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THE TRADER.

TORONTO, ONT., OCTOBER, 1885.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

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

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

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THE TRADER PUBLISHING CO..

57 ADELAIDE STREET WEST,

Toronto, Ont

SPECIAL NOTICE.

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

Editorial.

PROTECTION TO RETAILERS.

The letter of Mr. G. W. Beall, of Lindsay, on the above subject, which we published in our September issue, has, as our readers will see by the correspondence in the present number, given rise to considerable discussion amongst the retail jewelers of Canada. The subject is one of considerable importance to the entire jewelry trade of the country, and we are perfectly satisfied that if properly represented to the Canadian Jobbers' Association in American watches, that Association will take steps to fall into line with the wishes of the retail trade. As a matter of fact, the Jobbers' Association of Canada have, of their own accord, afforded Canadian retailers a considerably larger measure of protection than does the United States Association of the same kind. In the latter country a merchant may be a wholesaler and retailer at the same time and in the same place of business, an arrangement, on the face of it evidently unfair to ordinary retailers, who have not got the advantage of buying goods at wholesale prices. In Canada, however, one of the fundamental principles laid down for the government of the Jobbers' Association, is that a man cannot be a wholesaler and retailer at one and the same time. He has to elect which kind of business he intends to pursue and govern himself accordingly.

In an article on this subject, taken from last month's *Jewelers' Circular*, which we publish elsewhere, our readers will see that in this respect our Canadian Jobbers' Association is held up as a model worthy of imitation by the United States Association.

So far as we know, little or no complaint is made against our legitimate jobbers, for selling direct to the consumer at retail. The friction voiced in Mr. Beall's and Mr. Richardson's letters being, that the jewelry trade suffers from the unfair competition of fancy goods men, druggists and hardware men, who are able, by virtue of their buying some special lines of goods from the jewelry jobbers who also handle fancy goods and sundries, to buy watches and jewelry and undersell them. While it may be, and no doubt is quite true, that some few sales are lost to the jewelers from this cause, it does not seem to us that a very great deal of damage can be done to the retail trade by the few goods that are sold in this way. There are always two sides to any question, and the other side is that those outsiders who purchase watches and jewelry are not only regular merchants, but regular customers of the jobbing firms from whom they buy the goods. These jobbers say that until some agreement is entered into by the trade regarding it, that they cannot very well sell a customer one kind of goods and refuse him another, and there is a good deal of force in their reasoning. They do not buy such goods any cheaper, if as cheap as a regular jeweler can, and they certainly cannot afford to sell them at any less margin of profit. Outside of the fact therefore, that the jeweler has more opposition to contend against, the competition of such merchants should not be hard to overcome. All things being equal, the consumer wanting watches or jewelry will invariably give the preference to a legitimate dealer in such articles, if, as he should have, he has the right kind of stock, and is willing to sell it at a reasonable profit. The trouble of a great many of our retail jewelers is that they want and expect to get the same profit on fine watches and jewelry as they do on cheap plated goods. In this way it often happens that their desire for a large profit kills their chances of a sale at a fair margin. The day for mystification in the watch trade has gone forever, and now-a-days the public know just as well as the jeweler knows, that a

watch is simply a fine machine, constructed upon correct mechanical principles, and that they are now bought and sold exactly the same as any other merchandise. The publicity given by the various manufacturers and jewelers themselves has posted the public pretty thoroughly as to quality and price, and the Dutchman's one per cent. of profit is now an unknown quantity in the watch business. We venture now to predict that it is only a question of a few years in Canada when watches will be sold at the same percentage of profit as hardware or any ordinary merchandise. As our readers well know, we are no advocate of slaughtering goods; we believe in a fair profit, but not an exorbitant one. We think that the merchant who sells goods at cost is far more unwise than the one who doubles his money every time, but either extreme is, we think, detrimental to the best interests of a good and permanent business.

So far as we can see, the solution of the difficulty lies with the retail dealers themselves, and they can bring it about in either of two ways: (1) Mr. Beall's plan of refusing to buy from any dealer who sells to a merchant other than a bona fide jeweler, or (2) Mr. Richardson's plan of forming a Retail Jewelers' Association and asking the Jobbers' Association to aid them in putting a stop to it. We must say, of the two plans, we infinitely prefer the latter, because it would be better for the interests of the jewelry trade generally if the wholesale and retail trades can be got to work harmoniously in order to obtain the desired result.

We think that the retail trade should be protected as far as possible from unfair competition from outsiders, and, as Mr. Richardson says, in asking the wholesalers to grant to them (the retailers) the same privileges as they themselves enjoy from the manufacturers, they are surely asking no more than what is fair and just. We think that the wholesale trade, if the matter be properly represented to them, will be only too glad to co-operate with the retail trade in order to put an end to this abuse, and it therefore rests with the retailers themselves to organize and bring the matter properly before the Jobbers' Association. We do not think that any good can result from stirring up strife between two branches of the same trade, each of which is necessary for

the other's welfare. We are glad, however, to have the question discussed, as we think that its thorough ventilation, while it can do no harm, may produce beneficial results.

