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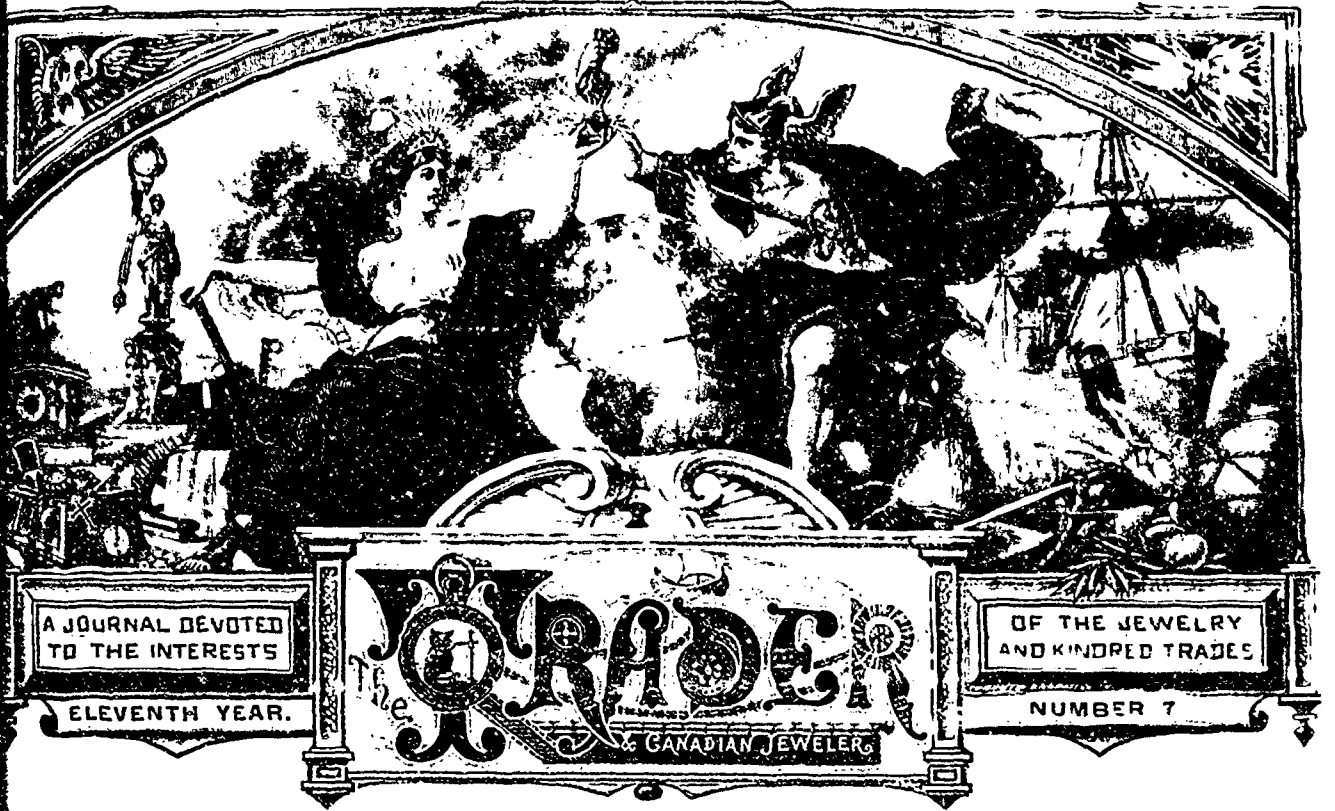
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MARCH, 1890.



T. H. LEE & SON.

THE LEADING HOUSE

FOR DIAMOND AND OTHER GEM RINGS,

WILL SHOW DURING THIS MONTH,

THE FINEST DESIGNS IN RINGS EVER OFFERED THE TRADE.

THEIR STOCK OF AMERICAN MOVEMENTS

WILL BE AS COMPLETE AS EVER, AND WITH THEIR

LARGE STOCK OF GOLD, SILVER & FILLED CASES,

WITH COMPLETE LINES OF

AMERICAN JEWELRY

MAKES THE BEST STOCK EVER SHOWN THE TRADE.

H. LEE & SON,

1 WELLINGTON ST. EAST, TORONTO.

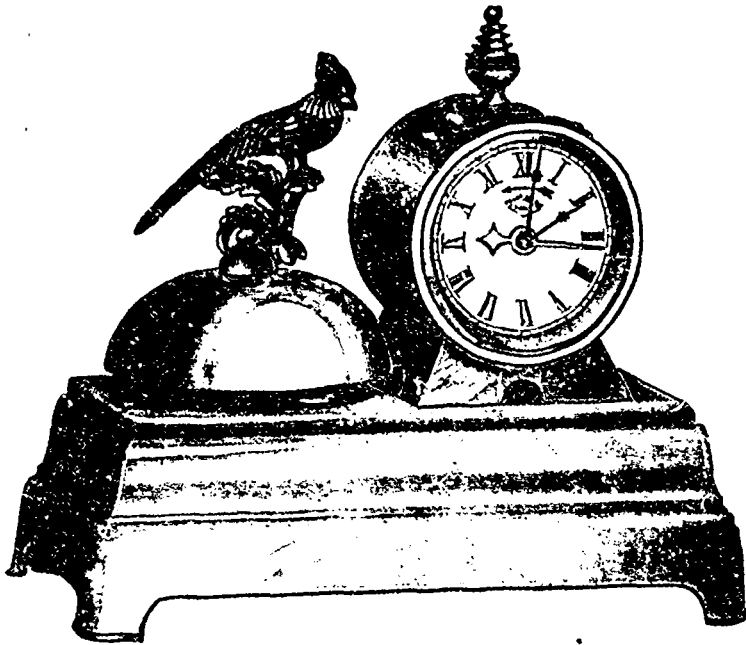


P. W. ELLIS & CO.

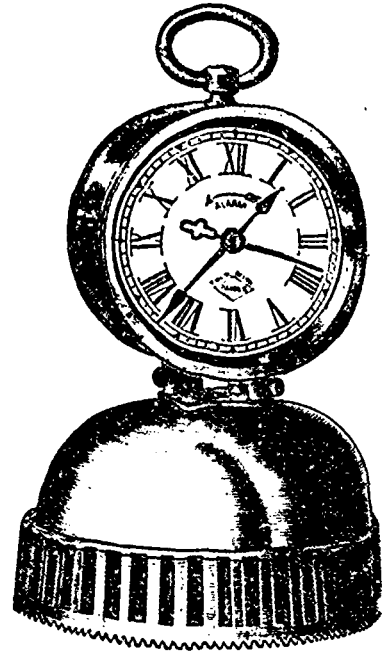
31 Wellington St. E. -- TORONTO -- 40 Front St. E.

WE LEAD IN NICKEL & WALNUT CLOCK SPECIALTIES.

SEE OUR TRAVELLER'S NEW SAMPLES.



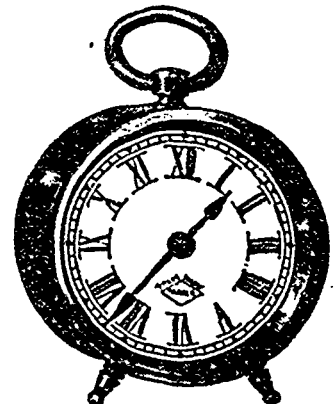
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SEE OUR ADVERTISEMENT, PAGE 48.



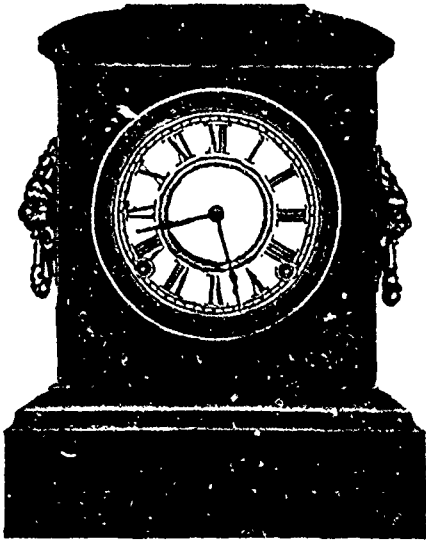
The Goldsmiths' STOCK COMPANY OF CANADA (LIMITED)

THE Spring Trade has opened quietly, business in every line is depressed and the jewelry trade is no exception. Recognizing that our customers require at this season tempting goods at favorable prices, we made a special effort to obtain drives in every department. We have been successful to a very great extent, and the trade generally will find it to their material advantage to carefully inspect our line and hear from our travellers, the various "points" we are in a position to give them.

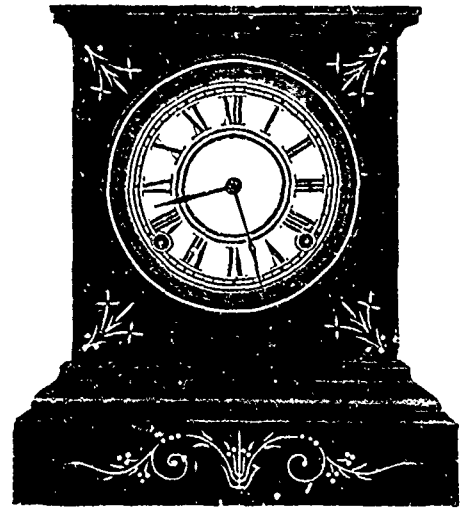
We have resources that are very ample in both capital and experience, and these we utilize to the utmost to maintain and increase our trade with the independent jeweler. We draw special attention to our new lines of Ansonia Clocks, for value these have never been and are not now equalled in this market. We publish a few cuts of the more desirable patterns. Of American Jewelry we make a decided specialty, as that department is, for the spring trade, one of the most important in our business. The goods are bought by a buyer of many years' experience who is constantly in touch with the trade, and is in a position to know its requirements. Inspect the samples thoroughly, it will pay you.



ANSONIA ENAMELED IRON CLOCKS.

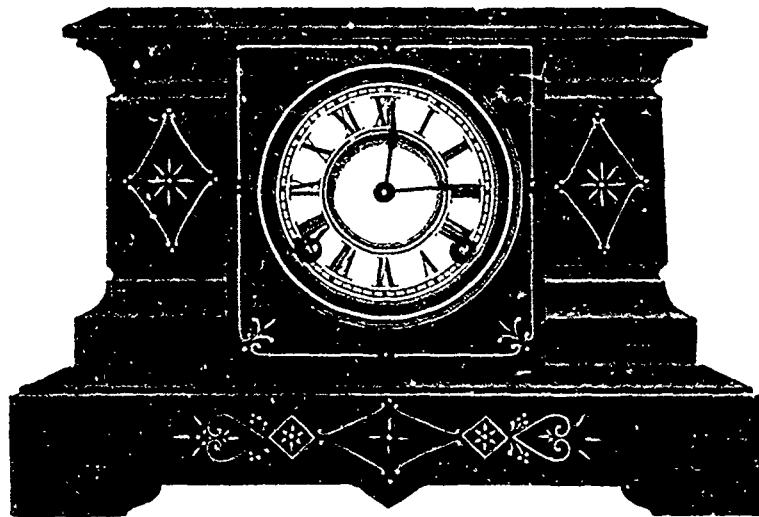


GENOA.



UNIQUE.

SPECIALS.



PATRIOT.

SUPERIOR TO

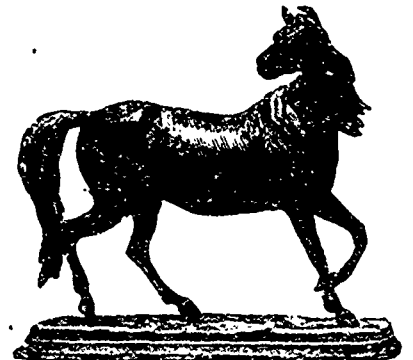
ALL OTHERS.



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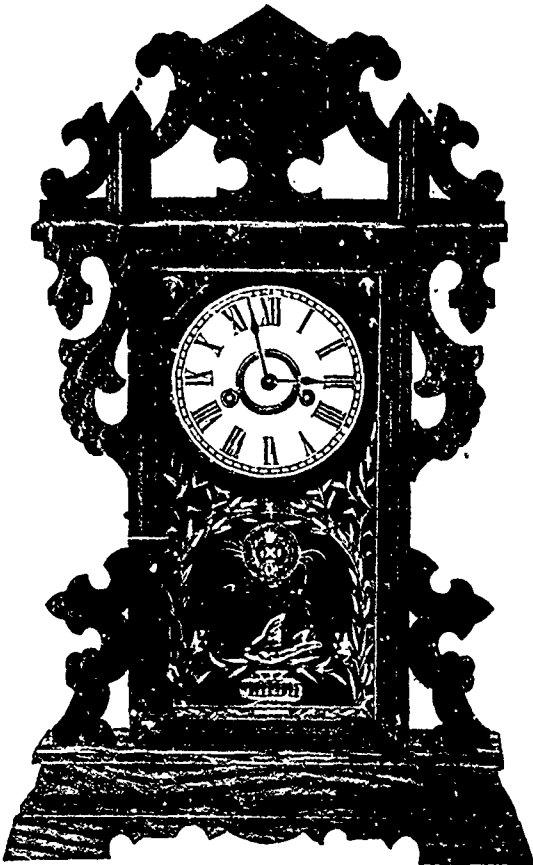


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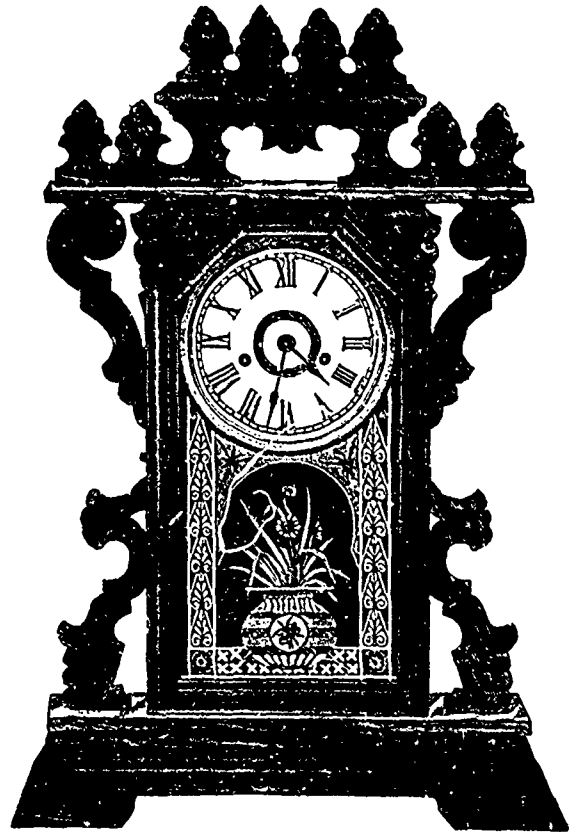
AGENTS FOR CANADA: The Goldsmiths' Stock Company of Canada, Limited.



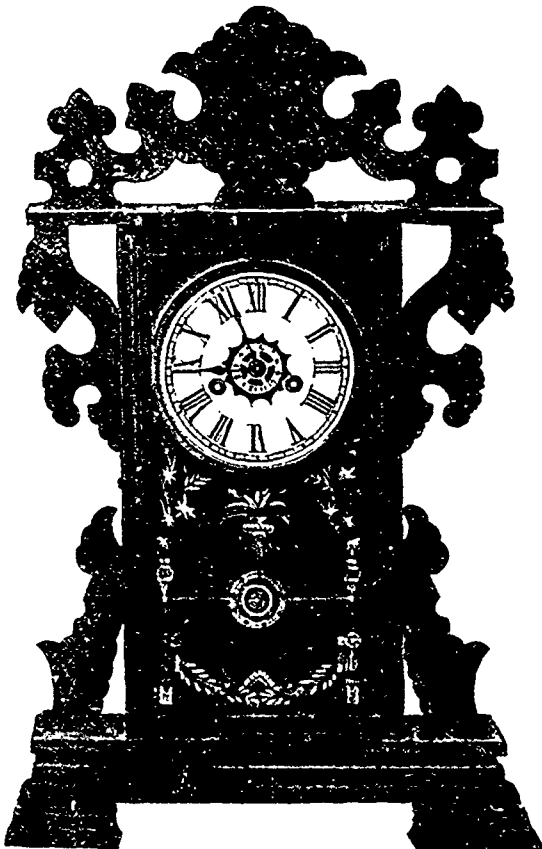
ANSONIA SPECIAL WALNUTS.



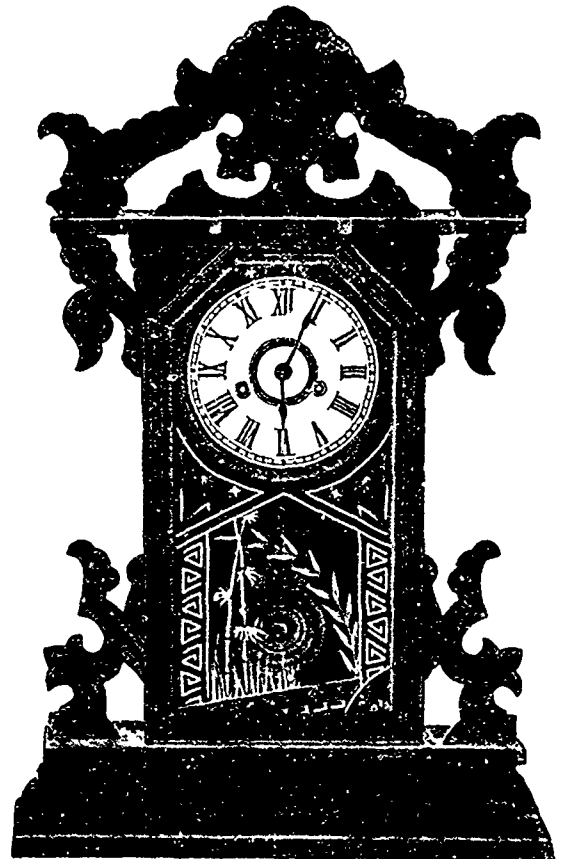
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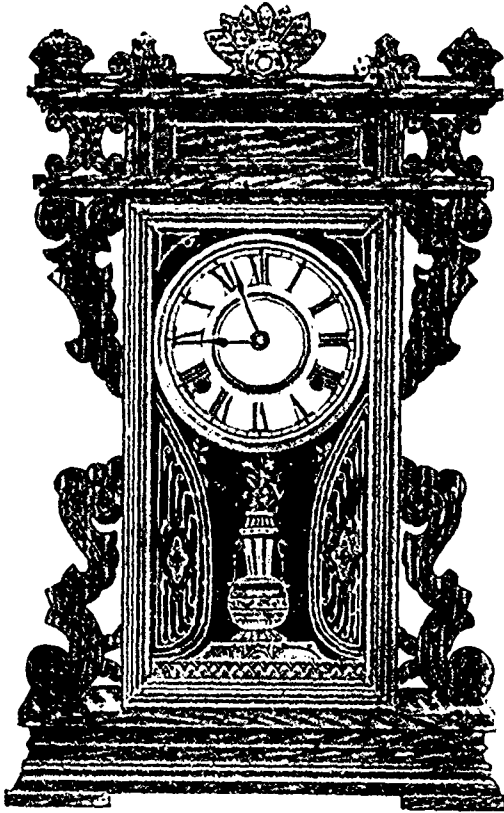
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UNEQUALLED VALUE. WRITE FOR PRICES.

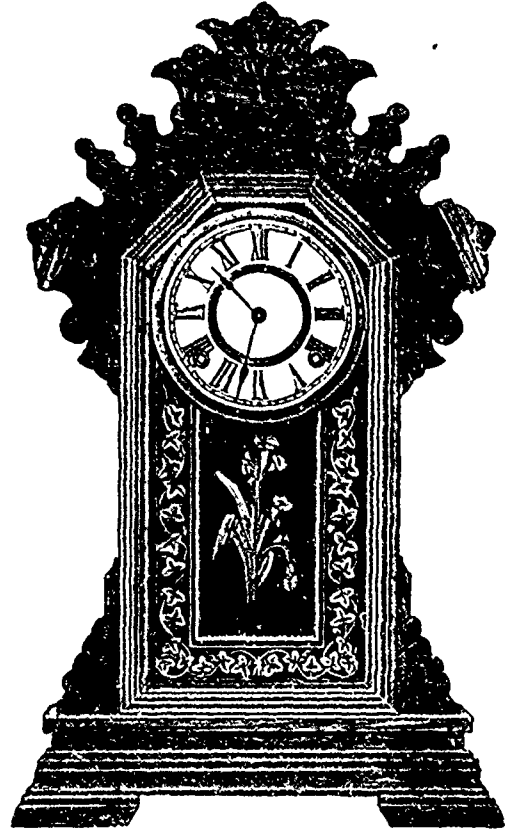
Agents for Canada, The Goldsmiths' Stock Company of Canada Limited.



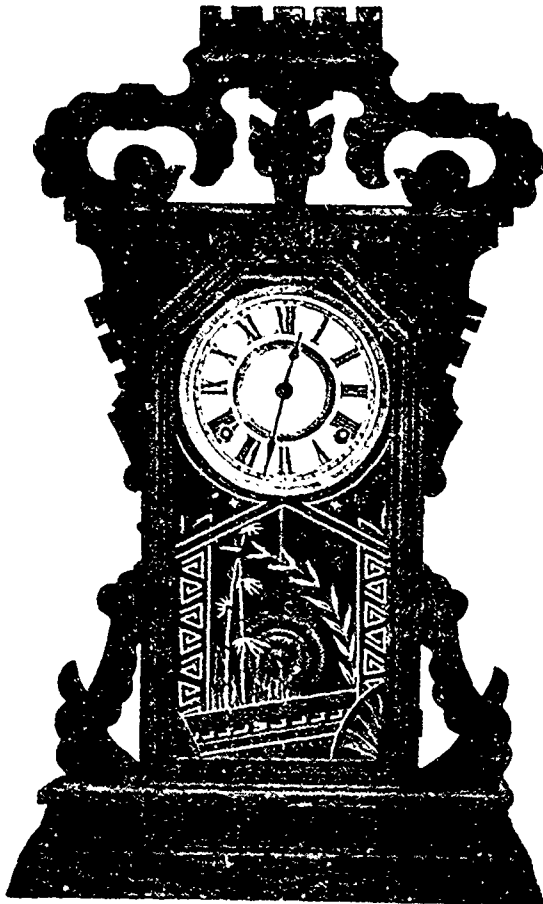
ANSONIA SPECIAL WALNUTS.



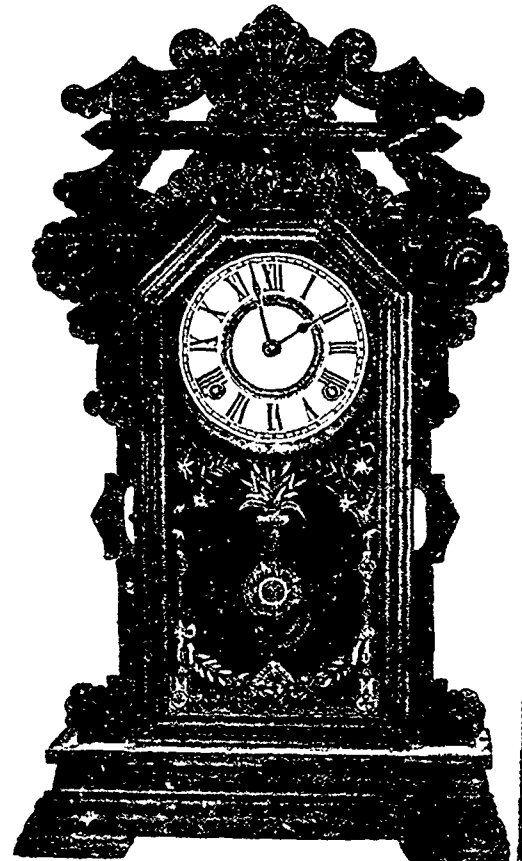
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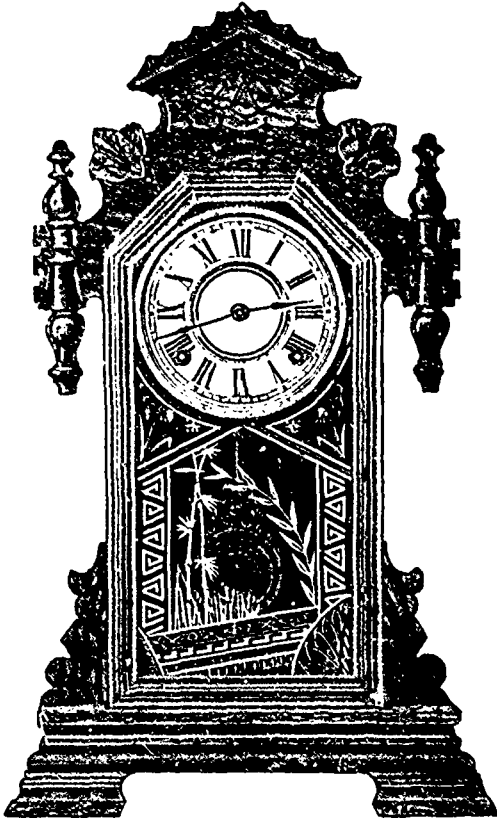
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WRITE FOR PRICES.

