if satisfactory may be introduced into the Canadian schools.

The idea is practically a continuation of the well-known

kindergarten system along more advanced lines. The pupils have the instruction more thoroughly impressed upon their minds by actually doing what they are being taught, and it is self-evident that when a boy is told certain things and then set to work to put them into practical execution, he understands them better and is sure to remember them, besides which he sees and thoroughly appreciates the force of the instruction and the value of the information imparted, something which is rarely the case in the average school boy life. Take for instance geometry: most boys at school say, "What's the use of geometry? Geometry is no good to me!" and they do not pay much attention to the study. But just let a teacher allow a boy to ask this question after he has received some of the usual prevailing school instruction, and for answer set him to work to do some simple piece of carpenter work and he will very quickly see the "use of geometry," and he will see it in such a vivid and practical manner that his attention and interest will at once be assured, and he will take pleasure in becoming proficient in this study and at the same time be training his mind to think and analyze, the result naturally being of immense value to him in his after life. This can very rarely be brought about by handing a book of geometry to him, telling him to learn the proposition, and simply because he can go to a blackboard the next day and *by memory* demonstrate that $A = B$, pass him along without further consideration; and yet this is what occurs all the time. The same arguments which apply to geometry apply also to almost every other branch of learning.

This system of manual instruction under the careful eye of the instructor early develops and indicates the natural inclination and aptitude of the pupil and consequently he is able at an early age to form a very good idea, especially with the aid of his teacher, as to his future walk in life. It is a well known fact that many men's lives are largely wasted by drifting into some occupation that they subsequently find they are totally unsuited for, and that valuable years have thus been wasted.

We think an introduction of this manual system of training into our public schools would be of great value, and any of our readers who are directly or even indirectly interested in educational matters may profitably consider the question, and as such a training would be valuable to all boys, whether the *intention* is to follow a mechanical or professional career, it is worthy of support.

REGARDING INSURANCE.

WE are asked by a retail jeweler in Eastern Ontario to kindly explain in this issue of THE TRADER why a "blanket" fire insurance policy is preferable to one in which each kind of stock is specified and specially covered.

The reason is simply this: A blanket policy practically covers everything the jeweler would carry in stock or have in the way of tools, furniture and fittings. As it is very seldom that a fire makes a clean sweep and burns up everything, it is ten chances to one that the total loss will be *less* than the total amount of insurance, in which case the jeweler would have his entire loss paid in full.

On the other hand, where each kind of goods is carefully



Taylor's

Safes 

Chrome Steel Lined.



**Best
on
the
Market.**

Dayton

Bicycles 

Finest Made.

We have also cheaper wheels, having sole agency for the Wheels of FEATHERSTONE & CO., Chicago.

Toronto Safe Works.

**J. & J. Taylor,
TORONTO.**



specified and so many dollars of insurance placed on each, it is evident that in some lines there may be practically a total loss, and in others a slight or only a partial loss. In those lines where the loss is only partial the insurance would probably be sufficient to make it good, but in cases where a total loss occurred the chances would be that the insurance would be inadequate to meet the damage. In a "blanket" policy the chances are all in favor of the jeweler, because (unless there is a total sweep) every line is practically insured up to its full value against loss. On the other hand, in a policy where each line of goods is separately insured, the chances are largely in favor of the insurance company. Were this not so there would be no kicking on the part of the insurance men against this form of policy.

Another reason why a "blanket" policy is to be preferred to those which are specific is that under them it is much easier to obtain a settlement of losses. Under such a policy all one has to do is to make up your total loss and prove that that amount of goods was damaged or destroyed, and if the total amount is less than the amount of the insurance you will be paid in full. If the loss is greater than the insurance you will get the full amount called for by your policy without any abatement.

On the other hand, every line has got to be adjusted separately, and if on one or more of them the loss should exceed the amount apportioned to that particular line, then you are out of pocket by just that amount.

There are a few points connected with insurance of jewelers' stocks that strike us as being important to every reader of THE TRADER, and although we have in bygone days drawn the attention of the trade to them, it can do no harm to try and drive them home to the craft again:

(1) Fire insurance is just as important to the jeweler as any other expense he has. The loss from fire is a real danger, and should be carefully guarded against by every level-headed jeweler. The day has gone past when any merchant can afford to take chances of being his own underwriter, and no merchant who does so should presume to ask credit on a wholesale house unless he fully explains to them that he is asking them to take such a risk on the goods he proposes to get

(2) It is not enough to insure. You should carry an insurance equal to at least seventy-five (75) per cent. of the value of your stock and fixtures, and also your building if you own it. With such an amount of insurance you are pretty safe against any ordinary fire, and in case of a total sweep your loss will hardly be so great as to swamp you.

(3) Fire may occur at any time, and in order to be prepared for any such contingency it is always well to keep an accurate inventory of your stock, tools, fixtures, etc. With this and your invoices of goods purchased, and your salesbook to show how much has been sold, the adjuster can speedily arrive at the real loss, and such a state of affairs will expedite your settlement with the company very much. It is a mistake to suppose that insurance companies are always desirous of beating people down in the settlement of fire losses. Liberality on their part is the best advertisement they can have, and all they want is to be satisfied that the insurer's claim is a fair one. Be open and above board. Keep your stock lists and books properly, and you will find little trouble in getting a fair and equitable settlement.

THE TARIFF COMMISSION.

THE Commission appointed by the Federal Government to enquire into and report upon the tariff of the Dominion of Canada, commenced their labors at Toronto on Tuesday, the 17th November, in the Council Chamber of the Board of Trade. The Commission proper consisted of Hon. W. S. Fielding, Minister of Finance; Sir Richard Cartwright, Minister of Trade and Commerce, and Hon. Wm. Patterson, Controller of Customs. In addition to these gentlemen, Sir Oliver Mowat also took an active part in the sessions at Toronto.

At the request of the Council of the Toronto Board of Trade, the Jewelers and Silversmiths Section of the Board held a special meeting on the 13th November and thoroughly discussed all the items in the tariff connected with the jewelry business. Although there was naturally considerable diversity of opinion regarding some of the items in the present tariff, the effect of this very full and free discussion was to enable the meeting to reach a unanimous conclusion embodied in a written memorandum, which it was decided to formally present to the Tariff Commission at whatever time the appointment could be made. It was also decided to obtain the views of all the jewelry and silverware manufacturers, as well as those of the leading retail jewelers in Toronto outside of the Board of Trade, on the questions discussed, and to invite them to form part of the deputation which would wait upon the Commission to discuss the tariff. This was accordingly done, and it is quite safe to say that never before in the history of the craft has so representative a delegation of the Toronto jewelry trade been gathered to discuss the tariff as that which faced the Commissioners on the morning of Wednesday, the 18th November. The Council Chamber was crowded, and the Commissioners remarked that it was the largest and most important delegation they had up to that time received. It was found impossible to notify all of the retail jewelers of the city except by means of a general invitation through the columns of the daily press, but enough of the leading retail jewelers attended to render it thoroughly representative, even so far as that particular branch of the trade was concerned.

The following well-known gentlemen were present and gave their hearty support to the recommendations presented to the Commission: Mr. M. C. Ellis and Mr. P. W. Ellis, of P. W. Ellis & Co.; Mr. Edmund Scheuer; Mr. T. H. Lee, of the T. H. Lee & Son Co.; Mr. W. K. McNaught, of the American Watch Case Co.; E. G. Gooderham, of the Toronto Silver Plate Co.; Mr. W. K. George, of the Standard Silver Co.; Mr. A. H. Dewdney, of Dewdney Bros.; Mr. W. H. Roden, of Roden Bros.; Mr. B. Saunders, of Saunders, Lorie & Co.; Mr. J. Saunders, of H. & A. Saunders; Mr. A. C. Anderson, of A. C. Anderson & Co.; Mr. R. H. Gunther, of E. & A. Gunther; Mr. James Ryrie, of Ryrie Bros.; Mr. Ambrose Kent, of A. Kent & Sons; Mr. John Wanless, of Jno. Wanless & Co.; Mr. B. H. Kent, of B. & B. H. Kent; Mr. E. M. Morphy, of E. M. Morphy, Son & Co.; Mr. Geo. E. Ellis, of the Jas. E. Ellis Co., Ltd.; Mr. E. Cohen, of Cohen Bros.; Mr. J. Davis; Mr. H. R. Playtner, of the Canadian Horological Institute, and Mr. Edw. Beeton, Editor of THE TRADER. Mr. Walter J. Barr, of the



EVERY ONE LIKES IT.

Our New Polished
Watch Box, No. 27

\$9⁰⁰ PER DOZ.

This box is made in **EBONY, MAHOGANY AND CHERRY**, polished to the highest piano finish, and is lined with the finest quality of silk velvet, over a carved block, with satin lid.

NOTHING TO WEAR OUT.

~ ~ ~ **NOTHING TO FADE.**

One Customer Writes:

"Send me another dozen of those polished watch boxes. They're the finest boxes you ever turned out."

Another Says:

"Your wood watch boxes, No. 27, are very fine—a long way ahead of leather or plush boxes. Send me ½ dozen ladies' sizes."

700 GONE IN TWO WEEKS.

Send for a Sample of Each Style and you'll order a dozen more when you see them.

THE HEMMING MFG. Co.,

76 YORK STREET,

TORONTO,



Goldsmiths' Company, and Mr. Albert Kleiser through absence from the city were prevented from attending the conference, as were also several prominent retail jewelers, but they communicated to the chairman of the Jewelers' Section their endorsement and hearty support of the recommendations presented.

Mr. M. C. Ellis, as the representative of the Jewelers' and Silversmiths' Section on the Toronto Board of Trade, was unanimously elected as spokesman, with Mr. Edmund Scheuer to follow him in voicing the views of those present. After the deputation had been introduced by Mr. Edgar A. Wills, Secretary of the Toronto Board of Trade, the Hon. Mr. Fielding asked the delegation whether or not they desired to have the press excluded, stating that such would be done if they desired to keep their proceedings secret from the public. Mr. M. C. Ellis, on behalf of the delegation, at once stated that they had no objection whatever to the admission of the press; they had nothing to conceal, and were therefore quite willing that the public, as well as the Tariff Commission, should know just what they proposed in regard to the duties upon jewelry and other goods belonging to the trade. The press reporters were therefore admitted.

Before reading the recommendations of the Jewelers and Silversmiths' Section of the Toronto Board of Trade, Mr. M. C. Ellis stated that the deputation for which he had the honor to speak, consisted of jewelers and silversmiths who belonged to the Board of Trade, as well as other manufacturers and leading retailers in the city. The Jewelers and Silversmiths' Section of the Board of Trade had held a meeting and had thoroughly discussed all the questions relating to their several lines of business in the tariff list. In order that the deputation might be thoroughly representative of all classes in the kindred industries, an invitation to attend that day had been given through the public press to all the members of the jewelry trade in the City of Toronto who did not belong to the Section. "We represent," said Mr. Ellis, "a class of merchants, both wholesale and retail, among whom there exists no combinations whatsoever, and no trade restrictions. Our trade is free and untrammelled, and the freest kind of competition exists amongst us all." Mr. Ellis then read the following typewritten statement setting forth the wishes of the deputation in regard to individual items in the tariff which affected the interests of the jewelry trade generally:

TORONTO, Nov. 16th, 1896

TO THE

HON. W. S. FIELDING, SIR RICHARD CARTWRIGHT AND
HON. WM. PATTERSON, TARIFF COMMISSIONERS.

GENTLEMEN:—

At a special meeting of the Jewelers and Silversmiths' Section of the Toronto Board of Trade, held on the 13th of November, to consider the tariff on Jewelry, Watches, Clocks and Silverware, the following recommendations were unanimously agreed upon as being in the best interests of the Jewelry Trade and the people of Canada generally.

It was also decided that a representative deputation from this Section of the Board of Trade should wait upon your Honorable Body during its visit to Toronto and explain the reason for these recommendations, which are as follows:

CLOCKS

With the exception of Tower Clocks (on which the duty is 30 ad. val.) the present duty on clocks of all kinds imported into Canada is 25 ad. val.

Tower Clocks have for some years past been manufactured in Toronto and Montreal and have been found satisfactory both as regards quality and price. No other clocks of any kind are at present made in Canada.

This Section therefore recommends that the rate of duty upon Tower and other Clocks be allowed to remain as it is at present.

**WATCHES COMPLETE,
WATCH MOVEMENTS
AND WATCH CASES**

The present duty on Watch Movements imported without cases is 10 ad. val. Watch Cases are dutiable at 35% ad. val. and Watches Complete, that is, both movement and case combined in one article, 25% ad. val.

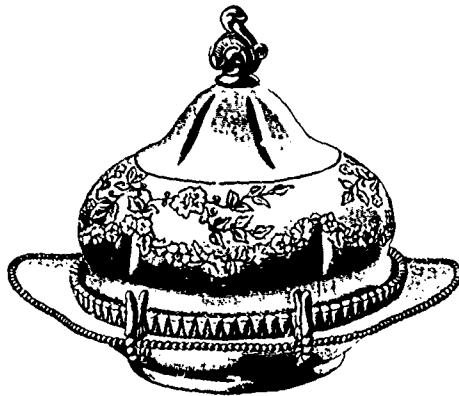
Watch Movements have never been made in Canada, and owing to the difficulties in their construction and the large amount of capital required for their manufacture, we do not see any prospect of their being made here for many years to come. The duty on Watch Movements was formerly 20% ad. val., but in 1887, in answer to petitions from the Jewelry Trade, Wholesale and Retail, the duty was lowered to its present rate of 10% ad. val. The reasons which brought about these petitions for a change of duty were, that large quantities of watch movements were being smuggled into Canada by dishonest dealers, to the detriment of the Jewelers who paid the duty. This duty of 20% made the prices of watches considerably higher in Canada than in the United States (from which country we draw our main supply of watches), and many Canadians who visited that country bought watches when there and brought them home in their pockets, thus saving the duty. This trade was of course lost to the Canadian retail jewelers, and especially all along the United States border this was most keenly felt by trade. Since the duty on movements has been reduced to 10%, an agreement has been entered into between the Canadian Watch Case Manufacturers and the American Movement Manufacturers, whereby the latter agree to give Canadian Wholesale Jewelers, on watch movements shipped through by express to a Canadian port, an extra discount of 5% over and above that given to United States wholesale jewelers purchasing the same goods. This arrangement makes the difference in prices between Canada and the United States only 5%, and by practically putting an end to smuggling has enabled the Government to collect as much revenue from this line as before the duty was reduced.

Watch Cases have for the past ten years been largely manufactured in Canada, and our home-made cases are at present as good in quality and as low in price as in the United States, the country from which we formerly drew our supplies. Their manufacture has been of great advantage to the Canadian Jewelry Trade generally, inasmuch as while fully maintaining the highest standard of excellence, and almost entirely doing away with smuggling, it has materially reduced the price of these goods to the Canadian public. With American Movements almost as cheap as in the United States, and home-made cases as low in price as American Cases in the United States,



Silverware.

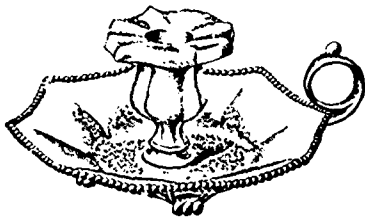
WHISK BROOMS.
TEA SETS.
ASH TRAYS.
CANDELABRA.



No. 345 - BUTTER DISH - GLASS DRAINER.
List, \$5.00.

Cut Glass.

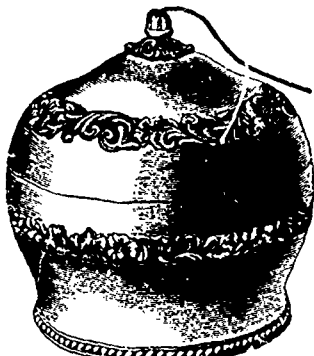
CRUETS.
BOWLS.
CELERY TRAYS.
SPOON TRAYS.



No. 6113. - Candlestick, Burnished.
List, \$4.00.



No. 2699. - Taper Holder. Small.
List, \$1.50.



No. 4122. - String Holder.
List, \$3.50.



No. 2850 - Whisk Broom.
List, \$1.25.



No. 2766. - Smokers' Set.
Tobacco and Matches. List, \$6.25.



No. 200. - Primrose Bowl. 9 inch. List, \$13.00.

PAIRPOINT MFG. COMPANY,
NEW BEDFORD, MASS.

GEO. CHILLAS, Canadian Representative,

TEMPLE BUILDING, MONTREAL.



watches are to-day sold in Canada to the public at as low prices as they are sold to the public of the United States by American jewelers, and our own revenue, and our retail jewelers receive much benefit thereby.