COMMERCIAL UNION.

It is a singular thing that at the present time both political parties in Canada are looking anxiously around for some new cry with which to catch the popular fancy and lead their party to victory at the next general election. What the rallying cry of the party in power will be, no one at present knows, and the present premier is too astute a politician to give himself away before he has everything ready to suit his purpose. The Liberal party has apparently been looking around for a policy for some time, and, while they have half a dozen in view, they do not seem to have settled definitely upon any of them. If the utterances of *The Globe*, the heretofore leader of political thought in the Liberal party, is any criterion, the probability is that one of the planks in their platform at the next general election will be that of free trade with the United States. "Commercial Union" its friends dignify it with, but "National Suicide" would, we think, be a more appropriate name for it. If so, they may as well take a permanent lease of the Opposition benches at Ottawa, for we feel certain that the good common sense of the people of Canada will not jump from the frying pan of commercial depression into the fire of commercial extinction, which such a measure would undoubtedly effect. In discussing the question of Commercial Union with the United States, we propose doing so purely from a mercantile point of view. We don't give a solitary cent whether it is the policy of the Liberal or Conservative party, we consider that it is detrimental to the best interests of the country, and shall, therefore, oppose it with all our might, and advise everyone of our readers to do likewise. If our destiny is to become a part of the United States, then it does not matter how soon Commercial Union comes, for it will prove a most effective means of forcing us into the Union, but if on the other hand, we aim some day in the perhaps distant future, at setting up a separate nationality of our own in Canada, then such a measure should be nipped in the bud, and any

political party who, for the sake of place, may venture to propose such a thing, should be kept in the cold shades of opposition, where they can do no harm. If Commercial Union simply meant a reciprocal trade in natural products between Canada and the United States, we would wish it God-speed, but such an arrangement would be vastly different from the one now discussed so favorably by *The Globe*, which is to do away with Custom Houses altogether and make Canada simply the same as any state in the Union so far as trade is concerned.

We hear a good deal of talk nowadays about Free Trade and the National Policy, much of which is downright nonsense. Free Trade is utterly impracticable in Canada for the simple reason that the government cannot be carried on without money, and this money can only be raised as at present, by levying duties on our imports, thus affording incidental protection to our manufacturers, or, failing this, by direct taxation. As both political parties are agreed that direct taxation is impracticable, it follows, as a matter of course, that nine-tenths of the talk of *The Globe* and papers of that ilk are so much bosh, which they do not believe in themselves, and which is only indulged in with the hope that they can convert enough unthinking voters to carry their party back into power again. As we cannot (being simply a colony) negotiate our own treaties, and any such arrangement must be made through the Imperial Government, we hardly think that, even if such an arrangement as Commercial Union with the United States was seriously proposed to the home Government, they would be disposed to acquiesce in it unless they were convinced that the change would be beneficial to themselves, a thing utterly impossible unless they were put on an equal footing with their American competitors. We have not the least doubt but that England would be only too glad to negotiate such a treaty for us if equal concessions were given to her, but she would never of her own free will sanction a discrimination against her own trade in favor of a foreign country, and we would be fools to expect such a thing.

As a matter of fact, nearly one half of our revenue from Customs' duties is derived from goods of American manufacture. If, therefore, this source of income were entirely swept away, as it

would assuredly be were this *Globe* bantling to be nursed into life, from what source would the deficiency in revenue be made up? Then, again, if we should succeed in making such a treaty with the United States, we could not either in loyalty or fairness, refuse to make a similar arrangement with Great Britain, even if her legislators were foolish enough not to insist on it as the price of their complaisance. It would not only be unpatriotic, but ungrateful in us to allow the products of American factories to come into Canada free of duty and levy a tax upon the manufactures of the mother country. It would be impossible for us to refuse such a concession, and then we would find our Customs' revenue practically gone, and the Government obliged to resort to direct taxation in order to carry on the work of the country. This is a state of things that we think not even *The Globe* would like to face, especially if its own party were in power.

Leaving the question of loyalty aside altogether and looking at this question from a dollar-and-cent point of view, we are further of the opinion that such a union would ruin not only the manufacturers, but also the wholesale trade of Canada, and, if this were the case, we can scarcely see how the country, as a whole, could be made more prosperous, while two such large classes as those above mentioned were suffering severely from the effect of it. While it may be true that some of our factories, whose output is of goods that are used in their own immediate vicinity, or of goods which we now export to the United States, might not suffer, it is no less true that those factories, whose output comes into direct competition with those of United States manufacturers would either have to go to the wall or continue operations under very disadvantageous circumstances. Our factories are principally reproductions of United States industries, and in many cases, on account of the goods they manufacture being patented in that country, even free trade in the abstract would not enable our manufacturers to sell in a country where their productions are in very many cases protected by patents. The effect of the United States patent laws alone would be to drain our country of capital, for who would care to invest capital in manufactories in a country which could as easily be supplied from