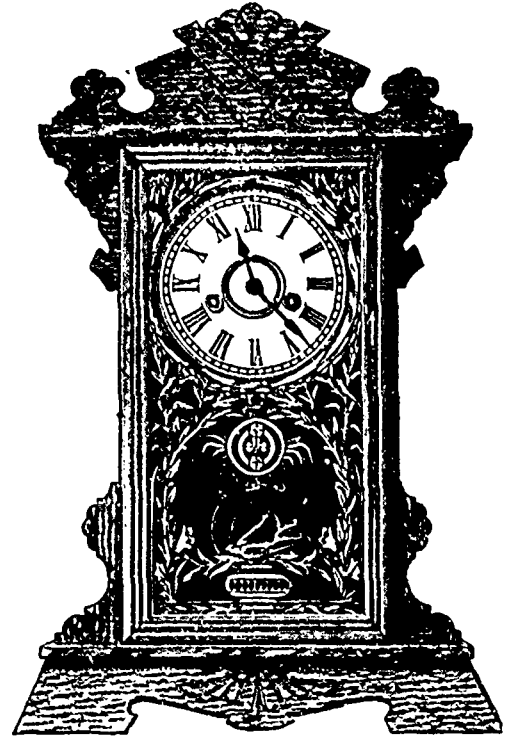
THESE ARE LEADERS.

Agents for Canada, The Goldsmiths' Stock Company of Canada, Limited.

ANSONIA SPECIAL WALNUTS.

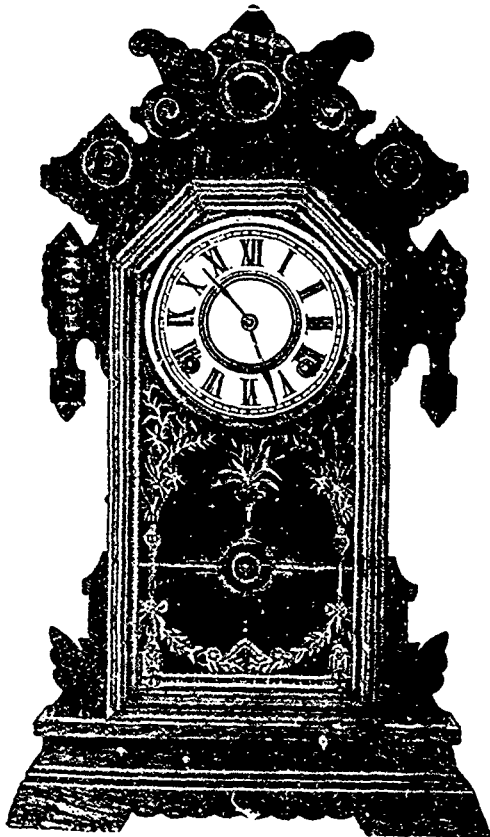


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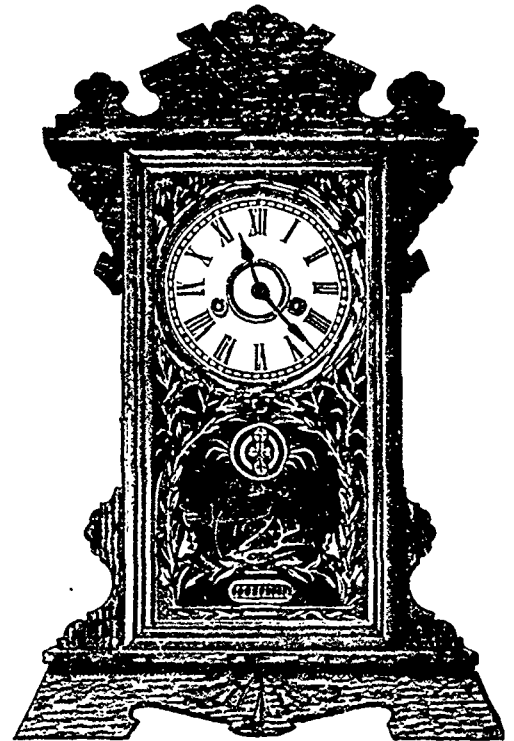


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WE DISTANCE ALL COMPETITION.



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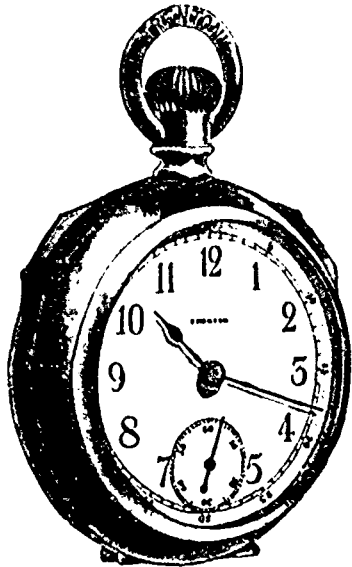


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AGENTS FOR CANADA : 'The Goldsmiths' Stock Company of Canada, Limited.

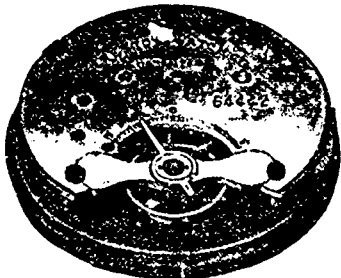


TRENTON COMPLETE WATCHES.



No. 40.

Bassine, Nickel Silver,
Double Joints & Thumb Pieces.



No. 20.



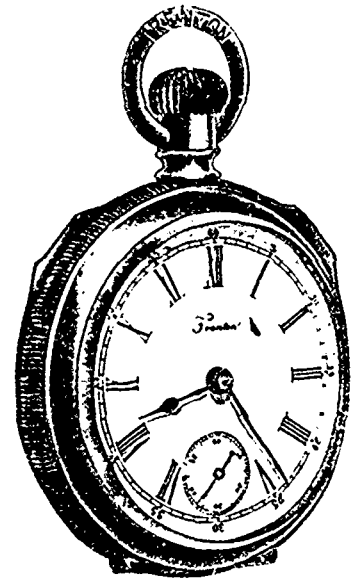
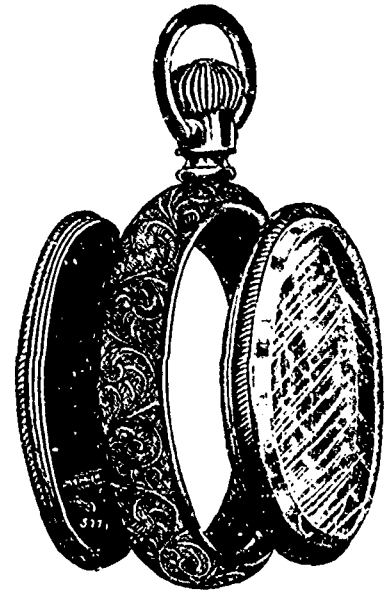
THE TRENTON

In New Screw Back
and Bezel,
Vermicelli Border
and Centre

*** COIN * SILVER * CASE ***

Is the
**LEADING LOW PRICED
WATCH**

For this Spring's Trade.



No. 25.

This Stem Winding Silver American Watch is a
marvel of cheapness. For a leader

AT TEN DOLLARS RETAIL

it is the best value in the world.

The Goldsmiths' Stock Company of Canada, Limited, Toronto.



PAILLARD NON-MAGNETIC WATCHES.



PAILLARD'S PATENT NON-MAGNETIC
COMPENSATION BALANCE AND HAIR SPRING



ON EXHIBITION at the New York Office of the Non-Magnetic Watch Co., is one of their Movements which passed through the great Seattle Fire.

While the Movement was, of course, rendered valueless as a time-piece by the fiery ordeal, it could not be bought from the Company at their highest list price, because of the proof it gives of the marvellous qualities of the balance and hair spring. They are perfectly bright and clean, showing no effects of heat or dampness.

The universal testimony regarding the Paillard Non-Magnetic Watch is that apart from being the only thoroughly reliable NON-MAGNETIC Watch in the market, it is at the same time the best value as a well-finished time-piece.





ENGRAVED BAND RINGS.



No. 1.



No. 2.



No. 3.



No. 4.

SELECTED PATTERNS.



No. 5.



No. 6.



No. 7.



No. 8.

PERFECTLY FINISHED.



No. 9.



No. 10.



No. 11.



No. 12.

STANDARD QUALITY.



No. 13.



No. 14.



No. 15.



No. 16.

WE SHOW ONE HUNDRED, DESIGNS.



No. 17.



No. 18.



No. 19.



No. 20.

WRITE FOR SAMPLES TO

The Goldsmiths' Stock Company of Canada, Limited.



TORONTO, ONT., MARCH, 1890

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in Jewelry, and kindred goods in the Dominion of Canada. Price to all others \$7.00 per annum, payable strictly in advance.

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

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

All business and other communications should be addressed to THE TRADER PUBLISHING CO., 67 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

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

EDITORIAL.

THE BUSINESS OUTLOOK.



THAT business has been more than usually dull throughout Canada during the months of January and February, is a fact that no truthful merchant can gainsay.

The reasons for it are probably three-fold, the open and exceedingly wet winter that we have had, owing to which our farmers could neither get their grain to market, nor our lumbermen get ahead with

their usual winter's saw-logging. The low price of barely has also been another and a very serious factor in assisting to keep business quiet, and last, but not perhaps by any means least, has been the visit of the epidemic known as *la grippe*, which struck the country at the commencement of the year. Whether or not these were the principal causes of the depression we cannot say with certainty, but they were no doubt considerable factors in it

Will this state of things continue for the balance of the year as many of our croakers predict? This is a question very hard to answer, and any answer from whatever source must be more or less a matter of guess work.

The prevailing idea amongst shrewd business and financial men, however, is, that the present depression will not be of long duration. The snow and hard frosty weather which we have enjoyed for the past three weeks have already done much to help the situation, and there is no doubt but that a great deal of money would be set in circulation, could the farmers succeed in getting the balance of their crops marketed.

While the business outlook is not of the brightest, still there

is not any cause for the panicky feeling that has seized some of our merchants. The situation wants caution on the part of the retail trade, and forbearance on that of our wholesale trade, and if these are exercised there is not much to fear.

LET THE SCOUNDRELS LOOK OUT.

The announcement that the Senate of the United States had ratified the Extradition Treaty, recently arranged by Sir Julian Pauncefote, the British Ambassador at Washington, and the Hon. James G. Blaine, United States Secretary of State, will no doubt be equally welcome to all honest citizens in both Great Britain and the United States.

That Canada was long ago fully ripe for some such treaty was amply evidenced by the practically unanimous manner in which both our Senate and House of Commons, last session, passed the Weldon Extradition Bill: a measure which although somewhat in advance of public opinion in both England and the United States, reflected the prevailing sentiments of the Canadian people on this very important question.

The scope of this new extradition treaty is so comprehensive, that it may be said practically to embrace all descriptions of rascality outside of political offences. In one respect only does it fail to go far enough, and that is in defining thoroughly what is a political crime. Without setting up for a prophet, we think we can predict that considerable divergence of opinion will manifest itself just as soon as a debatable case arises out of the agrarian and other outrages which are unfortunately so prevalent in Ireland during the present period of agitation and excitement.

While England is interested in having such a treaty, to Canada, lying as she does contiguous to the United States and divided from it for thousands of miles only by an imaginary line, it is almost a matter of necessity.

Hitherto we have given the United States the scoundrels of 5,000,000 of people, and received in return the dishonest and criminals which rise as a scum upon the 60,000,000 of the people which inhabit the country to the south of us.

If the proportion of criminals to honest and law abiding citizens were the same in both countries, this would practically mean that we get twelve scoundrels, while we send them only one in return, and as they are a class of emigrants that we have no desire to entertain, we hardly think the bargain a fair one for this country.

We have always advocated the giving up of all American scoundrels, whether the United States were willing to reciprocate in any such arrangement or not, for while they are badly wanted at home, their room is preferable to their company so far as Canada is concerned.

Canada has for years past been a favorite place of refuge for burglars and other law breakers from the United States, and many of the most daring robberies that have ever taken place in this country have, without doubt, been carried out by these gentry while sojourning with us in enforced exile. This extradition treaty will have a tendency to keep these gentlemen at home, or if their own country gets too hot for their comfort, they will in future be forced to seek some other country less



THE BIG SIX.

1 DAY.

∴

Clochette,
 Liris,
 Boreas, Nereid,
 Boniton,
 Bobolink.



8 DAY.

∴

Grayling,
 Rambler,
 Tomahawk, Shamrock,
 Nereid,
 Irex.

E. & A. GUNTHER

16 JORDAN STREET,

TORONTO.



willing to afford them immunity from the punishment of their crimes.

The United States has also long been a favorite hiding place for our own outlaws, who knew that once across the line they could snap their fingers at Canadian law and justice. For the sake of such people, or more properly speaking, for the sake of those whom they have swindled or victimized in other ways, we are sincerely thankful that this too convenient place of refuge will now be unable to afford them shelter.

The effect of this treaty should be a decided decrease of certain classes of crime, especially those in connection with commercial transactions. Many a man now a criminal and a fugitive from his native land would probably have never committed the crime for which he is outlawed, had he not known that in a few hours he could easily place himself beyond the reach of his own country's justice. We trust that it may be so at any rate.

CORRESPONDENCE.

PUT HIM ON THE LIST.

Editor TRADER—Sir:

HAVING been in the habit of reading THE TRADER I got from a friend of mine while in Aylmer, and having removed to Richmond and started business for myself, would be very much pleased to receive a copy in the future.

I remain yours,

Richmond, Feb., 1890.

W. H. SMITH.

WE SEND IT WITH PLEASURE.

Editor TRADER—Sir:

HAVING seen a copy of THE TRADER, and noticed that you send a copy free to every watch dealer in Canada, I take the liberty of asking you to remember me. By so doing you will confer a great favor on me.

Yours very truly,

W. W. NEILY.

North Kingston, N. S., Jan. 28, 1890.

EXPORTING A WATCH.

Editor TRADER—Sir:

I HAVE a watch I want to send to England. Can I send it, and how can I send it, and what will it cost me? Let me know through THE TRADER.

And oblige, yours truly,

ALFRED BUCKINGHAM.

Melbourne, Feb. 24, 1890.

Ans.—You can send your watch to England. The post-master or express agent in your town will give you a rate on it.
ED. TRADER.

A CURIOSITY.

Editor TRADER—Sir:

SINCE you are talking about botching, what do you think of this mainspring? Hang it up in your parlor or donate it to some museum. I took this out of an American movement that came in to have a balance staff. I have kept it, trying to find the maker, but have so far failed.

Yours truly,

S. EASTWOOD.

New Glasgow, N. S.

NOTE.—The mainspring in question is certainly a marvel in its way, and well calculated to adorn the museum of any horological antiquarian.—ED. TRADER.

"IMPROVER" ANSWERED.

Editor TRADER—Sir:

IN answer to "Improver," of Thorold, I would say "Napier and Watt," recommend plating the articles in strong nitric acid with some common salt sprinkled in it. No matter how theoretically right they may be, I would like to know how about the silver articles after being in strong nitric acid? "Gare" advises to heat the articles red hot, and plunge while hot in diluted sulphuric acid. Also, and certainly better still, if he has a battery of any kind suitable for plating, make a solution of one part cyanide potassium to ten of water, attach a platinum cathode and make the article he desires to strip the anode. If the article is plain, brush off with pumice stone and oil, and then with rotten stone and oil, and finish with rouge as usual: but for frosted or matted, or large hollow work, give me battery and cyanide solution. For safety, of course, he must take it out every little while, and brush it with some pulverized bath brick or pumice stone; if he leaves it in too long he will make a good silver plating bath of his solution. He must, of course, use some judgment in the matter.

I remain,

Yours respectfully,

Brantford, Feb. 7th. 1890

JUVENUS.

P. S.—If he has not got a battery, and the article is of some value, he had better leave it alone and send it to some practical man in Toronto.

OUR READERS THE BEST JUDGES.

Editor TRADER—Sir:

ON looking over the 1884 volume of an American trade journal, I read an editorial which spoke very disparagingly of a certain "Canadian trade journal," and its method of doing business, that is, by sending the paper free to the trade. The article further stated that advertisers were throwing their money away by advertising in such a paper, "as a paper that



SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

← **Artistic and Useful Hollow Ware.** →

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.



Every Piece is Stamped Thus.

TRADE MARK FOR



HOLLOW WARE.

Always Flat-Ware bears this Trade-Mark.

TRADE MARK FOR

W. ROGERS. ★

KNIVES, FORKS, SPOONS.

And is Fully Guaranteed.

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

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

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



could be gotten for nothing would not be preserved for future reference" Of course the "Canadian journal" referred to was THE TRADER. Those who have been receiving your paper will have noticed a decided change for the better in every volume, but probably they would be very much surprised (as I certainly was) at the wonderful improvement it has made, if they should take the trouble to compare any number of Volume I. or II. with any number of the present volume. I have made a comparative table of contents of Vol. IV., No. 10., with the latest number. If you think it would be of interest to your readers, I will send it to you for publication in your next issue.

Could you furnish me with a copy of Vol. I., No. 1, or any number of Vol. I.? I would like very much to get one.

Respectfully yours,

R. B. TAYLOR.

Grand Valley, Que., Feb. 14, 1890.

NOTE.—We should be pleased to publish any criticism our brother may send us regarding our journal, and shall be glad for any suggestions he or any one else may have to offer. We have no back numbers of THE TRADER for 1879, but if any of our readers have one that they can spare, we shall be glad if they will forward it to Mr. Taylor's address.—ED. TRADER.

"THE BOTCH."

Editor TRADER—Sir:

I hope the question "what shall we do with the botch?" has come to stay until such time, at any rate, as we have thrashed it out to a thoroughly satisfactory finish. To begin with, where do the botches come from? An answer to this question will be of use later on. I account for it to a certain extent in the following way: A man who has had no previous knowledge concludes he would like to go into the watch business. It strikes him that it is a nice, clean, easy business, with lots of money in it, and "goes into it." He gets hold of an old watch, and struggles with it till he gets it to pieces, *cleans* it, and gets it together again; if he succeeds without smashing everything all to pieces, he is elated accordingly. After he gets far enough advanced to designate certain parts of the watch "do go," "gudgeons," "cogs," etc., and to use soft solder liberally and often, he has great confidence in his ability to "fix a watch as good as the next one," and very shortly takes an apprentice to *learn him the business*. He starts him off at a dollar a week, and for the first six months keeps him busy cleaning windows, a clock occasionally, and mending brooches, etc. He then "advances" him to watches, and at the end of another six months the apprentice knows as much about fixing watches as his master, and, realizing the fact, gets dissatisfied. Thinks that as he does nearly all the work, and only gets a dollar a week, he might as well be a "journeyman," and get \$5 or \$6. He answers the first advertisement he sees for a "first-class watchmaker," and gets the job at \$6 per week and thinks he is in great luck. So he is! but the watches he will handle ain't. The next question is how does he manage to get the situation and keep it? Simply because his new employer knows as little or less than the other, and probably does not know one part of a watch from another, therefore does not appreciate or under-

stand the difficulties to be overcome and the great amount of time and study required before a man is competent to be entrusted with the repairing of watches; and being anxious to make as much money as possible out of his business, will advisedly engage the cheapest applicant for the position and pays him perhaps \$6 a week, when as a matter of fact he is worth less than nothing. His employer sooner or later finds this out, but without looking into the matter in an intelligent manner attributes the want of success to any but the real cause, and proceeds to "load up" again with another man at the same figure and corresponding qualifications. I think these reasons given will partially account for the large number of incompetent workmen extant, and I also think that there are a great many such who are thoroughly cognizant of the fact, and would, if the opportunity offered, be only too glad to avail themselves of it to improve themselves in their business. I think a good horological school properly conducted would do more to elevate the standard of workmanship and wages of practical watchmakers than anything else, and it seems to me that the solution of the difficulty lies entirely in the hands of the practical watchmaker, and providing that we as a class take sufficient interest in our business and welfare to agitate this matter, it will be for our own benefit and profit. Therefore, I say let every one interested state his views on the matter, in a clear, concise manner and the result will not be *nil*.

ONE WHO HAS BEEN THROUGH THE MILL.

THE "BOTCH" QUESTION SETTLED.

Editor TRADER—Sir:



YOUR short article on the "Botch" question in the February TRADER is provocative of scarcely more than a passing thought. You have no doubt good reasons for not *leading* this discussion, though to me the question seems to be one of more than "retail" interest. On the skill and capacity of watch repairers really rests the foundation of success of nine-tenths of our jewelry establishments. It cannot therefore but be the duty of everyone interested in the trade to lend a helping hand in the furtherance of any scheme having for its object the perfecting of that skill.

There has always appeared to me to be a peculiar want of unanimity amongst the retail watchmakers of Canada, in which respect they are far behind their brother tradesmen—the druggists. Even the booksellers and stationers, whose trade calls for but little technical education, have their central and local associations, and not, too, without decided benefit to their members.

Was it jealousy, or want of purpose, or lack of leadership that allowed the Toronto Retail Jewelers' Association to die such an early and unnatural death? Or was it not that the members needed some sort of fountain head from which a constant stream of refreshing waters could be poured forth to the real benefit of those coming to it to satisfy their natural thirst?

Does it not appear to you that this fountain head is only



STICK TO YOUR GUNS!

FRIENDSHIP.

PUSH.

WE have taken the opportunity during this month to run over the Western Territory and see our customers and the trade generally, as we believed that it would well repay our trouble, if only to see the different Jewelers and their way of conducting their business, and we take this opportunity of **Thanking them one and all for the uniform courtesy and kindness that we met with.** At the same time it was with considerable regret that we noticed an almost **universal wail**, and the often expressed wish to throw the whole business up, hence our note of warning as above, **Stick to your business, don't despair.** Rest assured that if business is bad with you, it is a great deal worse with the dry goods and other businesses, and they have not any repairs to fall back upon as you have. As one of our travellers once remarked, "If there are ten men ahead of me, there are twenty behind." So it is with you. **Business must be better very shortly, so never give up.** Do your best. Love your neighbor (that is your jobber), pay your notes as soon as you can; if you cannot at maturity, keep a clear head, a good heart (that is half the battle), and you will very soon see that we are no **False Prophets**, and that this stagnation will soon pass away, and then the Jewelers will have their innings, and "that million a year" will come to more than Thayer & Co. We have had our say, and hope it will tend to **brace some weary brother up; if only one, we will be well satisfied:** No use in our saying a word about our goods. You all know that we carry the finest line in the trade of **Jewelry, Watch Cases, and Movements,** and that **Our goods are all new and fresh.**

THAYER & CO.,

3 WELLINGTON EAST, · TORONTO.

SQUARE DEALING.