The present arrangement of duties on "Watch Movements," 10 ad val, "Watch Cases," 35 ad. val. and "Watches Complete," 25 ad. val., has been so satisfactory and has proved of such advantage to the Trade and the public generally that this Section is unanimous in recommending its continuation.

WATCH AND CLOCK MATERIALS, INCLUDING CLOCK SPRINGS, WATCH GLASSES OR CRYSTALS, WATCH CROWNS WINDING BARS AND SLEEVES The present duty on Watch Materials (which includes both hair and main springs), is 10 ad. val. The duty on clock materials, including clock springs, watch glasses, watch crowns of all kinds, sleeves and winding bars is 25

As all of these articles are either imported for manufacturing purposes or for the repairing of watches and clocks now in use in Canada by retail watchmakers throughout the Dominion, they are regarded by the entire trade as their raw materials, and as different ratings have caused considerable trouble in passing these goods, this Section recommends that all of these articles be placed in the tariff at a duty of 10 ad. val.

DIAMONDS AND OTHER PRECIOUS AND IMITATION STONES UNSET. "Diamonds unset" are at present upon the Free List. "Other precious and Imitation Stones, unset," are dutiable at 10 ad. val.

This Section is unanimously of the opinion that all of these articles should be placed upon the Free List, for the following reasons:

They are so small in bulk that they are easily smuggled, and so valuable that the incentive to smuggle is very great. If duty were levied upon them the honest importer who paid it, would be at a great disadvantage as against those who smuggled. These goods are imported *exclusively* for the purpose of mounting them in articles of jewelry, and are therefore "Raw Materials" to the manufacturing and large retail jewelers, who employ a great deal of highly skilled labor in mounting them. The duty on diamonds imported into the United States is at present 25 ad. val., and has been protested against by almost the entire jewelry trade of that country without exception, as it has handicapped the honest importer who pays the duty. It has also had the effect of making American citizens purchase large quantities of diamond jewelry abroad and wear it home on their persons, to the loss of the revenue and the jewelry trade of their own country. Canadian jewelers have benefited very largely by this duty levied upon unset diamonds entering into the United States, and are doing a large and increasing trade with American tourists in diamond jewelry. A duty on unset diamonds would kill this trade and seriously handicap the manufacturing jewelers of Canada who mount these stones. For the above reasons, this Section recommend that "Diamonds and other precious and imitation stones, unset," be placed upon the Free List.

GOLD, SILVER AND PLATED JEWELRY. The duty on Gold, Silver, Plated and other Articles, commonly known as Jewelry, is at present 25% ad. val., and this Section recommend that this duty be continued as herebefore. Canada has quite a large number of expert jewelers

engaged in this line of manufacture, and prices of gold and silver jewelry made in Canada are as low as in other countries where similar classes and styles of goods are made.

GOLD AND SILVER THIMBLES. These articles have always been rated separately, Silver Thimbles at 30 and Gold Thimbles at 25 ad. val. They are not made in Canada and as Silver Thimbles are the most commonly used by our people, we think that it would simplify Custom Entries and make it fairer to the public generally if they were both rated alike in future, at 25 ad. val.

ELECTRO-PLATED FLAT AND HOLLOW WARE The present duty on Electro-Plated Flat or Hollow Ware is 30 ad. val. These goods are largely manufactured in Canada, the quality being fully equal to that made in the United States, from which country the bulk of these goods was formerly imported, and prices are fully as low as obtain in that country. This Section therefore recommends that the present rate of duty levied upon Electro-Plated Flat and Hollow Ware of all kinds, viz, 30 ad. val. be maintained.

STERLING SILVER FLAT AND HOLLOW WARE The present duty on these goods is 30 ad. val. They are made in Canada in large quantities, of first-class design and finish, and quality as high as in Great Britain or the United States. The prices of Domestic Sterling Silverware are as low, and in many cases lower than they are in the United States, which country formerly supplied Canada with nearly all of these goods we required. This Section therefore recommends that the present duty of 30 ad. val. on "Sterling Silver Flat and Hollow Ware" be maintained.

MISCELLANEOUS ARTICLES MOUNTED WITH STERLING SILVER AND KNOWN TO THE JEWELRY TRADE AS STERLING SILVER MOUNTED NOVELTIES. There has been much confusion and many complaints in regard to the duty levied upon this class of goods, they being miscellaneous in character and made dutiable according to the classification of the appraisers of the various ports at which they have been entered. Thus some are rated as Combs, Brushes, Manicure Sets, Tooth Brushes, Scissors, Nail Files, Blotting Pads, etc., at rates ranging from 25 to 35 ad. val. This Section is of the opinion that fully as much duty would be collected and a great deal of trouble saved both to the Customs Department and the importers if they were all enumerated and classified as above, viz: "Miscellaneous Articles Mounted with Sterling Silver and known to the Jewelry Trade as Sterling Silver Mounted Novelties," at a duty of 25 ad. val.

METAL COMPOSITION FOR THE MANUFACTURE OF GOLD FILLED WATCH CASES, SPECTACLES AND EYEGLASSES The present tariff admits Composition Metal, for the manufacture of Filled Gold Watch Cases, at 10 ad. val.

This Section recommends that after the words "Watch Cases," be added Spectacles and Eyeglasses, in the interests of the Spectacle and Eyeglass manufacturers.



MERIDEN BRITANNIA Co.

MANUFACTURERS OF

“Silver Plate that Wears,”

MERIDEN, CONN.,

HAMILTON, ONT.



No. 2026. FLUTED TEA SET.

THE policy of many makers of Silver Plate, who are without reputation, and have been trading upon the word “**Quadruple**” by so stamping inferior wares (which have proven in many cases, according to our standard, to be even less than single plate), has so debased the word “**Quadruple**” that we have discontinued its use. Unfortunately for the public our laws will not reach them, and the only assurance one has as to the quality of the plate is the honor of the maker



Hereafter all of our Hollow Ware
 will be stamped

MADE AND GUARANTEED BY



**SPECTACLES AND EYEGLASSES**

The present tariff on Spectacles and Eyeglasses is 30 ad. val. This Section recommends that the present rate be maintained.

SPECTACLES AND EYEGLASSES. FRAMES, PARTS OF

The present rate of duty on Spectacles, Eyeglasses, Frames, Parts of, is 20 ad. val. This Section recommends that it be made 30, as upon Spectacles and Eyeglasses.

When Mr. Ellis had finished reading these recommendations, Sir Richard Cartwright enquired

"Is there any association or union existing amongst you gentlemen?"

"No, sir," replied Mr. Ellis, "there is no union whatever existing among us."

In reply to further questions from Sir Richard, Mr. Ellis stated that all the watch movements used in Canada had to be imported. There was no movements at present manufactured in Canada, and it was not likely there would be for many years to come, owing to the enormous cost of machinery, and the immense amount of capital required.

Mr. Scheuer, the second speaker representing the deputation, announced himself in complete sympathy with the representations made by the previous speaker, but suggested that, as the deputation was a large and representative one, embracing leading men from every section of the jewelry trade, there might not be absolute unanimity of opinion. In that event, those who were not in accord with the views expressed should take the opportunity of saying so.

Mr. Ambrose Kent, senior member of the firm of Ambrose Kent & Sons, as a representative of the retail trade, heartily endorsed all the recommendations made by the Section. He emphasized the necessity of all precious stones being on the free list, and stated that it would operate seriously against Canadian jewelers were any duty placed upon unset diamonds.

In reply to an enquiry from Sir Richard Cartwright, Mr. Ellis gave the official returns from the United States Government regarding the importation of diamonds into that country under a duty of 10 and under a duty of 25, as at present. Under the tariff of 10 ad. val. the average imports of diamonds cut, but unset, into the United States was about \$12,000,000 per annum. The year previous to the raise, and in anticipation, the imports increased to nearly \$16,000,000. The first year after the 25 tariff came in force the imports were only slightly over \$4,000,000, and the second year of the same tariff about \$6,000,000. To make this comparison more startling it should be understood that the imports in the 10 period do not include diamonds in the rough admitted free for the use of diamond cutters, while in the 25 period the figures given include all the diamonds imported in the rough for a similar purpose, an amount almost equal to the finished stones imported. "To illustrate the ease with which diamonds can be smuggled," said Mr. Ellis, taking out of his coat pocket an ordinary-sized envelope, "I hold in my hand a small package containing over \$10,000 worth of unset diamonds, and it would easily hold twice that value. No matter how great an expenditure the Government might make, it could not prevent smuggling, owing to their small bulk and the utter impossibility of identifying them."

Hon. Mr. Fielding—Mr. Ellis, you may leave that package with the Commission as an illustration of your argument if you desire. (Laughter.)

Mr. Ellis—Thank you.

Mr. James Ryrie, of Ryrie Bros., also spoke in terms of approval of the recommendations made by the Jewelers and Silversmiths' Section of the Board of Trade, and considered that they were in the true interests of the Canadian jewelry trade as well as the public. He had the honor of undergoing an examination by Sir Richard Cartwright.

"Do you," enquired the Minister of Trade and Commerce, "find prices of jewelry, such as you deal in cheaper, for example, in England than they are here?"

"We do not," replied Mr. Ryrie, "and that is one thing we cannot understand. Only the other day we were comparing prices with the goods of the Diamond Dealers' Association in London, and even of silverware, on which there is a duty of 30 per cent., and found we had identically the same goods, made by the same dealers, in stock, and at a little lower price. Why that should be I do not know."

On learning from Mr. Ellis that watch cases were manufactured in Toronto and that there were two similar factories in Montreal, Sir Richard Cartwright expressed a desire to know something about the business, and W. K. McNaught, secretary of the American Watch Case Company, of Toronto, was asked to reply to his enquiries as to the capital employed in this branch of the business, the number of hands employed, etc. Mr. McNaught replied that he was not prepared to give accurate figures off hand, but would be glad to furnish them to the Commission later on, which was assented to by the Commission.

To Mr. Fielding, Mr. McNaught stated that the price of watch cases was practically the same in Canada as in the States. Then the Finance Minister wanted to know how it was Mr. McNaught could not compete with the Americans if he could sell as cheaply as they could. That gentlemen said that the conditions governing this trade in the two countries were entirely different. The American manufacturers had a very large home trade and could afford to sell their surplus stock over in Canada very cheap, and every dollar's worth they sold here meant just so much less work for Canadian artisans and so much less business for Canadian manufacturers. He said that the market in Canada was very limited, and if they had to divide it they would do a much smaller business.

Mr. Fielding—Suppose you had a larger market, you would not be afraid of American competition?

Mr. McNaught—Our equipment is just as good as that of any other factory and under equal conditions we ought to be able to hold our own.

Mr. Fielding—Supposing there were such an extraordinary state of affairs as getting your goods into the United States free, you could sell there then?

Mr. McNaught—There is a very strong prejudice in the United States against Canadian goods. Moreover, we would have to establish a reputation for our goods, the same as the American manufacturers have done, and that would cost a good deal of money and take time. In addition to this, American goods are as well and favorably known in Canada as in the



SILVERWARE THAT SELLS

Are you acquainted with our

ALDINE PATTERN

UNQUESTIONABLY

The Handsomest on the Market.

FULL LINE

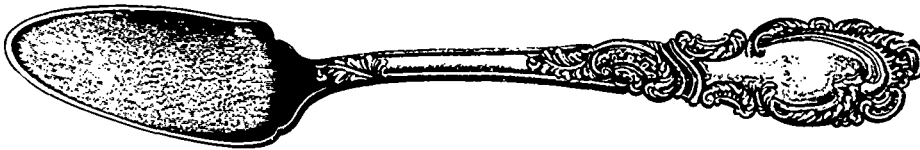
Both Staple and Fancy Pieces.



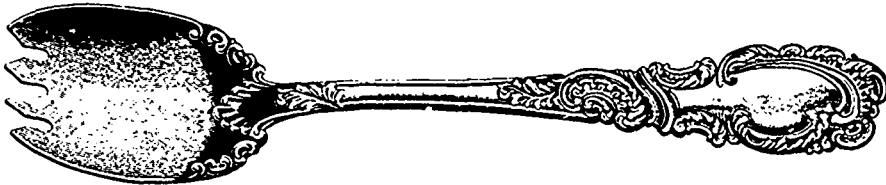
Coffee Spoon.



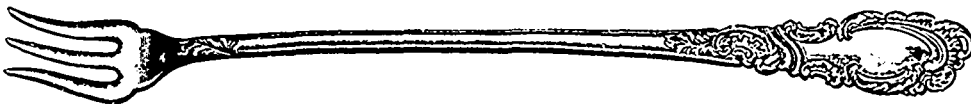
Fruit Fork



Orange Spoon.



Ice Cream Fork.



Oyster Fork.

STANDARD SILVER COMPANY,

N B.—If you have not received a copy of our
NEW CATALOGUE, send for one,

31 to 43 Hayter St., TORONTO.



United States, they having had possession of this market long before Canadian case makers started. These things would of course be to their advantage and our disadvantage.

Mr. M. C. Ellis in giving his experience on this subject said: "As regards opening the Canadian market more freely to the importation of American goods, I may say that the different Canadian manufacturers of watch cases, silver-plated ware, sterling silver goods and jewelry, are making their goods to-day without doubt—and the statement can be endorsed by all the gentlemen present—at as low a rate and of as good quality as they can be manufactured for, anywhere else in the world. But we do feel this, that there are certain manufacturers on the other side who wish to obtain our market. They sometimes have a surplus production which would amount perhaps to one-tenth of their whole output, and they would be very glad to market this surplus of one-tenth in Canada, so as not to interfere with the price of the remaining nine-tenths of their production in their own market. The American manufacturers, in order to get admission here for goods similar to those which are manufactured in Canada, have to make a large reduction upon the prices at which these goods are sold in their own market, amounting to practically the whole rate of duty levied by our Canadian tariff. Any reduction in the duty will mean that the United States exporter will have to make just that much less rebate upon the prices in his own market in order to send his goods into Canada; he alone will benefit by the reduced rate of duty, and the Canadian public would get no advantage whatever from any such reduction. Canadian manufacturers have to meet keen competition, both domestic and foreign, and have to cut prices exceedingly close. The profits are small, and any reduction in the duty would prove disastrous to the Canadian manufacturers, without benefiting the consumers one iota. So long as the manufacturers are not appropriating any part of this duty, and they have not done so in the jewelry business, for internal competition has regulated the price, things are better left as they now are.

Mr. E. M. Morphy said, that as one of the oldest and most experienced retail jewelers in Canada, having been over fifty years in the business, he could heartily endorse the recommendations of the Jewelers' Section of the Board of Trade, which Mr. M. C. Ellis had read to the Commission. Especially were the facts stated concerning diamonds, watch movements and cases particularly true, and he had found from experience a great benefit to the Canadian jewelry trade and the public from the reduction in the duty on watch movements to 10 per cent, and being able to get first-class Canadian cases as cheap as American cases are sold at in the States. The effect of this was to put an end to smuggling, and give the watch trade of the Canadian public to the Canadian jewelry trade. In regard to diamonds and precious stones, he was strongly in favor of keeping them on the free list. A duty on them would cause much smuggling, to the loss of the dealer who paid the duty. He complained that at the Custom house no notice was taken of the extra trade discounts granted by the American silver-plated ware manufacturers, and that the Toronto importers had to pay duty on the trade prices which prevailed in the United States. This he thought was unfair.

Mr. M. C. Ellis pointed out that this statement formed

evidence in support of his contention, and clearly showed that the American manufacturers were in the habit of making liberal discounts in order to obtain a market in Canada for their surplus stock.

Mr. James Ryrie testified that when he bought goods in the United States for sale in his store, he got a special price from the American exporters, which was much more favorable than that allowed to their own dealers. On the other hand, when he purchased goods for delivery to a customer in the United States, he had to pay the price charged the trade there, and could not obtain any export rebate.

Mr. Ambrose Kent stated that his experience was exactly the same as that of Mr. Ryrie, in regard to goods purchased from American dealers and manufacturers for delivery to customers in the States. He gave as an instance, that only a few days ago he had sold two fine watches to customers in the States, the goods to be delivered to them there. He had ordered these watches to be shipped direct from the American manufacturers to the parties, but when he got the invoice he found that he was charged a higher price than for the same goods to come to Canada, and also higher than he could have purchased the same movements in Canada, cased up in equally good Canadian made cases.

Mr. Fielding, seeing the force of the statements, asked if national lines were responsible for this discrimination, or was it purely a matter between the buyer and the seller. For instance, he said, would not any one of the Toronto merchants, while keeping up the price at the point of production, be willing to sell more cheaply in order to get possession of the market in a distant part of Canada—say Vancouver, for instance?