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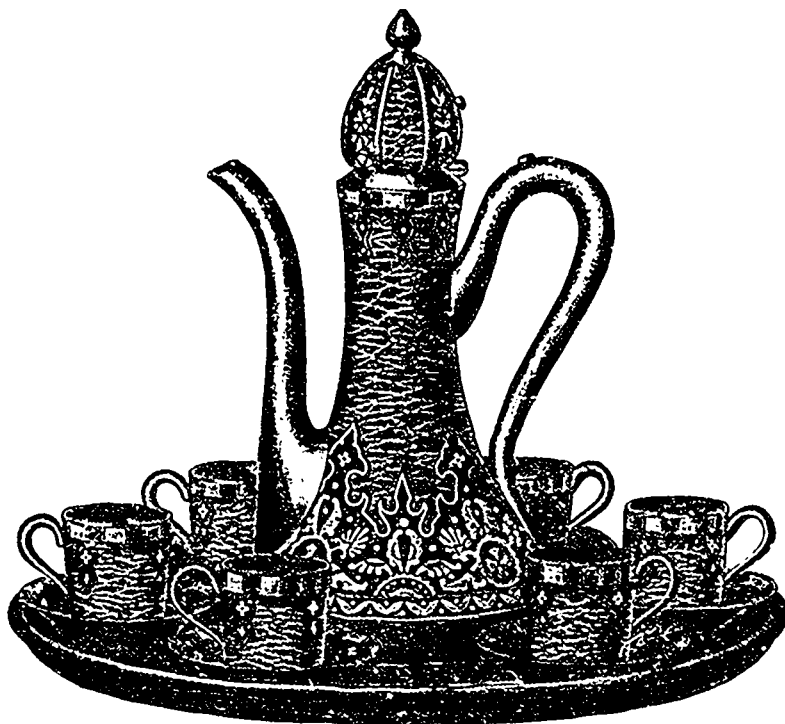
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the established American factories as from their own, and which market, on the abrogation of such a treaty, would be restricted to its original dimensions and population. Even with the protection that is afforded by our present tariff, some of our manufacturers find it hard enough to resist the determined hostility of those aggressive factories in the same line of business in the eastern and middle states, who are bound to have the Canadian market at any cost. Remove this protective tariff and they would have free scope and could crush them out of existence as surely as a boa-constrictor crushes its victim before devouring it. "But," says the free trader, "if they can come into your markets, you have equal right to go into theirs." This may be quite true but still very unfair to the weaker party, as Canada undoubtedly is. It would be a great deal like the lion and jackall combination in their hunting expeditions, the former gets all the meat and the latter all the bones. Do away with our present duties, and in a mercantile sense Canada would play the jackall to the United States and simply act the part of a provider.

The effect on the wholesale trade of Canada would, we think, be equally disastrous, for it stands to reason that the immense establishments of New York and Boston, with their superior facilities for buying and distributing goods, and their overwhelming capital, would very quickly gobble up the bulk of our wholesale trade and force all but some of the largest houses to the wall.

The effect of such a policy on the cities of Montreal, Toronto, Hamilton and London, which thrive principally on the product of their factories and their wholesale trade, would be very damaging, to say the least, and they would very soon be in a position to receive Macaulay's New Zealander in the becoming manner laid down by that author. If such a law were to come into force there would at once be a loss to every holder of American-made goods, both wholesale and retail of the amount of duty levied by the Canadian Government at the time they were imported. On the stock of such goods usually held in Canada, this would mean an immediate loss or depreciation of from twenty-five to thirty millions of dollars, an amount of money that would not only seriously affect our merchants, but seriously handicap them in their efforts to hold their

own against American jobbers, whose cost on the same goods would be lower by the amount of duty paid by the Canadian importer.

Looked at from any point of view, politically or commercially, we think that the drawbacks against such a union by far outweigh any benefits that might incidentally accrue from it. We are getting on well enough at present if the professional politicians would only let us alone. The trouble is, however, that we have too many irresponsible political hacks, who care nothing whatever for the country so long as their own party holds the reins of power, and nothing for their own party itself, save as it affords them a sure means of extorting from a long suffering people a living for which they never worked. If out of office, these people are always going about with some new cry in order to get a share of the loaves and fishes, or if their party is in office, are ready to take up any specious cry in order to keep themselves there.

The greatest danger, we think, that Canada has to fear, is from these irresponsible tinkers, who care nothing whatever for the country so long as their own personal ends can be served. At the present time the leaders of both parties are in a state of unrest and fearful that their opponents may get hold of any cry that may carry them to victory at the next general elections. Both are trying to feel the public pulse without committing themselves to anything, and in consequence of this, the public mind has become somewhat unsettled. As far as Commercial Union is concerned, we would advise both parties to leave it severely alone, because it will surely be a millstone around the neck of any party making it a plank in their platform. What the country wants is not Commercial Union or any other patent political cure at all, but less politics and more honest expenditure of the public monies. Canada is altogether too much governed at present, and if about two-thirds of our professional politicians were to become producers instead of caterpillars on the leaf, the people who do work would not have so much cause for complaint. We may have more to say about this on some future occasion.