GOOD VALUES.



to be found in some such permanent institution as a Horological College? Does it not also seem quite feasible to start an institution of this kind in Toronto with but little trouble and less capital? Does there not, furthermore, loom up in that fertile imagination of yours, at no distant date, a handsome building with a capable staff of professors, teaching both the young and the partially skilled all the latest inventions relating not merely to the intricacies of watch making, but of jewelry manufacturing, silver plating, &c.?

Now what are the proper steps to be taken in the furtherance of this plan?

1. Let a meeting be called—and you are undoubtedly the one upon whom devolves that duty—of all wholesalers and retailers interested. (If there be any difficulty in obtaining a room for this purpose, the company of which I am a member will gladly supply one).

2. Let the whole subject be thoroughly discussed as to the objects, possible attainments, resources of income, &c.

3. Let a small committee of practical, energetic men be appointed with all requisite powers—not to report at some future date as to the feasibility of the plan, but to really put all the necessary machinery into operation at the earliest possible date.

There is but little doubt but that the Ontario Government, if approached in a confident and business-like manner, would grant a yearly subsidy to an institution so thoroughly educative as this would be, and one so intimately in keeping with the plans for industrial learning initiated last winter by the Hon. Mr. Ross. As additional sources of revenue, the College could charge moderate fees for tuition, and might reasonably expect a small yearly contribution from every member of the craft in Canada, in return for which they could distribute amongst them perhaps through the medium of THE TRADER

valuable information, such as you regularly publish under the heading of "Practical Hints on Watchmaking," by "Excelsior." Small though the sum might be to each watchmaker, the aggregate would no doubt be sufficient to pay a handsome salary to a professor. Then, again, those members of the trade who are unable from want of time or lack of experience to repair their customers' watches, could send them to the college for that purpose, and thus give the students material to work upon (under proper guidance, of course) and afford the college a fairly remunerative means of self-support.

The standard of the Degree would have to be maintained from the start, and if it were deemed advantageous to do so, a request for affiliation could be made to the Provincial University, so that B. H. or M. H. would really signify something more than a few hours blacksmithing at the pinions of a Waterbury or the re-soldering of the hammer of an Ansonia alarm.

Now, Mr. Editor, shew yourself to be what I believe you always have been, the Jeweler's friend, ACT in this matter.

It is needless to say that prompt action is required, ere the Ontario Legislature prorogues.

Yours very truly,

H. K. S. HEMMING.

Toronto, 18th February, 1890.

WHAT SHALL WE DO WITH THE BOTCH?

A SUGGESTION.



Editor TRADER—Sir:

WHAT shall we do with the botch? is beyond all doubt a vexatious query, and after reading Mr. Moffat's communication I have come to the conclusion that it would be advisable to continually agitate the subject until some one or several of us can solve the problem in a practical manner.

Mr. Moffat suggests a reform by Government or horological schools, both of which proposed remedies would prove ineffective. Government interference is entirely out of the question, and as for horological schools, the question arises, would the botch attend them? As a rule the botch is a man who imagines he knows it all, and depends entirely upon what "practice" he obtains in ruining good watches at the expense of the owner, in obtaining his "experience." As a botch said to me some time ago, and, by the way, he has spent about fifteen years obtaining his "experience," "*Practice is what's wanted, never mind the theory, there isn't any such thing as theory in repairing watches. Take 'em in, make 'em go, get your money, and the quicker you do 'em the more you'll make.*"

The above is a sample of the average botch, and in my estimation that class is beyond redemption.

Aside from the above argument, the great majority of botches are poor, and in many instances have families to care for, and the cost of such a course would deter them, even if they had the desire to attend a horological school. The average rate of compensation also tends to create an obstacle, as there are few who deem it worth while to spend so much time and money to obtain a practical knowledge of the trade, invest no inconsiderable amount in tools and then settle down to work for ten or twelve dollars per week.

The only effect a horological school would have would be to educate the younger members of the craft who possess or could obtain the means, and who really had a laudable desire to improve themselves in regard to proficiency. Such boys will get along, horological school or not, just the same as the proficient workman of to-day, provided of course they have the adaptability, push and energy.

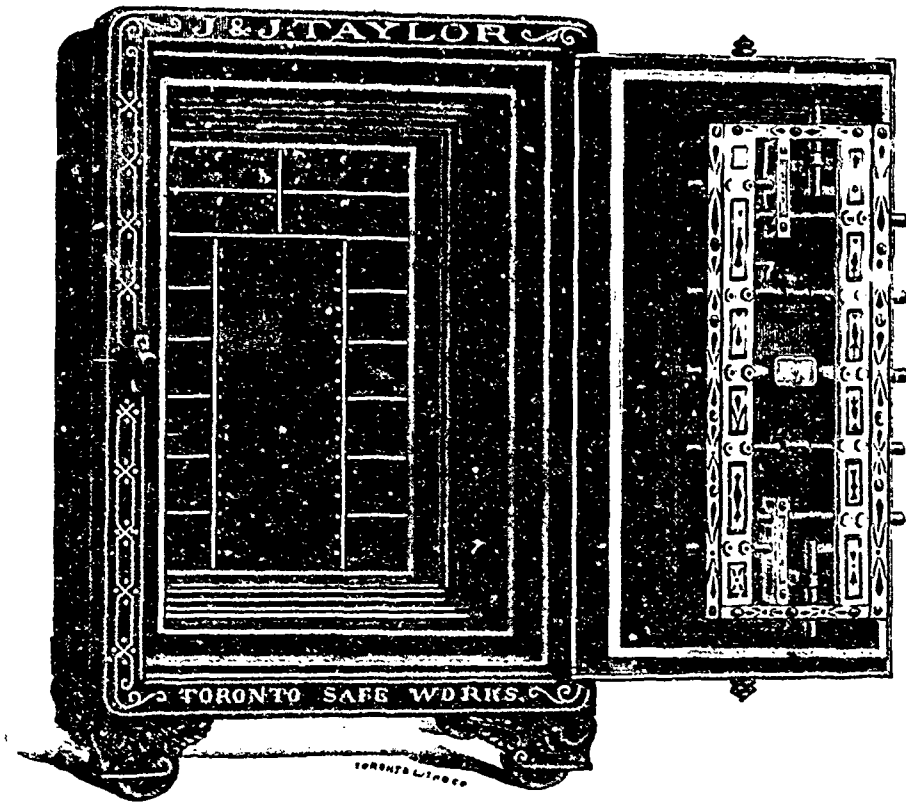
There might perhaps be a comparative few of the older members of the craft who could afford to leave the bench or business, and sacrifice salary or business interests for a few months, who would take advantage of the opportunity to improve themselves, but, as I said before, the confirmed botch, never.

The only plan which has suggested itself to me is the formation of an association, composed of workmen who can prove their ability and proficiency by a practical examination or specimen work, and who will pledge themselves to better the trade by adopting certain measures recommended by the officers or directors of the proposed association, to abolish the botch. A certificate of membership could be granted, certifying that the person to whom it was issued is thoroughly competent to perform the work he publicly declares himself capable of performing, viz, the repairing of watches in a practical manner. Such a certificate would, I believe, be of as much value as a diploma



SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S
NEW STYLE
JEWELERS' SAFE,



DOUBLE TONGUE AND GROOVE
FIRE-PROOF DOORS.

J. & J. TAYLOR, TORONTO SAFE WORKS.

IN ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jeweler use, combining the advantages of first class

FINE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

THE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle. For the above improvements is also added our new patent

DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and **PATENTED BY US JANUARY 14TH, 1886.** This door is fitted with a **TONGUE**, made of wrought iron, corresponding with and locking into a **GROOVE**, made of same material, on the door frame. To each of these is connected a **SECOND TONGUE**, and **GROOVE**, made of thin galvanized steel, which is filled with non-conducting material thus making

TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

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every chain made by us.

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Rolled Plate Chain in the mar-
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dozen of our "B" Chains through
any jobber you deal with, and
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LETTER **B** FOR ROLLED PLATE CHAINS
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9 K. CHILDREN'S RINGS
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IN ALL STYLES.



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15 K. Plain Gem Rings
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ANY LINE OF **RINGS** MADE TO ORDER
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15 K. and 9 K. Gold Alberts in all Patterns a Specialty.



granted by a horological school, and would accomplish much in convincing the public that the holder was worthy of all confidence and thoroughly competent to perform the work required. The formation of such an association presents many difficulties, but the same may be said of nine tenths of such similar associations. If entered into by the general trade, it would, beyond all doubt, be of great benefit. In such an association, proprietors and journeymen would meet on an equal footing, and much benefit be derived therefrom, not to mention the advantage to employers in obtaining good workmen, and to workmen in securing good situations when desired. It would be of incalculable benefit to those desirous of obtaining light on certain subjects relating to the trade. Important subjects might be discussed as they were presented or became necessary, and it might be made an admirable medium for the exchange of ideas. In fact, its benefits and value to the trade could not be over-estimated. Surely there are enough good workmen in Canada to make their presence felt, even though they might not be in the majority at first. Time would accomplish much, and the membership would gradually increase as the benefits of becoming a member were perceived, and in the end the abolition of the botch would be an accomplished fact.

A beginning should be made some time, and why not at once. It is the first "few" in every association who do all the preliminary work, and in time its advantages are perceived, and then the association becomes an accomplished fact. Who and how many are there in the trade who will respond to this appeal?

THE TRADER, I feel assured, will be the willing organ of the proposed association. It must be borne in mind that nothing, absolutely nothing, can be accomplished by any individual effort. Organization is the only remedy. Drop THE TRADER a card, expressing your views in the matter, and be one of the "few" who will perhaps say with pride, at some future day, I am one of the original members of "The Canadian Practical Watchmakers' Association."

Let us hear from you early.

C. E. B.

NOTE.—In reference to the practical suggestion made in the above communication, we may say that if any such association is organized by the practical watchmakers of Canada, THE TRADER will be only too glad to give them all the space they require in the furtherance of the very desirable object they have in view.—ED. TRADER.

MODERN WATCH REPAIRING IN A MODERN WORKSHOP.

BY E. BEETON, TORONTO.

I received the following letter, which explains itself, and I might say that whenever any member of the trade desires to be advised on any subject pertaining to watches, I will be pleased to answer him to the best of my ability through the columns of THE TRADER.

GRAND VALLEY, Jan. 23rd, 1890

MR F BEETON,

DEAR SIR.—Would you kindly write an article on "Pivoting with a Bow Lathe," and one on "Making a Balance Staff with the Bow

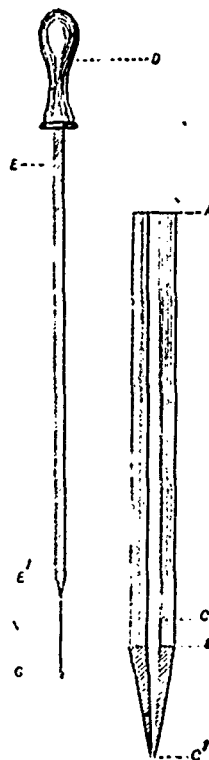
Lathe," for THE TRADER as soon as possible. I understand that you are willing to write on any subject that would be of interest to the trade, and I think both of these would be very acceptable to the large number of watchmakers who do not possess a foot lathe.

Hoping to see the above subjects discussed in THE TRADER at an early date, I remain,

Yours, etc.,

R. B. TAYLOR.

PIVOTING IN THE BOW LATHE.—It is necessary to have a first-class set of pivoting centres before attempting to do a good pivoting job, and I think it will pay one to make a complete set notwithstanding it is rather a slow job. I made myself a set about fourteen years ago, and used them continually up to the time I commenced using the American lathe, and I never had any cause to regret the time spent in making them. I will proceed to describe the making, and have had an electro made which will assist in the explanation.



To begin with, get, if possible, some brass bush wire that will fit in the lathe as perfectly as the steel centres do, or it will be better still to get some a little large, as the wire can easily be turned to fit, and be made perfectly true with the hole should it be any out. If not possible to get bush wire, take either the brass centres which usually accompany the bow lathe, or else get some good, straight brass wire about $\frac{3}{16}$ of an inch in diameter, providing your lathe centre measures $\frac{1}{16}$ of an inch, which mine does, cut it off into lengths of $2\frac{1}{2}$ inches each. I will explain the diagram before going further.

The part from A to B is the brass wire centre drilled as shown; from B to C is a steel plug drilled as shown, and having a shoulder that fits in the hole in the brass wire up as far as C, where the dotted line designates it. The handle D is of brass, and E E' is of steel fitted into D at E, and drilled at E' to receive drill G. E E' is Stubb's Standard wire, and can always be obtained in most hardware stores.

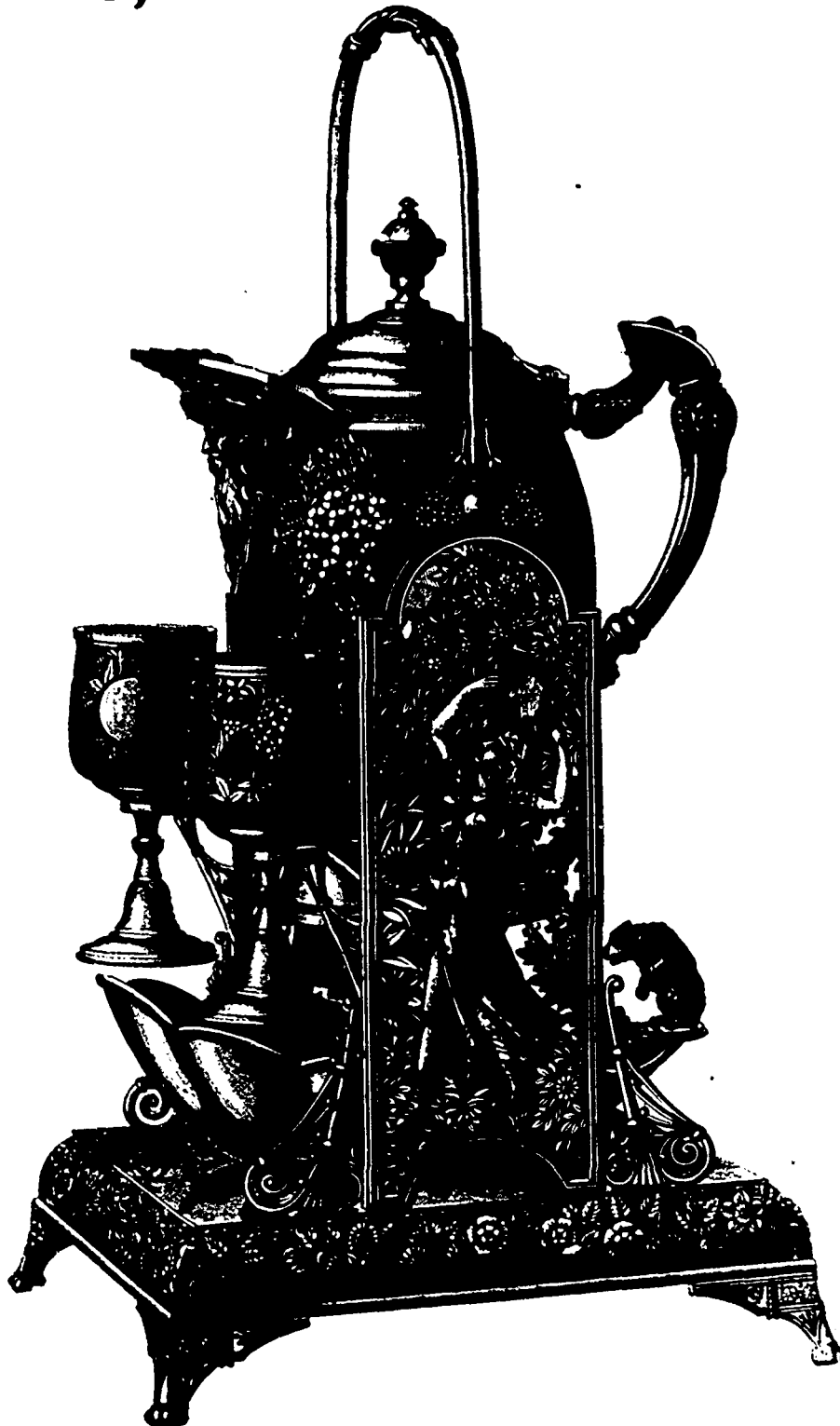
It will be necessary to get some of this wire in the first place, as the hole in A B is made to fit E E', freely, but without appreciable side shake. Now to make the tool, accurately centre the brass wire, and drill the hole same size as E E', then take a piece of Stubb's steel wire about $\frac{1}{2}$ inch long and same thickness as the brass wire, and drill it about $\frac{1}{3}$ of its length with the one drill, then use a smaller one for a short distance, and then a smaller still for an equal distance, and then a final one smaller yet for the balance.

It will be necessary to have three sets of drills for the different sizes of pivot centres; one being arranged to receive centre 3rd and 4th pinion shoulders, another for small 4th and large scape pinion shoulders, and the third for ordinary scape, pallet and balance staff shoulders. It will be better to make the largest one first in getting your hand in. After having drilled this steel plug, attach a large screw collet to it, and put it in lathe on two male centres, and turn the shoulder to accurately fit in the brass wire, then drive it in place in the



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FINEST QUALITY
ARTISTIC, GOLD & SILVER PLATE.



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For Hollow Ware

TRADE MARK

1047, ROGERS BROS., II
OR
1047, ROGERS BROS., XII.

For Genuine Rogers Goods.

NO. 85. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories: Meriden, Conn., U. S., and Hamilton, Ont., Canada.

brass wire, and, if necessary, or if there is any doubt about it remaining permanently, solder it. Sometimes a thread is cut on the smaller end of the steel plug and screwed into the brass wire, but it is not necessary, for if pains are taken to get a good fit, no fear need be entertained of its coming out.

Next fit the screw collet on the brass wire at about the centre of it, and revolving the entire tool on male centres, as previously done with the steel plug alone, turn the brass wire to tightly fit the lathe, being very careful to have it the same size throughout its length, and turn the steel plug cone shaped, as shown in diagram, smooth the tool off with emery buffs, polish the brass part with rotten stone and rouge in a leather buff, and the steel plug with oil stone dust, and diamantine with soft steel and bell metal polisher.

The mouth of the steel plug at *C* is countersunk to receive the shoulder of the pinion, and polished out nicely with oil stone dust and diamantine, using the end of a piece of steel, and brass wire turned or filed to fit in the countersunk mouth. Now harden the end of the steel plug by holding the tool in a pair of tongs and blowing the flame direct on the end, and plunge it endwise into water, and then polish it again, and draw the temper to a deep straw color, and polish finally. One object in having the hole in the plug gradually smaller is so that should the drill get broken in the tool it can easily be driven out, the hole being larger directly back of the drill.

The handle does not need any further explanation; a glance at the diagram will be sufficient. The drill must accurately fit the hole in the steel plug at the mouth, so that a perfect centre will be struck when drilling the pinion.

To use the tool, place the pivot centre in one head, and a female centre in the other, and if it is a staff or fine pinion in head, the female centre must be arranged similar to the steel plug, that is, have countersunk mouth with hole drilled back of it, so that the shoulder will bear the pressure and not the pivot; revolve the pinion or staff between these centres, and inserting the drill in the pivot centre, slowly revolve it by hand in the opposite direction, pressing it at the same time against the shoulder to be drilled, and taking it out occasionally to clean off the cuttings. I might mention that the face of the pinion shoulder or broken staff must be smoothed flat, because if left as broken the rough centre would break the drill. If the tool is properly made, and the drill fits as directed, it will be impossible to drill the hole off the centre, and therefore a perfect job is assured.

After the hole is drilled to a sufficient depth, take a needle, draw the temper to a deep blue color, file it without any appreciable taper to fit the hole, drive it partly in, cut off with sharp pair cutting pliers, square the end off with oil stone slip, and carefully tap it home with the hammer; then insert in the Jacot lathe, and while revolving the pinion with one hand, hold a pivot file against the new end of the new pivot and taper it off to a point, so that it can be inserted in a female centre in the lathe. then place in lathe and see if the pinion revolves truly, and if not see which part is *high*, and *draw* it true by filing carefully by hand the opposite side of the new tapered plug. When accurately trued, proceed to turn and polish the pivot in the ordinary manner. The pinion at first may not revolve truly, not because the hole drilled was not in the centre, but because the tapering of the end of the new plug

may not have been done truly. The female centre that the new pivot is inserted in must be very fine at the end, with a very small hole in it so that you can get at the pivot properly to turn it to size; when slightly larger than the correct size insert in Jacot lathe, and finish with steel pivot polisher; grind with dry emery powder on a smooth iron or brass plate, or else grind and polish the pivot right in the bow lathe, resting the pivot to be polished in a groove in the centre. Such centres always accompany the lathe, and have a screw head just back of the groove to rest the polisher on. If done this way, which is the better because the shoulder can be left more perfect, soft steel and bell metal polishers are used similar to the ones described in my article on "Making and Fitting the Balance Staff," only in the case of the bow lathe the work is under the polisher instead of above it.

As regards fitting staffs in the bow lathe, it is done practically in the same manner as described for the American lathe, excepting that the staff is revolved by a bow between two female centres, and the pivots are polished either in the Jacot tool, or in the bow lathe itself as described above.

I trust I have made myself thoroughly understood in this article, and if not let me know and I will attend to it.

AN ENORMOUS YARN FROM THE LAND OF CAT'S-EYES.



CORRESPONDENT of a Ceylon paper writes: "I was talking to a well-known gemmer who hails from the other side of Gal! and he says that he has seen the large cat's-eye, the finding of which was recently recorded. It is the finest stone he has ever seen, and he doubts if a better one has been discovered anywhere. It weighs 6 pounds and 6 rupees, and is of about the size of a 7 pound weight. The finder, he gave me to understand, is a Moorman, who for a very long time found his digging very unprofitable; but at length his perseverance was rewarded by the finding of a cat's-eye which realized over £1,000 sterling. Shortly after this he discovered another which brought him in over £2,000, and then he fished up the gigantic stone about which so much talk has been made. He has been offered £19,000 for it by a syndicate of Moormen, but he declines to part with it at that figure, saying that if he liked he could cut it up into about forty small pieces, and sell each piece for £1,000. A little time ago he found a larger cat's-eye than this one, but the ray was not so good, so that it is not so valuable."

Cat's-eyes which sell for from £40 to over £100 are often found, and a syndicate has been formed in Galle to carry out gemming operations there. The stones are all found on the wash soil at a depth of from 12 feet to 16 feet, and a license to gem can be obtained for only 8 shillings 10. The discovery of the mammoth stone has had the effect of causing a great number of Moormen to make their way to the place. They appear suddenly from behind a hedge, always with the same enquiry, namely: "Got any stones to sell?"—*Ex.*



GEO. CHILLAS

- IMPORTER OF -

WATCHES AND DIAMONDS



∴ NEW GOODS ∴

I would call the attention of the Trade to the following NEW LINES just received:

6 Size Crescent, Hunting, Pendant Set,

6 Size Silver Hunting, O. F. and Queen, Pendant Set

WITH THE WALTHAM P. S. MOVEMENTS.

16 SIZE O. F. PENDANT SET, RIVERSIDE, NICKEL

THIS IS THE MOST BEAUTIFUL MOVEMENT ON THE MARKET AND MAKES
A VERY THIN WATCH.

- MY STOCK IS COMPLETE IN -

WALTHAM MOVEMENTS AND SILVER CASES,
CRESCENT CASES, GOLD CASES, TORONTO SILVER CASES,
CHRONOGRAPHS, SPLIT SECONDS, REPEATERS,
DIAMONDS.

GEORGE CHILLAS,

18 MANNING ARCADE, - - TORONTO.

ALFRED EAVES.



We have much pleasure in presenting to our readers this month a portrait of Mr. Alfred Eaves, wholesale jeweler of Montreal, Que., who at the last annual meeting of the Canadian Jobbers' Association, had the honor of being elected as the President of that organization for the current year.