Mr. M. C. Ellis, in reply to this query of the Finance Minister, showed that this theory was not a sound one, by pointing out that there was no discrimination in prices amongst the Canadian manufacturers, or wholesalers to customers in different parts of the Dominion, but that the same prices prevailed throughout the country. The Minister would also find that there was no cut in prices in the home market of the United States. Prices were kept there at the same figure, but reductions were made when it came to disposing of surplus productions in the Canadian market.

Mr. P. W. Ellis also spoke along the same line as the other members of the deputation, and mentioned the interesting fact that his firm had been in the habit of shipping as many as 100 parcels a day, containing valuable goods, to distant parts of Canada, and had yet to learn that a single parcel had gone astray. This he considered a very satisfactory proof of the efficiency of the Postal service. He strongly emphasized the fact that there were no combines amongst the manufacturers in the jewelry business, and that so far as jewelry, watch cases and silverware was concerned, the quality of the product of Canadian manufacturers, was fully equal to that imported from foreign countries, and as low in price. Canadian manufacturers had not taken advantage of the duty, and internal competition had kept prices down so low that but little money could be made, and certainly no exorbitant profits.

Mr. A. H. Dewdney, speaking of solid gold goods, said that the selling price, so far as his firm was concerned, had been



AN OPTICAL ILLUSION: ~ ~ ~ ~

To suppose it possible to accomplish successful refraction work without dispensing

AN OPTICAL FACT: ~ ~ ~ ~

That our prescription work is the most accurate and finely finished that long experience and expert mechanics of skill coupled with the most approved appliances, can produce

ALL FRAMES AND RIMLESS MOUNTING MADE TO ORDER,
THEREBY INSURING COMFORT AND SATISFACTION.

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.... Sole Manufacturers in the Dominion
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Specialties.

NOTE We have made arrangements whereby, during the busy season, our Prescription work will be returned same day as received, as is our usual custom.

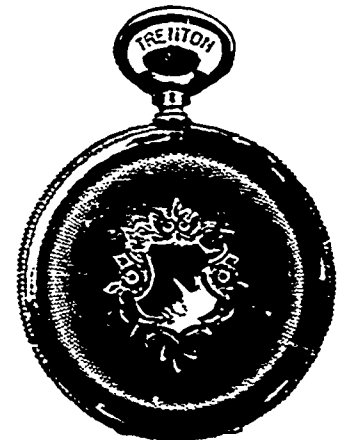
Every dealer desires to obtain the greatest value for least money.

This is represented in Trenton movements and complete watches.

Our new 12 size sells at sight wherever shown, owing to handsome appearance and extremely low price.

ASK YOUR JOBBER FOR TRENTON WATCHES
AND INSIST UPON GETTING THEM.

Trenton Watch Co., Trenton, N.J.
U S A



If you want every Jeweler in Canada to know the merits of your goods

ADVERTISE IN THE "TRADER."



reduced in the last ten years by 50 or 60 . Articles that ten years ago sold at \$10 were now selling at \$5.

Hon. Mr. Patterson—Do you mean the price of the goods complete, or only the price of manufacturing?

Mr. Dewdney—The price of the goods complete. Gold jewelry, I mean.

Mr. Fielding—That is the result of cheapening the process of manufacture?

Mr. Dewdney—Wholly by competition amongst Canadian manufacturers themselves.

Mr. Fielding—Everything is going down in price.

Mr. Roden argued in favor of a lower rate of duty on raw material for manufacturing purposes, such, for instance, as steel required for manicure sets. He also spoke in favor of the free admission of enamel and glassware, which enters into the manufacture of novelties.

Mr. M. C. Ellis, on behalf of the deputation, promised that the Jewelers and Silversmiths' Section would consider the matters alluded to by Mr. Roden, which had escaped their attention, and communicate with the Ministers on the matter at a later date.

The deputation then thanked the Commission and withdrew.

good many wealthy Americans pay us a visit and patronize the retail trade quite handsomely. Owing to the unsettled condition of affairs, the traffic this year has been light and of a second-rate order, but great things are hoped for next year.

Joseph Gurd, of St. Catherine Street, has been again the victim of the burglar, for the third time in three years. The thieves entered his store by smashing a window in with an axe, between midnight and four o'clock in the morning. The safe was forced open and forty-one rings, valued at \$1,000 were stolen. A young man named Jake Harris, a student, was arrested for being concerned in the robbery, and after a hearing before the Magistrate was remanded on bail. A quantity of jewelry was found in Harris' room, in a valise.

The assets of Lavaller & Frere have been sold by auction, and the effects of Rosaire Leclerc have been disposed of by bailiff's sale.

The premises of Simpson, Hall, Miller & Co., on Notre Dame Street, are resplendent in a new coat of paint. The handsome cup offered by this firm for competition was won by the 2nd Regiment Canadian Artillery, Montreal, and was presented to the winners, November 13th, by Colonel Cole. The same firm reports that it is unable to take any more orders for sterling silver ware, as the factory is unable to supply orders already received.

Traveller Birchall, of the Toronto Silver Plate Company, has been showing two rooms full of plated ware at the Windsor Hotel. Among them were some very elegant novelties, and he has disposed of a number of nice lines.

Jacob Levy, of the Levy Bros. Co., Ltd., Hamilton, has been here during the month, and did a rushing business as usual.

Walter Barr, of the Goldsmiths' Stock Company, paid us a visit, and seemed to be kept busy taking orders.

Among other travellers who have shown us their bright and smiling faces were: George Kendrick, of Reed & Barton; Tom Porte, of T. H. Lee, Son & Co.; Morrison, of the Silver Plate Co., and Cole, of Hemming Bros. Manufacturing Co.

R. Blackmere, Fredericton, N.B., has been in the city.

E. Jacot, Quebec, stopped off on his way to New York, where he has gone on a buying trip.

Charles Green, of Simpson, Hall, Miller & Co., passed through the city on his way to the West. He reports a good trade in the Lower Provinces.

E. McCarter was here during the month, representing Whiting & Co. McCarter was here in the place of Clark, as the latter is now in the Southern States of the Union, representing the firm. Clark is a novelty in the Eastern jewelry trade, as he is a pronounced silverite, but he will probably find some birds of kindred feather in the country of the banjo and the bones.

A. R. Harmon, manager of the Waltham Watch Co., paid a visit to Boston during the month, and is now in the West.

Sydney Lee, of T. H. Lee, Son & Co., was in the city nearly a week.

Alfred Mason, representing P. W. Ellis & Co., and F. S. Sherry, of Fahys' Watch Case Co., have also passed a few energetic days amongst us.

C. H. A. Grant, of the Montreal Watch Case Co., has been in the Lower Provinces.



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

OUR MONTREAL LETTER.

(From our Special Correspondent).

The weather during the past month has been more active and various than business. It has consisted of samples. A fine Indian summer day has been followed by one of rain, one of snow, and several decidedly mixed. Some days the roadways have been almost impassable for mud and slush, and at other times hard with frost. One night it snowed so heavily that some sleighing was done, the next evening it rained hard, accompanied by thunder. Altogether, it has been the most wretched November that we have experienced for some years. Trade has been very dull, but the feeling is general that the prospects for Christmas are bright. Retailers are sorting over their stocks and adding to them, and a fine display is promised for those who have taste and can afford to gratify it. Of course, the election in the States has been a fertile topic for discussion, and the result seems to be approved without a dissent. Montreal is to some extent a show city, and when times are



A. M. BROCK,

DIRECT IMPORTER OF

WATCHMAKERS AND
JEWELERS' TOOLS AND
MATERIALS,

ENGLISH, SWISS, AND AMERICAN,

ALSO

WATCHMAKER TO THE
TRADE.

N.B. - All repairs are under the personal care and supervision of Mr. A. McCarter, whose many years experience in the principal cities and towns of Canada, enables us to thoroughly guarantee our work.

Send for Price List.

We pay all return charges on work.

Mail orders for material promptly attended to.

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The Course of Instruction and Practice given at this Institution is conducted for the special training of those desiring to become skillful opticians.

The Instruction comprises everything that is necessary to make students practical opticians, including the practical application of Prisms, the Ophthalmoscope etc.

The Regular Course of Instruction begins at 9 a.m. on the first Tuesday of each month and continues usually about two weeks—until each student is entirely satisfied.

Terms for the Complete Course, Fifty Dollars in advance.

Persons who find it inconvenient to attend the Regular Course in Detroit will find the Correspondence Course of Instruction very satisfactory for home study.

JOHN S. OWEN, M.D., Principal,
23 East Adams Avenue,
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J. H.
JACKSON
&
CO.

Jewelry



ENGRAVING



AND ENAMELING

IN ALL ITS BRANCHES

Monograms, Crests, Seals,
Inscriptions and Ornamental Work,
Dies for Enamel Work.

SPECIAL ATTENTION PAID TO
MASONIC AND OTHER SOCIETY WORK
JEWELS, RINGS, C. F. PINS, ETC.



MAIL ORDERS
PROMPTLY ATTENDED TO.

9½ ADELAIDE ST. E., TORONTO.

SWEETEST
TONED

CLOCK

IN
THE WORLD.

CHIMES

QUARTERS,

HALVES,

THREE-QUARTERS

and HOURS

on FIVE GONGS.



REINHOLD E. GUNTHER,

10 WELLINGTON ST. EAST,
TORONTO, ONT.



Willie Hays, of Alfred Eaves, has been in the Ottawa district, and reports a good trade.

Jobbers have been keeping fairly busy in the city in fancy lines of goods for the holiday trade, and have not been doing badly in the country. Indeed, they say that the country trade would have been quite good if it had not been for the wretched state of the roads recently.

Among the retail jewelers who have paid us a visit during the month we have noticed: Messrs. A. H. Robinson, Maxville; G. Armstrong, Acton; J. Wyatt, Sutton; J. Pilgrim, Richmond; E. Lemarche and J. A. Letellier, St. Hyacinthe; J. P. Mennier, St. John's; J. A. Paquin, St. Eustache and E. N. Shaw, Waterloo.

Schwob Bros. have removed their stock of watches and diamonds to the premises of the Montreal Watch Case Co., and it is understood that the former firm will be merged in the latter. Brown & Co., of Halifax, who are removing here in the beginning of the year, will, it is said, also become a factor in the Watch Case Company, and the combined firm intend to supply the retail trade. It is announced that Brown & Co. intend to retain a retail branch at Halifax.

The Canadian Pacific Railway, following the example of the American roads, has issued orders that all conductors, engineers, firemen and brakemen on its system, must in future have watches of not less than seventeen jewelled movements. The men will be allowed to buy the watches where they please, but the timepieces must be passed by inspectors appointed by the company. George Chillars, it is understood, has been appointed inspector in this division, and as a large body of men is affected, the local trade should benefit considerably.

The jewelry and silversmith trades are now discussing the tariff question with some animation. The report of the views of the influential Toronto deputation has been read with great interest, and it seems to be generally in line with Montreale's ideas. It is felt that the trade should be as one throughout the Dominion, as this is especially a case where unanimity is strength. Everybody says that diamonds should remain on the free list, as the duty is practically uncollectable. In this connection, it is instanced that when the duty in the United States was raised from 10 to 25 per centum, the revenue collected was less in the latter than in the former case, although it was known that there had been no falling off in the value of stones entering the country.

Smith & Patterson's men are all out, and report a general improvement in trade.

Charles E. Maughan, of the Goldsmiths' Co., was here during the month, and has since taken a tour of the Lower Provinces.

Traveller Reed, of the Britannia Co., and Robinson, of the Gorham Co., have been rushing around the city for a day or two.

Montreal jewelers are noted for good taste, and among the many attractive window displays we have noticed those of Messrs. P. A. Dickson & Co., H. Birks & Co., Walker & Co., Sharpley, Rice & Co., M. Cochenhaler and others.

Before this letter appears, the last boat will have departed, the wharf sheds will have been all taken down, and so far as water travel is concerned, Montreal will be shut off from communication with the outside world for nearly six months. Already all the big passenger boats have departed, the buoys

and light ships have been removed from the navigable channel, and only a few cargo steamers linger. These will soon depart, and presently the river will be ice bound and covered with well-defined roads, over which the farmer will bring his hay and produce to market. If some ingenious person could devise a plan whereby the river could always be kept open, what a fortune would be his! In the meantime, this year, the best has been made of the short open season, and more grain and produce has been shipped from this port than for many seasons before. The competition amongst forwarders has advanced freights considerably, and ship owners must have made money—not before they wanted it.

HOCHELAGA.



Under this head we solicit questions of interest bearing on optics, particularly the eye, the defects of vision and their correction by glasses. All communications must be addressed to Dr. John S. Owen, 23 East Adams Avenue, Detroit, Mich., U.S., and must not be received later than the 15th of each month in order to insure publication in the following issue of "The Trader."

Ques. 208. "A young man about 19 years of age, came to me some time ago, complaining of pain in his eyes and temples. He had been fitted by a practicing optician, who gave him compound concave lenses which restored normal vision. Without glasses his acuteness of vision is, 15' 100 in both eyes. I did not change his glasses, but told him they appeared to be correct. I thought it advisable to send him to an oculist, who agreed with me regarding his glasses, but said he was suffering from spasms in his eyes. The doctor gave him strychnine to take and a wash for his eyes. He came to me a few days later, complaining that he could not see so well. Upon examination I found his sight, with the same glasses he had been wearing, was very much impaired. He called again several days later and his sight was worse than ever. The doctor advised him to go without glasses for a time, but he got dissatisfied with doctor number one and went to another doctor, who said number one should not have ordered him to take the glasses off. Number two treated his eyes with an atropine solution amongst other medicines, and ordered him to wear light smoked glasses. I have not seen him since he went to number two. He is going to keep me posted. When he takes his glasses off, his pupils dilate in a second to quite a size. I would be glad to know what you think of this case?"

In our opinion the treatment prescribed by doctor one was not right, which has been plainly proven by the unsatisfactory results of the treatment. We are inclined to agree with number two's treatment and do not anticipate an unsatisfactory outcome. There is no doubt but that after the active inflammation is overcome, the patient will be obliged to resort to the compound concave glasses again. We are inclined to think that the unpleasant condition brought about by doctor number one was caused by the large doses of strychnine, which the patient had undoubtedly taken. We would be glad to hear from you to know the outcome of this case.

Ques. 209. "I have a customer who is wearing minus 2 spherical, combined with one-half cylinder on each eye. Would you advise him to wear them for reading?"

If the patient can wear the glasses with comfort, whilst reading, they may be used, but if they produce any unpleasant



KING'S PATENT ADJUSTABLE HANDLE
GLASS.

Montreal Optical Company.

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MONTREAL.

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1873—1896.



Twenty-three years of Practical and
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Largest Manufacturing and Importing Optical House in Canada.

Our Christmas Stock of Marine, Field, Opera, Reading and Magnifying Glasses, Microscopes, Compasses, Barometers, and Lorgnettes is entirely complete, as is our stock of Gold, Silver, Gold Filled, Aluminum, Nickel, Rimless Spectacles and Eye Glasses in all Styles.

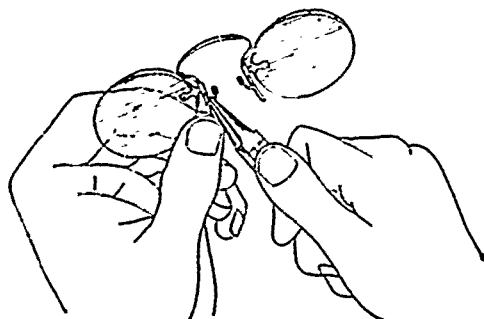
Our Prescription Department is the most complete in Canada. None but Skilled Workmen employed.

Visitors are cordially invited to inspect our Stock whenever in town.

The next Class at the Optical Institute of Canada (DR. W. E. HAMILL, Instructor) commences 18th January, 1897.

For further information address the Principal,

J. S. LEO,
OPTICAL INSTITUTE OF CANADA,
60 Yonge Street, TORONTO.



CAN'T SHAKE THEM OFF.

Anchor Guards

Patent of . . .

The Julius King
Optical Co.

The trade is cautioned against purchasing any
infringement of this patent.

SOLE AGENTS FOR CANADA:

The Montreal Optical Co.,
MONTREAL. **TORONTO.**



ness, they should be removed and replaced by a plus one-half cylinder, axis at right angles to that of concave cylinder. This lens will be found to be very pleasant and comfortable for reading and would be much more suitable for that purpose than the distant glasses.

Ques. 210. "I am at present using periscopic convex in weaker than two dioptres and double convex for two D. and stronger, and also use double concave altogether, having never used periscopic concave lenses. I would like your opinion on this matter if you please."