PLENTY OF AMETHYSTS.—A large vein of amethysts has been discovered in Silesia, while blasting a railroad through the porphyritic rock of the mountains. It is a very important find for the stone cutting establishments of Warmbrunn,

Correspondence.

Editor Trader:

Sir,—I read with a great deal of interest the letter of Mr. Beall in your last paper, and I think he is quite right in some respects, although I think he over-estimates the damage done to the jewelers by wholesale houses selling goods to outside parties. For my own part while I know of several sales that I have lost through this cause, I have found as a general rule that when I had the goods in stock I always stood the best chance of making a sale. The sales I have lost were mostly for articles I did not keep in stock. I quite agree with Mr. Beall, however, that if jobbers would sell watches and jewellery exclusively to the jewellers it would pay them fully as well in the long run and it would make it easier for us retailers to pay our bills when they come due. The wholesalers are protected by the manufacturers and I hardly think they could in fairness refuse to protect us in the same manner. If they do, then I think the plan suggested by Mr. Beall should be tried, and only such wholesalers dealt with as would agree to protect the retailer. Hoping to find that some abler pen than mine has taken this matter up, I am

Yours etc.,

LONDON RETAIL JEWELER.

Sept. 7th, 1885.

To the Editor of THE TRADER:

DEAR SIR,—I see in your last issue a communication from Mr. Beall, regarding the evils that the retail trade have to contend with. If, as Mr. B says, the watch and clock companies would join together to supply none but jobbers, and they in turn combine to sell to none but those carrying a stock of watches and jewelry, trade would assume a healthier tone. But in my opinion the matter rests chiefly in the hands of the retail dealers, for so long as they continue to assume an aspect of indifference, so long will the jobbers do so. But let the retail men combine and call upon the wholesale men to support them, and I believe every one of them will respond to all reasonable demands. All the leading factories of both movements and cases have agreed to have a uniform price for all jobbers, and should any one of the jobbers out the prices they are struck off the jobbers' list and the manufacturers will not supply them with any more goods. The wholesale men will

The American Watch Case Company,

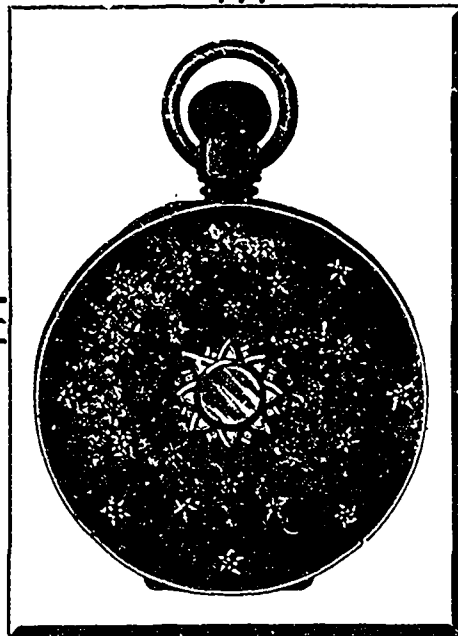
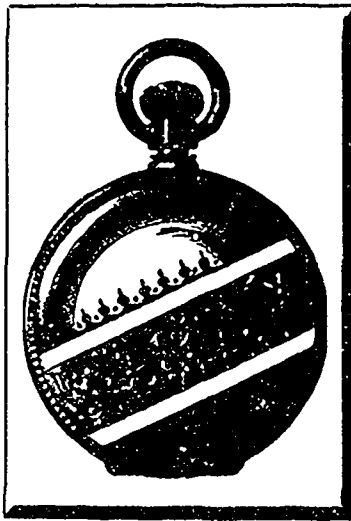
OF TORONTO,

SOLICITS YOUR PATRONAGE THROUGH THE JOBBING TRADE.

OUR GUARANTEE



THE AMERICAN WATCH CASE Co. of Toronto, guarantees every Case manufactured by them and bearing any of the accompanying Trade Marks, to be of the quality stamped upon it, according to the U.S. Standard.



OUR PLATFORM.

- (1) We manufacture no goods without our own Trade Marks.
- (2) We stamp no goods of higher quality than they really are.
- (3) We guarantee the quality of every case we make to be as stamped upon it.

acknowledge that they would not like the movement or case makers to supply retail dealers with say a half dozen or dozen movements or cases; then why should the retail dealers be willing that dry goods and druggists' clerks be allowed to buy a single watch or chain, or any other piece of jewelry, from them and forestall the regular retail dealer who is carrying a stock of goods.

As a case in point, I will give you an instance: A gentleman to whom I had sold a gold watch, some three or four years since, came to me about three months since to get a lady's gold watch. I had not one in to suit him, upon which he asked me if I would not go down with his wife to Toronto and pick one out for her, in the same manner I had done for him, which I agreed to do, and was expecting to be called upon to go to Toronto, but in the meantime the lady's brother, who is a druggist's clerk, got wind of it, and so I lost the sale.