Mr. Eaves is one of the oldest wholesale jewelers now actively engaged in the Canadian trade, and is very highly respected by his fellow jobbers and the jewelry trade generally. He is a gentleman of undoubted integrity, and of more than average ability, and his present position as one of the leading wholesale jewelers in this country is due mainly to his own energy and business perspicacity. During the sixteen years Mr. Eaves has been engaged in the wholesale business, his record has been one of uninterrupted success, a success attained by hard and persevering labor, and a resolve to keep his firm's name untarnished by any connection with other than honest and honorable dealing.

The subject of this sketch was born in 1847, in the old town of Coventry, England, a town that in former years stood high in the watchmaking trade of Great Britain. He was the youngest son of the late William Eaves, a prominent watch manufacturer and alderman of that town, and in his boyhood days gained in his father's workshop an insight into the watch trade that has been of incalculable service to him in his subsequent career.

In the year 1864, Mr. Eaves decided to come to Canada to join his elder brother, William, who had some time previously established himself in the jewelry business in the City of Montreal, in which city he has ever since resided. For the first few years of his residence in Canada Mr. Eaves worked at the drug business, but he subsequently quit it in order to return to the trade of his youth.

In 1874 he commenced business in the jewelry line in partnership with his brother, Edmund Eaves, who died during December last year. This partnership continued until March, 1885, when it was dissolved, and Mr. Alfred Eaves opened up a wholesale and retail business on his own account, which he has successfully conducted ever since.

His establishment at number 1679 Notre Dame street is one of the largest and most perfectly equipped jewelry stores in Montreal, doing both a large wholesale and retail business, which has every season shewn a gratifying increase over previous years.

Mr. Eaves' wholesale trade is done principally with the retail jewelers of the Province of Quebec, although he has some trade in every one of the other provinces. He speaks the

French language like a native of *la belle France*, and it is probably in part owing to this, that he has succeeded in building up so large a trade in the province in which he is located.

Mr. Eaves has the reputation of a good buyer and a prompt payer, each of them very important factors in building up a permanent and paying business. In his wholesale department he deals exclusively with the legitimate jewelry trade, and does not attempt to cater in any way for the fancy goods or general store trade.

THE TRADER has no doubt from what it knows of him, that Mr. Eaves will, in the high position to which he has been elected, do honor to the Jobbers' Association and credit to himself, and we wish him a long and successful career.

ANNUAL MEETING OF THE CANADIAN JOBBERS' ASSOCIATION.

The Canadian Association of Jobbers in American Watches held its Fifth Annual Meeting on Thursday, the 30th January, in the Council Room of the Toronto Board of Trade. A preliminary meeting of the Directors was held in the morning, the reports of the financial and other officers being considered before presentation at the regular session.

The meeting was opened at 2 o'clock, the President, Mr. A. C. Anderson, in the chair. All the officers and a large number of members were present, and the proceedings generally were characterized by unanimity, although there was considerable discussion on some of the measures presented.

In his annual address, Mr. Anderson expressed regret for the circumstances which resulted in his choice as President, which was owing to the business complications and subsequent retirement of Mr.



MR. ALFRED EAVES.

John Segsworth from the office. He stated that the fifth year of the organization had passed without startling incident, complete harmony existing between the Canadian and American Associations. No charges had been preferred against any member. Two members had resigned and two firms had applied for membership. One of the latter had been accepted and the other had been rejected on account of lack of the proper qualifications. Two price lists had been issued. He advocated incorporating in the by-laws a provision for the equitable distribution of the estates of bankrupt debtors. He also suggested that the Association as a body should act in all cases of fraudulent insolvency and criminally prosecute each debtor who resorted to a fraudulent assignment. Mr. Anderson referred with considerable feeling to the death of Edmund Eaves and Alfred Schwob, and subsequently Mr. E. Scheuer moved that the Directors be instructed to draft and forward to the families of Edmund Eaves and



ORDER EARLY! 

The indications are that the demand for Plated Goods this Season will be greater than for the past five.

OUR NEW TILTER

No. 1103, List \$20.00, is the BEST VALUE in the Market.

OUR NEW TEA SET

No. 2005, List \$40.00, is without doubt the BEST SET yet offered the Canadian Trade.

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PHOTOGRAPHS OF NEW GOODS

ORIGINAL IN DESIGN AND LOW LIST.

NO OLD STYLES. NO REFUSE OF U.S. FACTORIES.

EVERYTHING ARTISTIC.

GUARANTEED AND SALEABLE.

THE ACME SILVER CO'Y

TORONTO.



Alfred Schwob resolutions of condolence suitably egressed, which resolution was carried unanimously

The Treasurer reported a gratifying condition of the finances and his report was accepted by the Association.

The following resolution was submitted :

Resolved, That it be an instruction to the Secretary that the enforcement of Section 5, Article X, of the By-Laws, be suspended for one year. The Section referred to reads as follows :

SEC. 5. The Members of this Association agree to purchase during one year to the amount of \$10,000 net of combination goods. Members not purchasing this amount shall not be sold direct by manufacturers, but shall have the right to buy of Canadian Association jobbers at an advance of not less than 5 per cent.

The resolution was adopted. It was proposed to repeal Section 6 of the By-Laws, which reads as follows :

SECTION 6. The Members of this Association purchasing less than \$5,000 worth of combination goods per annum shall, at the expiration of the year, be removed from the Association list of jobbers.

After some discussion it was decided that the Section shall be retained in the By-Laws.

The following resolution was adopted :

Resolved, That it is deemed expedient that gold cases shall be in the combination and the Executive have power to wait upon manufacturers and arrange for the same, and, unless consummated, no list of gold cases is to be included in the Association Price List in future.

The election of Directors resulted in the choice of Alfred Eaves, Montreal; M. C. Ellis and Edmund Scheuer, Toronto; Abraham Levy, Hamilton, and M. Schwob, Montreal. At a subsequent meeting of the Directors, Alfred Eaves was chosen President, M. C. Ellis, Vice-President, and E. Scheuer, Treasurer, for the current year.



JOBBER'S ASSOCIATION BANQUET.

The Third Annual Banquet of the Canadian Association of Jobbers in American Watches was held at café McConkey in this city, on Thursday evening, January 28th, and was an unqualified success in every way.

The banquet room was brilliantly lighted and tastefully decorated: the menu was McConkey's very best, which is equivalent to saying that it couldn't be surpassed anywhere on this continent; the music furnished by the Royal Italian Orchestra—perfection; while to cap the climax, the tables

were surrounded with a gathering of gentlemen that for intelligence and gentlemanly deportment would be hard to equal elsewhere.

The Chair was acceptably occupied by Mr. A. C. Anderson, the retiring President of the Association, who was supported on his immediate right and left by E. J. Scofield of the Elgin Watch Co., and A. R. Harmon of the Waltham Watch Co. The other guests were: John L. Shepherd, Keystone Watch Co.; W. K. McNaught, American Watch Case Co.; C. H. A. Grant, Montreal Watch Case Co.; F. Taggart, Toronto Watch Case Co.; Louis Davis, of L. Davis & Co.; J. C. Copp, Toronto Silver Plate Co.; A. J. Parker, Acme Silver Company; W. G. A. Hemming, Hemming Bros. Co., and James Ryrie, Secretary Jewelers' Protective League.

The following well-known jobbers and their friends were also present: John H. Jones, T. H. Lee, Alf Eaves, H. H. Fudger, M. C. Ellis, E. Scheuer, H. W. Patterson, G. Chillias, A. Levy, W. E. Boyd, H. Ellis, S. Lee, Chas. Ellis, C. Segsworth, John J. F. Houghton, and E. A. Wills, Secretary of the Association.

After those present had done ample justice to the good things provided by "mine host" McConkey, Chairman Anderson called them to order, and prefaced the toast list with the following remarks:

Gentlemen,—When I look around this festive board and see the faces of such distinguished guests and representative men of the watch and jewelry business, I feel proud that to my lot has fallen the pleasure of extending to them a most hearty and cordial welcome to this our third annual banquet. We have assembled here after the labor and heat of the day (or rather year), to celebrate the fifth birthday of our Association by having a convivial re-union and social intercourse, which I trust we will ever look back to with the most pleasant recollections. Since the inauguration of an annual banquet two years ago, the reserve which hitherto existed between some of our members, and which sometimes crops up between opposition dealers, seems to have melted away, whether it was the effect of the flowing wine or the flowing eloquence that opened our hearts, I cannot say; but one thing I do know, and I think we have all come to the same conclusion, especially at this time of the year, and that is that the jobbers are a lot of jolly good fellows.

The first toast on the list is one which is honored wherever the English language is spoken, and nowhere more honestly than in our own Canada. Without further preface then, gentlemen, I ask you all to drink to the health of "*The Queen*," with a heartiness appropriate to her loyal subjects.

The toast was received with enthusiasm, those present singing "God save the Queen."

"*The President of the United States*" was next proposed by the Chair, and toasted in an exceedingly hearty manner to the strains of "Yankee Doodle."

In proposing the toast of *Our Guests*, coupled with the names of Messrs. Scofield, Harmon and Shepherd, the Chairman said:—

I am sure that it does not require any remarks from me for you to do full justice to this toast. Sufficient to say that these are the wise men from the East, and one of them is a Shepherd. I do not know if he ever fed his flocks, but perhaps he will tell us he usually does so with "Boss" cases.



Looking Backward,

in 1909, the Trade will appreciate, more than ever, the mutual advantage of having handled first class Gold Filled Watch Cases

It is one thing to guarantee Cases for a score of years; it is another thing to manufacture, only such goods as render recourse to this guarantee unnecessary.

Crescent Cases are warranted to wear for twenty (20) years as a matter of principle, not of policy; and time demonstrates their unequalled durability.



The toast was enthusiastically received with "they are jolly good fellows."

Mr. E. J. Scofield in responding said, Mr. Chairman and gentlemen, I have to thank you on behalf of the Company I represent for the honor you have conferred upon me in associating my name with the toast you have just drank. When I received your kind invitation to attend your third annual banquet, and nothing was said about making a speech, I felt very happy, for if there is anything I dodge whenever I get the chance, it is the making of an after dinner speech. My friend, Mr. Shepherd, has prepared an oration that will, I think, amply compensate for any lack in my reply, and I am sure you will be as pleased as I am to have him present to do the main share of replying to this toast to-night. Before I sit down, however, I cannot refrain from expressing to you the pleasure it affords me to be present with you to-night, and to mingle with such a representative gathering of the Canadian jewelry business as are present at this time. So far as the Elgin Watch Company is concerned, they have always been of the opinion that the jobber is the proper channel through which to market their goods, and by no voluntary act on their part will they seek to change the relations which have so long and so pleasantly existed between the jobbing trade and themselves. They recognize in your Association a means of putting the American watch trade upon a fair and honest footing, and shall in the future, as in the past, do what they can to help it along by fair and honorable dealing and by a faithful observance of all agreements entered into by them. Gentlemen, again I thank you for the honor you have done me, and I wish your Association a long and prosperous career.

Mr. A. R. Harmon said, Mr. Chairman and gentlemen, I am not a public speaker and I do not make any pretensions whatever to oratory. It gives me pleasure, however, to say that I feel it an honor to be present with you to-night, and to have my name and that of the Waltham Watch Company connected with the toast of "Your Guests." While I have not yet lived long enough in Canada to feel like becoming a British subject and taking the oath of allegiance to your honored Queen, I have still been with you quite long enough to learn that the Canadian Jobbers' Association embraces within it many gentlemen of high business capacity and undoubted honor. The relations between our Company and your Association have always hitherto been of the most pleasant character, and I have no doubt that they will long continue to go on in that way. On behalf of the Waltham Watch Company, I thank you for your kind treatment and courteous reception of myself as their Canadian representative.

Mr. John L. Shepherd spoke as follows:—Mr. Chairman and gentlemen, when I first had an intimation that I would be expected to contribute my quota to this evening's entertainment in the shape of a speech in reply to the toast of "Our Guests," I felt very much depressed about it, for you know I am not like my friends Scofield and Harmon, a regular born orator. However, I made up my mind to do the best I could under the circumstances, and then a happy inspiration struck me. Hastily slipping around the corner to the office of my friend, Chauncy Depew, I said to him "Chauncy, I'm in a hole, I've got to make a speech up at Toronto at the dinner given by the Canadian Watch Jobbers, and I thought that if

you could let me have a few of the old stories you have quit using I could work them off all right on those Canadians." "My dear Shep," says he, "I am awfully sorry you didn't call around sooner, and I would have been glad to have obliged you, but the truth is I am cleaned right out. You see there was a dinner last week of the American Watch Jobbers and Manufacturers, and I supplied about a dozen of those fellows with new jokes for their speeches, in fact the demand was so brisk that they used up every thing I had except a job lot of old ones that I hardly dared to offer them, but I can't even let you have this job lot, for not over an hour ago a chap by the name of Scofield came in and I worked off the whole lot on him by giving him a little extra discount." So now you see, gentlemen, how it is that I am in such an embarrassing position to-night. To add to my misfortune the last literary prop has been taken away from me by a bet having been made between two of my friends that I could not make a speech to-night without somehow or other ringing in a free advertisement for the "Boss" case. Now, gentlemen, I am free to tell you that I consider any speech from me without any mention of the "Boss" case, which I so unworthily represent, as being pretty much like the play of Hamlet with Hamlet himself left out, and you will therefore see that if I am to be debarred from dilating upon the many virtues of the "Boss" case, I shall not have anything left to talk about. And my position just now just reminds me of an incident that occurred in England when I was doing missionary work amongst the benighted citizens of that country, and trying to get them to understand and appreciate the many good points of the "Boss" case. It was in the town of Newcastle-on-Tyne that I had been showing a retail jeweler my samples of filled cases, and explaining to him in my humble way why a filled case was better and would wear longer than any solid gold case. Well, this sturdy Britisher listened to all I had to say and never interrupted me by as much as a word until both my talk and my breath were exhausted, and then he quietly said, "Ah, yes, your case is very nice, but (referring to the want of the Goldsmiths' Hall stamp), where's the 'Lion' in it." Well I thought I would try a specimen of American wit on him and see if he could see the point, so I says to him, "Say, what's the matter with your doing the lying for the case yourself." He gave one stare at me through his eye-glass, and then turned sorrowfully to his work bench to wrestle with my conundrum and find out where the joke came in. I left him to his meditations and I cannot tell you whether or not to this day he has ever found the point of my joke. I cannot sit down without saying how pleased I am to be present with you this evening, and I trust we may have many more such pleasant re-unions. Of the jobbers I have but one complaint to make, and that is that they make a mistake in always looking out for cheaper goods. Cheap goods are the curse of the jewelry trade, for cheapness and quality find it very hard to continue long in partnership, quality must very soon lag on the way, and low price, which is an equivalent of snide goods, be left to continue its way alone. With this exception, I have always found the jobbers both in Canada and my own country, good fellows in every way, and I trust that our good fellowship may long continue. Gentlemen, before I take my seat, I must crave your indulgence for a departure from the order of the programme, but since we entered this room I have received a



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WATCH COMPANY



telegram from home stating that our friend, Mr. E. J. Schofield, of the Elgin Watch Co., who is present with us to-night, has to-day been unanimously elected as President of the New York Jewelers' Board of Trade. I would, therefore, with the permission of the Chair, ask you to join with me in drinking to his health and prosperity. This was done with great heartiness.

The Chairman then proposed the next toast of our "*Manufacturing Interests*," coupling with it the names of C. H. A. Grant, Jno. C. Copp, L. Davis, A. J. Parker, and W. G. A. Hemming.

In response, Mr. C. H. A. Grant, said:—Mr. Chairman and gentlemen, I really fail to see why I should have been particularly selected to attack so important a toast as that of the manufacturers. More especially after the eloquent remarks of the gentleman who has just spoken. The subject is one really so vast, and has so many conflicting interests to be dealt with, that I feel somewhat inadequate to cope with it. There, however, cannot be a dissenting voice to the fact that the policy which has been inaugurated by the present government has placed our various industries in a position to compete successfully with our friends and competitors across the border,—and to a great extent with those large centres in Europe, in which the trade that we are more directly interested in, have obtained and do obtain to-day a portion of their supplies. With increased prosperity and population, these industries are being placed in a condition to cheapen the cost of these products, but we must not lose sight of the fact that some of us are manufacturing and dealing in articles that are not absolute necessities of life,—therefore those engaged in such businesses had better seek for development gradually than bring too great a pressure to bear to increase their capacity. Such a course frequently leads to a demoralization of prices, which must be avoided. We are frequently told what a good thing it would be for Canada were she to have Commercial Union or Annexation to the United States. Without any disparagement to our good American friends, I maintain that such a course would mean ruination to our young manufacturing industries. The only thing to build them up is protection and more of it. Our neighbors can find no fault with this, as it is their own medicine. But beside protection, unity of feeling between the jobber and the manufacturer is essential, and I am pleased to see from our deliberations of to-day that this feeling is gaining ground, and I can assure you that nothing will be wanting on my part to encourage, so far as lies in my power so to do, a complete understanding on this point. More upon this is probably unnecessary for me to say, so that I will simply thank you for the kind and hearty reception that has been accorded to the toast which you have given me the honor of replying to.

Mr. Jno. C. Copp, spoke as follows:—Mr. Chairman and gentlemen, this is the first opportunity I have had of being present at these annual social re-unions of your Association, and I can assure you that I am heartily glad to be with you to-night to partake of your generous hospitality and get better acquainted with you all. I think that such occasions as these are productive of much good, both to the wholesale trade as well as to the manufacturers, for it enables us to form a correct idea of what kind of men the others of us are, and if in these friendly gatherings, as your Chairman has said, some of the

rough corners are rubbed off, they very often discover the good qualities hidden underneath. While good from a social aspect, these meetings are also calculated to do good in a business way. Ideas regarding topics connected with the welfare of the trade are interchanged, and many points are brought out in the course of the speeches which may be of great value to us all. I have been intimately connected with the manufacturing trade of this country for the past thirty years, and have watched with pride its growth from small beginnings to its present magnificent proportions. The occupation of the manufacturer is not, as certain journals or even certain among yourselves would make us believe, altogether a bed of roses. Every manufacturer does not make a fortune, in fact many of them find in this occupation a means of speedily squandering the money that perhaps they have saved up by hard work in some other business. The manufacturer must be not only a man of brains, but he must also be a person of taste. Not only should he be wise enough to commercially discern the signs of the times, but he should be possessed of taste enough to tell in advance what goods are likely to take amongst the trade and the public, who are his real constituents. He may get up something new, and after spending a great deal of money upon the machinery necessary to make it, find that he has misjudged the popular taste and that his scheme has fallen flat. The only return for all such miscalculations is loss of time and money, and a gain of experience he is not likely to forget for some time. The curse of the trade is the demand for cheap goods, and the jobbers of this country are making a great mistake in thinking, as they seem to do, that manufacturers can go on all the time making cheaper goods and still give them the same quality as before. It is to the interest of the manufacturer, jobber, and retailer alike, to sell first quality goods instead of the cheap trash that is year after year becoming more common amongst the trade of the country. Although a manufacturer makes just as much profit, and often more profit upon common goods as upon those of better quality, still it is not his desire to make them. To every one handling such goods, it means that they must handle almost double the quantity of goods to keep up the volume of their sales. Extra hand'ng means extra expense, and therefore reduced profits, and I think we will all agree that we have no desire to see these any smaller in the future than have been for the past few years. The interest of the manufacturer, jobber, and retailer are all alike, and they should see to it that they discourage the handling of cheap trash in every possible way. I thank you, gentlemen, for the patient manner in which you have listened to my remarks, and I trust that this is not the last gathering of this kind that I shall have the privilege of sitting down at with you. I desire for the members of your Association every prosperity in their business careers, and trust that your organization will prosper more and more as the years roll by.

Mr. Louis Davis on rising, said:—Mr. Chairman and gentlemen, when I accepted the invitation to your banquet, I had no idea that I would be called upon to make a speech. However, I am glad to be with you to-night, and to see so much real sociability and good-fellowship as has been shown here. Of course as a humble manufacturer of rolled plate chains (of the very best quality of course), I do not think it besitting in me to put forward my opinion as against those workers in the



CASES, TRAYS AND FINDINGS

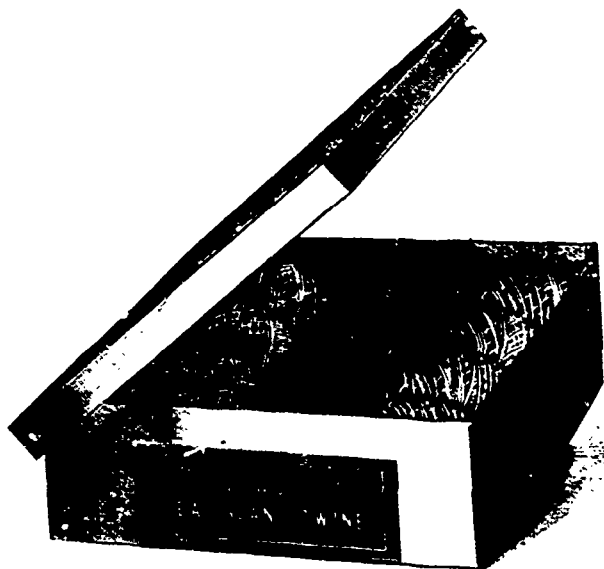
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pure and precious metals who have preceded me. But if I may be allowed to offer the gentlemen present a little friendly advice, it would be strictly in line with that given by the gentleman who proceeded me, go in for reliable goods every time in preference to trash, they will yield you better results in the long run, and you can make equally as much profit on them. It is nonsense for any jobber to suppose that because he gets some manufacturer to make for him a line of inferior goods at a reduced price, that he can hold the market on them. His competitors quickly get on to his game and they at once get some other manufacturer to go them one better both in quality and price, and soon begin to undersell their competitor. And so on it goes, price, quality, and profits all going down until it don't pay anybody to touch them. I thank you again for your kind and hearty reception.

Mr. A. J. Parker, on being called upon said:—Mr. Chairman and Gentlemen, I had not the remotest idea that I would be called upon for a speech to-night, and I shall, therefore, not detain you longer than to say how much I have enjoyed your hospitality to night, and to thank you heartily for the pleasure you have afforded me. I trust that this reunion of Manufacturers and Jobbers may become a yearly institution, and that, as we learn more of each other we may, as your Chairman said, find that your competitor in business is not such a bad fellow after all. I wish your Association every success, and every member of it a prosperous year's business.

Mr. W. G. A. Hemming on rising said:—Mr. Chairman and gentlemen, when I was invited here I had no intimation that I was to be asked to give anything in the way of a speech, and I shall content myself by merely saying, that since I have taken up manufacturing as a business I have had the most cordial and pleasant relations with the members of the Jobbing trade. At the outset of my manufacturing career I made up my mind that whatever I made should be the best of its kind, and I have carried out that principle ever since. That the Canadian trade have appreciated honest goods and honesty of purpose is evident from the growth of our business, for we have twice been compelled to move, and each time into very much larger premises. While this reflects credit on our efforts as manufacturers, it is also an indication that the trade of this country not only appreciates but are always ready to help along an honest firm who endeavor to act squarely and conscientiously in their business relations with others. For the sympathy and assistance thus rendered I am profoundly grateful, and I can only promise for the Company that I represent that they will always endeavor to elevate the trade and favor the use of reliable goods. I have enjoyed myself very much here to night, and I thank you heartily for your kind invitation and courteous reception.

Mr. Alfred Eaves proposed the next toast on the programme, "*Jobbing Interests*," coupling with it the names of Messrs W. H. Patterson, H. H. Fudger and John H. Jones. The toast was very heartily received in the usual manner.

Mr. W. H. Patterson on being called upon to respond said:—Mr. Chairman and gentlemen, I am not a public speaker, and I make no pretensions whatever to oratory. I can only thank you for associating my name with the toast you have just drunk, and ask the Jobbers who are to follow to make a more fitting response to the toast.