As a rule periscopic convex or concave sphericals, when they are required, are desirable up to 8 D.; and stronger lenses in double convex or concave. The stronger lenses are more desirable in the double form, because they are lighter and thinner. The periscopic lenses are desirable in weaker numbers, because they give a larger field of vision, but from a really practical standpoint the lenses may be periscopic or double concave or convex. If the patient has been wearing periscopic lenses we would suggest that the same style be continued, and not changed to a double form in either concave or convex. The same rule should be observed when a patient is wearing double convex or concave sphericals and the same style should be maintained when a change of glasses is sought for.

HYGIENE OF THE EYE.

When the eyes ache close them for five minutes.

When they burn bathe them in water as hot as can be borne, with a dash of witch hazel in it.

After weeping bathe them in rose-water and lay a towel wet in rose-water over them for five minutes.

When they are bloodshot sleep more.

When the whites are yellow and the pupils dull, consult your doctor about your diet.—*Medical Brief, October, 1896.*

WEILAND, CARL.—WHAT IS THE CAUSE OF THE SHADOW IN SKIASCOPY?

Medical News, No. 1187.

Following a review of the literature on the subject, the author gives his own reasons, which he supports by mathematical deductions, illustrated by several diagrams, finally summing up with the following points, to which he calls special attention, owing to the fact that they are either conspicuous by their absence in most of the published literature on the subject, or to the general misunderstanding of them by the majority of the profession.

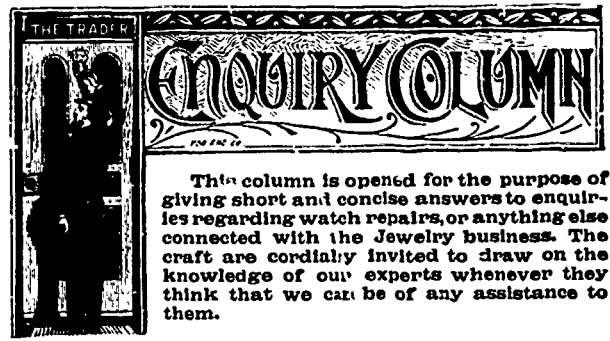
"1. The observer must keep his eyes accommodated for the pupil of the patient.

"2. The light area has then exactly the shape of the patient's pupil, round or otherwise, as the case may be, and remains perfectly stationary throughout the test. The shadow alone moves.

"3. The shadow is produced by the iris of the observer.

"4. The usual crescentic shape of the shadow has its cause in the circular form of the pupil of both patient and observer.

"5. Skiascopy is the more accurate the larger the pupil of the patient (provided there is not much aberration in the peripheral zone) and the smaller the pupil of the observer. —*Ritchie.*



This column is opened for the purpose of giving short and concise answers to enquiries regarding watch repairs, or anything else connected with the Jewelry business. The craft are cordially invited to draw on the knowledge of our experts whenever they think that we can be of any assistance to them.

T. B. writes: Could you publish a recipe for a cement which would mend amber pipe mounts, as it is sometimes impossible to put a ferrule on so as to make a good job. If you can furnish above I would be very glad to see it in next issue of **TRADER**?

It is most difficult to get any satisfaction by cementing two pieces of amber together because the pressure of it in ordinary use is too great; however, we have known of pipeambers being cemented together with cement of Pompeii which lasted some time with care, but we know of nothing better. This cement can be obtained at almost any drug store.

J. T. writes: Any watchmaker who in putting in a new pivot, and wishes it to remain in firm without drilling deep, should grind a little flour of emory fine, and dip the end of the intended pivot in a little oil and then into emory before he drives it in, and he will find it will remain firm in the hole?

Concerning above recipe we would recommend that, as a general rule, it is better to depend upon a proper depth of hole to ensure the new plug being held firm rather than on any contributory method, but if the nature of the staff, pinion, etc., be such that a hole of reasonably sufficient depth could not be drilled, then it would be well to use the method described. We are always pleased to have our readers send in their views for publication, and would take this opportunity of asking others to do likewise.

Curious writes: I have an old Swiss watch before me which has a peculiar balance jewel attachment, also a peculiar regulator, both of which I will try to describe, and wish you would kindly explain their particular use or advantage to me in your Enquiry Column. The balance jewels are not set in tight and rigid, but by a kind of spring attachment, so that the whole thing is flexible. One of the regulator pins is attached to a curved arm split up the centre, so that the end which holds the regulator pin is free to move with a little pressure on the arm. The other regulator pin is set solid in the regulator arm.

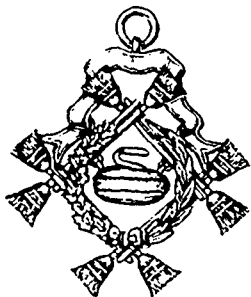
Some Swiss watches have the balance set as you describe, the purpose being to provide a safety action in case of the watch getting a fall. Should such a thing occur, the spring action of the jewels is supposed to save the balance jewels from being broken.

The regulator is called a compensation regulator, and if you look closely at it you will see that the curved arm is composed of two pieces, one steel and one brass, similar to a segment of a compensation balance. In heat the arm carrying the regulator pin expands and causes the pin to come closer to the other regulator pin, thereby causing a gain in time owing to the hair-spring having that much less play between the regulator pins than it has when the temperature is normal; and in cold the contraction of the curved arm draws the pin away from the other one, thereby causing a loss in time, these compensation changes are intended to offset the gain and loss otherwise



CHRISTMAS 1896

WE have everything in readiness to promptly and properly fill all orders entrusted to our care. Our facilities are equal to the best, and we have a larger and more competent staff than ever before. We make no pretense of competing with lowest price, but with best goods, every sensible jeweler knows that jewelry, like any other goods can be made at any price, the cost depending entirely on quality. We intend that every article bearing our Trade Mark shall be full quality and best workmanship, a credit to ourselves, to the jeweler who sells it and to the wearer



Ordered Work a Specialty.

Diamond Mounting, Raised Monograms, etc.,
on Locket, Cuff Buttons, Brushes, etc



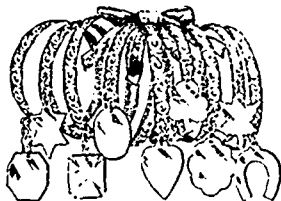
MEDALS FOR ALL PURPOSES.



This is our new Maple Leaf Keeper Ring
with engraved motto:
"Canada for Ever." "Maple Leaf for Ever."
or any other motto to suit.
24 dwt. to 48 dwt. to doz

BANGLE RINGS.

Bangles assorted as in cut, or any selection desired.



These rings have become as staple as plain rings and any jeweler not handling them is losing a steady stream of profit. Ours are the prettiest and best, and sell better than any other make. It pays to keep a good stock of them. Made in Gold, Silver and Gold Filled.



Umbrella Clasps.

SILVER

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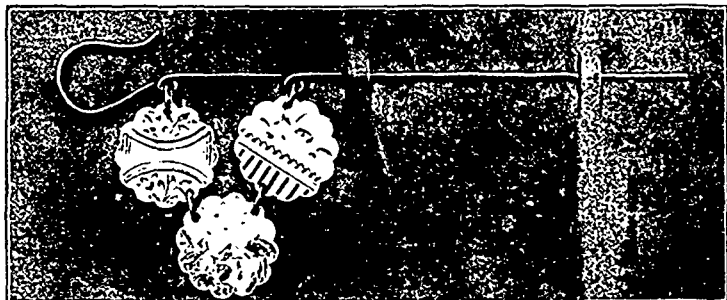
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**MONOGRAM, INITIAL, CLASS AND SOCIETY RINGS,
RAISED OR ENAMELED DESIGNS.**

Our Facilities and Experience in this line enable us to give satisfaction.



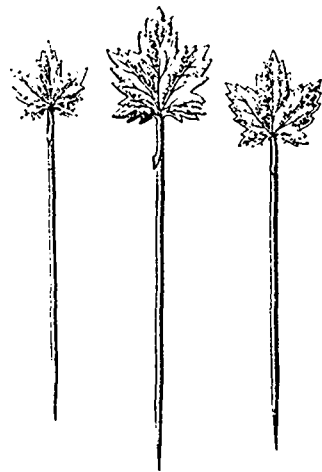
DESIGN REGISTERED, 1896.

Bangle Pin, No. 506.

This is undoubtedly the most popular and best selling Bangle Pin in the market

**MADE IN SILVER, ROLLED PLATE,
GOLD FILLED and 10K.**

Many other New Designs.
Samples on Application.



Maple Leaf Pins.

- GOLD, SILVER and GILT.
- GOLD, IN COLORS.
- ENAMELED GREEN
- ENAMELED AUTUMN COLORS.



REFINING DEPARTMENT.

In addition to our Manufacturing Business we have a complete Refining Department, and the fact that we are at no expense whatever to dispose of the refined gold and silver, but use it all in our factory, enables us to give our customers the highest possible returns.

OLD GOLD AND SILVER

Parcels received and estimated on, a cheque sent by return mail. If amount tendered is not entirely satisfactory, parcel will be returned in the same condition as received. By this method you run no risk of not getting full value.



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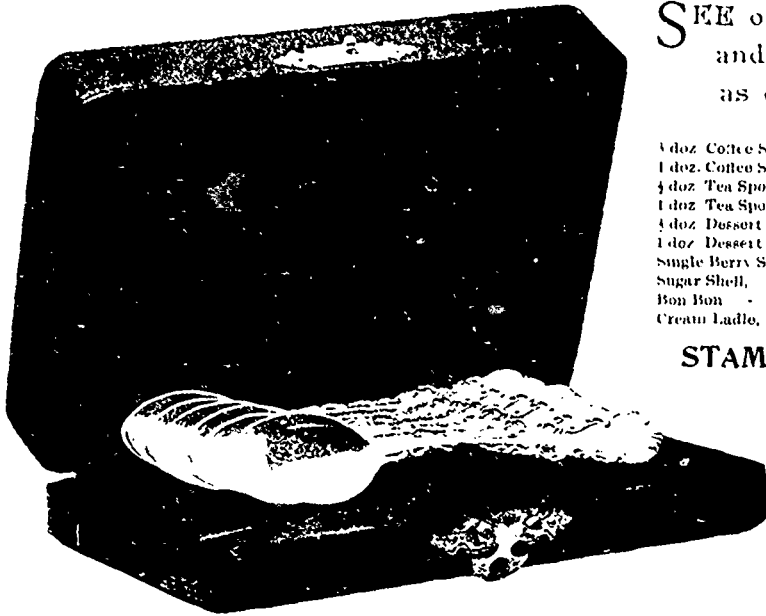


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Gold and Silver Refiners.

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Manufacturing Jewelers.



SEE our new line of Silverware Cases and examine these PRICES, almost as cheap as paper boxes.

	PER DOZ.		PER DOZ.
3 doz. Coffee Spoons.	\$3.50	Pie knife.	\$1.10
1 doz. Coffee Spoons.	1.70	Cake Cutter.	4.00
4 doz. Tea Spoons.	4.00	Butter Knife.	4.00
1 doz. Tea Spoons.	5.00	Child's Set (3 pieces).	4.50
4 doz. Dessert Spoons.	6.00	Fish Knife and Fork.	6.00
1 doz. Dessert Spoons.	7.50	Gravy Ladle.	7.50
Single Berry Spoon.	4.00	Pickle Fork.	4.00
Sugar Shell.	3.00	Butter Knife and Sugar Shell.	4.70
Bon Bon.	3.00	Jelly Knife.	4.00
Cream Ladle.	4.00	Marmalade Spoon.	3.50

STAMPING IN GOLD LEAF FREE.

The above Cases are all made of the best kiln dried wood. They are lined with good white satin, and covered with beautiful imitation of white silk. These Cases have hinges and clasps on the same as our best cases.

Our Oak Cabinets and Polished Trays are acknowledged to be the best and cheapest in the market. All our goods are proportionally low in prices.

Send us your sample order, and oblige, your respectfully,

J. COULTER & CO.,

101½-109 Adelaide St., West, TORONTO, ONT.

If you want every Jeweler in Canada to know the merits of your goods

ADVERTISE IN THE "TRADER."

CLOCKS

The Clocks made in England by the "BRITISH UNITED CLOCK CO., are the best in the world. Order Xmas supply of them at once from

HENRY PEARCE,

Temple Building,

MONTREAL.

PRECIOUS STONES.

We carry all kinds of precious and imitation stones. Special attention given to matching and jobbing



occurring and due to the expansion and contraction of the balance and hair spring and the changes in the elasticity of the hair spring.

J. B. P. writes : Will you please inform me where I can best get watches demagnetized in Toronto ?

Ryrie Bros., Yonge Street, have a demagnetizing machine for their own use which does satisfactory work and we have no doubt they would be willing to demagnetize your watch.

Hard Steel writes : I have been making some small steel springs for a certain use, and they must be tempered very accurately or else they break. I have been covering them with soap and heating red hot on charcoal, using a blow pipe, but the springs are not satisfactory; they warp, and some have broken, evidently being too hard. I don't seem to be able to get a number of them uniform, do you know of any way which would be better, if so please explain it and I will be greatly obliged ?

The most up to date and we believe the best manner of hardening small steel parts of any description is by the cyanide process. Just take some pieces of cyanide of potassium and put them in an 18 size tin movement box and place the box in a coal fire and when the cyanide melts and becomes red hot put your spring in the liquid and they will almost immediately become red hot when you quickly take them out and plunge them into water or oil. By heating in this way the air is entirely excluded, consequently the springs will not warp to any appreciable extent, and besides the metal will come out white, or nearly so, which is a very decided advantage, as you will no doubt know and appreciate.



A NOTABLE TORONTO INDUSTRY.

Notwithstanding all the good things that have been said regarding Toronto in respect to the business enterprise of her citizens, it is doubtful if many people who have never visited the city have any adequate idea of the magnitude of her industrial interests.

Unquestionably there is no other city in the Dominion furnishing so many illustrations of the fact that the most active and powerful foreign competition can be successfully encountered by home industry backed by ample capital, able management and adequate facilities. This is particularly true when these three requisites to success are supplemented by superiority of product, as is the case with the Toronto Silver Plate Co. Limited.

There is no department of production presenting greater opportunities for deception, in regard to quality, than that devoted to the manufacture of silver plated ware. The ease with which inferior plated wares can be foisted upon the public almost places a premium upon dishonesty. It is practically impossible for the average purchaser to detect the inferiority which distinguishes a large proportion of this class of wares, at

least at the time of purchase, and after he has discovered how he has been taken in it is too late to look for restitution in any form.

Still, the triumph of depreciated products is but temporary at best, and enduring success must be based upon true merit and consistent prices. The soundness of this statement is well evidenced by the success that has attended the Toronto Silver Plate Co., who, in the face of the most powerful competition, have forced themselves to the front by the time-tried worth and superiority of their productions.

The writer has, during his experience on the trade press, visited all the great silver plate manufactories of Meriden, Hartford, Providence, New Britain and other headquarters of this industry, but nowhere has been seen a finer plant than that of the concern under notice, located on King Street West, this city. The factory of this company is emphatically one of the largest and best equipped of its kind in America, affording facilities enabling competition from any quarter to be successfully encountered.

Styles in silver plated ware are, of course, subject to change, but the character of the goods is such that designs and patterns which will be enduring object lessons in good taste are imperatively essential to the success of the manufacturer, from the fact that wares of this class are handed down to succeeding generations, and therefore reflect the taste of the period in which they were produced as well as that of their purchasers. In this connection it may be safely asserted that the productions of the Toronto Silver Plate Co. will reflect only the highest credit upon the taste of the present generation. The company reproduces with remarkable fidelity the best patterns and designs embodied in the delicate and intricate workmanship of the ancient silversmiths, and supplements these with a constant succession of entirely new and original ideas in form and ornamentation. Their creations in tea sets, ice pitchers, cake baskets, fruit dishes, butter dishes, casters, punch bowls, knives, forks, spoons and all manner of table wares, card receivers, toilet articles, etc., are veritable works of art, furnishing ample proof that the company draws upon talent of the highest order for its designs. The company enters into no competition with manufacturers who flood the market with cheap and inferior wares, but confines its operations exclusively to the production of strictly high grade silver plate.

Such ware is, in fact, the cheapest in the end, by reason of its great durability, retaining, as it does, the appearance of solid silver for an indefinite period. Furthermore it gives unqualified satisfaction to purchasers, inspiring confidence in all dealers who handle it, increasing their business and prestige accordingly.

Columns might be devoted to a detailed description of all the varied, beautiful and attractive wares that emanate from the factory of the Toronto Silver Plate Co., but even if the space were at our command, and our descriptive powers were capable of such an undertaking, we should only confuse the reader.