Mr. Beall seems to think that it is impossible to remedy the evil. In my opinion, if the retail trade will combine together and show the wholesale men the wrong they are doing they will agree to remedy it, as it is no more than they obtain from the factories. In my opinion, the retail trade should have a uniform scale of prices, as the wholesale trade have, and if any one is known to sell below those prices, shut them off as dealers in American Watches, &c. The wholesale men will readily agree that this is the only way to bring the trade to a healthy basis, as the retailer and the wholesale dealer's interests are identical. The druggist is well protected, no one being allowed to sell drugs without he has a license. Some rabid free-trader may object to these measures. For my part I believe in free trade upon equitable terms; but when it is a discriminating measure, then I believe it to be wrong.

In conclusion, I would say let the retail dealers appoint a meeting in Toronto, and let them adopt some definite measures, and then call upon the wholesale dealers to assist them to carry out those measures, and I believe every man in the business will agree to carry them out, if they ask no more than what is fair and just. In fact, it is no more than what they have obtained from the manufacturers. Hoping to see other communications from abler pens than mine, I subscribe myself,

Yours truly,
B. RICHARDSON,

AURORA, Sept. 7, '85.

Jeweler.

Selected Matter.

PROTECTION TO RETAIL DEALERS.

If the jewelry trade is ever to be restored to its legitimate channels, and be once more conducted according to ancient and venerated usages, the greatest amount of protection must be thrown around the retail dealer, in order that he may derive the greatest amount of benefit from the patronage that is to be found in his field, and that by right belongs to him. He it is who comes in direct contact with the consumer, and it is the proper medium through whom the manufacturer should dispose of his goods. But because retail dealers are too numerous and scattered over an extended area of country, the jobber comes in as an intermediary, taking the products of the manufacturers and distributing them to the retail dealers, each in his particular locality. For doing this the jobber is allowed certain privileges, chief among these being the privilege to buy goods at a price that will permit of his selling them again to the retail dealers at a profit. One of the crying evils in the trade for the past few years has been the fact that some jobbers have not been content with the patronage of the retail dealer, but have entered into competition with him in his own markets, selling his goods at retail to individuals at the same prices he would to the retail dealer. Of course, in such a competition, the legitimate dealer must go to the wall, for the jobber has a decided advantage over him in buying goods, and can afford to sell at prices that would be ruinous to the dealer, who has to pay a jobber's profit on all the goods he buys. The complaints against this pernicious practice have been numerous and loud of late years, till at last some attention has been paid to them.

The formation of the National Association of Jobbers in American watches is intended to afford protection to retail dealers to a certain extent, so far as movements and silver cases are concerned, but it does not go far enough. We have given an earnest and cordial endorsement to this association, and can therefore venture to offer a few suggestions to it without being regarded as presumptuous. The association has undertaken to indicate to the makers of movements and cases whom they may regard as jobbers, and accord to them jobbers' discounts. In making up their

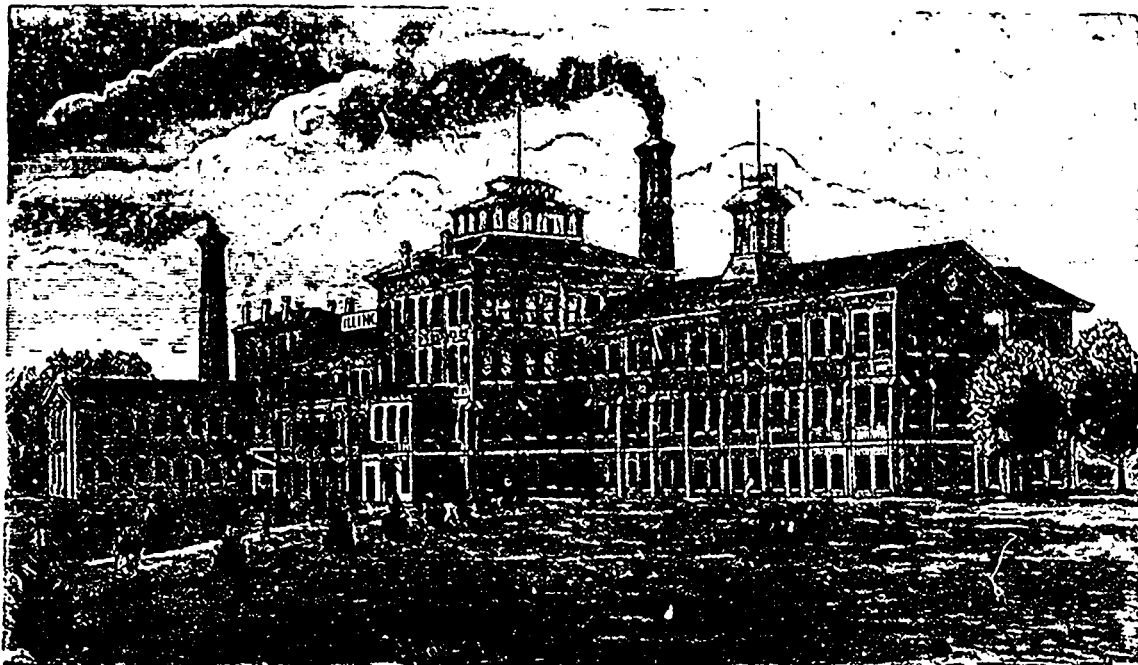
list, these jobbers have left out many persons whose chief business was that of a retail dealer, but who, through favoritism or some other cause, had been accorded jobbers' privileges. This made quite a reduction in the list of jobbers, but the association itself would have been considerably reduced if it had gone still further and compelled its own members to elect which they would be regarded in future, jobbers or retail dealers. There are those who claim to do a jobbing business exclusively, who represent to the retail dealers that they never sell goods to anyone at retail, yet who are found seeking the orders of individuals on the sly. Strangers can buy single articles from them at the same price the retailer has to pay for them by the quantity. They also sell to outsiders, whence comes the worst competition the retailer has to meet, thus fostering a rivalry that is unprofitable and disastrous to the legitimate retail trade. The jewelers of Canada have an organization somewhat similar to the one referred to, but one of the first requirements of membership is that the applicant shall elect which branch of his business he will pursue, that of a jobber or retail dealer. Both cannot be recognized in the same person. If such a rule were enforced here, there would either be a material reduction in the number of members of the association or of the number of retail dealers in the principal cities. The retail dealers of the country are entitled to protection at the hands of the Jobbers' Association, to prevent jobbers selling to their customers by retail at wholesale prices; but we do not understand that the association exacts from its members or the jobbers whom it recognizes, any pledge or agreement not to retail goods. It virtually says that retail dealers shall not be recognized as jobbers, but does not pledge the jobbers not to sell any goods at retail. If to the offence of retailing goods the jobber adds that of selling to outsiders, he contributes about all in his power to make the business of the retail dealers unprofitable, if not disastrous. When such practices have been permitted to prevail, it is not to be wondered at that every dealer in the country became ambitious to be recognized as a jobber. The Jobbers' Association claims to be the friend of the retail dealers, and ambitious to protect them from illegitimate competition from every source. We would respectfully suggest that it would be well for the