Mr. H. H. Fudger spoke as follows. —Mr. Chairman and gentlemen, I thank you sincerely for associating my name with the toast which has just been so heartily honored, and I can assure you that no one present would be more willing than myself to attempt to make a fitting reply to it did time and occasion permit. It is growing late, however, and there are so many able and entertaining speakers to follow upon other topics that I feel that I would be almost committing a crime were I to trespass long upon your patience and well-known good nature. You will, however, permit me to say that I am not only glad to be present to night, but I am glad to see how much closer we are together than we were five years ago. Our Association has not only enabled us to maintain a living rate of profit upon one of the most staple articles in the jewelry business, but it has also, I trust, shown us the folly of the unnatural and senseless rivalry that so often exists between opponents in business. In our Association we should be co-workers and not rivals, and if we were to carry out this principle in all branches of our business we should be the gainers by it in the long run. No one firm can do all the business of the country, and the sooner that each of us recognize the fact, the easier will we find it to get along in the many things that we are all bound to have in common. I trust our Association may long live and flourish, but that end can only be obtained by each and every member of it carrying out in an honorable manner the obligations they have undertaken.

Mr. John H. Jones said that he made no pretensions to oratory, and that after so many able speeches he thought that if he varied the programme by contributing a song instead of an oration it would be acceptable. The proposition was very favorably received by those present, and Mr. Jones sang in first class style an old English song, "An Assurance Most Dear."

At the request of the Chairman, Mr. W. K. McNaught then proposed the toast of "*Our Association*," coupling with it the names of Messrs. Thos. H. Lee, Alf. Eaves and M. C. Ellis.

Mr. T. H. Lee on rising, said:—Mr. Chairman and gentlemen, I thank you for the honor you have done me in asking me to respond to the toast of "*Our Association*," at the same time I wish it had fallen to the lot of one who could have done it justice, for I feel I am unable to do so. There is no toast I could respond to that could give me greater pleasure, for when I think of the meeting of a few of the jobbers which I called at my office, some five years since, and advocated the formation of an Association in affiliation with the one just formed in the United States, and now see our large and prosperous Association, with the members all acting in concert, it makes me feel proud of the humble part I took in the formation of same. I can remember, some two years since, at the first banquet of our Association, at which I had the honor to preside, my worthy friend, Mr. Scheuer, then stated that there was \$1,500.00 of capital invested by the members of our Association, and that there were between fifty and seventy-five families employed by the various firms. I don't think that amount has been lessened, and it goes to show that we play no inconsiderable part in the commerce of the country. I am pleased to see here this evening, several gentlemen connected with the Jobbers and Manufacturers' Association in the United States, also representatives of various manufacturing interests that are identified with us, both from Montreal and Toronto, and I think you



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KEY AND STEM,

TO HAND AGAIN.



will join with me in the hope that we may see them at all our future annual gatherings. In conclusion I would say, let us be loyal to our Association, keep our rules faithfully, and in the end you will find it to our best interests. I again thank you, Mr. Chairman, and trust for years to come to meet you all on many such joyous occasions as the present.

Mr. Alfred Eaves responded as follows:—Mr. Chairman and gentlemen, it is much to be regretted the committee should have selected me to respond to the toast of "Our Association," we having so many eloquent speakers among our members, one of them should have been chosen that would have done ample justice to this toast, which, I regret to have to confess, I am unable to do. However, gentlemen, here I am, and if you will kindly bear with me I shall do my best to make a few remarks in reply. From the beginning up to the present time our Association has continued to prosper, and I think we have good cause to congratulate ourselves upon the pleasant and harmonious manner in which all matters under discussion have been settled; sometimes questions of great importance have arisen which at first were thought might cause trouble, but which, on being thoroughly discussed and ably handled by one and all of our members have been amicably settled to the great benefit of our Association, and with credit to the members, so that to-day we are as thoroughly united as any Association, controlling so large a trade and capital, in the country could wish to be. That our Association has proved of benefit to both the jobber and retailer, I am sure cannot be gainsayed, its object has been to increase the sale of American watches, movements and cases, with profit to both jobber and retailer, establishing a uniform price, with a moderate profit to the jobbers and regular prices to the retailer, thereby protecting them from the cutting and varying prices that formerly prevailed, and which so thoroughly demoralized the retail trade and proved so unsatisfactory to the jobber. That our Association has also proved a benefit to the manufacturer can also be amply proved by the large increase in the sale of their goods, and I very much regret that time did not allow my getting facts and figures from those gentlemen; however, we have several of them with us this evening and perhaps they will kindly come to my assistance. Again, gentlemen, our Association, I am glad to say, cannot be called a combine for the benefit of a few only, for while benefiting first the manufacturer, second the jobber, and third the retailer, it also as much, if not more, benefits the public, for to-day we are able to provide them with a good reliable and serviceable time-keeper at a lower price than they formerly paid for a much inferior article. Our Association, while encouraging and pushing the sale of American manufactures, has not been neglectful of their duty to home industry. At the organization of this Association we had in this country but one small case factory, whereas, to-day we have three, and all of them well managed and thoroughly equipped for the manufacture of gold, silver, filled and nickel cases, and whose goods, I am proud to say, are both a credit to themselves and their country. We have one last important and exceedingly pleasing benefit for which to thank our Association, and that is the mutual pleasure and advantage of meeting on social occasions like the present. It is indeed a pleasure after the year's hard work and strong but honest competition in the open market, to meet and shake hands and

spend a few hours in pleasant fellowship, and convince each other that although rivals in business we can still be good friends. Although the past year has been a prosperous one to our Association, we have to regret the loss of one of our esteemed members, I allude to the death of my brother, Edmund Eaves. He was one of Montreal's first victims to that most unwelcome visitor, La Grippe. I am sure, gentlemen, we all sympathize most thoroughly with his bereaved wife and family. Let us hope, gentlemen, that this most treacherous eastern visitor will not come to this country again. In closing my remarks, Mr. Chairman and gentlemen, I must thank you for the honor you have done me, and allow me to wish long life and prosperity to our Association, that its membership may go on increasing in numbers and in prosperity, and that all those dealing with us may also prosper, and continue to approve and benefit from our Association.

Mr. M. C. Ellis, in response to the toast, spoke as follows: Mr. Chairman, I can assure you that I am conscious of being unequal to the task of doing adequate justice to the toast which has been proposed on behalf of "Our Association." I feel a good deal like the young man who felt so nervous over the fact of his having to make an after-dinner speech, that he applied to Dr. Johnson for advice as to how he could allay this feeling of nervousness. The doctor replied, "Young man, get a slight knowledge of your subject, and then when on your feet assume an air of supreme contempt for your audience." Well, I have a slight knowledge of the subject, but cannot assume towards my audience an air of contempt when my feelings are quite the contrary, so can derive no consolation from this advice. I cannot plead ignorance of the fact of my being expected to speak here to night, but do offer as an excuse for want of preparation, the lack of time or inclination, owing to my being occupied for the past fortnight, until midnight hours, stock-taking, an excuse which I know you business men will readily accept. After listening to the able speeches from the two gentlemen who have preceded me, you will perceive that I can add little, if anything on this subject of "Our Association," which is one of the most important upon our list this evening, and appeals more closely to our interests here than any which has been offered, and therefore I know you will indulge me whilst I attempt to add a few words in its behalf. As a member of its executive almost continually since its inception, I take great pleasure in extending, on behalf of our membership the heartiest welcome to our good friends from the United States, who have come so far to join us here to-night. We trust that the good fellowship which exists between them and us may be indicative of the friendly feeling which should always exist between the two greatest nations on earth, a feeling, gentlemen, which is dictated by our common origin, by our ties of blood, of history, and by our traditions. I cannot conceive of any higher ambition for the statesman in either country than to contribute in some slight measure towards tightening the bonds of comity of all the English-speaking people. We welcome those gentlemen from our midst who represent kindred manufacturing enterprises, and kindred associations, and hope on many such occasions as this to meet you all. It does seem a most opportune time for us to meet and have good cheer; a time when we have just passed through a season peculiarly busy to those engaged in our business; a time when we have



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WHOLESALE JEWELLERS & DEALERS IN
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NOVELTIES ARE OUR **GREAT SPECIALTY**
IN EVERY LINE OF GOLD & SILVER JEWELRY.

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garnered in the profits for the past year and are actively engaged in our preparations for the coming year, which, I trust will prove a prosperous one for us all; a time when our hearts are most susceptible of gladness, when we can lay aside our labors for a short respite and have a harvest home, as it were, at a table where there is no room for trouble, except it be to us who have to make speeches and to the waiters who so well attend to our inner wants. Gentlemen, "Our Association" has to-day passed its fifth milestone, and that in spite of the many assertions freely made when we first organized, that we should not hold together for one year. We have held together and passed successfully our allotted time, and bid fair to go on as in the past. Our path, I am free to admit, has not been a bed of roses; we have encountered obstacles in places whence we expected support. We have found men who were opposed to us and seemed to be believers in that old saying, "Every one for himself, and the devil for us all," but we have found by experience that co-operation is beneficial. We are fully cognizant of the fact that we cannot, by law or combination, make a man honest in his business methods, but are persuaded that contact with his associates may teach him that his interests lie in working harmoniously with his fellow-tradesmen. Your executive has been repeatedly told that members of "Our Association" were violating their contracts, but these charges are rarely backed by any substantial proof, and I am one of those who do not believe that it can be possible that after meeting together, forming a set of by-laws and rules and pledging our honor as gentlemen and men of business integrity to adhere strictly to our contracts, any member could perform so dastardly an act as to stab his competitor in the back whilst his hands are tied. No, gentlemen, the history of our Association proves my contention, we have not had recourse to expulsion except in one single instance. We have never been compelled to either enforce our by-laws, fine or suspend any of our members, and therefore, gentlemen, our record is the best guarantee possible that we are living up to our obligations and carrying out, as all honorable men should do towards one another, our pledges of good faith. Those who violate a solemn contract to serve a retail dealer, cannot be trusted by that retailer; for if he would be dishonorable in one act, he would certainly not scruple to perpetrate another. Gentlemen, we are in union and concert of action for a purpose resulting in good alike to the manufacturer, jobber and retailer, though I know some jobbers think that we are working for the benefit of the manufacturer and the retailer, and we, the middle men are not obtaining sufficient profit to pay for distributing the manufacturers' product. However, be this true or otherwise, it proves one thing, that "Our Association" is not formed for extortion. We are sometimes asked on what grounds we justify the formation of "Our Association?" I reply that when any line of business becomes so demoralized that there is little or no profit left in it; when competition has become so ruinous that employers are compelled to cut down the wages of their employees to the lowest notch, and worse than all, when manufacturers are compelled to deteriorate the quality and make of their productions in order to obtain some profit, it is then, gentlemen, the wisest and only course for those interested to come together and place their business on a more profitable basis. The country is always more prosperous when its indus-

tries are on a basis to yield a fair margin of profit, and permit those engaged in it to pay liberal wages to those dependent upon them for support. We are assailed by some to-day who declare our organization to be a trust and a combine. To these my answer is short, upon the closest scrutiny it will be found we possess none of the evils of the so-called combines, for *we neither regulate production nor do we fix prices*; and even if we so desired, we could not create any form of a monopoly in the face of unrestricted competition from the source of supply. Gentlemen, remember one thing, that those who are loudest in magnifying the evils of "Our Association," are those who have some special object to serve—and that a selfish one. In the discussion of the merits of various organizations, we find, fortunately, a middle ground between the radical idea which would sweep all associations out of existence, and the equally dangerous one of obstinacy which would reject all suggestions of change. All far minded men are satisfied that there are evils connected with some trade organizations, but a close analysis of these arguments also reveal the fact that there are others exempt from these evils, and I think I have proved "Our Association" reveals this fact in an eminent degree. And now, gentlemen, let me say in conclusion, that if we have accomplished no good purpose further than the banquet proves to-night by the harmonious, social and pleasant time we are having together, that we have once and for ever obliterated that abominable notion that because we are competitors in the same business we must be enemies, and do all possible for each other's downfall. I thank you for your very kind and patient hearing, and entertain the hope that we may live to repeat many such happy gatherings together.

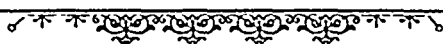
The Chairman then proposed the toast of "*Sister Associations*," coupling with it the name of Mr. James Rylie, the Secretary of the Jewelers' Security Alliance, of Canada.

Mr. Rylie, on rising, spoke as follows:—Mr. Chairman and gentlemen, I thank you for your invitation to be present with you to-night, and also for the kind manner in which you have responded to the toast of the "Sister Associations." I am glad to be able to tell you that so far as the Jewelers' League is concerned, that although we have as yet had no opportunity of showing the trade just what we can do in case of an emergency, still I feel certain that should any one of our members suffer from burglary, we would make things very hot for the midnight mechanic who practiced upon his safe. We have a large surplus in our treasury, and our arrangements with two of the best detective bureaus in Canada and the United States are such that within an hour after we were in possession of the news of any burglary, the sleuth hounds of justice would be in full cry after the perpetrators. It is probably from a knowledge of such a determination to hunt them down that the burgling fraternity have made it a rule to leave the safes protected by our membership card severely alone. It is a fact that with a membership of nearly a hundred jewelers, each of whom has valuable goods stored in their safes, that not a member of our League has ever either been burglarized or had an attempt at burglary made upon their safes. Our League is a terror to evil-doers, and did the retail trade of Canada but properly realize how much protection is afforded by having our membership card hanging over their safe, I am sure that every one of them would make haste to join it. If our jobbers only



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TO THE TRADE

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**Princess or Filed Shell Cases,
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appreciated its advantages fully, they would never rest satisfied until everyone of their customers belonged to the organization. Before I resume my seat I cannot but express my approval as a member of the retail trade with the good work that has been done by the Jobbers' Association. I consider that it is an advantage to us to have a rock bottom level price on such staple goods as American watches, and although your organization was no doubt primarily started with a view of benefiting yourselves, there is no doubt but that you benefited the retail trade as well. I have therefore a great deal of pleasure in wishing your Association a long and successful career.

At the conclusion of Mr. Ryrie's speech, Mr. Louis Davis favored the company with a humorous song entitled, "*As Happy as a King*," in his own inimitable style.

The next toast, "*The Road*," was proposed by the Chairman with a few appropriate remarks, coupling with it the names of Messrs. Harry Ellis, Sidney Lee, Chas. Ellis and C. Segsworth. The hearty way in which this toast was received, proved pretty conclusively that those present fully appreciated the important position of these modern knights of the grip.

Mr. Harry Ellis was the first to respond, and spoke as follows:

Mr. Chairman and gentlemen. The toast of "*The Road*" to which I have the honor to respond, is one of the most important on your list, for if it were not for the Knight of the Road, there would be a very much different state of things in the jobbing trade to what we see to-day. The Knight of the Grip is a modern institution, and is not only ornamental but useful. Old fogey houses say the Knight of the Grip is a nuisance, but if so, they are certainly a necessary nuisance, for the wheels of commerce would revolve but slowly indeed, were it not for the ubiquitous Knight of the Grip. To the uninitiated, the life of a traveller, is that of a tourist, who receives his salary and expenses and has nothing to do but call on the retailer and enjoy himself smoking the best Havanas, and living on the fat of the land. The old veteran traveller who has been on the road for years, and made a success, knows this fancy picture to be far from the truth, he knows that his bed is not always in a bed of roses but often on a station bench two or three nights a week to catch trains; is allowed only a few minutes to eat, and very often has to live on two meals a day so as to make connections; he has to swear business is good even if he has not sold a bill in a week, he must patch up all disputes between the houseman and the retailer, as the fault is always with the house and the retailer is always right; he has to change his politics to suit the occasion being a Grit or Tory as the case requires; he has to listen to all sorts of yarns, and swallow as gospel all the retailer says. The traveller is a combination, consisting of salesman, entry clerk, and packer, in fact he is a whole house in himself. The duties of a jewelry traveller are more irksome and laborious than those carrying other lines, as he has to deliver his goods he must make enquiries on the spot as to the selection of accounts, besides the continual worry he has in keeping the valuable stock of goods he carries safe from the Knights of the Jimmy, or other light fingered gentry. These, Mr. Chairman and gentlemen, are only a few of the hard times that befall the hard working Knight of the Road, and in conclusion, I hope that the usefulness of the Knight of the Road will never cease.

Mr. Sidney Lee said:—Mr. Chairman, although a young

man, I think I can truthfully assert that I am a pretty old traveller, and from a somewhat varied experience, I can say that "*The Road*," as the people in the warehouse call it, is not quite the soft snap that they oftentimes try to make it out. To be successful, a traveller has to devote himself diligently to his occupation, not only must he get up early, stay up late, and neglect his meals in order to catch trains, but he must exercise his brains in finding out, and carrying around with him, the peculiarities of every one of his customers. He must always approach a man on his "blind" side, if he does not, he will more than likely frighten him away before he can "collar" an order out of him. The successful traveller must be quick to note the wants of his customers, and prompt to fill them. He is not only the employee of the house he travels for, but also in some measure the guardian of the interests of the jeweler he sells to as a matter of fact, he occupies a very peculiar position and one of great responsibility, for on his knowledge of human nature, and power of sizing up individuals, depends in a great measure the success of the house with which he is connected. His employer trusts him with thousands upon thousands of dollars worth of valuable goods, therefore he must be a man of integrity, he also trusts to him in a large measure, the dispensing of credit, therefore he must have a well balanced head, and his customers often depend upon him to tell them the truth about certain goods that perhaps his house, and he himself, is desirous of working off, therefore he must, above all things, be a man of truth and honor. These are large and varied qualifications for any man to possess, and that they are possessed by our Knights of the Road in Canada, and used with good advantage to the jobbing trade, are facts which, I think, every member of this Association will cheerfully admit.

Mr. Charlie Ellis, on being called to the floor, said:—Mr. Chairman and gentlemen, I had no idea that I would be called upon to say anything to-night. I am a traveller, and public speaking being an art in which there has never been any money for the house which I have represented, it has therefore been somewhat neglected by me. No one knows better than the jobbers present, how important in these days the traveller is, and what various qualifications he must possess in order to ensure success. He must have a constitution of iron, the hide of a rhinoceros, the tongue of an angel, and last but not least, a cheek of brass. He must be all things to all men, and if he cannot suit himself to the whims of his customers, and enter into their notions, with at least a show of real interest, his order book is apt to shew such poor results, that his firm is very apt to give him the grand bounce on his return home. The real traveller is a hard worked man, and the jobber should extend to him a great deal of consideration.

Mr. Charles Segsworth said.—Mr. Chairman and gentlemen, I am quite taken by surprise at finding my name associated with so important a toast, and as my predecessors have pretty well covered the ground already, I will content myself with simply thanking you for the compliment you have paid me, and wishing that our Association may have many more re-unions as pleasant and successful as this one has certainly been.

The next toast was that of "*The Press*," coupled with the name of Mr. W. K. McNaught of THE TRADER.

Mr. McNaught in a brief response thanked them heartily

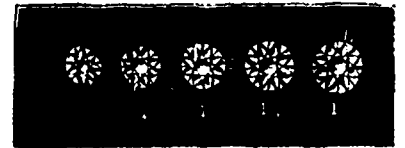
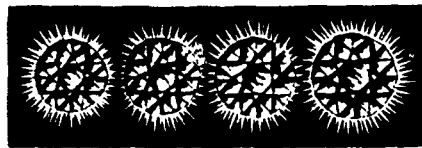
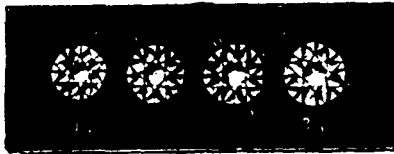


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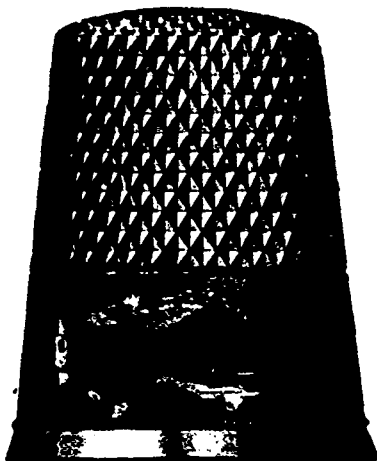


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MANUFACTURERS OF FINE JEWELRY,

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N.Y. Office. 20 Maiden Lane.
Address all Orders to Factory.

*Our Canes and Thimbles for sale by
Leading Jobbers.*

No. 573. 7/8 in.

for the honor they had done him in connecting his name with so honorable a toast at that of "The Press." THE TRADER had always been run in the interest of fair and honest trade. It had supported the Jobbers' Association in the past because it believed, like Mr. Ryrie, that combination for protection was a perfectly praiseworthy and legitimate thing for them to do, and as long as the Association stuck to the principles of justice upon which it had been founded, it would deserve and receive the hearty support of the journal he represented. That "The Press" was a power in the land, no one knew better than those present; and that they evidenced their faith by their works, was proved by the way in which the live men amongst them had used the pages of THE TRADER to post the retail jewelers of Canada as to what they kept in stock and the advantages to be gained by dealing with their particular house. Before he sat down he would like to be permitted to say a word or two upon what he conceived to be the very foundation stone of their Association. That stone should be "honor," and if that were wanting, their apparently fair structure would soon crumble to pieces of its own accord. Each jobber in the Association had made a contract with all of the other members, and it was necessary to its success that they should endeavor to carry out its intent in the spirit as well as to the letter of the agreement.

Mr. John L. Shepherd, the former editor of the *Keystone*, was also called upon to say a few words regarding the importance of "The Press," which he did in his usual witty manner. He thought that the jobbers and the retail trade of Canada hardly appreciated what a splendid organ they had in THE TRADER, and paid a glowing tribute to this journal and its work. Trade journals are in his opinion not only the best, but also very much the cheapest way in which any manufacturer or jobber could bring his goods and business to the notice of the jewelry trade. Those who had used printer's ink the most freely, were the loudest in their praise of its efficiency as an aid to business success.

The Chairman in proposing "*The Ladies*," said it was a shame that such an important toast should be placed at the foot of the programme, but in order to make amends the Committee had coupled with it the names of three eloquent bachelors, Messrs. A. Levy, W. E. Boyd, and F. Taggart, whom he trusted would make ample amends for the humble position of the toast.

In response, Mr. A. Levy said that he had never made any pretensions to speech making, and he was too old to begin now, even though it was to champion such a deserving toast as that of "The Ladies." He thanked them sincerely for the honor they had done him in considering him worthy to reply to such a toast, and for the hearty manner in which his name had been received. His friend, Mr. Boyd, was the Ladies' man of his firm, and he would therefore delegate to that gentleman the task of making a suitable reply.

Mr. W. E. Boyd, on rising said:—Mr. Chairman and gentlemen, I have had the pleasure of being present at two former annual banquets of this Association, and in each instance I have been called upon to respond to "The Ladies." Why I have been singled out is a mystery to me. To say I was crushed by the responsibility is but mildly expressing my state of collapse; but in this my third attempt, I wish to bring

before you [the fact that the unique business in which we have the misery to be engaged could not hope to exist without the great assistance vouchsafed to it by our fair friends, "The Ladies." Their many sterling qualities are too well known to be voiced by such a poor authority as myself. But amongst other things what can surpass them as an advertising medium for our wares. On their fair arms and necks our jewels are enhanced in appearance a hundred fold, and this no one can deny.] Our literary friends, Messrs. McNaught and Shepherd, may take exception to my remarks, *re* advertising, and claim that their respective journals offer superior attractions, but do not heed them. There are so many other attractive features with our friends, "The Ladies," that we must even doubt such reliable authorities. As a single man, I have not had the chance to study how pleasant the fair divinities can make and keep together a family circle, and on this, their excellency point, my ignorance does them the greatest injustice. But I have the consolation of knowing that the married members will lose nothing by my want of knowledge, while the single ones may easily acquire the knowledge by following in the footsteps of the happy Benedicts.