We can only say that in their preparations for the approaching holiday trade of 1896 the Toronto Silver Plate Co. have fairly surpassed all previous efforts in their offerings of silver plated wares calculated to enforce the appreciation of all admirers of artistic merit, united to utility in this class of goods.—*Mercantile & Financial Times of New York.*



USE YOUR OWN JUDGMENT

Before buying higher priced

**American Watch Cases, said to be superior to
all others.**

SEE IF OURS ARE NOT AS GOOD.

We SAY they are and we are willing to send you
Samples to PROVE it.

WRITE FOR THEM. _____

*We make the thinnest 16 Size Case on this
Continent.*

CANADIAN WATCH CASE CO.,

692-694 CRAIG STREET, **M**ONTREAL.



JAMES EASTWOOD.

Few goods are better known to-day amongst the Canadian jewelry trade than the rolled plate chains manufactured by James Eastwood, of New Glasgow, Nova Scotia. Mr. Eastwood makes only one quality of chain and that 14 karat plate, and he prides himself that he has always endeavoured to keep up with the procession as to styles, finish, etc., and at the same time furnish to the trade a thoroughly reliable article that would do both the maker and seller credit. The following illustrated article which we reprint from the *Toronto Globe* will give our readers some idea of what kind of a gentleman Mr. Eastwood is.

"One of the industries that has made the town of New Glasgow, N. S., a familiar name in every part of the Dominion, is the business of James Eastwood, wholesale jeweler and manufacturer of 14 karat rolled chains. This business was established some years ago and has grown to large proportions, and his goods can be found in almost every jewelry store in the Dominion, and probably worn by the larger share of those who dangle a fob or wear a vest chain. The sterling worth of the goods has built up a reputation for Mr. Eastwood which only time and merit could do. His post office address is 65 Provost Street, New Glasgow, N. S.

WATCHMAKING IN JAPAN.

At a shop in Smithford Street, recently opened as a Japanese store, are two watch-makers—Mr. William Keene, an American, and Mr. Wm. Chadwick Yardley, a Coventry man—who have just returned from Japan. On being sought out by a representative of the *Coventry Herald*, an interesting conversation took place respecting that country, with special reference to the manufacture of watches, an industry which has recently been introduced there. These gentlemen, together with five other white men, were engaged to instruct the Japanese in watch making, Mr. Keene having lived in Japan nearly two years and Mr. Yardley a little more than one year.

In reply to a question as to the position of the watch trade in Japan, the gentlemen stated that there was only one watch factory, namely, that at Osaka, in which they had been employed, and their impression was, it was unlikely that any more would be established. The plant and machinery for this factory were introduced by an enterprising American named Butler, who purchased the stock-in-trade of a defunct watch company at Otay, California. The plant was taken to Japan as a venture, and an attempt was first made, though without success, to organize the manufacture of watches at Yokohama. A more successful attempt followed at Osaka, where native capital was subscribed for the formation of a company, and a wooden building of three storeys, measuring 140 ft. by 40 ft., erected as a factory in which to accommodate the machinery. About

seventy-five hands were employed—a photograph of them taken outside the factory was produced by Mr. Yardley—and seven white men, only one of whom, Mr. Yardley, was an Englishman, the rest being Americans, were engaged to instruct the natives. The contract with the instructors was to serve for one or three years; if at the end of one year their services were not required they would leave, but if required, their engagement would be extended to three years. The proprietors at the end of the first year were so well satisfied with the progress made by the workpeople, that they considered any further extension of the engagement unnecessary.

"Have the natives actually mastered the art and mystery of watchmaking in one year?" "No, but they think they have. They are too self-confident, and their war with China, which was in progress during our stay amongst them, has not tended to lessen that trait. They feel confident of being able to continue the manufacture of watches on the American principle introduced by us, but it will be found that as soon as they have used up the materials and stock which we and other experts left them they will be unable to proceed."

It appears that the natives generally wear watches, but these are either of American or Swiss manufacture. An English watch is scarcely ever offered for sale; the greater number are Swiss. In the opinion of these gentlemen there is a good opening for an English watch trade in Japan. Asked as to the probability of Japan ever manufacturing its own watches, or offering any serious competition to England or any other country, both gentlemen were highly amused. The probability, they said, was that the present effort to introduce the manufacture of watches would not succeed, as the company had never yet paid a dividend, and the workpeople had not—in spite of their assurance to the contrary—thoroughly mastered the business. The only industry in which the Japanese threaten England to any extent is the cotton trade which has been introduced about ten years.



JAMES EASTWOOD

At a banquet given in honor of the instructors upon their departure reference was made to the fact by one of the native magnates that while it had taken the Japanese ten years to learn the technicalities of the cotton industry they expected to master the intricacies of watch manufacture, which were infinitely more complex, in twelve months.

In regard to the conditions of employment, both male and female labor is employed in factories. At cotton mills little children even are set to mind machines as in England before the day of Factory Acts, and machinery is often run continuously day and night without the intervention of a day of rest. In the watch factory, however, the American hours are worked—seven in the morning till half past five at night. Employers feed their workpeople at eating houses attached to the factories, rice and fish constituting the staple articles of diet. Wages, converted into English money, range from 2d to 1s. per day; artisans capable of earning the latter sum consider themselves well paid.—*Ex*



Have you seen

..... Our Holiday Novelties in Opal, Diamond and Pearl Jewelry of all kinds? They are all the rage this season and you will find it to your advantage to call at our factory and inspect these new and fashionable goods.



..... Our effort is to keep at the head of the procession as regards quality, style and price.

..... We offer you the latest London, Parisian and New York novelties in jewelry at prices as low as they are sold in any of those cities, and you can save the entire duty by buying from us.



SAUNDERS, LORIE

& CO., 33 TO 39 ADELAIDE ST. WEST,

Fine Jewelry Manufacturers,

*R*EMEMBER THE ADDRESS
AND GIVE US A CALL ...

TORONTO.



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

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

J. CONBOY has opened up a jewelry business in Miami, Man.

A. DAYKIN, formerly of Regina, has removed to Essex Centre, Ont.

J. G. BLEECKER, of Gananoque, has opened up a business at Athens, Ont.

JEWELER J. D. BROKENSHIRE, of Halifax, N.S., has retired from business.

ANOTHER JEWELRY business has been started in Clinton, Ont., by P. Crews.

MRS. T. F. FAWKES, of Ingersoll, has sold out her stock and retired from the business.

W. S. ABBOTT, of Gananoque, has purchased the stock of J. G. Bleecker, of that town.

JEWELER A. CHATFIELD, of Guelph, Ont., is holding a clearing out sale, preparatory to giving up business.

J. H. BARTLETT, of Souris, Man., has removed into his new store which has been very tastefully fitted up.

MR. A. C. STANNERS has received the appointment of official time inspector for the Parkdale division of the C. P. R.

GEO. MADDEN, of Orillia, was in the city this month looking up novelties and salable goods for his Christmas trade.

JAMES WALSH, formerly with P. W. Ellis & Co., has made an engagement with Edmund Scheuer, wholesale jeweler.

FIRE.—The store of Hunter & Son, Goderich, was partially destroyed by fire last month. The loss was covered by the insurance.

H. KNOX, of Hamiota, Man., has sold out to S. J. Venables, and taken Horace Greeley's advice and removed west to New Denver, B.C.

T. B. JEBB, the well-known optician, was at his office in the Rossin House Block for a few days recently looking after the interests of his customers.

JAMES BROWN, the well-known optical expert, has made an engagement with Edmund Scheuer to take charge of the optical department of his business.

D. BETCHER has opened up a jewelry business at Wolseley, N.W.T. He was formerly engaged as watchmaker with W. J. Brotherton, Regina, N.W.T.

NORMAN ELLIS, of the James E. Ellis Company, King St., Toronto, visited New York last month for the purpose of selecting novelties for their holiday trade.

READ WHAT the Hemming Man'g Co. have to say about their new polished wood watch boxes on another page of this issue. Their announcement is an eye-opener.

W. E. PARKER has purchased the business of J. B. McKenny, of Manitou, Man. The latter has removed to Pilot Mound, Man., where he will open up another business.

REMOVAL.—Edmund Scheuer has got fairly settled down in his new quarters at number 93 Yonge Street, a few doors above King Street. Remember the change of address when you are in the city.

W. R. CHANTER, jeweler, of Queen Street West, Toronto, took a few days' tour on his bicycle out west last month and enjoyed himself immensely. He had good weather and a good time generally.

D. R. DINGWALL, of Winnipeg, has purchased the stock in trade of S. Blasdell, of that city, and will dispose of it by special sale in the premises occupied by Mr. Blasdell, until after the holiday season.

WILL ZILLER, the popular young jewelry salesman, who has been with B. & B. H. Kent for the past year, has made an engagement with Ryrle Bros., of this city, and will hereafter be found there by his friends.

THE JEWELRY BUSINESS of R. B. Way & Co., Prince Albert, N.W.T., has been purchased by F. Wright, who formerly ran the watchmaking department for them. The style of the new firm will be F. Wright & Company.

THE STOCK in trade of the late J. C. Fox, jeweler, of Orangeville, has been offered for sale by tender by the executors of the estate. This is a rare chance for any jeweler with capital to step into a good live paying business.

MR. H. H. FUDGER, President of the Goldsmiths' Company, and Mrs. Fudger spent a couple of weeks in November at Clifton Springs, N.Y., for the benefit of their health. We are glad to learn that they were both considerably benefited by the trip.

J. W. FOWLER, of Winnipeg, has purchased the assets of the jewelry business of the late H. Pollock, of that city. Mr. Fowler was formerly a partner of the deceased jeweler, and they carried on business for many years in Winnipeg under the style of Pollock & Fowler.

JOSEPH DAVIS, the popular Yonge Street retail jeweler, returned from New York last week after a very successful expedition in search of something new for his holiday trade. Jos. says there was plenty of new and natty goods and he got all that he wanted of them, and will be able to show the Toronto public a most beautiful assortment.

THE SHOBURNNESS CUP, won by the Canadian Artillery Team in the competition in England this year, was on exhibition in the window of the Jas. E. Ellis Co., Ltd., Toronto, last month. It is of plain but beautiful design, is made of sterling silver and stands twenty-six inches high. Canadians should be proud of winning such a trophy.

THE ALDINE.—The Standard Silver Company advertise in this issue a very pretty pattern of flat ware called "The Aldine," which they think should prove a very taking line for the holiday trade. The cuts illustrate it perfectly, and our readers can form a very tolerable idea of its beauty by looking up the company's advertisement.

COHEN BROTHERS have received many complimentary notes regarding their new test case for near vision. It is indeed a beauty. They request us to state they will send one, post paid, free of charge to any optician in Canada, whether a customer of theirs or not, to whom they have not already sent one, on receipt of a postal card requesting the same.

OUR ESTEEMED CONTEMPORARY, *The Manufacturing Jeweler*, of Providence, became twelve years old last month, and celebrated the occasion by getting out a special souvenir issue that would do credit to any journal in the world. We wish for our able contemporary a long and even more useful career than it has pursued for the past twelve years.

BURGLARY—Burglars broke into Hogarth Bros.' store, Mattawa, Ont., on the night of October 31st and carried off a quantity of jewelry and the cash register, which they opened in front of the court house and left there. They also visited Quesnel's Hotel, where they got \$26 and several bottles of liquor. The police have arrested a man on suspicion at Deux River.



Edmund Scheuer,

WHOLESALE

JEWELER,

REMOVED

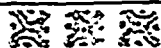
TO **88** AND **90**

YONGE STREET,

TORONTO, ONT.



STOCK COMPLETE IN ALL ITS BRANCHES.



Telephone 290.



MR F. GRUEN, of D. Gruen & Son, Columbus, Ohio, was in Toronto recently and appointed Messrs. Ambrose Kent & Sons selling agents for Toronto for their high grade movements, which are made in Glesshute, Saxony, after the model of the late Moritz Grossman. The movement is said to be constructed on the most scientific principles, and the Messrs. Kent say they are very fine timekeepers.

HYMNICAL.—Last month, Wm. I. Anderson, traveller for H. H. Fudger & Co., was married to Miss Wilhelmina Wilke, fourth daughter of Mr. W. Wilkie, manager for Hendrie & Co., of Toronto. The ceremony was performed at 44 Empress Crescent, the residence of the bride's father, by Rev. D. C. Hossack, of the Parkdale Presbyterian Church. The happy couple left for a short trip to Chicago and the west.

OUR HELP COLUMN.—Our readers will see by referring to the new notice at the head of our "Help Column," that while ordinary advertisements from the retail jewelry trade of Canada are, as formerly, inserted absolutely free of charge, no answers to advertisements will in future be allowed to be addressed to the care of this office. Our readers will please accept this intimation and govern themselves accordingly.

E. M. TROWERN has accepted an offer from the well-known jewelry firm of B. & B. H. Kent, of this city, the old firm with which he first learned the jewelry business over twenty years ago. His familiar face will hereafter be seen in Messrs. Kent's Yonge Street emporium, and we have no doubt that his many friends in the city will be glad to find him once more in a position where he can find full scope for his well-known abilities.

A. G. AMSDEN, of Messrs. Cohen Bros., has just completed an ingenious attachment for lens drilling machines whereby a lens of any size can be drilled with hole any distance above and below line of pupil and any distance from edge of lens. The attachment is of great value in the matter of time as well as accuracy in rimless work, as its mechanical exactness ensures the holes being accurately located, which gives a perfect fitting eye-glass.

THE MONTREAL OPTICAL COMPANY have made extensive preparations for the holiday trade and in addition to their usual large stock of spectacles and eyeglasses of all kinds, they have a most complete assortment of opera glasses of every description and at all prices, from the cheapest to the best quality imported. Their prices on these goods will be found very reasonable, and the trade dealing in such goods will find it to their advantage to call and examine their stock.

THANKSGIVING.—"Praise God from whom all blessings flow" came from the throats of hundreds of thousands of Canadians last week as they gathered together in their several churches to thank the Almighty for the many blessings He has bestowed upon us as a people. Surely we have much to be thankful for, and as we think on all the mercies our Heavenly Father has vouchsafed to us, peace, plenty and prosperity, our hearts should be lifted up in gratitude and thankfulness.

PLEASE NOTE that if you change your location you are requested to drop us a card notifying us of the change. If you wish this journal to follow you to your new home, it will be necessary for you to give your old as well as your new address in order to keep our mailing list correct. It is just by such slips as these that trade journals sometimes get into the hands of persons outside the craft; a thing that can be easily avoided if every jeweler is careful to exercise a few precautions.

AS AN INDICATION of how fast confidence is being restored in the United States since Mr. McKinley was elected, we publish the following from the columns of the *Manufacturing Jeweler*, of Providence: "For months during the silver agitation the value of jewelers' bars taken out of the National treasury averaged only about \$10,000 a day. During the three days after election the value of the bars taken out was \$100,000. The jewelers had many orders contingent upon the result of the election."

OUR OLD FRIEND Lionel Laurance, formerly principal of the Optical Institute of Canada, has opened an optical institute in London, England, and if one may judge from the encomiums passed upon him by the English press, is winning golden opinions from the trade of that

country. Prof. Laurance is highly esteemed by the optical trade of Canada as a thorough master of his subject and possesses the faculty of imparting what he knows to his pupils. We trust he will have great success in his new field of labor.

STERLING SILVER GOODS.—We ask the attention of the trade to the large and varied assortment of sterling silver goods held in stock by P. W. Ellis & Co. In flat ware of all kinds they are now selling elegant designs at prices as low, and in many cases lower than the same goods can be purchased for in the United States. They have also an immense stock of seasonable silver novelties specially adapted for holiday trade, which it will pay every one of our readers to call and examine before completing their purchases.

DIXON WINS HIS SUIT.—A. E. Dixon, a broker of Toronto, and formerly a clerk in Frank S. Taggart's jewelry store, became liable on an accommodation note for \$2,500 for Frank S. Taggart and Charles A. Campbell, a hotelkeeper in Toronto. The Ontario Bank sued on the note, and Dixon expended \$310 95 in defending the action, which was finally settled. Mr. Dixon sued Charles A. Campbell for indemnity for the costs he had incurred in defending the action, and Chief Justice Meredith gave him judgment for the amount.

THE DOMINION ROLLED PLATE COMPANY, of Montreal, have this season excelled even themselves in the large and varied range of patterns of rolled plate chains which they have put upon the market. They have been more than usually busy this fall, but this is hardly to be wondered at considering the variety of their designs and the well-known reliability of their products. Their chains are to-day well and favorably known from Halifax to Vancouver amongst the jewelry trade of Canada, and we are glad to learn that their trade is constantly increasing.

THE TRENTON WATCH CO. have just placed upon the market a new 12 size movement and complete watch which they feel satisfied will capture the trade on sight. These movements have a straight line lever escapement, solid plates, safety pinion, and contain all the essential features of a high-priced movement. They are supplied in 5-year gold filled and silver open face and hunting cases at an extremely low price. Ask your jobber to show them to you, as they will be found to be well worthy of a place in your stock and profitable goods to handle.