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—AT—

SPRINGFIELD, ILLINOIS, U. S. A.

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OUR No. 5 IS THE CHEAPEST ADJUSTED, FULL JEWELLED, PATENT REGULATOR MOVEMENT MADE.

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THE BEST CHEAP LADIES' WATCH EVER PRODUCED.

For full information please consult our advertisement in last July's issue of THE TRADER.

DONT FAIL TO SEE THIS PAGE NEXT MONTH.

association to require all dealers, including its own members, to confine their transactions to one branch of the business. If they elect to be jobbers, require them to abandon the practice of selling goods at retail. If they prefer to conduct a retail business, then deny them jobbers' privileges and place them on an equal footing with other retail dealers. The association at present assumes to deal only with American watch movements and silver cases, but what we have here is applicable to the sale of jewelry of all kinds as well as to watches. Jobbers and retail dealers have distinct fields of operation, and it should not be possible for either to encroach on the other. Until the line of demarkation between them is recognized and observed by all interested, the complaints of unbusiness-like practices will continue to be made and the trade to suffer from a competition that is unfair, demoralizing and unprofitable. It is already alleged against the Jobbers' Association that it has made some unfair discriminations in preparing its list of jobbers for the guidance of movement and case makers, and it might well give the subject further consideration. The retail dealers are entitled to all the protection that can be provided for them, for theirs is an unenviable lot at best, and if they are forced to enter into competition with jobbers as well as outsiders, there is little hope of their being successful. They are expected to pay dollar for dollar of their indebtedness, yet the very class of men who are their creditors often force them into positions where they must make a sacrifice on every dollar's worth of goods they sell.—*Jewelers' Circular.*

HISTORY OF THE GREAT SOUTH AFRICAN DIAMOND MINES.

Among the "curiosities of commerce" none, perhaps, is more curious than that the major portion of the produce exported from South Africa is simply used for the adornment of ladies. Out of a total value exported of £7,500,000, ostrich feathers and diamonds account for £5,000,000. Twenty years ago all known diamonds had to come to Europe or the United States from immemorial Eastern stocks, or from the scanty produce of mines in Brazil and elsewhere, which were calculated to yield not more than £50,000 worth in the year. To-day, situated in the midst of a wide-stretching plain affording at all points a sea-line horizon of flat "veldt," we find this town of Kim-

berley, with a large European population of wealthy and well-to-do people and a large native population, earning every year more than £1,000,000 sterling in wages. And from this mining 'casis in the agricultural desert has been sent in the last fifteen years something like £40,000,000 worth of diamonds in the rough, which, with the cost of cutting, setting, and selling, must have taken from the pockets of consumers something approaching £100,000,000.

As all the world knows, the South African diamond mines have their own story of unexpected discovery at the least as startling as that of any gold field or other rich mineral deposit in the world. In 1867 the first diamond was found, the favorite toy of a little Boer girl, which she had picked out from among the roots of an old tree. Its genuineness was not long in doubt, and in a few months the bed of the Vaal river was known as

A PROFITABLE DIAMOND REGION.