Mr. F. Taggart said in response:—Mr. Chairman and gentlemen, this is the first time I have had the pleasure of being present at your annual re-union, and I trust it may not be the last opportunity I shall have of enjoying myself with you in this social way. I thank you for coupling my name with the toast of "The Ladies," not particularly because I make any claims to be considered a ladies' man, which I do not, but because I know the sex, and thoroughly believe that they are deserving of our respect and esteem as well as of our love. "The Ladies" are our home makers, and were it not for their kindly presence our firesides would lose the greatest charm they now possess. Woman is not only our companion in pleasure, but our mainstay in times of sickness and adversity, and as one of our own poet's has put it:

"Oh! woman, in our hours of ease,
Uncertain, coy, and hard to please;
When pain and anguish wring our brow,
A ministering angel thou."

The Chairman then said:—Gentlemen, before we separate, I would like to propose the health of a gentleman who has filled with acceptability almost every office in our Association, and had it not been for his well-known modesty we should to night have heard from him in response to one of the toasts which have been already given. I trust he will not take unkindly my bringing forward his name in this way, and I think that you will all agree with me that Mr. Edmund Scheuer is well deserving of a bumper reception at our hands.

Mr. Scheuer's health was drunk in a most enthusiastic manner, after which that gentleman in response to the continued calls for a speech, said that he had been so completely taken by surprise that his tongue had become paralyzed, and he was therefore, incapable of doing justice to their kind reception of his name. In spite of this drawback, however, Mr. Scheuer succeeded in extemporizing one of the most interesting speeches of the evening, a speech replete with information regarding the jewelry trade and sparkling with witty sayings, delivered in so telling a manner as to fairly bring down the house.

At the close of Mr. Scheuer's interesting speech, those present joined hands and sang "*Auld Lang Syne*," in a most enthusiastic manner, after which they wended their several ways home, each one feeling that they had indeed spent a thoroughly enjoyable evening.



"You cannot check Manitoba!"

This is not only the verdict, but the experience of Sir John A.— himself. Our Ontario and Quebec competitors will please note this.

We are catering for the jewelry trade of Manitoba, the Territories and British Columbia, and for that particular trade our Stock is Superior to any in the Dominion.

We handle the leading lines of **AMERICAN AND SWISS WATCHES**,—high and low priced goods. **SOLID GOLD, ROLL PLATE and GILT JEWELRY, DIAMONDS, CLOCKS, SILVER PLATE, FLAT and HOLLOW WARE OPTICAL GOODS, TOOLS, MATERIAL, JEWELERS' FINDINGS**, etc., etc.

Our travellers are constantly on the road with leading Novelties.

When in Winnipeg come and see us at **523 and 525 MAIN STREET**.

We will shortly remove to our New Premises, (between the Commercial Bank and the Post Office), of which due notice will be given.

Yours truly,

W. F. DOLL.



PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

THE DUPLEX ESCAPEMENT.—CONTINUED.

(466) See that the upright or impulse teeth do not rub on the under side of the third wheel. Bring them as near together as their end shakes will allow, and try. See if the third wheel is true in the flat. If not, test as above, at the part which comes nearest to the teeth. If they can touch, take out the wheel and true it up. If the upper ends of the impulse teeth run very close to the third wheel, it is well to raise that, by springing up all the arms a little. Turn the movement over and see that the upright teeth don't rub in the groove in the bottom of the bridge. Try if they work properly on the pallet in any condition of the end shakes; if they are upright, and their front corners are whole and sharp. Sometimes the corners are cut or worn off where the finger strikes on them. The effect of this would be to lessen the lift on the worn part, as the tooth would not reach the finger so soon and would pass off sooner than if the sound corners were in action. Another fault is the having of different degrees of impulse lifting in different positions of the watch, according as the variations in the end shakes brought the worn or sound parts into contact, and rendering a close regulation impossible.

(467) The cause of the wear is that the front faces of the teeth are too much inclined, so that the corner strikes on the finger. The inclination should be such that, when the two come into contact, the front face of the tooth should be parallel with the acting face of the finger, removing any danger of cutting either piece by the shock. As the vibration of the balance continues, the change of positions will cause the corner only to press on the finger, thus lessening the surfaces in contact during the actual giving of the impulse. Sometimes this trouble arises from the tooth having too far to drop, causing the corner to strike it; while, if the drop had been less, the tooth would have reached the finger while its face was more inclined and the acting surfaces parallel. The remedy for this would be to move the finger around on the staff, to point more away from the roller notch. The proper amount of "drop" will be given in a subsequent section. But if the acting faces are already parallel at the moment of contact, the cause is probably a roughness of the finger, the face of which should be scrupulously smooth and polished.

(468) The best remedy for such worn teeth is, of course, a new wheel, if the wear is serious. Next, when possible, is to adjust the end shakes so as to confine the action of the finger to the sound portions of the teeth, if this can be done without limiting the shakes too closely; for a positive and clearly perceptible end shake must always be allowed to every part, and in any escapement. If this cannot be done, and the wear is slight, dress off the *outsides* of the teeth uniformly, being careful not to take any more off the worn part, but only bring the rest down to it. When the amount of drop is correct, but the front faces of the teeth are too much inclined, this dressing down of the teeth can be done on their front faces instead of outsides, seizing the opportunity at the same time to both sharpen the corners and correct the inclination. Done in either way, the lift will be less than it was when the teeth were sound, but

it will be the same in all positions of the watch, and, if sufficient to give the balance a good motion, it will answer. The corners of the teeth need not be brought to a perfectly sharp edge, but they should not be left too blunt, or the point of the finger may be liable to catch on it. The same remark applies to the shape of the finger point. When the motion of the balance is deficient, after the teeth are dressed down uniformly, the only remedy is a new wheel or a longer impulse finger. Sometimes however a lack of motion is caused by the roller jewel being loose on the staff. To try this, put a blunt brass point in the notch, and try if the jewel can move either way, using the eye glass. If it is in the least degree loose, it must be fastened before proceeding further. The proper way to do so will be given in the section on selecting a roller.

(469) Another cause for want of motion is in a lack of freedom of the repose teeth in the roller notch. To test this, let the balance be perfectly free from any pressure from the mainspring, either by letting that down, or by putting a bristle into the fourth wheel. Hold the movement so that the balance will fall away from the escape wheel, and then towards it, and cause it to vibrate in each position. If the motion is equally free in both, the tooth is probably free in the notch; but not if it vibrates more freely or longer in the former position. If there is any doubt, remove the escape wheel. The length of time the balance keeps moving, (after starting with the same extent of vibration in each case,) before coming to rest, compared with the time in the same positions with the escape wheel in its place, will show whether the want of motion or freedom was caused by friction of the teeth in the roller, or imperfect fitting of the balance pivots, etc.

(470) Another way to test the freedom of the teeth in the notch, easier, and very delicate—may be tried without taking the movement apart. Wind the mainspring, move the balance back till the notch has passed beyond the tooth, then rest your oiling wire or bristle against the front side of one of the balance arms, and slowly move it along. The arm will follow it till some obstruction occurs, when it will stop, while the wire is moved away from it. This stoppage is more common just as the repose tooth is entering or leaving the notch, and shows either a notch too narrow, or the points of the tooth too blunt. Sometimes the points are thin enough, but their sharp edge is not parallel with the line of the notch; the top of the tooth touches one side of the notch, and the bottom the other. The point or edge of the tooth should be vertical to the plane of the wheel; then, if the wheel and balance are upright, the tooth and the notch will be parallel; and if the points of the teeth are thin, they should enter and leave the notch without catching. If they do not it shows a notch too narrow. The only way for most workmen to remedy this is to fit in a roller having a wider notch. If the catching is very slight, the points of the teeth may be *rounded*, or the corners taken off, making the points round instead of square-edged, with a fine pivot burnisher,—never with a file, as the teeth must not be shortened, nor even sharpened too much. How to make a notch wider will be explained in the series of articles on the Lathe. Those who decide to alter the roller, if not fully "up" in jewel working, should only round off the left lip of the notch a very little more, which will give freedom to the tooth both in entering and leaving. The right or acting lip should never be touched by the workman, unless he can restore the polish equal to new.



SOMETHING NEW.

The American Watch Case Co. of Toronto, have just placed upon the market the following New Cases, to which they ask the special attention of the Jewelry trade as being the best Low Priced Goods of the kind ever offered in the United States or Canada.



PATENT SCREW CASE.

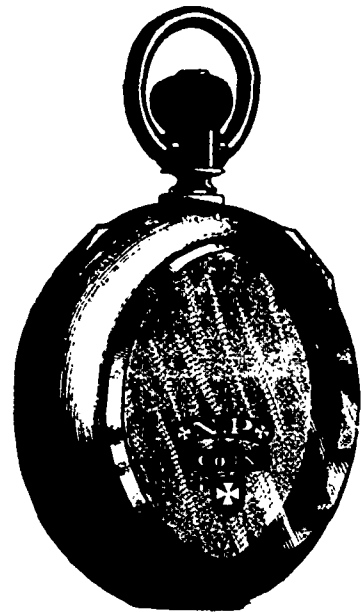
This Case has Screw Back and Bezel, and will fit either Pendant or Lever Set Movements. It is made in 10 K. and 14 K. Gold Filled, and also in Sterling Silver.

The "NEVADA" Silver Case weighs a little over 2 ozs., and can be had either Plain Polished, or Engraved as shown in above cut. They are made of Solid Coin Silver throughout, and every Case contains our well-known trade mark of the Maltese Cross.

The "FORTUNE," 10 K. Gold Filled Case is of the same pattern, and is made of two plates of 10 K. Gold overlaying a plate of composition metal, has a Solid Gold Bow, and will wear for 15 years.

We guarantee this case to contain at least 20 per cent. more gold than any similar case imported into Canada.

The "CRUSADER," 14 K. Gold Filled Case is also of the same pattern. It is made of two plates of 14 K. Gold overlaying a plate of composition metal, and will wear for 21 years.



THE BASSINE "N.P." CASE.

This Case has Jointed Bezel, Cap, and Back, and is made of Solid Coin Silver with Albata Cap.

It is made in Open Face only, can be had in either Key or Stem Wind, and is the best value Watch Case ever offered to the trade of this country.

Every one of these Cases has our well-known Trade Mark of the Maltese Cross, and like all other goods of our manufacture, is guaranteed by our Company no matter by whom sold.

The above Cases are now in the hands of the Jobbing trade, so see to it when their travellers call upon you that you get a chance to examine the Samples. It will pay you!



EDITORIAL NOTES.

SPECIAL NOTICE.

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

ASSIGNED.—J. T. McCutcheon, jeweler, of Cornwall, has assigned in trust, for the benefit of his creditors

DIED FROM LA GRIPPE.—Mr. Johnston McCarthy, jeweler, of Tara, died last month of la grippe.

MR. JAMES H. GRIGOR, of Grigor Bros., Winnipeg, Man., last month put in a ten days' visit with his parents on his return from New York.

JOINED THE MAJORITY.—Walter Stewart, *alias* Sheridan, one of the most celebrated of American diamond swindlers and bank robbers, died in a Montreal prison last month while serving out his sentence.

A ROBBER PUNISHED.—E. Howard, who pleaded guilty to participating in the robbery of M. A. Payne's jewelry store at St. Thomas, a few weeks ago has been sentenced to eighteen months in the Central Prison.

ASSIGNED.—The creditors of Emile Waldt, jeweler, King Street East, Toronto, met in Griffith, Sawle & Co.'s office, on the 13th February, and ordered the winding up of the estate, and the stock will be sold as soon as possible. The liabilities are \$2,000 and assets \$1,350.

MR. SAMUEL MYERS, Jeweler, of Notre Dame Street, Montreal, had his store and stock badly damaged by the fire which broke out in the Balmoral Hotel Block last month. His loss will amount to about \$3,000, which we are glad to say was fully covered by insurance.

ANOTHER ARREST.—James Miller who was arrested last month in Hamilton, as a vagrant, has been identified by Chief Fewings, of St. Thomas, as the man wanted for the jewelry robbery there on the 20th of last month. Miller was taken there for the purpose of standing his trial.

THE AURORA WATCH CO.—It is now understood that Mr. Chas. D. Rood, of the Hampden Company, has completed the purchase of the entire plant, etc., of the Aurora Watch Co., for the sum of \$100,000, on the understanding that it will still continue to be located in the town of Aurora.

FIRE.—We are sorry to see by our exchanges that Messrs. A. O'Dell and L. Dupuy, jewelers, of Sherbrooke, Que. were damaged by the disastrous fire which occurred in that city on 25th January. We trust that their losses may not be so serious as reported in the papers, and that they were both fully covered by insurance.

ANNUAL MEETING OF THE HAMPDEN CO.—The stockholders of the Hampden Watch Company held their annual meeting last month, and elected John C. Dueser president, in place of Charles D. Rood, who was formerly president and treasurer, and who was re-elected treasurer and director. An eight per cent. dividend was declared and paid, and the Company's affairs were stated to be in a very prosperous condition.

RIGHT YOU ARE.—The *Montreal Gazette* says, "Certain it is that public expectation will be disappointed if the new Banking Act does not provide a national currency." The *TRADER* has always advocated a national currency, and no matter what arrangement the Bankers and the Government may effect, the latter should see that in future there shall be only one set of bills issued instead of the thirty odd sets we now have. A national currency would do much to weld our people into a nation.

THIRD RUNS.—We have to thank Mr. Edgar A. Wills, the indefatigable Secretary of the Toronto Board of Trade, for a copy of the Annual Report of that institution for the past year. This little volume contains much matter of interest to every thinking merchant, and we heartily recommend a perusal of it to every one of our readers who can secure a copy. On the cover is a handsomely executed engraving of the costly building now being erected by the Board, and which they expect to occupy before the end of the present year.

'THE JEWELERS' CIRCULAR.—With the February issue of the *New York Jewelers' Circular*, that journal enters upon the twenty-first year of its existence. Its career has been one of unbroken success, and it is without doubt easily at the head of jewelry trade journalism, if viewed from a purely technical standpoint. We look upon the *Circular* as one of our best and most reliable exchanges, and we trust that it may long occupy its honored place as the oldest and in many respects the best jewelry journal on the continent of America, if not in the world.

A SUBSTITUTE FOR GOLD.—An exchange says that "A Birmingham man has invented a metal that can hardly be distinguished from gold. It is like the precious metal in all its best points, can be hammered and drawn equally well and presents a good wearing surface. It is not a compound, and gains its gold color from the action of a chemical. It can be made for sixty cents a pound, and may be used extensively in the manufacture of cheap jewelry." In our opinion any metal that has all the qualifications this one is commonly reported to possess, will be real gold and nothing else.

A CANADIAN MINT.—Senator McInnes last month gave notice of the following resolution in the Senate of Canada: "That in the opinion of this House (in view of the large production and exportation of gold and silver, the increasing population, the high financial standing and commercial importance of Canada), it is both desirable and expedient that the Government should immediately pass a coinage Act and establish a mint." We cannot see why Canada should not have a mint of her own. Such an institution would not only be helpful to our Banks but to our jewelry trade.

SOMETHING WORTH HAVING.—We ask the attention of our readers to the announcement of Mr. E. Scheuer, on another page of this issue, by which they will see that he offers them, at a very low price, one of the most useful articles that a retail jeweler can have about him. They are extensively used in the United States, and highly recommended by those who have given them a trial, and we have no doubt but that the Canadian trade will take as kindly to them, and find them all that they are said to be. If you do not get a chance to visit Mr. Scheuer's warehouse to see them personally, a three-cent stamp will pay the postage on a big enough letter to order one.

EXTRAORDINARY TRAVELLING.—While the American papers are going into ecstasies over the fact that the young lady journalists have circumnavigated the world in less than 80 days, a Canadian retail jeweler, Mr. J. H. Gunther, of Listowel, has hit upon a happy expedient of sending any of his customers who care to avail themselves of it, on a similar journey, free of expense, in less than half an hour. This he accomplishes by means of an elegantly lithographed series of views of the most prominent cities in the various countries of the world, that he presents to his customers, and which not only form an artistic souvenir, but serve the double purpose of advertising the enterprising jeweler who presents them.

REMOVAL.—In our last issue we inadvertently created the impression that Messrs. W. F. Tasker & Co. had sold out their entire business to the Messrs. Ryrie Bros. This is incorrect, as they only sold out the part of their stock suitable to the retail trade to that firm and have removed the balance of their goods to 21 Colborne St., Toronto, where they propose to carry on an exclusively wholesale business in cutlery, electroplated flat and hollow ware, and other goods of a kindred nature. These gentlemen have had a long experience with this class of goods, and as they hold the agencies of some of the largest and best firms in England and the U. S., they should have no trouble in making a success of their new venture.

WITHDRAWN FROM THE ASSOCIATION.—The Illinois Watch Company having withdrawn from the United States Association of Jobbers, will hereafter dispose of their movements through special jobbers in all parts of that country. The Company has just placed upon the market, and have ready for delivery, an entirely new model open face 18-size pendant set movement. It has straight line escapement, and the barrel is covered by a barrel bridge which enables the watchmaker to readily remove the barrel and repair or put in a new mainspring. In reference to this Company's Canadian trade they have not yet fully



BUY THE BEST. THE HAMPDEN WATCHES



EXCEL ALL

OTHERS



AS ACCURATE TIME-KEEPERS.

The Watch Movements manufactured by the Hampden Watch Co. are the best Movements made, and the guarantee on them is almost without limit.

The Largest Establishment
facture of Watches are the
WATCH CO. & THE DUEBER WATCH



on the Globe for the manu-
factories of **THE HAMPDEN**
CASE MFG. CO., at Canton, O.

MORE THAN TWO MILLION Watch Movements and Watch Cases, manufactured by these Companies, are now in the pockets of the people, and all having one in their possession may rest assured that they have the very best Watch made.

Address all orders to

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Sole Canadian Wholesale Agent for the Sale of
HAMPDEN WATCHES.

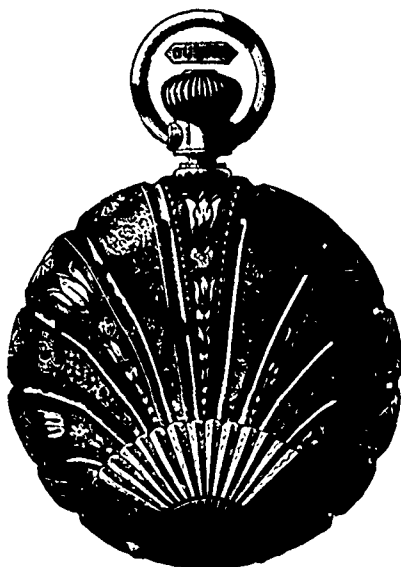


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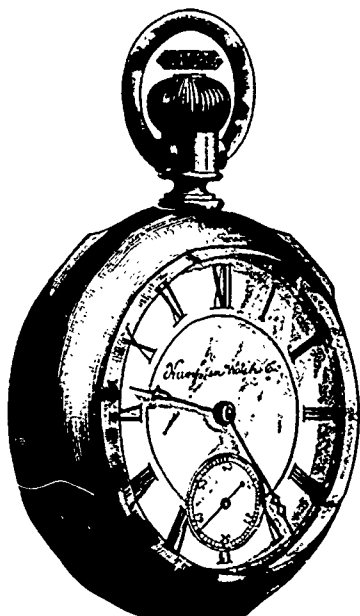
SOLE CANADIAN WHOLESALE AGENT FOR THE SALE OF THE CELEBRATED

DUEBER GOLD-FILLED CASES.



"THE BEST IN THE WORLD,"

CONTAINS MORE GOLD THAN ANY OTHER SO-CALLED FILLED CASE IN THE MARKET, AND COMBINES IN ITS CONSTRUCTION ALL THE LATEST PATENTS AND IMPROVEMENTS OF ANY VALUE IN THE ART OF WATCH CASE MAKING.



" THE WORLD'S WATCH CASE."

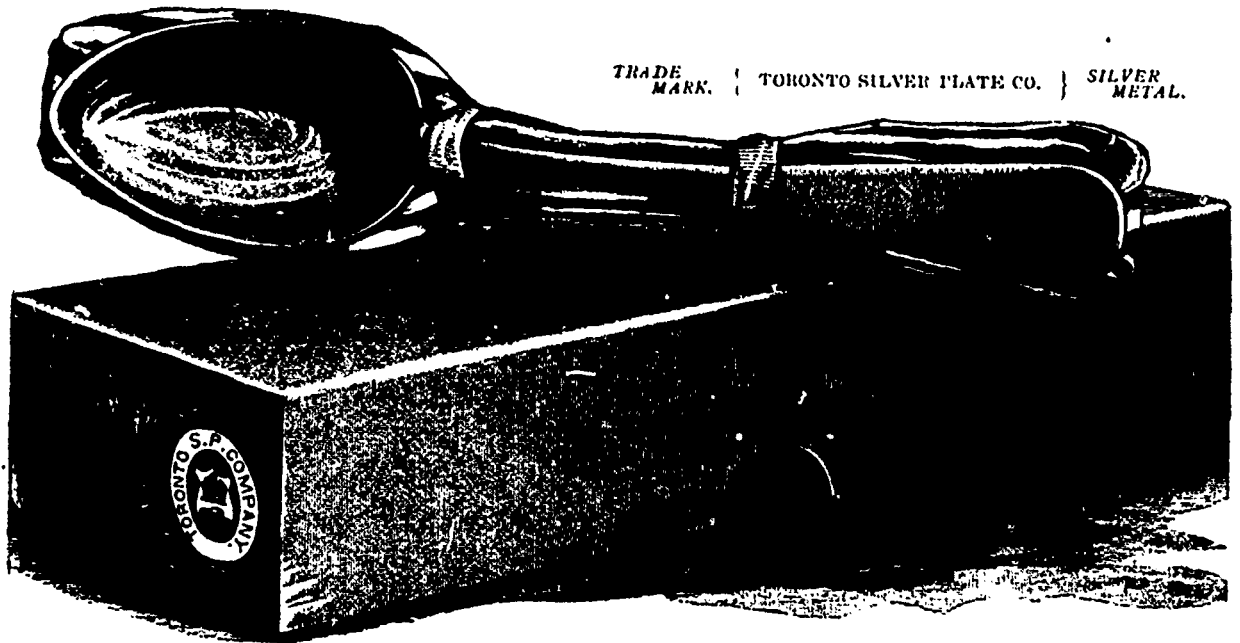
The Dueber Silverine 3 oz. O. F. Bassine, Key and Stem Wind reduced to 95c. each. A perfect fac-simile of the celebrated Dueber Coin Silver Watch Case. Color, finish and durability superior to all others. Send for samples and New Dueber-Hampden Price List.

BUY THE BEST, THE DUEBER CASES.



THE TORONTO SILVER PLATE CO.

A NEW DISCOVERY IN PRECIOUS METALS.



These Spoons and Forks are Guaranteed Solid Metal, and Durable as Sterling Silver.

SILVER METAL.

SPOONS, FORKS, LADLES, Etc., made of this new metal are superior to Sterling Silver in point of non-tarnishing, and equal to Solid Silver for durability, and at one-fifth the cost.

For Hotels, Restaurants and Family use, Silver Metal Table Ware is without a parallel.

As there is no plate to wear off, any silver powder, polish, chalk or electroine can be used to clean them. The more they are cleaned the whiter and more beautiful they become.

Do not confound Silver Metal with the varieties of Nickel Silver imposed on the market. We claim for them no relation. This wonderful discovery is controlled by us, and we sell no metal except made into Spoons, Forks, etc. All genuine goods bear our trade mark:—*Toronto Silver Plate Co.* } SILVER METAL.

E. G. GOODERHAM,
Manager.

J. C. COPP,
Sec.-Treas.

TORONTO, CANADA.



decided whether they will open an agency in Toronto or sell direct to the retail trade from the factory at Springfield. In either case they propose to make an effort for a big increase in their Canadian business.