LET US KNOW.—We would take it as a favor if our readers would let us know if any copies of *THE TRADER* come to their town addressed to persons not in the trade, or to those who have gone out of business. We desire to have this journal circulated exclusively amongst the jewelry trade, so that our readers as well as ourselves may feel free to discuss matters of importance to the trade through its columns without the danger of their getting into the hands of outsiders. As this is directly in your interest, we trust that we may have your co-operation in this matter.



COMPLIMENTARY.—A few days before Sir Charles Tupper sailed for England he called upon Mr. Rosenthal, jeweler, of Ottawa, and desired to know who was the manufacturer of the solid gold tray that had been presented to him on the anniversary of his golden wedding. Mr. Rosenthal gave him the address of the makers, Messrs. Saunders, Lorie & Co., of Toronto, and Sir Charles asked him to "convey to the firm his deep appreciation of the excellence of the workmanship and his opinion that it was a credit to Canada to be able to turn out such work." It is needless to say that the firm were much gratified to receive such a message.

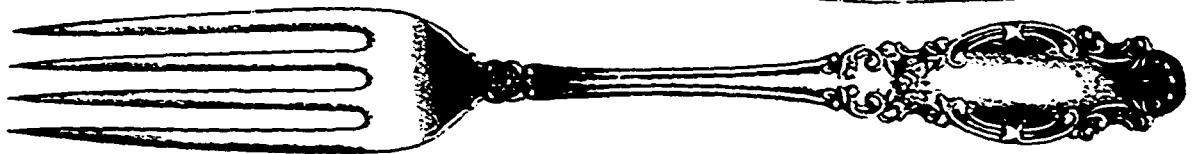
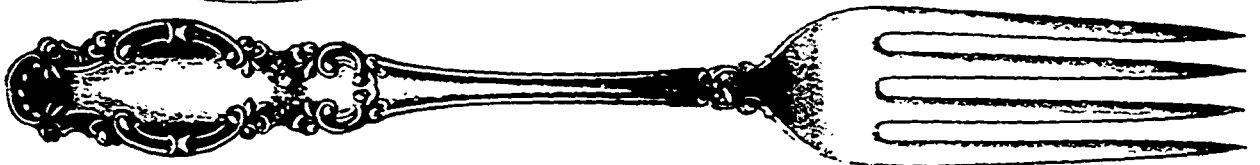
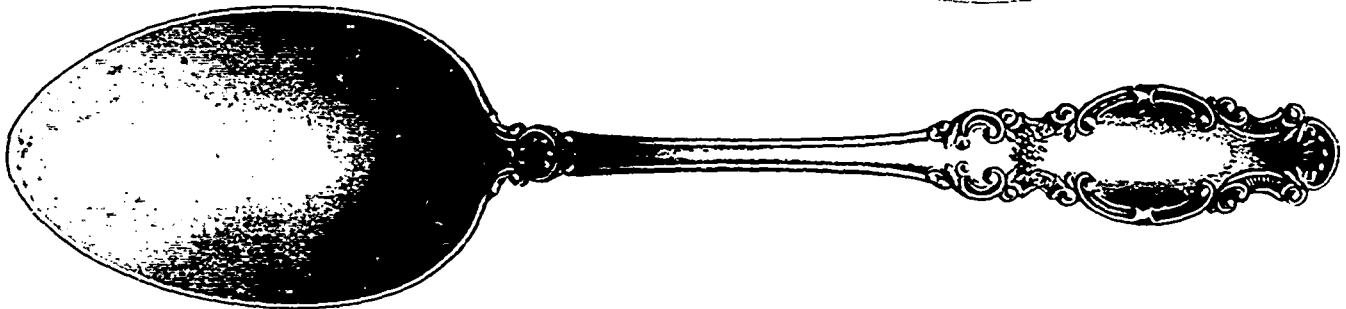
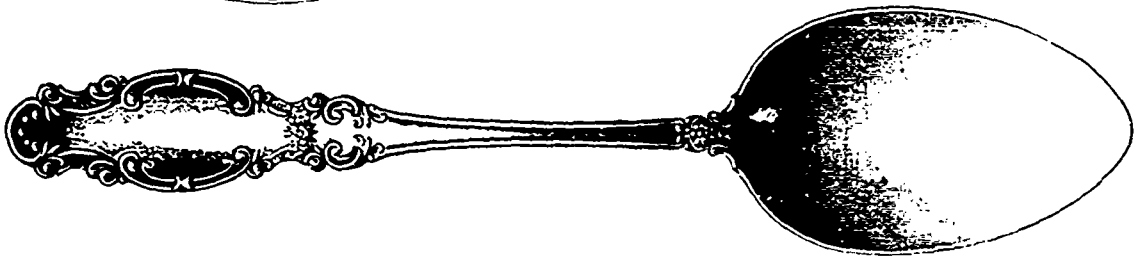
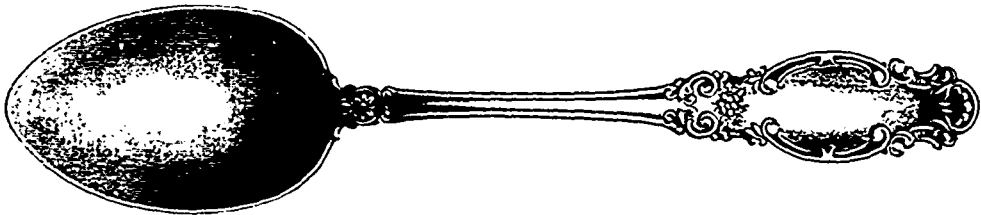
MESSRS. B. & B. H. KENT, jewelers, 144 Yonge Street, Toronto, have been appointed watch inspectors for the Toronto division of the Canadian Pacific Railway. In order to carry out the duties of this office thoroughly, this firm have opened a branch establishment at Toronto Junction to accommodate the one hundred and thirty or more men who make that point their terminus. The firm have had the Observatory wires attached to both their Yonge Street store and branch premises at Toronto Junction, thus giving them exact time necessary for close rating.

A MOTION WAS MADE before Judge Street last month at Toronto to prohibit Judge Morson from hearing a motion brought in the Division



THE **NEWEST** AND **BEST**

line of flatware put upon the market this season is undoubtedly **THE MELROSE**. It sells at sight, and every jeweler who has seen it pronounces it "just the line that is wanted." Every piece bears the old and reliable trade mark of  **W^M ROGERS.**  and is fully warranted by us. Prices and discounts same as other fancy patterns. Send us a sample order and we will guarantee you satisfaction. Illustrated catalogues furnished on application.



SIMPSON, HALL, MILLER & CO.,

Manufacturers of Fine Electro-Plated Ware.

WALLINGFORD, Conn., U.S.

MONTREAL, Que., Canada.



Court here by Levy Brothers, of Hamilton, against A. I. Tero, traveller for A. C. Anderson & Co., who travels between Port Arthur and the Pacific Coast. Judge Morson held that Mr. Tero was a resident of Toronto, and that, therefore, the Division Court here had jurisdiction. Judge Street thought that this judgment was not clearly wrong and therefore dismissed the motion for prohibition. The decision will go to appeal.

WE HAVE pleasure in directing the attention of our readers to the unusually attractive double advertisement of Geo. H. Lees & Co., manufacturing jewelers, of Hamilton, Ont., which will be found elsewhere in this issue. The reputation of this firm for quality of material and excellence of workmanship, are of the highest, and those of our readers who entrust orders to them can safely rely on fair and honorable treatment. The novelties which this firm illustrate in this issue are reasonable and should be largely in demand for the holiday trade. Look up their advertisement and see for yourself.

ALBERT KLEISER, wholesale dealer in watch material's, spent about ten days last month away back in Muskoka deer hunting. The party had very fair success and succeeded in killing their allowance of deer. The pleasure of the trip was, however, marred by a melancholy accident which took place as they were about to return home. James Bell, one of the party, while crossing Lake Tongamong in a canoe, was accidentally upset and drowned before any assistance could be sent to him. This sad occurrence cast a gloom over the party, as Mr. Bell was a very popular companion and highly esteemed by all who knew him.

WATERBURY MATERIAL IN CANADA.—Referring to the supply of materials for the repair of Waterbury watches in Canada, the Waterbury Watch Company published the following announcement last month: "Inquiry comes to us from Canadian customers in reference to the repair of Waterbury watches and the purchase of material for repairs. Our Canadian agents, Messrs. P. W. Ellis & Co., 31 Wellington Street East, Toronto, Ontario, are equipped to give prompt attention to needs in this line, and orders sent to them will have good attention, while the bother and expense of custom duties will be in this way avoided."

THE FIRM of Saunders, Lorie & Co., manufacturing jewelers of Toronto, have found a very brisk demand for the elegant line of holiday jewelry which they have this season placed upon the market. In spite of having to work overtime they have been able to fulfil all orders promptly, and although December promises to be a very busy month they propose to make arrangements such as will enable them to keep abreast of their work. Those of our readers who have not inspected their line of holiday novelties should, when in the city, drop in and examine them. They are taking in style and the firm claim that their prices are as low as in either London or New York.

CANADIAN JEWELRY TRAVELLERS GO INTO GOLD MINING.—A number of well-known Canadian jewelry travellers have recently invested in a British Columbia gold mine, and if appearances are not deceitful, they should stand to make a very good thing out of their investment. Some of the principal stockholders are W. D. Birchall (Toronto Silver Plate Co.), C. D. Maughan (Goldsmiths Stock Co.), R. Wylie (P. W. Ellis & Co.), and A. I. Tero (A. C. Anderson & Co.), all of Toronto, and R. Russell (Levy Bros.), Hamilton, Ont. The mine controlled by the company is situated on Tuxedo Island in Barrard Inlet and is considered one of the richest in British Columbia.

ED. CARTER, formerly well-known as a jewelry traveller for T. H. Lee & Son and the Toronto Silver Plate Co., last month sailed for the Transvaal, South Africa, where he proposes to open up a jewelry business. A brother of Mr. Carter's has been engaged in the jewelry business in that country for several years and states that, although freights and duties on American goods amounts to nearly sixty per cent. of the original cost of the article, still there are large quantities of these goods sold at fairly good profits. Mr. Carter took with him several thousand dollars worth of American movements, cased up in gold, silver and filled cases made by the American Watch Case Company, of Toronto, in addition to a considerable stock of gold and plated jewelry.

THE TRADE of Toronto learned with regret last month of the assignment of Chas. E. Spanner, the popular retail jeweler of Yonge Street. The statement showed the assets and liabilities of between five and six thousand dollars to be nearly equal, and so highly did Mr. Spanner's creditors regard him that they were all willing to give him any reasonable chance if he desired to continue the business. Mr. Spanner considered, however, that he could, with his limited capital, hardly venture to continue such a heavy responsibility and he accordingly decided to retire from the business. The creditors subsequently disposed of the stock to Mr. Proctor, of the Rossin House jewelry store at forty five cents on the dollar, secured Mr. Proctor will continue the business at the old stand.

DEATH OF MR. JOHN BARR.—Mr. John Barr, a resident of Toronto since 1866, and one of the oldest members of the Commercial Travellers' Association, died at his residence in Toronto on November 2nd at the advanced age of 77 years. Mr. Barr was one of the best known and popular travellers in Canada and his sudden demise will be very much regretted by a large circle of business men and travellers all over the Dominion. He was a genial, whole-souled gentleman, and no one who ever enjoyed the pleasure of his society could fail to be impressed by his large experience of men and affairs generally. He leaves a widow, a daughter, Mrs. Fred W. Lee, who is teaching in the College of Music, and three sons, Mr. Walter Barr the well known manager of the Goldsmiths' Co. of Toronto, and others in Louisville, Kentucky, and St. Paul, Minn.

AN ENTERPRISING JEWELER.—The following complimentary reference to G. F. Goodwin, jeweler, of Arnprior, was published in one of the Arnprior journals last month, and indicates how he has built up his present business: "The first occupant of Galvin's new block is our most energetic citizen, G. F. Goodwin watchmaker and jeweler. He is a believer in advertising and makes it a study, with the result that he has, notwithstanding the odds against him of having three already established shops in his line when he settled in Arnprior two or three years ago, succeeded by push and fair dealing in building up an excellent trade. Now that he has secured a more commodious store, his facilities for serving the public will be increased. His success heretofore shows the benefits from judicious advertising and offers an object lesson to business men in other lines."

NO TAMPERING WITH STAMPS.—The Customs Department has felt it necessary to put a stop to a practice which is the outcome of the craze or hobby for collecting foreign stamps. Complaints have been repeatedly made by the Post Office Department of the removal of postage stamps from post office parcels while such parcels are under the supervision and control of officers of the customs. It is contrary to the regulations of the Post Office Department for postage stamps to be removed from any postal packages before the same have been delivered to the parties to whom addressed, for the reason that when the packages or parcels are not delivered and have to be returned to the country of origin it is necessary that such parcels should be returned intact. Collectors of customs have, therefore been instructed that under no circumstances are postage stamps to be removed from postal packages or parcels while the same are under customs control.

PLEASE NOTE THIS CAREFULLY.—Any jewelers who in future desire to have their names placed upon THE TRAVELER'S regular mailing list will be kind enough to make application through some wholesale house from whom they purchase goods. Positively no notice whatever will hereafter be taken of applications made in any other way. We are sorry to say that we have found this course to be necessary on account of the misrepresentations of interested persons who are not legitimately engaged in the jewelry business. We have no desire or intention to circulate this journal outside of the regularly recognized craft and to this end we propose to make a thorough revision of our mailing list in the near future. We trust that in a matter of such importance, we shall have the hearty co-operation of both the wholesale and retail trade, as from experience it seems to be the only feasible way in which our circulation can be confined exclusively to legitimate jewelers.

THE RETURNS for Canada's last trade year, that is her fiscal year ending June 30th, 1896, show pretty conclusively that we are not going back



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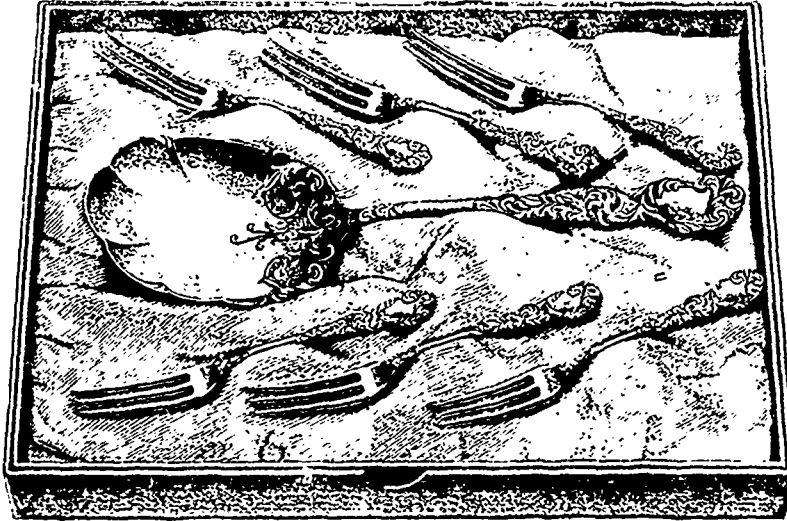
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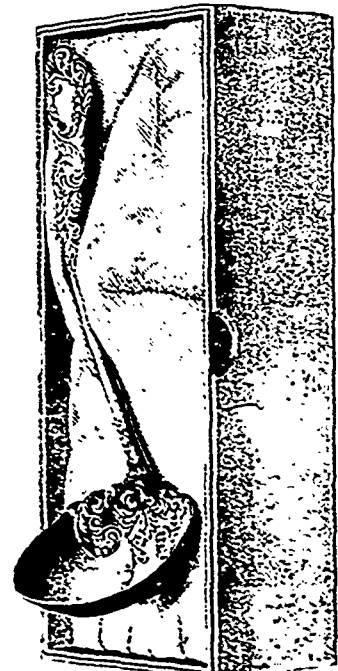
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THE SCARCITY OF GOOD WATCHMAKERS

IS SHOWN BY THE FACT THAT WE WERE ONLY ABLE TO SUPPLY ONE-QUARTER THE NUMBER FOR WHOM SITUATIONS WERE OFFERED TO US THIS FALL, WITH SALARIES RANGING FROM \$12 TO \$20 PER WEEK.