Prospecting became the rage, and here and there on the open, flat, grassy veldt diamonds were found in spots with common peculiarities of soil and so forth. In three years' time the secret of the diamond deposits had been so far fathomed as to prove that they were strange circular deposits, or patches, of peculiar earth isolated from one another and few in number. These were at once "rushed," and a regulation digging community took possession of the new district. Private individuals, previous proprietors, and Governments fought for the claim to these new mineral riches, but despite these squabbles the practical work was carried on of marking out these circular patches in diggers' claims over the flat surface. At first the rule was each digger for himself; and with pick and shovel diamonds were brought to grass in such profusion that the whole mining world was startled by a discovery exceeding in magnitude, real and prospective, any previous find. But, as men dug deeper in their claims, so they found it necessary to arrange and amalgamate with their neighbors; moreover, the deeper they went the more necessary for machinery to hoist the soil to the surface. And then, as they passed through the top "yellow," they came upon a blue soil which was yet more rich in diamonds. Suffice it to say, that in ten years' time each one of these greater circular areas had been so far emptied of soil as to represent great quarries 100 to 200 yards

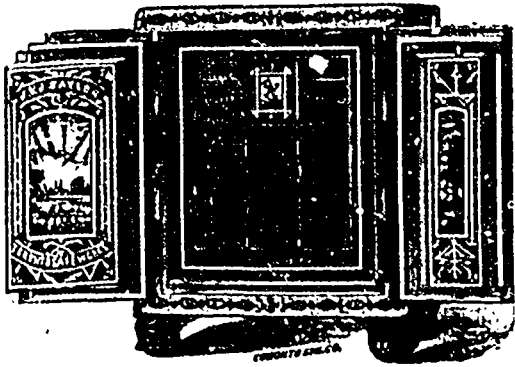
across and 800 or 400 feet deep. Early in the digging the geologist stepped in to point out that these circular basins were evidently a species of volcanic crater, hollowed out in the surface rock by subterranean action and filled up to the surface with

A BLUE DIAMONDIFEROUS MUD.

The walls of these basins are locally known as "the reefs," and in their greed to secure all they could, the older miners cut out all the "blue" right up to the reef. When, however, the cuttings got down deep the walls or reefs began to fall in, owing to the disintegrating action of boiling sun and heavy rain, covering up in their fall large areas of valuable blue. At first the digging was simple and cheap—the mere turning up and searching of loose soil; a second stage was reached when the soil had to be cut out and hauled up to the surface with the aid of machinery; a third stage brought the miners to a stiffened blue, which had not only to be brought to the surface, but then spread about and broken up by hand labor and exposure to the weather, and at the present moment all around the mines are to be seen literally miles of the "blue," laid out in shallow layers over the open veldt. With these more extended operations came more elaborate machinery for hoisting, for spreading on the "floors," and for sorting. Now, round each great basin or quarry is a circle of steam engines working wire rope lifts up and down to the bottom of the quarry; and round the brink run locomotives and trains of trucks whisking the "blue" so brought up away to be spread out like so much manure over the veldt, and to be taken thence, when duly disintegrated by the weather, broken up by hand, and harrowed and rolled, to the washing places, where it is all sent by hydraulic action through a series of rotatory sieves and pulsators on the principle of, in successive mechanical operations, washing away all dirt that is lighter than diamonds. The washers are so arranged that the outfall of each portion is

GRADUATED IN SIZE,

and falls on a series of sorting tables. At these stand five or six of the principal men—owners and directors of companies among them—spreading out the clean washed stuff graduated from the size of pebbles to that of sand; and the visitor may stand by in wonder to see the searcher at the one end pick out his eight



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We beg to call the attention of the Trade to our Stock of the following lines, which

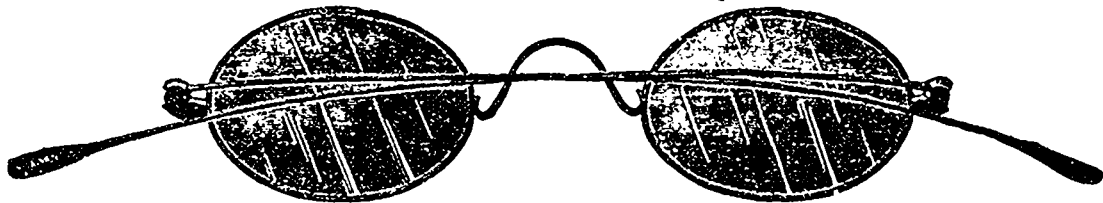
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BEG TO CALL THE ATTENTION OF THE TRADE TO THEIR CELEBRATED

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A Large Stock of all kinds of Spectacles and Eye-Glasses
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or ten big stones per hour, or assist the searcher at the other busily sorting out of the sand innumerable white specks of diamonds. The day's work, tumbled into small snuff-boxes, will frequently reach a local value of £1,000. None can fail to be struck on looking into one of these great mines or quarries that the whole of that great mass of earth and rock has been dug out, pulverized and searched for the diamonds it contains. One can look into a quarry of slates or stone and see the rocks themselves out down and carted away for use; but in these quarries the soil and the rock are out out and dug out, and what for? Simply that out of every 100 tons raised out of the quarry an ounce weight of diamonds may be secured. It is a startling and impressive thought in gazing into these great quarries that all that soil should have been dug out at a cost for labor alone of something like £15,000,000 and with the aid of invested capital of £1,000,000 in machinery, in order to distribute so many hundred weight of precious stones to decorate the ladies of civilized centres.