NEW WATCH CASES.—During the past month the American Watch Case Company, of 67 Adelaide St. West, Toronto, have placed in the hands of the jobbing trade three new cases, which for workmanship and value, surpass anything ever made in the United States or Canada. They are a new 2 oz silver screw bezel and back case made so as to take either lever or pendant set movements, a new silver open face, key and stem wind case, jointed bezel and back, solid gold centre, called the N. P., and last, but not least, a new 10k filled gold screw back and bezel dust-proof case, made like the silver one above, to fit either pendant or lever set movements. These cases are the cheapest and best cases for the money ever made by the American Watch Case Company, or any other company in America, and every retailer should ask the jobber from whom he purchases his goods to show him the samples.

HAMPDEN MOVEMENTS.—In a letter received last week from Mr. W. A. Young, the Canadian agent of the Dueber-Hampden Company, that gentleman says, "The Hampden Watch Co. have brought out a new 18 size nickel movement, fifteen jeweled, Breguet hairspring, adjusted, etc., and guaranteed to be 'the best timekeeper in the world for the price.' These movements are delivered to the trade in silverine skeleton cases without extra charge. This movement is named the 'John C. Dueber.' The output of Hampden watches will this year be brought up to nearly 1,000 per day, and when this increase is effected I trust to have no difficulty in giving the Canadian trade all of these movements that they can use, a thing that, thanks to the publicity given them through the columns of THE TRADER, I have hitherto been unable to do."

JEWELERS' SECTION OF THE BOARD OF TRADE.—A new trade section was last month formed in connection with the Toronto Board of Trade, the Jewelry and Silversmiths' Section, and held its first meeting a few days later in order to elect officers for the coming year. Fifteen firms were represented, and others are expected soon to join. The by laws for the guidance of the section were submitted and approved of, and the duty of presenting them for the approval of the Council was relegated to Mr. W. K. McNaught, the representative of the section at the Council Board. The executive of the section was then elected as follows: Messrs. M. C. Ellis, J. C. Copp, E. Scheuer, W. K. McNaught and T. H. Lee. A meeting was then held of the executive, and Mr. E. Scheuer was elected chairman, Mr. J. C. Copp deputy-chairman and Mr. Edgar A. Wills, secretary-treasurer.

ELGIN WATCHES.—In a recent interview with the Chicago correspondent of the *Keystone*, Mr. Avery, the President of the Elgin Watch Company, said regarding the trade outlook:—"We have increased our productive capacity to 1,700 movements per diem and I expect very shortly to reach 1,800. Still we cannot begin to fill our orders. I think we could dispose of every movement we make, without placing one in the United States. American movements are becoming more popular in England and her Colonies and in fact all over Europe. I hear very encouraging reports as to business prospects in every section of the country, and I think the present satisfactory condition of affairs is likely to continue." This is certainly a wonderful showing, and speaks volumes for the quality of the Elgin movements.

NOT CERTAINLY INTENTIONAL.—The *Watch Dial* in its last issue says, "Our esteemed contemporary, the *Toronto Trader*, reproduces in its February issue an article on 'Gold,' which it credits to the London *Watchmaker, Jeweler and Silversmith*. This interesting article originally appeared in the August number of *The Watch Dial*. The Canadian monthly also copies from our columns, and duly credits, the exciting story of Daniel Fosque, the 'Invisible Jeweler of Paris,' which was first printed in our issue of September last." THE TRADER has always acted upon the principle of giving honor to those who deserve it, provided they can find out to whom it really belongs. If all of our American contemporaries would only get into the habit of separating their original from their contributed matter, and properly crediting the latter, we do not think that any of them would again have cause of complaint on the above score against this journal.

FIRE.—The premises of Mr. H. Ellis, wholesale jeweler, of 10 Wellington St. West, were badly damaged by fire about eight o'clock on the evening of the 13th February. Mr. Ellis had just received several large consignments of American jewelry, which he was marking off, preparatory to packing his trunks for a trip on the road. Unfortunately for himself these goods were all left outside of his vault during the time he was compelled to be absent for supper, and on his return, he found the premises wrapped in flames, and the firemen doing their level best to save the building. The premises were completely gutted, and the result, so far as Mr. Ellis is concerned, was the total loss of everything outside of his vault. The loss of stock and fixtures will not be less than from \$7,000 to \$8,000, but this we are glad to say will be fully covered by insurance. Mr. Ellis is getting the place fixed up again, and in a few days will be in as good shape as ever to do business.

A SUPPOSED BURGLAR CAPTURED.—Gilbert Skeats, 134 York Street, Toronto, who nine years ago was bartender at the Queen's Hotel in this city, was arrested by Detective John Cuddy, on a charge of being concerned in the late Montreal jewelry robbery. On the 20th Jan., W. S. Walker's jewelry store at Montreal was robbed of \$5,000 worth of jewelry, diamonds, etc. A man, who gave his name as James Martin, was arrested the same evening and sent to penitentiary for fourteen years. Sergeant Detective Reburn, of this city, found a diamond ring in the possession of a certain King Street merchant and identified it as one of the rings stolen at Montreal. The merchant at once told how he came to possess the ring, stating that he had purchased it for a round sum from Skeats. After Skeats had been arrested he denied having sold the ring, but when Reburn produced the article the prisoner weakened and admitted the sale, but refused to tell how it came into his possession. He was then locked up and a telegram sent to the Montreal authorities.

A CLOSE CALL. The premises of Mr. Edmund Scheuer, wholesale jeweler, had a very narrow escape from destruction by fire on the night of the 20th February. About one o'clock at night Mr. Scheuer was aroused from his slumbers by a messenger with a hack who informed him that his warehouse was on fire, when he at once hurried down town to find to his relief that although there was a terrific fire raging, it was not in his premises but in those of the Gendron Mfg Co. next door. After herculean efforts on the part of the firemen, the flames were subdued, but not before that Company had suffered a loss to the extent of at least \$20,000. Our readers will be glad to learn that with the exception of a slight wetting of his office and walls by water, Mr. Scheuer had no loss whatever, and settled his claim against the insurance companies in full for \$200. Within a few hours after the fire was extinguished, Mr. Scheuer had his place straightened up again and business running along as usual. It was certainly a close call.

STILL ANOTHER FIRE. If the fire fiend has no special grudge against the wholesale jewelry trade of Toronto, appearances are strangely deceitful. Mr. E. Gunther owns a block of three brick warehouses, situated on the corner of Melinda and Jordan Streets, in this city, and about four o'clock on Thursday morning, 20th February, the middle one was discovered to be afire. The flames had gained considerable headway before the alarm was given, and although the fire brigade on its arrival soon subdued them, the damage to the building and stock will probably not fall far short of \$20,000. Fortunately for Mr. Gunther's own stock, although the water came pouring down into his warehouse it was principally in his private office and left his stock almost unharmed. A few feet further over and the water would have damaged thousands of dollars worth of material. Mr. Gunther's own business was not interrupted beyond the short time necessary to get rid of the water and the place dried out. His loss on the building is fully covered by insurance.

AN IMPORTANT DECISION.—A Cleveland, Ohio, U. S. despatch says: James R. McMullen, a resident of Ontario, Can., and George W. McMullen, of Illinois, recently brought suit against Samuel J. Ritchie of Ohio, in the United States district Court, to compel him to pay for certain bonds, etc., he had received from them. They desired that a judgment obtained in an Ontario court be taken as a judgment here. The defence demurred on the ground that a judgment obtained in a



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THAT

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LEAD FOR

STANDARD of QUALITY in Watch Materials, Tools, GENERAL SUPPLIES, Sundries, Findings, etc.

We are constantly devising and perfecting our mode of keeping and handling our stock in this class of goods. We are enabled by our present method of selecting and facilities for shipping materials, to give satisfaction in accuracy and promptness.

GENUINE AMERICAN WATCH MATERIALS

OUR SPECIALTY.

We do not in any case supply imitation goods of any kind and bill it as genuine.

We want every Watchmaker, Jeweler, Engraver, Journeyman and Apprentice who have any kind of manufacturing or repairing to do, to know and have reason to remember our address. We have every class of Tools and Materials used at the Watchmaker's or Jeweler's work bench.

WE HAVE OUR LATHES AND TOOLS RECOMMENDED BY HUNDREDS.

WHITCOMB and Webster-Whitcomb LATHES.

Please take particular notice. In nearly every case orders are filled by return, our prices are right, we are known to be particularly accurate. We go to great pains to explain to workmen who may not be fully posted on technical descriptions, and whose orders are therefore not clear, and we have special consideration for the sensibilities of such.

An evidence that Watchmakers in Canada realize the advantage of buying from us is proved by the steady increase of trade and of the number of new names signed to orders received daily.

In every case, when ordering any class of goods from our house, please state exactly what is required. Alleged errors frequently occur because goods and materials are not sufficiently described.

P. W. ELLIS & CO., - TORONTO, ONT.

31 WELLINGTON ST. EAST AND 40 FRONT ST. EAST.

NOTE OUR JEWELRY DEPT. AD. ON PAGE 2 OF COVER.



foreign court where the judge did not pass upon the merits of the case, although appearance was entered, was not conclusive in courts in the United States. Judge Ricks heard the arguments on the demurrer to-day, and held that a judgment obtained in a foreign court of jurisdiction was binding in the United States courts, the same as if the judgment had been obtained in courts of competent jurisdiction in States of the union. This decision is extremely important to creditors having accounts against merchants who have skipped across the line in order to avoid the payment of their debts. These gentlemen will not now find their position so secure as they had formerly imagined it to be.

HONEYEAL.—Referring to the marriage of Mr. Richard Russell, the well-known jewelry traveller of Levy Brothers, of Hamilton, the *Montreal Gazette* of the 1st February, has the following to say in reference to the ceremony: "Shortly after six o'clock on Saturday evening last, a pleasant event occurred, in the marriage of Miss Isabel Gertrude Harris, second daughter of Mr. H. V. Harris, of St. Lambert, Montreal, and Mr. Richard Russell, jr., of Hamilton, Ont. The marriage took place at the Church of St. James the Apostle. The centre of the church was filled with friends of the bride. The wedding gown was of white brocade satin, court train, over petticoat of white silk, and trimmed with white lace; tulle veil, wreath of orange blossoms and bouquet of white roses. The bridesmaids were Miss Harte, Miss Kate Smardon (Three Rivers), and Miss Maggie Bourne, of St. Lambert. The gentlemen who attended the groom were Mr. Thos. J. Darling, Mr. F. Bourne and Mr. George Darling. The ceremony was performed by the Rev. Canon Ellegood. The choir assisted with full choir service. **THE TRADER** joins with Mr. Russell's myriad of friends throughout the jewelry trade of Canada in wishing him and his bride long life, prosperity and happiness.

A SWINDLER PUNISHED.—An American traveller, named Chas. Besser, was arrested in Montreal last month on a suspicion of having

brought into Canada a lot of stolen property, consisting of diamonds, jewelry and watches. Detective Robertson, of the Montreal force, was commissioned to work up the case, and after a good deal of telegraphing to and from the leading cities of the United States, he received a despatch from Messrs. Cohen & Co., 245 Broadway, New York, saying that they were interested in the prisoner Besser and that a representative of the firm would leave at once for Montreal. Mr. L. Krug, one of the partners came to Montreal, and, being taken to the jail, had no difficulty in recognizing his man. Charles Besser, alias Schwartz, was, it appears, acting as traveller for Cohen & Co., when about a month ago he disappeared, taking with him between two and three thousand dollars' worth of valuable jewelry. His family live in New York, and are represented to be very respectable people. The prisoner was tried, found guilty and sentenced to six months' imprisonment in the common jail with hard labor. The goods will be given up to Cohen & Co. by the authorities as soon as the customary formalities are complied with.

ENGLISH ENTERPRISE.—On Saturday, January 11th, a notable incident occurred in the history of English watchmaking, which goes far to prove that "there's life in the old land yet!" We refer to the opening by Lord Derby of the new works of the Lancashire Watch Company, at Preston. Taking a leaf out of the American Company's book, the projectors of this Company have consolidated a lot of small and financially weak concerns into one large aggregation, which proposes to manufacture watches by machinery upon a large scale, exactly the same as is done in the best American factories. The buildings just opened are but the nucleus of a series of projected buildings, which when completed will have a capacity of 3,000 hands. At the opening the number of hands employed was about 500, but this number is to be augmented just as soon as the buildings and machinery can be constructed. As this enterprise may fairly be said to be the first thing of its kind ever fairly tried in England on a large enough scale, or

FOR TIME, APPEARANCE AND GENERAL SATISFACTION,

THE

WATERBURY WATCH

**Is UNEQUALED by any other low-priced Watch
IN THE WORLD.**

There is a larger percentage of profit in the sale of **WATERBURY WATCHES** than **ANY** Watch in the market. Think of this, and then ask yourself why you handle cheap Swiss watches, when every one you sell will prove a boomerang. Give your customer good value for his money and you make a friend of him or her, do otherwise and you lose a customer. Send for our Catalogue showing different Dials and Fancy Cases.

NO ENTERPRISING JEWELER SHOULD BE WITHOUT OUR GOODS IN STOCK.

THE WATERBURY WATCH CO.

81 KING STREET EAST,

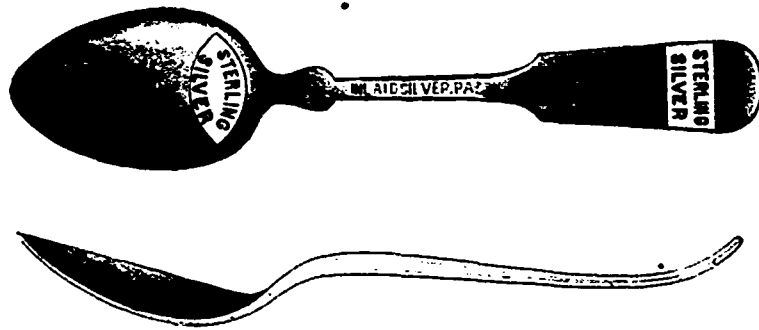
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A NEW LINE FOR THE TRADE

INLAID SILVER SPOONS AND FORKS



NEXT IN DURABILITY TO STERLING SILVER.

The above cut represents our goods before plating, which in process of manufacture have a portion of the metal cut out where they rest on the table. The cavity thus made is **FILLED WITH SOLID SILVER**. After plating, the filling is not visible. This effectually overcomes the great objection heretofore found in Plated Forks and Spoons.

Our goods are all made of eighteen per cent. Nickel Silver, filled at points of rest with Pure Silver, and then plated with 8 oz. plate, being twice the amount of silver deposited on the regular A 1 goods. The life of an ordinary Plated Tea Spoon is about five years. We guarantee our goods absolutely to wear twenty years.

TEA SPOONS,	-	\$6.50	LIST.	} SUBJECT TO THE REGULAR TRADE DISCOUNTS.
DESSERT "	-	11 00	"	
TABLE "	-	13.00	"	
DESSERT FORKS,	-	11.00	"	
MEDIUM "	-	13.00	"	

Every piece bears this stamp: **INLAID SILVER, PAT'D.**

Goods are packed up in satin-lined rack boxes of one dozen. Guarantee enclosed in each box. Manufactured in Canada under Warner's patents by the Inlaid Silver Company, Toronto.

For sale by the leading jobbers of plated ware. Should your jobber not have them in stock, write direct to

THE INLAID SILVER CO'Y, - TORONTO.



with sufficient capital and backing to give it a chance of success, we heartily wish it "God speed," for by the tone of the speeches at its opening it is evident that some such movement must be inaugurated if the English watchmaker is to remain in England and work at his old trade. We trust that it may have the effect anticipated of giving the English mechanic steady employment at a much better rate of wages than he has hitherto enjoyed.

LANSING OUR—The Acme Silver Company, of this city, have just concluded the purchase of the building formerly used by R. S. Williams & Co., as a piano factory on Hayter St., Toronto, and propose to remove their business there as soon as the necessary changes can be made, which will probably be about the end of June. The new premises have 145 feet frontage, by 40 feet in depth, and are six stories high. Power will be furnished by an improved Corliss engine of seventy-five horse power, for which steam is to be furnished by a one hundred horse power steel boiler. The Acme Company have recently added to their plant an improved hydraulic press, capable of exerting a pressure of one hundred and fifty tons to the square inch, and with the addition of this and other machinery now in process of construction, they think that they will have one of the best equipped factories in America. When our readers call to mind that six years ago this Company started in on Church Street in a one-story building with only eight employees, and very little machinery, and now see the establishment and equipment they now run, they must confess that a great deal of energy and hard work has been expended in bringing the business to its present high-water mark. Not only does the Company do a large and ever-increasing business in Canada, but they are slowly building up an export trade, and now ship goods direct to England, the West Indies, New Zealand and Australia.

DARING ATTEMPT AT BURGLARY.—The jewelry stores in the city of Montreal seem to have had particular attraction for the burgling fraternity of late, there having been several successful and unsuccessful attempts to rob this class of tradespeople during the past month. At half-past two o'clock on the morning of the 13th February, watchman Prevost, while passing the jewelry store of Mr. Scott, 1561 St. Catherine Street, saw the form of a man crouching by the door of the large safe and quite unconcernedly boring a hole through the heavy door. The watchman immediately ran to the rear of the premises, seeing that entrance to the store had been gained that way. He encountered two of the fellows outside the window, and drawing his baton, dealt one after the other severe blows, finally knocking them into an excavation immediately behind the store. He now turned his attention to the fellow who was all this time boring away at the safe door. The constable was about to crawl in through the window when this daring fellow heard him, and with one bound jumped through the plate glass door, but not before receiving a blow from the aforesaid baton. The watchman went in pursuit. He found his two assailants had crawled away, and the third by this time was at a safe distance. About an hour afterward the same watchman, while on patrol, jumped on a man whom he took to be one of those connected with the burglary. His name was Coté. He was taken to the police station. Goods to the amount of \$100 were stolen, but had the safe been opened the robbery would have been most serious, as it contained \$7,000 in money and goods.

THE LONDON (ENGLAND) JEWELER AND SILVERSMITH does us the honor to re-publish our remarks upon the reasons why the jewelry trade of Canada prefer to buy their goods elsewhere than in the dear old land which we are all so proud of. The pith of the reason we gave was that English manufacturers would not make the goods our people wanted. Commenting upon this, our esteemed contemporary says: "If our readers will refer to the article in question, from which our esteemed contemporary quotes, they will see that we suggested the 'want of adaptability' on the part of home manufacturers only as a suppositious alternative cause for a falling off in or a standing still of our trade with Canada; the other cause, and the chief one, being 'failure on the part of English manufacturers to keep the Colonials informed of what they were doing, and of so educating the Colonial taste up to the home standard . . . of keeping English styles in the front place in Colonial markets by judicious advertisement,' etc." In regard to the above, we may say that our Canadian buyers are

thoroughly posted about the English novelties in jewelry, the trouble has been that they did not suit our Colonial tastes, and while our English brothers were trying to educate us up to their standard our Yankee cousins were quietly supplying us with the exact articles we desired. What the English manufacturers want to do, is not so much to expend energy and money in educating our vitiated Colonial taste, as to give us exactly what our people want. When they get over the educating fever and get the idea through their heads that we really know just what kind of goods we want, then half the battle will have been won, for there is not the slightest doubt that England can still manufacture a great many lines of jewelry cheaper than the same goods can be made in the United States, and of course Canadians, like everybody else, are desirous of purchasing in the cheapest market.

WORKSHOP NOTES.

THE best method of cleansing watchmakers' and jewelers' brushes, is to wash them out in strong soda water. When the backs are wood, you must favor that part as much as possible, for, being glued, the water may injure them.

A GOOD black lacquer to put on opera and field glasses may be obtained by making a strong solution of nitrate of silver in one dish, and of nitrate of copper in another. Mix the two together, and plunge the brass into it. Now heat the brass evenly till the required degree of dead blackness is obtained.

METALLIC surfaces may be gilt by rubbing in the following mixture. Chloride of gold dissolved in pure water 36 parts, mixed with a solution of cyanide of potassium, (poisonous) 60 parts, in pure water, shake well and set by for 15 minutes, then filter. This liquor is thickened with a powder composed of prepared chalk 100 parts, cream of tartar 5 parts.

A BRIGHT gloss may be put on mother of pearl articles by going over them with pumice stone finely powdered, washed to separate the impurities and dirt, with which polish very smooth; then apply putty powder and water by a rubber, which will produce a fine gloss and good color. Vienna lime is likewise used, but the finish is produced by experienced skill rather than any special ingredients.

A GOOD process for oxidizing silver is to add four or five thousandths of ammonium sulphide or potassium sulphide to water, at a temperature of 160 to 180 degrees Fah. When the articles are dipped into this solution, an iridescent coating of silver sulphide is produced, which after a few seconds turns blue-black if allowed to remain in the liquid. Remove, rinse, scratch brush, and burnish when desired.

WISE AND OTHERWISE.

"YOUNG man," said the minister impressively, "I can see you as you sat at the gaming-table last night, with a deep red flush on your face." "Excuse me, but you're wrong about that deep red flush. Bill Jenkins had it in his hand."

"My house was entered by a burglar last night." "Is that so? What did you do?" "Nothing but look at him." "Did he carry off anything?" "No; he saw that there was only wood stoves in the house and not a particle of coal on the premises, so he went away."

SMITH—"That paragraph in the *Daily Herald* touched you up rather severely yesterday, Brown." Brown—"O, yes; I don't mind that sort of thing, however. The world will always contain fools, you know." "I suppose so. If there were no fools there wouldn't be anything for those fellows to write about, I suppose."

"Do you know," said a dignified-looking man, "that I never tasted whiskey?" "No," was the reply; "I know lots of fellows that gulp it down quick that way, but somehow I could always get more enjoyment out of it by lettin' it go down slow, unless it's clear pizen."

WIFE—"Why did you send home a ton of coal to-day, dear? We have coal enough to last until July." Husband—"I didn't order any coal, and I wish you wouldn't pay gas bills. I went to the office to-day to make a kick, and was told the bill was paid." Wife—"Why, I haven't paid any gas bills." Daughter (blushing)—"George is the responsible one, papa, and I think it was a very delicate thing for him to do."



LEVY BROS.,

HAMILTON, ONT.

1890

1890

In the New Year, as in the past, we will use every endeavor to place before the Trade "The Best that the Markets afford." We will devote both time and money to secure the class of Goods which we know from our experience is best suited to the various centres of trade with which we have dealings.

DIAMONDS.

Our Stock will be well kept up. Choice Pairs and Single Stones always on hand.

AMERICAN MOVEMENTS.

All Grades named in Price List.

CLOCKS.

The Best Value in Canada.

The Largest Stock.

SWISS WATCHES CHOICE AND CHEAP.

SILVER AND FILLED CASES.

A Complete Line.

OUR PLATFORM FOR 1890.

GOLD CASES

ENGRAVED WITH OUR OWN SPECIAL DESIGNS.

TOOLS AND MATERIALS.

In this Department everything required by a Watch-maker will be found.

W. B. & Co.'s

WATCH GLASSES.

OPTICAL GOODS.

Our All Spectacles, Registered, Nickel or Steel Frames, are unsurpassed value.

A Full Line of

Lemaire's CELEBRATED GLASSES.

Our Travellers will make their Regular Trips through ALL parts of Canada. If you cannot wait, a Letter Order will receive our prompt and careful attention.