WE DO NOT RECOMMEND anyone for a situation unless we can honestly do so. First of all comes character, then mechanical and business ability. No one need come here with the anticipation that simply on account of attendance we will secure a first-class situation for them. This is not a house of correction where home failures are to be sent to, or those who have no inclination to work and do something for themselves are idle, careless, saucy and whose aim seems to be to become parasites on the merits of an educational establishment, and on the reputation of the mechanics of unquestioned ability which it has turned out. We must respectfully ask this class to give our school a wide berth, as we positively have no pleasure in either their attendance or in accepting their fees. We also wish to add that our discipline would be found most rigid and intolerable by them, but it exactly suits young men who wish to work.

WE HAVE A NUMBER

of unoccupied seats at disposal. We desire to fill them only with young men who come here to work: to improve themselves by every force within them, who know that necessary rules must be obeyed for their own good—these only do we appeal to, and feel pleased and honored by their attendance, and promise to do the best we can for them.

Circulars to any address on application.

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any so far as our foreign trade is concerned. The official figures of the exports and imports for the fiscal year 1895-6 show the total foreign trade of Canada to have been \$239,024,852, as compared with \$224,420,485 in 1894-5. The total imports were \$118,011,000, against \$110,781,000 in 1895, and the exports \$121,013,852, against \$113,638,503. In 1895 the total imports were \$110,587,480, entered for consumption, of which \$67,239,759 paid duty, amounting to \$20,197,315. Of the total exports \$109,915,337 worth was the produce of Canada. These figures are encouraging and testify that this country has stood the strain of dull times even better than the late Minister of Finance had calculated. The deficit in the matter of revenue is very small, and taking it altogether Canada has reason to congratulate itself on having had the largest foreign trade in the history of the Dominion. These figures are encouraging to say the least.

OUR CIRCULATION—We are often asked by people outside of the legitimate jewelry trade to have their names placed upon our mailing list. To all such, we have to reply that our circulation is confined exclusively to the legitimate jewelry trade, and we do not propose, knowingly, to go outside of this sphere of usefulness. As in the past, we propose to send this journal free of expense to every legitimate jeweler in the Dominion of Canada who does business on his own account, and who carries a stock of watches and jewelry. Journeymen watchmakers, apprentices to the business and those engaged in the manufacture of jewelry, are not entitled to be placed upon the free list, but can procure it upon payment of one dollar per year, strictly in advance. As stated in the opening sentence of this note, we do not care to circulate it amongst fancy goods dealers, druggists, hardware men, or others not legitimately connected with the jewelry trade, on any terms whatever, and we will take it as a favor if they will therefore govern themselves accordingly. We want THE TRADER to be a jewelry journal exclusively for Canadian jewelers.

HURRAH FOR SOUND MONEY—As THE TRADER hoped and predicted, Mr. McKinley, the Sound Money candidate for the Presidency, was elected by an overwhelming majority, and the level-headed people of the United States have completely snowed under those who would propose to pay off their debts at fifty cents on the dollar. McKinley's election means a sound financial currency for the United States, and also a speedy revision of their tariff in order to more fully protect American manufacturers and artisans. That these things will stimulate trade and speedily bring back a return of prosperity almost goes without saying, and the sooner the United States gets on its feet again, financially, the better for Canada, as bad times across the border always acts injuriously on this country, so good times over there helps our trade materially, and although Canada is in no sense dependent upon the United States for prosperity, yet their ups and downs do affect our business more than sometimes thought. We therefore hail Mr. McKinley's return with a rousing cheer and the hope that the United States is about to enter upon a long career of prosperity.

CANADIAN OPTICIANS—The Canadian Association of Opticians held their first meeting at the Rossin House, on Thanksgiving Day. The object of the organization is to advance the interests of the trade, and prevent imposters from imposing on the public. Among those present were J. H. Jury, Bowmanville, president; F. A. Ellis, Toronto, secretary; A. Armstrong, S. Michael, J. E. Jacques, E. Cohen, A. G. Amsden, H. Levetus, Arthur Harvey, M. M. Cohen, and Miss Ansell, of Toronto; F. Claringbowl, of Hamilton; J. Noble, of Petrolia; L. B. Forsyth, of St. Thomas; E. D. Wilcox, of Cambridge; and W. S. Maybee, of St. Catharines. Arthur Harvey read a paper suggesting that the name of the Association be changed to "The Ontario College of Opticians," and advising that the membership should be confined to practical opticians, who should have to pass an educational test. It was decided that the annual meeting should be held in September. Steps to be taken for the obtaining of legislation from the Provincial Government were discussed. The secretary was instructed to write the secretary of the New York Association as to the opposition that had there developed against the association in the ranks of the medical profession. The Executive was instructed to ascertain the ideas of the Provincial Government and the authorities of Toronto University as to proposed legislation.

DEATH OF CLAUDIUS SAUMER—It is with a sense of profound sorrow that THE TRADER announces to its readers the death of Claudius Saumer, of Paris, France, which occurred on October 24th in that city. The name of Claudius Saumer is so well known throughout the Horological world as to have become almost a household word amongst the members of the craft. His work on *Modern Horology* placed him in the forefront of horological writers, and it is doubtless well known to every practical jeweler who has any love for his profession. His *Watchmaker's Handbook* is also an invaluable work to all practical watchmakers and has had an immense sale throughout the world. Claudius Saumer may be said to have devoted his entire life to the cause of Horology. With him it was a labor of love, and although he had attained the ripe age of eighty years, he died, we understand, a poor man. It is hard to place Saumer or his work in the honor roll of Horology, but that he will always occupy a prominent place is generally conceded by every well informed writer on this subject. We propose to give a more extended account of Saumer and his life work in a future issue of this journal. Although a native of France, Saumer was too great a man to belong to any one country. His name and fame belong to the horological world at large, and the craftsmen of all nations will hear with profound regret of his death.

THE FOOLS are not all dead. Indeed, if we might judge by the numerous reports of gunning accidents recorded in the papers during the past month, we should say that as a rule the fools were very much alive, and it was their victims that were dead. But joking aside, the numerous gunning accidents which have developed of late, point to ignorance or carelessness so gross as to call for a decided stand being taken in regard to it. The majority of the accidents recorded might have been prevented had those who did the shooting had the faintest idea of the proper way to use a gun or rifle. While it is absolutely impossible to prevent an occasional accident even amongst the most careful gunners, there is no reason for the wholesale killing that has prevailed in the Canadian woods this season. No person should be allowed to get a hunting license until he can produce proof that he understands the use of a gun, and the law should certainly be amended so as to punish in some way the gross carelessness that has seemed to be so prevalent of late. With the high velocity engendered by bullets driven by smokeless powder, the dangers of deer shooting have increased very materially, and extra precautions should be taken by those engaging in this sport to ensure their own safety as well as that of others. Running deer with dogs should be prohibited, as much in the interests of the sportsmen as for the deer, and we have no doubt that other regulations could be devised, which, while not interfering with the sport, would considerably minimize the danger.


AN INTERESTING JUDGMENT—A judgment of considerable interest to Canadian jewelers generally was handed down by Mr. Justice Rose last month in the injunction action brought by the National Package Despatch Company against the Dominion and Canadian Express Companies, to compel the latter to carry their hampers. As our readers are already aware through an editorial article a short time ago, the National Despatch Company is in the habit of making up hampers filled with small packages, and they insist on the express companies carrying their hampers at a certain rate per 100 lbs., while when they get to the point of distribution the Despatch Company distribute the parcels and charge so much per parcel. The express companies refuse to do this, alleging that the National Despatch Company are cutting out their business, and they therefore issued instructions to their agents to refuse to send such hampers, except on condition that the senders pay so much per parcel, and not so much per bulk. The action was instituted to compel the express companies to carry the hampers, they being common carriers. The judgment of Mr. Justice Rose decides in favor of the express companies. He bases his judgment upon the fact that the Despatch Company are a competing company with the express companies, and that, therefore they have no right to compel the companies to practically cut their own throats. Judge Rose does not express any opinion upon the question whether the express companies can refuse absolutely to carry such hampers if they are sent by others than competing companies. The case will go to appeal.



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THE CHEAP COUNTRY TO LIVE IN THEORY is getting a pretty bad shaking up all over the civilized world if we can believe the reports of the favor with which the rise in raw materials and breadstuffs is hailed by people generally. The following pertinent remarks, which we clip from an exchange, illustrate a phase of this theory as applied to Great Britain that will furnish considerable food for reflection if nothing else. "A cheap country to live in," is all right from one point of view, but seeing that we are all striving to get the best possible price for our labor or our produce, it is a little inconsistent in the aggregate, to say the least of it just now the English farmer that staunch advocate of free trade—in manufactures—is cock-a-whoop, and why? Because prices of cereals are up! As long as the price of anything except his own stall is down, your English farmer is the staunchest possible free trader—but when it is the other way on he advocates every other method of shutting out those "blasted furriners." Theory is one thing and practice another, and it is doubtful if England would to-day be free trade except for the large non-producing classes. However that might happen to be, the British farmer just at present has a sneaking idea that life after all is worth living. In two months, according to *The London Economist*, wheat has gone up 6s. a quarter, and barley 7s., hogs 6d. per 20 pounds, cattle £1 to £2 and sheep 4s. to 6s., Irish creamery butter per hundred weight from 95s to 106s., and 110s., prime Danish butter from 98s to 104s and 122s., fine cheddar cheese from 56s., to 62s., to 68s. to 72s., prime clover hay from 50s and 90s to 90s. and 95s., and there has been a rise of a halfpenny in the highest quotations for down wool. *The Economist* believes that wheat is likely to be higher rather than lower, there being a real and substantial deficit in the world's crop, and in regard to the other agricultural commodities it says the advance in each case appears to rest upon the relations of the present supply to the demand, and cannot be regarded as accidental or speculative."

DEATH OF MR. ROBERT WOODROOFE.—The death of Mr. Robert Woodroffe, of Woodstock, Ont., which occurred on the 18th November, removes one of the oldest landmarks of the jewelry trade in Western Ontario. For several years past Mr. Woodroffe had been too ill to take an active part in the conduct of the business which he founded nearly forty years ago in Woodstock, but he was not only well known, but most highly esteemed by the older men of the trade who travelled over Western Ontario fifteen or twenty years ago. Mr. Woodroffe was a true gentleman of the old school, and to those who had the pleasure of knowing him intimately, was a most interesting and genial companion. He was a thorough master of his profession, and a real watchmaker in the true sense of the word. In business he was strictly upright and honorable, and those who had dealings with him always regarded him with respect and confidence. His memory will long be cherished by the older members of the craft, who knew him in his early days, before sickness had laid its wasting hand upon him. An Associated Press despatch from Woodstock on November 19th, gives the following account of his career: "Another of Woodstock's old residents has passed away in the person of Robert Woodroffe, the well-known jeweler. He died at his residence on Riddell Street last evening. Ten days ago he was seized with paralysis, and the end was daily expected. Deceased, who was in his 77th year, was born in the County of Carlow, Ireland. When a child, the family moved to Liverpool, where his father was engaged in the manufacture of watches. The son followed this business at Liverpool and at Woodstock. Here he prospered and built the Woodroffe Block. Mr. Woodroffe was recognized as one of the foremost jewelers in the district. He took no prominent part in municipal affairs. He belonged to the Evangelical section of the Church of England. His wife, Miss Sarah Condell, who died in Woodstock in 1874, was a daughter of a successful business man of Liverpool. There is a family of eight children living. Robert W. is now managing partner of the firm. Jane, Sarah and Alice are at home; Anne married P. J. Dugit, the Deputy Registrar; the third son, the Rev. S. J. Woodroffe, is the Anglican rector of Homer, in the County of Lincoln; and the youngest, Harry, is in Toronto with the firm of P. W. Ellis & Co."

RAILROAD WATCH INSPECTION.—Quite an excitement developed amongst the Canadian jewelry trade last month when it was announced

by the Canadian Pacific Railway Company that in future all employees, such as engineers, firemen, conductors or others concerned in running of trains, must provide themselves with high grade watches that would keep time accurately enough to pass the regular inspection of those watchmakers appointed to see to this important function. This "inspection" system has been in vogue for some years across the line and its results have been very much in the interests of the public and of the companies adopting it. It has enabled the train men to make better and more correct running time, and by helping to prevent accidents has without doubt saved lives that might otherwise have been lost. Our readers will remember that for years THE TRADER has advocated the compulsory adoption of this system by all our Canadian railroads, on account of the lives which have been lost through accidents caused entirely by poor or defective watches used by the employees engaged in running trains. The C. P. R. Co. has been alive to the advantage of this system for some years past, but it was not until this fall that they decided to put it into practical operation on their road. They have appointed Mr. George Chillis, of Montreal, chief inspector for their entire system. Mr. Chillis will appoint sub or local inspectors at each divisional or terminal point, to whom the men affected in their division must bring their watches regularly for inspection and adjustment. The inspection is carefully recorded and sent into the head inspector for examination and from him to the company officials. No employee affected will be allowed to carry a watch below the 17 jewel grade, and no watch even of that grade will be allowed unless it comes up to a certain specified standard of performance. The effect of this order will be to at once create a large demand for high grade watches throughout the territory covered by the Canadian Pacific Railroad. This is a consummation devoutly to be wished for, as nothing that we know of will be more effective in promoting the true interests of all retail jewelers than the creation of a demand for high grade watches. The leading Canadian jobbing houses have been fully alive to the demands of this development, and the trade will find them thoroughly stocked with high grade movements and cases suitable for this special railroad trade. Now that the Canadian Pacific has adopted this common sense system of watch inspection, we trust the Grand Trunk Company will be moved to "go and do likewise." If one can believe the evidence given at the coroners' inquests caused by some of the accidents on that road, many of the watches carried by their trainmen are absolutely worthless as timekeepers. Why the lives of passengers should be placed in jeopardy because a railroad man does not carry a reliable timepiece is more than we can understand, but it is a fact nevertheless that not a few lives have been lost in Canada solely on this account. Were the Grand Trunk Company and the Intercolonial to adopt this system, not only would it be a good thing for these roads themselves and their passengers but the jewelry trade all over Canada would be very considerably benefited by it. We trust the magnates of these roads will look into this question and follow the lead of the C. P. R. Company. In the meantime, we think our readers who are in any way interested in railroad trade should supply themselves with a full line of high grade movements and dust proof cases suitable for the hard service demanded by railroad employees, and thus be ready to take full advantage of the coming watch boom.

PURCHASING OLD JEWELRY.—A case of more than usual interest to the jewelry trade came up in the Police Court on the 20th November, when Harry Elton, a well-known jeweler, of 394 Queen Street West, Toronto, was arraigned before Police Magistrate Denison on a charge of having feloniously purchased from Samuel W. Betts (a young criminal who, though he admitted having robbed twenty-five houses in this city got off with eighteen months' imprisonment), a quantity of the jewelry stolen from Mrs. Brown's residence, 38 St. Mary Street, on October 6th. The accused chose to be tried before a jury. Miss Myrtle Brown identified a quantity of jewelry shown to her as that which had been taken from her home. The main witness for the Crown was Betts, who in a low tone told how he had taken his stealings to Elton repeatedly and had sold them to him at a price far below their value. He told how Elton had asked him if he knew Detective Porter, who had passed the window while the deal was going on. Witness was anxious to know Porter, by sight, and hastily went



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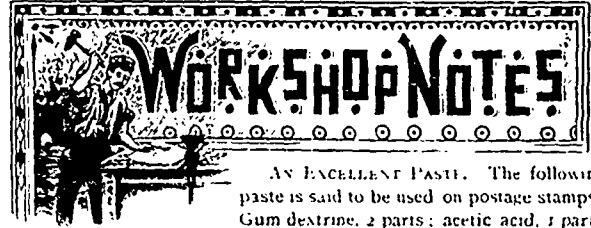
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outside to catch a glimpse of his face, but failed to do so. He swore that Elton had told him not to come too frequently, but never asked any questions as to where such an abundance of jewelry came from. Betts divulged to him a scheme whereby he was to procure a supply of spurious gems, and taking them with him to a dealer, he was to ask to see real stones and then watch for an opportunity to substitute the bogus for the valuable. Elton had told him that unset diamonds could not be sworn to and that old gold could be melted and thus placed beyond a chance of identification. Detective Porter described how he had visited Elton's in company with Detective Black. A few hundred yards away Detectives Duncan and Cuddy had Betts handcuffed. When Elton refused to admit the transactions with Betts the latter was brought in and picked out many articles which he had sold to him. Elton was committed for trial and bail fixed at \$2,000. It is but fair to Mr. Elton, who has always bore a good character, to say that the allegations of the witness Betts are denied entirely by him. He states that he purchased the goods from Betts at fair prices for bullion, the same as any other jeweler would do, and that he had no idea whatever that they were stolen property. As against a confessed criminal like Betts, we think his word should be taken, and he should be held innocent unless the Crown are prepared to furnish some proof very much stronger and more reliable than they have done. This whole matter of purchasing articles such as jewelry and watches by retail jewelers by people who desire to dispose of them for cash instead of pawning them, is one which the entire trade of Canada is interested in, because many of them have to do it occasionally, and it has possibly never struck them that there is a certain amount of risk in so doing, unless they are personally acquainted and are satisfied with the responsibility of the person disposing of the goods. The danger to jewelers in large cities, where perhaps the bulk of their trade is with people unknown to them, is far more real than it is to those who do business in the smaller towns and villages where they know almost every resident, and where a stranger is a marked man. A stranger who looks respectable comes into the shop of a city jeweler and wants to sell say a watch or a diamond ring. Being cautiously questioned by the jeweler, he states that he is a stranger in the city and is stranded for money. He does not care to go to the pawnbrokers, because he thinks they would fleece him, and another thing, he thinks he can get a higher price for the article he wants to raise money upon, by selling it outright to some respectable jeweler. His story seems straight enough, and the jeweler wishing to turn an honest penny, buys his jewelry, usually as old gold or silver, and at a price which will leave himself a fair profit if the article is melted down as bullion. In our opinion the transaction is perfectly honest and legitimate on the part of the jeweler, provided he exercises proper precautions to find out that it is not stolen property the stranger is offering for sale. A person has the same right to sell his watch or ring if he gets hard up that he has to sell a horse, or any article of merchandise, and in our opinion the only thing that the jeweler should concern himself about (outside of seeing that he does not pay too much for it), is that the man has a legal right to dispose of it. Any jeweler may be imposed upon, and if he innocently purchases a piece of stolen property he may have to suffer for his error by losing what he paid for the goods. It is urged by some that the fact of jewelers melting down such goods into bullion and thus destroying their identity, is unfair and furnishes some evidence of an intention to do something illegal. To those who understand the jewelry business this statement seems most absurd, for while the owner of an article of jewelry, say a watch, may value it very highly, when he comes to dispose of it to a jeweler or pawnbroker he finds that they regard it as worth only what it will bring in the melting pot. And from a purchaser's standpoint they are right, for in very many cases it cannot be sold for anything like the price of a new article, and the only way to realize on it quickly is to melt it down and sell it as bullion. This matter has a good many sides, and a great deal more might be said about it but we think we have sufficiently indicated the dangers which even the most honest jeweler in the world may fall into, but he ever so careful in purchasing goods from a person whose responsibility he cannot vouch for.