NEW HAVEN CLOCKS

LEAD THE WORLD

- - IN - -

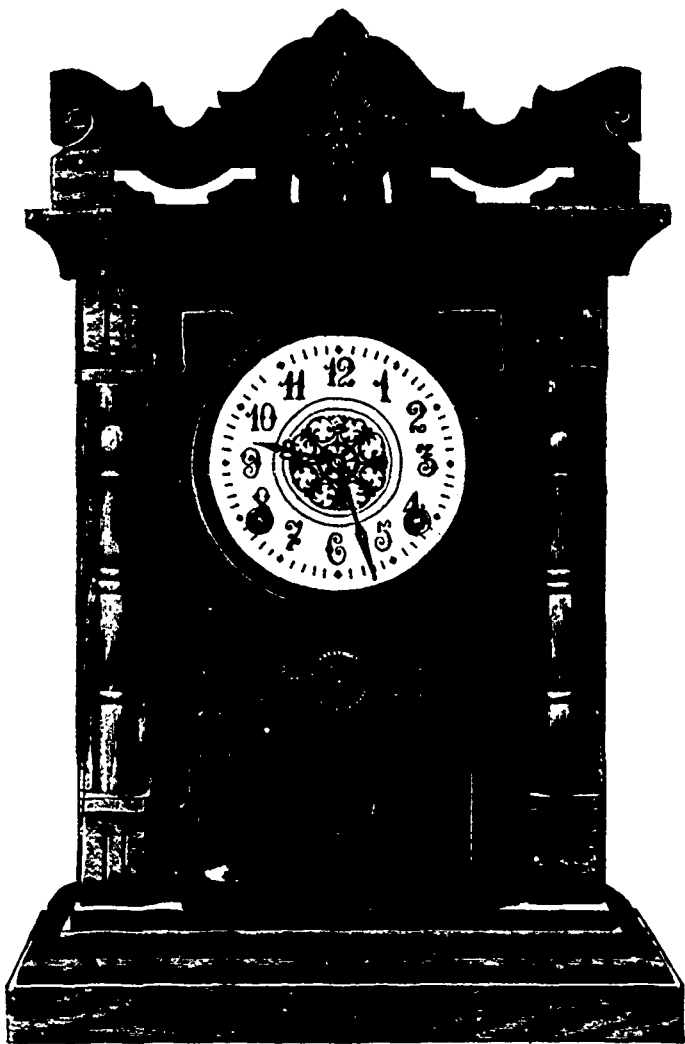
DESIGN.

FINISH.

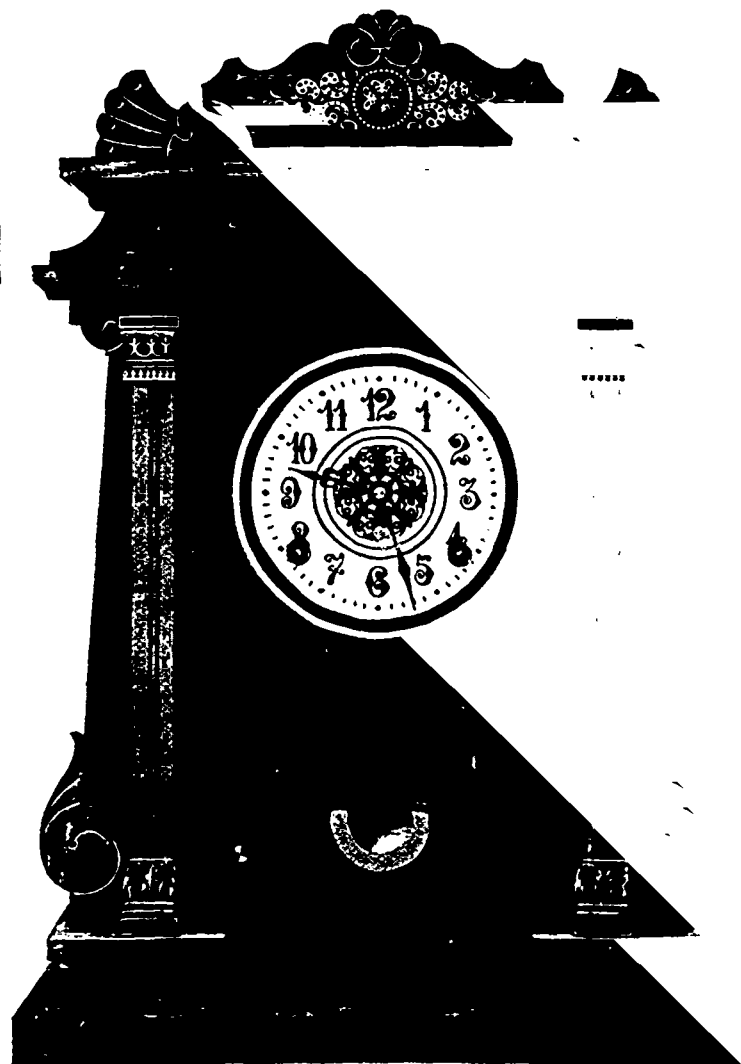
PRICE.

See their Great Values

FOR 1890.



RUSSIA—Height 18 1-2 in. Cathedral Gong.



SERVIA—Height 19 in. Cathedral Gong.

LEVY BROS.,

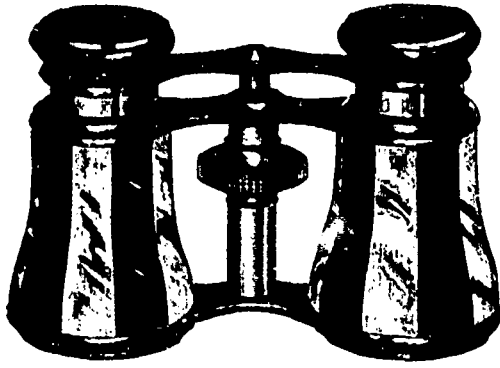
HAMILTON, ONT.,

SELLING AGENTS

FOR

NEW HAVEN CLOCK CO.

FOR CANADA.



OPERA GLASSES.

THE especial attention of the trade is called to the extension we have recently made to this branch of our business.

We last fall made arrangements with **LEROI ET CIE.** of Paris, to control their goods in Canada, and the first shipment, which has recently come to hand, have surpassed our most sanguine expectations. We believe the Glasses to be equal in all respects to Lemaire's for considerably lower prices.

We also have a complete line of Lemaire's Glasses in stock, at close figures, also some special lines of Chevalier's.

A GOOD ASSORTMENT OF FIELD GLASSES ALWAYS ON HAND.

SAMPLE. ORDERS SENT BY MAIL

THE HEMMING BROS. CO., Limited.

76 YORK STREET, TORONTO.

The Best Line of Rolled Plate Chains.

IN THE MARKET FOR THE MONEY.

STYLES
ORIGINAL.
DURABILITY
GUARANTEED.



J.G.C. & CO.

FINISH ALL
THAT
COULD BE
DESIRED.

(TRADE MARK)

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

J. G. CHEEVER & COMPANY,

NORTH ATTLEBOROUGH, MASS., U.S.A.

GEO. P. WAGNER.

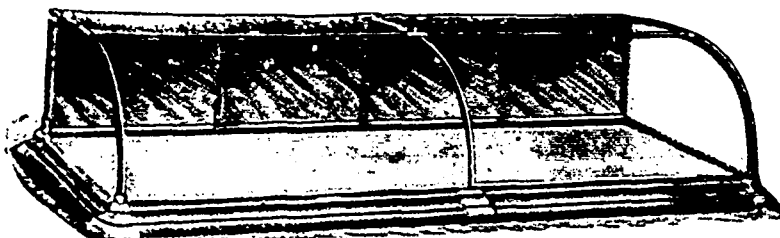
CARL ZEIDLER.

D. C. WAGNER.

DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.

(FORMERLY DOMINION SHOW CASE CO)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Silver Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc
Send for Catalogue and Price List.

Show Rooms, Head Office and Factory: West Toronto Junction, Ont.

OUR HELP COLUMN.

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

EMPLOYMENT WANTED by a young man, age 19, able to do jewelry and clock repairing, also plain and fancy engraving. For particulars, address ALEX DARLING, Simcoe, Ont.

FIRST CLASS WATCHMAKER, with 10 years' experience, wants situation. Address WATCHMAKER, 254 1/2 Simcoe St., Toronto.

FOR SALE. - Jewelry business in the most thriving town in Manitoba. Railway centre of three independent lines. Fine farming country. Town growing very rapidly. Two jewelry stores only. Population about 3,500. Stock can be reduced, with fittings, etc., to about \$2,000. Terms reasonable. Fine opening. Address, if you mean business, MARTIN & CURTIS, Portage la Prairie.

SITUATION WANTED - Newly from Scotland, 10 years' experience. Well up in watch and clock jobbing, good salesman, got good kit of tools. Address J. T. MOWAT, 35 Belmont Street, Montreal, Que.

SITUATION WANTED as watchmaker, can do all kinds of watch, clock and jewelry repairing, have all my own tools, have had five and half years' experience, can furnish best of recommendations concerning character and ability. Am willing to act as salesman, want steady situation, city preferred. Wages no object. Address WM. FRETHERAM, Forst, Ont.

SITUATION WANTED by one who has worked near 2 years at the trade, where he would have chance to improve. Can do all kinds of plain watch, clock and jewelry repairing. Would wait on customers if required. Can give best of references. Apply to L. B. FORSYTH, Stouffville, Ont.

SITUATION WANTED as 2nd workman or improver, can do turning, pivoting and all ordinary work. No objection to serve in store, can furnish best of references. Address DRAWER 9, Paisley, Ont.

SITUATION WANTED by a young man 20 years old, as improver in watch and clock work. Two years' experience at the bench and as salesman. Situation in wholesale jewelry store preferred. Address J. C. WOODARD, Beamsville, Ont.

SITUATION WANTED by a young man 19 years of age, just finishing a 4 years' term with Mr A. Moffat, jeweler, Port Elgin. Wages not so much an object as further improvement. For recommendations apply to ALEX. MOFFAT, Port Elgin, Ont.

WANTED by a young man, two years and one half experience, can repair clock, jewelry and plain watch work. First-class references. Address G. W., care of J. & J. Stevenson, London, Ont.

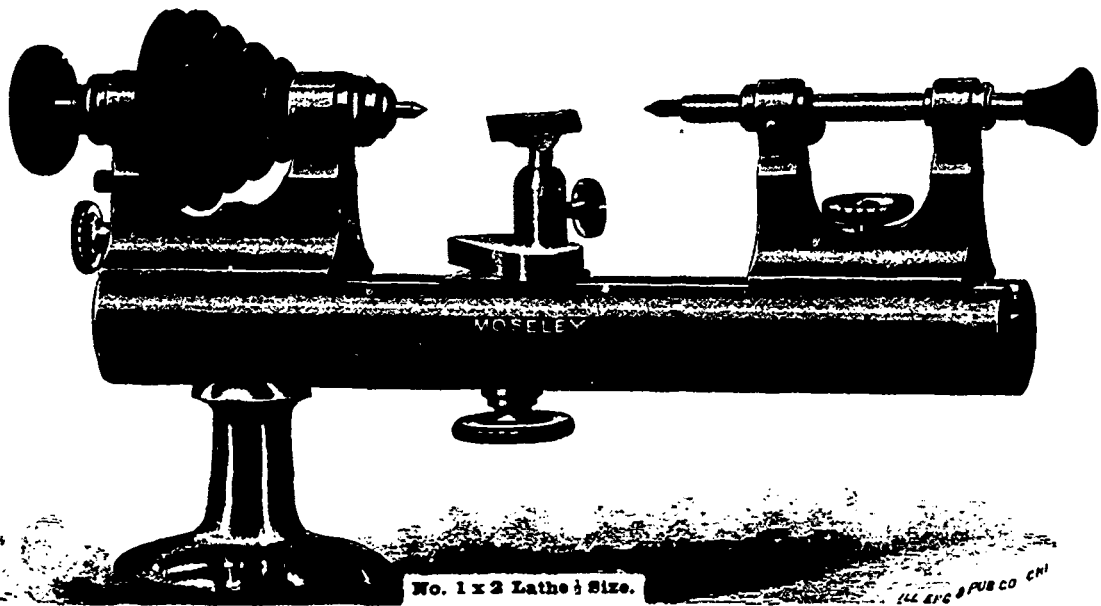
WANTED SITUATION with first-class watchmaker to finish trade, have worked over three years at the bench, or would take work of any kind in a jewelry store. Address B. x 204, St. Catharines, Ont.

WANTED - A situation by young man 22 years of age, has had six years' experience at the bench. Good salesman, has full set of tools and American lathe, and can furnish good references. Address A. K. JANSEN, care of Geo. Klinck, Jeweler, Elmira, Ont.

YOUNG MAN wants situation as improver to the watchmaking, has been nearly four years at the trade, and has good set of tools. For further information and references, apply to HERBERT W. REVELL, 618 Ontario St., Toronto, Ont.

QUALITY IS THE STANDARD OF VALUE.

WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 x 2 Lathe 1/2 Size.



No. 1 x 2 WIRE CHUCK

All our Chucks are stamped "Moseley" on the face and warranted. Cut of Chucks Full Size.

Note. The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

ALBERT KLEISER,
NO. 14 KING STREET EAST,

BOOKS FOR WATCHMAKERS.

- Saunier's Treatise on Modern Horology in Theory and Practice.**
Translated from the French by Julien Trippin and Edward Higg, M. A. Octavo, 832 pages, containing 78 wood-cut illustrations and 22 double page colored copper-plate engravings. Price, post paid. \$12.00
- Saunier's Watchmakers' Hand-Book.**
Latest edition, enlarged, illustrated with handsome wood-cuts and double-page copper-plate engravings. Price, post paid. \$3.00
- Britten's Hand-Book, Dictionary and Guide for Watch and Clock Makers.** By F. J. Britten, Secretary of the London Horological Institute. Price, post paid. \$1.75

Sole Agent for the Dominion for the Moseley Lathe, -
- Wholesale Dealer in Watch Materials of all Kinds, -
- TORONTO, ONT.



The Montreal Optical & Jewelry Co., Ltd.

Warehouse and Factory, 1685 Notre Dame St. Montreal.

P. O. BOX 1054.

ONLY MANUFACTURING OPTICIANS IN CANADA.

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

OPTICAL GOODS

Ever Shown in the Dominion.

Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles

AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.

Special care given to Prescription Trade and Customers' Repairs.

N.B.—Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

Montreal Optical and Jewelry Company, Limited.

G. H. LEES & Co.,
MANUFACTURING JEWELERS,
WATCHMAKERS AND ENGRAVERS.
HAMILTON, - - - ONT.

Have their factory fitted with the most improved and best steam machinery and make a specialty of making any kind of jewelry to order, particularly **Rings** of all kinds. Orders of every kind promptly filled, Medals, Hair Jewelry, Enameling, Stones cut and engraved. Repairing receives prompt attention, and at moderate prices. We have a good reputation for being prompt. Watches demagnetized and properly repaired. Tools and materials.

Our Terms are Cash. Please give us a Trial.

JEWELERS WANTED,
TO SEND THEIR ENGRAVING TO

J. S. MURRAY & CO.
GENERAL AND ORNAMENTAL
ENGRAVERS,
ROOM 58,
YONGE STREET ARCADE, - TORONTO.

W. COATES & BRO.,
JOBBER IN
JEWELRY AND WATCHES,
BROCKVILLE, ONT.

C. W. COLEMAN,
10 KING ST. WEST, (up Stairs,) - - - TORONTO.
WATCHMAKER TO THE TRADE.
Importer and Dealer in GRANDFATHER CLOCKS,
QUARTER TING-TANG AND CHIMES.
ESTIMATES FURNISHED FOR TOWER CLOCKS.

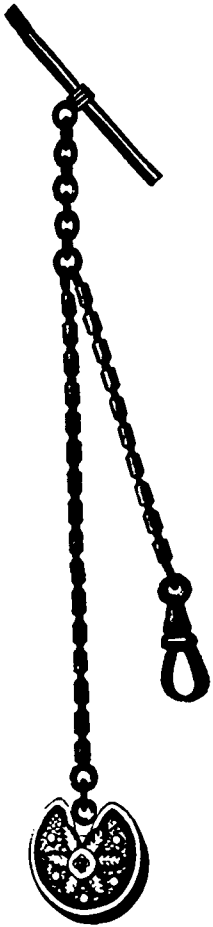
T. WHITE & SON,
MANUFACTURING JEWELERS,
LAPIDARIES & DIAMOND SETTERS,
RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.

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

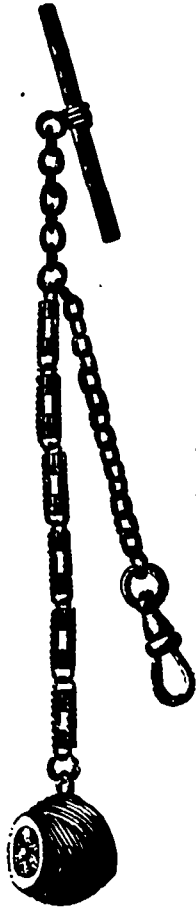


R. F. S. & CO.

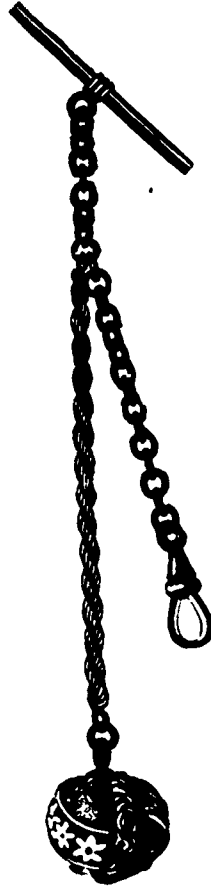
"SAFETY QUEEN."



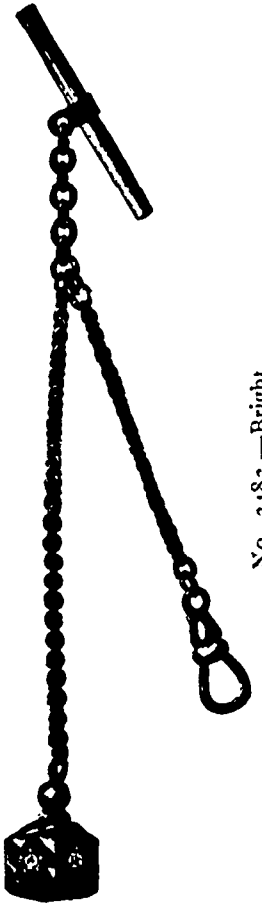
No. 2520.—Bright.



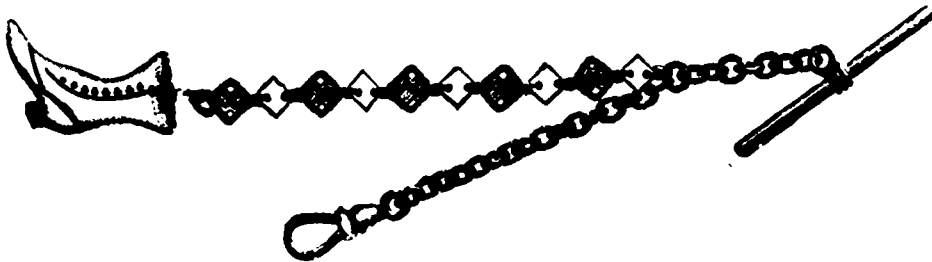
No. 2468.—Roman Gold.



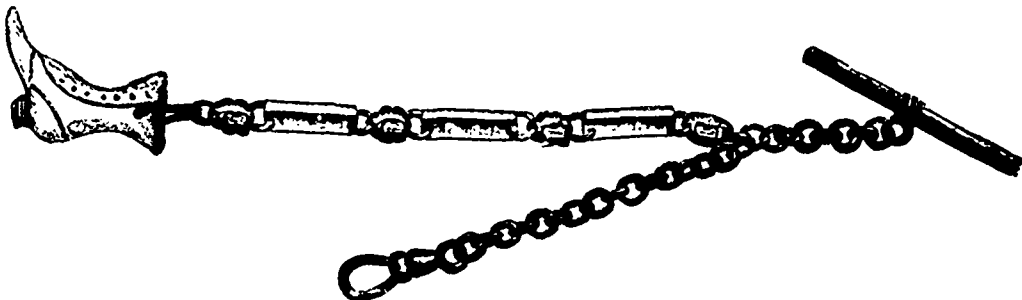
No. 2490.—Bright.



No. 2483.—Bright.



No. 2497.—Pearl and Gold Combination. Pearl Charm.



No. 2500.—Pearl and Gold Combination Pearl Charm.



OUR SPECIALTIES:
AMERICAN AND SWISS
WATCHES.
DIAMOND AND GEM
RINGS.
AMERICAN JEWELRY.
WATCH MATERIALS.

A.C. ANDERSON & Co.
16
WELLINGTON
ST. EAST
WHOLESALE
JEWELLERS
TORONTO

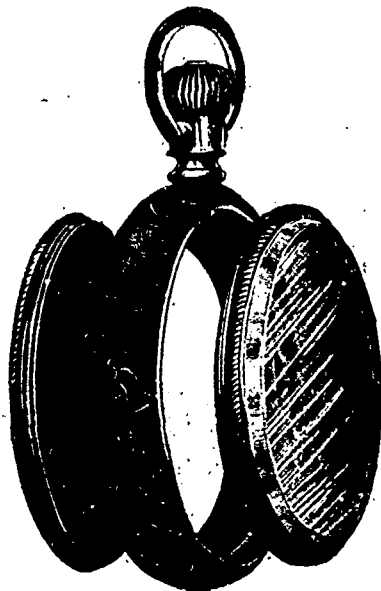


A CASE YOU CAN SWEAR BY.



THE great Showman, PHINEAS T. BARNUM, says that "the public like to be humbugged." Whether this be correct or not, it is undoubtedly true that there is a great deal of humbug during the present age, and that in no branch of business is it more apparent than in the manufacture of GOLD FILLED WATCH CASES.

It is a notorious fact that cheap so called filled Cases are being sold by unscrupulous manufacturers, and guaranteed to wear from 15 to 20 years, that have hardly gold enough on them to swear by. The retail trade purchase them in good faith, and sell them with the idea that the warranty means just what it says, and will be lived up to by the manufacturers. Such goods cannot possibly wear as guaranteed, and are bound in the end to bring loss of both money and reputation to every person handling them.



The Patent Screw Dust-Proof Case Manufactured by the American Watch Case Company of Toronto, has been upon the Canadian Market for nearly two years. No Case ever received a heartier reception, and the fact that its sales are larger to-day than they ever were before, is proof positive that it has filled "a long long felt want," viz., a first-class case, honest in every particular, at a low price.

Hitherto their Screw Dust-Proof Case has been made only in Gold, Silver and Silveroid, but in response to the generally expressed request of the trade in all parts of the Dominion, the Company have placed upon the market a 14 K. Gold Filled Case of this kind.

It is almost needless to say that in placing a Gold Filled Case upon the market, the American Watch Case Company have taken pains to make sure that it is not only perfect in design and finish, but especially that it should be thoroughly reliable as regards its wearing qualities.

Their 14 K. Gold Filled Screw Case has a Solid Gold Bow, extra thickness of gold plate, and comes up to this standard in every particular. Each Case is stamped with the word "PREMIER," and bears the Company's registered trade mark of a "WINGED WHEEL." A guarantee for 21 years accompanies every Case, a fac simile of which is given above, and this warranty the Company proposes fully to maintain, no matter by whom the goods are sold.

The American Watch Case Company's Patent Screw Dust-Proof Case can now be had from all the leading Jobbers, in Gold, Gold Filled, Silver, Silver Filled, and Silveroid. They are the best and cheapest Cases in the market, and as you can make more money out of them than any other, you will find it to your advantage to handle them. Sell only cases you can "swear by."



THE GOLDSMITHS' STOCK COMPANY OF CANADA, LIMITED.

Spring 1890.

AMERICAN JEWELRY.

NEW GOODS IN EVERY DEPARTMENT. We draw especial attention to our selection of American Jewelry; it will please the most fastidious buyer. We show a complete range in Ball Necklets, Bracelets and Victorias; artistic designs in Brooches, embracing every leading novelty of merit; some pretty things in Jersey Pins, Scarf Pins, Charms, &c. Inspect our Travelers' samples thoroughly, and it will pay you, especially our Maltese Cross Roll Plate Chain, the best value offered.

ANSONIA - CLOCKS - AND - BRONZES

WE HAVE SOMETHING SPECIAL TO SHOW YOU.

NEW DESIGNS IN BOSS, CRESCENT AND FAHYS' FILLED CASES.

WALTHAM, ELGIN AND COLUMBUS MOVEMENTS.

AN ATTRACTIVE ASSORTMENT OF GOLD GOODS.

PAILLARD NON-MAGNETIC MOVEMENTS.

48 YONGE STREET, - - - TORONTO.