AN EXCELLENT PASTE.—The following paste is said to be used on postage stamps. Gum dextrine, 2 parts; acetic acid, 1 part water, 5 parts. Dissolve in water bath and add alcohol, 1 part.

STAINS FROM MARBLE CASES.—To remove stains from marble cases, clocks, dials, etc., take equal parts of fresh oil of vitriol and lemon juice, shake up these substances very thoroughly in a bottle, wet the spot with the mixture and in a few minutes afterward rub with a soft linen cloth, and the spots will be found to have disappeared.

GUM FOR PAPER LABELS.—This formula is said to make a first class mucilage for gumming large sheets of paper, which may be kept for use without cutting, and stick well on glass or other substances when wet. Starch, 2 drachms white sugar, 1 ounce gum Arabic, 2 drachms, water, in sufficient quantity. Dissolve the gum, add the sugar, and boil; then cool the starch.

TO PUT IN A NEW SCREW.—When putting in new screws, especially in Swiss watches, if the head is too high, or protrudes from the countersink, it should be filed off so as to be just even with the bridge. Some screws are very hard, in fact, file destroyers; they should be tempered, that is, put them in a wire loop, and burn off some oil then re-polish and blue. But if you keep a good assortment of screws, you can generally get one to exactly fit.

GENERAL DIRECTIONS FOR BRONZING.—The choice of bronze powder is of course determined by the degree of brilliancy you wish to obtain. The powder is mixed with strong gum, water or isinglass, and laid on with a brush or pencil when almost dry, so far as to still have a certain clamminess, a piece of soft leather wrapped round the finger is dipped into the powder and rubbed over the work. When the work has been colored with the bronze, it must be left to dry and the loose powder is then cleared away with a hair pencil.

TO RESTORE THE COLOR TO GOLD DIALS. In order to restore the color to a gold or gilt dial, dip it for a few seconds in the following mixture. Half an ounce of cyanide of potash is dissolved in a quart of hot water, and two ounces of strong ammonia mixed with half an ounce of spirits of wine are added to the solution. On removal from this bath the dial is immediately immersed in warm water, then brush with soap, rinse and dry in hot boxwood dust. Or it may be simply immersed in diluted nitric acid, but in this case any painted figures will be entirely destroyed.

WATER LACQUERS. A water lacquer, which is cheaper than an alcohol lacquer, and which is at the same time very adhesive, is prepared by heating in a steam bath 10 parts borax with 30 parts closely powdered white shellac and 200 parts water. When completely dissolved in a few hours, the liquid is left to cool and then filtered. This water lacquer becomes still more flexible by the addition of a few drops of glycerine. If a deep black is desired, put in a certain quantity of water soluble nigrosine for red, the different fuchsias and eosine; for blue, methylene blue, alkali blue, or marine blue; for green, malachite green or brilliant green; for violet, methyl violet.

POLISHING JEWEL SETTINGS.—The way to polish, with good results, jewel settings of American watches, on brass or gold is first to turn the setting down to the right thickness, or nearly so, then to grind down to a gray with rotten stone and oil on a ground glass slab, then clean off the oily rotten stone and polish on a boxwood lap with diamondine and oil, which gives a nice gloss. It will also give a nice black gloss on steel only use oilstone to gray steel, instead of rotten stone. The operator should be particular to clean off all of the graying powder in each case, before using the boxwood lap, and be sure to keep the lap in a place free from grit or dust, when not in use. Brass watch wheels can be finished in the same way as the jewel settings, and by the same process.



TO DRILL AND ORNAMENT GLASS.—Glass can be easily drilled with a steel drill, hardened but not drawn, and driven at a high velocity. Holes of any size, from the sixteenth of an inch upward, can be drilled by using spirits of turpentine as a drip, and easier still by using camphor with the turpentine. Do not press the glass very hard against the drills. If you desire to ornament glass by turning in a lathe, use a good mill file and turpentine and camphor drip, and you will find it an easy matter to produce any shape you choose.

TO TEMPER DRILLS.—Take none but the finest and best steel for your drills. In making them, never heat them higher than a cherry red, and always hammer till nearly cold. Do all your hammering in one way, for if you attempt to hammer it back to a square round, after you have flattened out your piece, you will ruin it. When your drill is in proper shape, heat it to a cherry red and thrust it into a piece of resin, or into mercury. Some use a solution of cyanide of potash and rain water for tempering their drill, but the resin or mercury will give better results.

REMEDY FOR FROST BITES.—Watchmakers, jewelers and others are just as likely to contract any of the ills that human flesh is heir to as other ordinary people, consequently the cold is apt to bite their fingers or toes. Should this have occurred, bind up the frost bites in very cold water (snow water is best), using a linen rag, and repeat the poulticing until the rag no longer heats. Do this before going to bed, and you will find next morning that the frost bites have disappeared. If they seem to be obstinate, repeat this poulticing for one or several evenings. This simple remedy is not so well known as it deserves to be, and other very barbaric ones are resorted to, such as extracting the frost by holding the part affected over the fire, etc.



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

FOR SALE.—Good kit watchmakers' tools, nearly new. Mosley lathe, new, only used twice. Address, WATCHMAKER, Box 100, Strathroy, Ont.

FOR SALE.—J & J. Taylor jeweler's safe, 4 feet high. Large watch board with glass door. Eight day Winton clock. Small regulator. Polishing lathe, tools, etc. Having no use for these articles they will be sold cheap. Address, Box 92, Clinton, Ont.

FOR SALE.—Vault door, burglar proof, 6 ft. 6 in. vestibule and combination lock. Steel lining for vault measures 4 ft. 8 in. wide x 3 ft. 8 in. deep x 7 ft. 8 in. high. Vestibule fits 20 in. wall. Original cost \$600, will sell very cheap. A. C. Anderson & Co., Toronto.

FIRST-CLASS JEWELRY BUSINESS FOR SALE in the city of Ottawa, on Sparks Street. Best stand in the city. Established in 1884. Business increasing every year. Present stock, about \$30,000. Could reduce it to \$10,000. The best fitted up store in this city doing a first-class business. Reason for selling: I am going into other business in B. C. Terms cash. For particulars, apply to A. McMillan, 82 Sparks St., Ottawa.

FOR SALE.—Half round rolls, foot pieces, draw bench lathe, wall watch case with ten drawers. J. Ward, 103 Church Street, Toronto.

JEWELRY BUSINESS FOR SALE.—20 years established. Small stock, large repair trade, and sound all round business. Reason for selling, ill-health. Address, Chas. J. Altman, Waterloo, Ont.

JEWELER'S SAFE FOR SALE.—Taylor's make, round corners. Size.—Inside measurement. Height 26 in., width 17 in., depth 14 in. Price \$75. A. C. Anderson & Co., 6 Wellington Street East, Toronto.

JEWELRY BUSINESS FOR SALE.—Do you want a snap stock and fixtures amounting to \$1,000? Will sell for \$500. Business in a good live town of 1,000. No opposition. Low rent. Big repair trade. Fine store, only two doors from post-office. Satisfactory reasons for selling. Address, JEWELER, Box 9, Cardinal, Ont.

ONE Swiss turning lathe with face plate and small wheel, \$10. One self-inking printing press with type, pads, etc., \$6. 10,000 envelopes, business size, \$1 per 1000. One telegraph register, \$10, also set of electric clock works (new) for \$10. T. Burrows, Lacolle, Que.

REGULATOR, second hand; height, 9 feet 2 in.; cost originally \$105.00; fine movement in good order; price \$55.00. A. C. ANDERSON & Co., Toronto.

SITUATION WANTED.—By a watchmaker. 10 years' experience. A 1 references. Good set of tools. Address, WATCHMAKER, Ottawa P. O., Ont.

SITUATION.—By young man as watchmaker and jeweler, 6 years at the bench, good salesman. Best of references. Address, G. W. Elliott, Roseberry Ave., Toronto.

SITUATION WANTED as watchmaker, by graduate of Canadian Horological Institute. Have fine kit of tools. Can furnish references as to character if required. Wm. Hazel, Ingersoll, Ont.

SITUATION WANTED.—By young man of three years' experience at watch, clock and jewelry repairing. Would like position with good practical man to improve on pivoting. Wages moderate. Best of reference. J. H. Elliott, Markdale, Ont.

SITUATION WANTED.—By young man three and a half years' experience, first-class at jewelry repairing, at hard and soft soldering, can do a little engraving. Would prefer situation with first-class watch repairer. Good references. Address, Box 39, Palmerston, Ont.

WANTED IMMEDIATELY.—A first-class watchmaker, one who can engrave. State salary expected. Permanent sit to right man. J. A. Floyd, Mattawa, Ont.

WANTED.—Situation by a young man with over three years experience at the watch, clock and jewelry repairing. Can furnish best of references as to character and ability.

WANTED.—For cash, a small jewelry stock in a live town where there is no opposition. Also, I have a printing press, post card size, for sale or exchange. Alex. Stewart, Sheffield, Ont.

WANTED IMMEDIATELY.—Watchmaker, must be A1 on American watch escapement, adjusting, timing, etc., give references and how long experience, salary \$10. E. W. Ross, North Bay, Ont.

WATCHMAKER wants situation, can do watch, clock and jewelry repairing. Have my own tools, including an American lathe, and can furnish references as to character and ability. Address, WATCHMAKER, Box 38, Port Elgin, Ont.

WANTED.—Position as salesman in first-class jewelry house by practical watchmaker, having thorough knowledge of the business generally. Having good city connection and best of references. Address, C. S., 41 Oak Street, Toronto.

YOUNG MAN with first-class tools and references, and seven years' experience at the bench, desires situation as watchmaker. Am also good on jewelry and optical work. Address, 424 Park Ave., London, Ont.



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You See Elgins, ALL SIZES.

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There is Value in Elgins, ALL SIZES.

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Our Smelting and Refining Works is one of the most complete in America, being thoroughly equipped with the most modern chemical apparatus and electrical appliances to extract the precious metals, at the lowest possible cost.

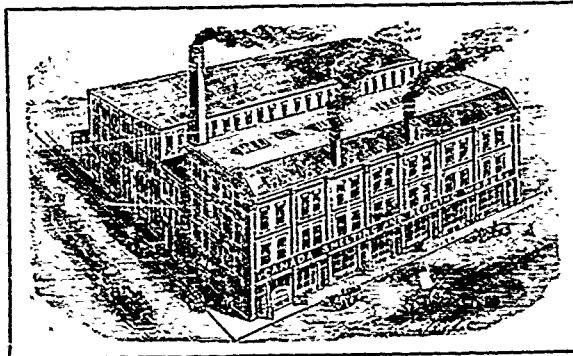
We are in a position to give the highest cash returns for all kinds of jewelers' sweeps, filings and scraps; photographers' waste, gold and silver bullion, or any kind of residue containing precious metal (gold and silver).

Our assay office is fitted up with the same make and style of assay balances (H Troonmer, Philadelphia, Pa) and assay furnaces as are now used in the United States government assay office. This branch of the business being under the supervision of a thoroughly practical assayer and metallurgist, should satisfy customers as to the accuracy of our work in this particular department.

WE GUARANTEE

that our charges will be found as low as those of any other reliable smelting and assaying works in the world. We feel confident that it will be to your interest to do business with us, as we will give you prompt and honest returns. We respectfully solicit the patronage of the trade throughout the United States and Canada, as our facilities are equal to those of any other firm, we are in a position to merit a continuance of the confidence of those who favor us with a trial.

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"Sweep
Smelting."
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~ ~ ~
We pay 4 cents per kt.
for Gold, and Highest
Market Price for Old
Silver.
~ ~ ~

CASH FOR GOLD AND SILVER.

To accurately test and value a lot of old gold and silver, the requisite experience is necessary. Being the largest buyers of old gold and silver in Canada, and having the exclusive patronage of the oldest jewelers in the Northern States and Canada, we guarantee to the trade absolute valuation and Prompt and Honest Returns. Immediately upon receipt of shipment, we will remit by cash or draft (as desired). If our offer should not prove satisfactory, we will return consignment in exactly same condition as received. By this arrangement you are absolutely as safe as if you were disposing of the same at your counter.

CANADA SMELTING AND REFINING WORKS,

REFERENCE: THE CANADIAN BANK OF COMMERCE. _____

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WHAT OTHERS SAY ABOUT US :

MONTREAL WATCH CASE CO.,
Watch Case Manufacturers,
Montreal, Que.

Canada Smelting and Refining Works, London:

DEAR SIR,—We beg to acknowledge receipt of your cheque "payable at par" on the Bank of Commerce, in full payment of sweeps sent you to be refined. The returns are perfectly satisfactory. We will forward another lot, also a box of gold plated clippings and bench sweeps in a short time. Thanks for your promptness in making returns. We remain,

MONTREAL WATCH CASE CO.

CHATEAUVERT & CANTIN,
Manufacturing Jewelers.
Quebec, Que.

Canada Smelting and Refining Works, London:

GENTLEMEN,—We are in receipt of your cheque for our last sweepings which turned out well, this being the fourth lot we sent you. We are much obliged for the prompt returns and satisfactory results.

We remain, yours truly,

CHATEAUVERT & CANTIN.

KENNEDY & KOESTER,
Manufacturing Jewelers,
Detroit, Mich.

Canada Smelting and Refining Works, London:

GENTS,—We were quite surprised at amount of cheque for sweeps sent you, and you can rest assured that we will do more for you in the future. We are also in receipt of your business cards and shipping tags, which we shall distribute among our trade to good advantage. Thanking you for promptness in making returns, we remain,

Yours respectfully,

KENNEDY & KOESTER.



HOLIDAY SPECIALS

IN EVERY DEPARTMENT.

WATCHES

Ladies' 6 s. Silver Hunting, American Movement,	Net, \$ 5 40
Ladies' 6 s. Gold, Hunting, American Movement,	Net, 12 45
Boys' Silver O. F. Waltham Movement,	Net, 5 25

17 Jewel Waltham Movements at close prices. Our Stock is ample for all requirements.

ANSONIA CLOCKS

Porcelain and Gold Finish Cased Novelties.

RODEN BROS.' STERLING SILVER WARE 925 FINE.

Tea Spoons, Three Designs,	Net, \$ 5 50 dozen
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Cream Ladles, Three Designs,	Net, 9 60 dozen
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Manicure Goods, Button Hooks and other Novelties.

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Chain Bracelets, in Roll Plate; one-tenth Gold; Silver; 9k. Gold and 14k. Gold. By far the largest variety shown in this market.

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