And now a fourth stage has been arrived at. As I have said these diggings have reached a depth of 300 feet to 400 feet, and the sides of the quarries have fallen in. The new problem is how to continue to dig out the blue which now lies practically beneath the reef. The consequence is that round these quarries regular mining shafts are being sunk, and the "blue" is to be attacked by

UNDERGROUND WORK.

Good mining judges maintain that this is the wrong system, in as much as when the shaft is sunk no method of underground mining can secure and bring to grass any large proportion of the blue, which is not in veins but bulk. A truer system would be to terrace the reef sides and always work them as open mines or quarries. Thus, as years go by, the cost of getting out these diamonds increases steadily; but it also so happens that the price of diamonds has steadily and greatly fallen. The all-round price per carat has fallen from £3 to 15s. per carat. At this one cannot be surprised. Of old the world was content to receive each year an accession of new dug diamonds of about £50,000 in value on the average. But suddenly from South Africa comes a new supply, exceeding £4,000,000 worth each year for ten years. It is true that recently in Australia, North America,

and other extra-European centres of European civilization, a new population has come into being, numbering over 70,000,000, the upper ten thousand of which are specially prone to diamond ornaments, and no doubt at the first there was a great void to be supplied. But now it would seem that the limit has been reached, and the market is overstocked, and the world as it stands thus supplied seems hardly likely to take more than £2,000,000 per annum. The fall in price has, however, already checked the output, as several of the smaller mining bodies and also those working the less profitable mines have ceased work. It seems probable also that even the larger mines will reduce operations in the face of the low prices, and then as the supply falls off so may prices again be expected to rise. A diamond is a pure and unmitigated luxury, and therefore there could be no complaint if those who hold the monopoly of the supply chose to restrict output in order to keep up prices. It seems not improbable that a policy of this type will shortly animate all the diamond diggers of this district.

BUT THIS FALL IN PRICE

is not only due to over production. It is estimated that 10 per cent. to 15 per cent. of the fall is due to the sale of stolen diamonds. These, of course, can be, and are sold at a very low price, as their cost of production usually means some trifling sum paid to a native laborer for what he can secrete on his person or by other means smuggle out of the mine. In the early days when each man worked for himself, there was no diamond stealing, but as it grew to be necessary to work on a larger scale and by the aid of hired labor, and as at the same time the process of operating afforded new opportunities for stealing, this crime grew to be one of the great curses of the industry. At present at every stage of the process laborers or employees come across diamonds. The men down in the mine, blasting and picking out the blue, frequently come upon the valued stones; and, as the "stuff" is handled at every stage, diamonds show themselves. The natives posted to empty the buckets coming up from the mine watch keenly for what may gleam in the process, and so does the engine driver or mule man who runs the laden trucks out to the floors. And on these floors the regular gangs, who unload and break it up, find many and large "stones;" and so right through

the process, there is ample opportunity at every turn to pick up a stone which is sure to be worth pounds and may be worth thousands.

How to prevent or even to check this thieving has taxed the best energies of proprietors and police for many years past. Success has not yet appeared, for with every new appliance some new form of theft seems to come into being. There are endless means actually adopted. Swallowing the stones is quite common, and at one time the thief threw them

WRAPPED IN DOUGH TO DOGS,

which were killed and out open by his confederates outside. Hiding them about the dress and pitching them away to be picked up at night are among the other means. From the commencement the method of collecting the stones has been rough and ready rather than careful and complete, and to the stranger there appears to be not only every chance but every temptation for employees to steal perpetually.

The evils of this diamond stealing are far-reaching. Foremost among them stand an unnatural lowering of prices. The possessor of the stolen stone has paid but little for it, and although he will naturally endeavor to realize as high a price as he can, he nevertheless greatly undersells the possessors of stones that have honestly paid all the expenses of production. It is estimated that every year from one-fifth to one-sixth of the stones exported are stolen, or, in other words, something like £500,000 worth of stolen diamonds leave the colony annually. At the diggings at first there was a not unnatural laxity in dealing with this new and prolific wealth, and the social soil was at the least congenial to the development of this laxity into customs little less than criminal. Now-a-days there is danger that this stealing, with its necessary complement the "illicit diamond buying," or "I. D. B. trade," as it is euphemistically known, may sap the morality of the community, and against this vigorous protest is now being made. Mr. Merriman, the most energetic of the ex-Ministers, spoke strongly on this matter not long ago to

A GREAT KIMBERLEY AUDIENCE,

which evidently endorsed all he said. He introduced the new view that this stealing is criminal—an offence against society:—

"What is euphemistically called the



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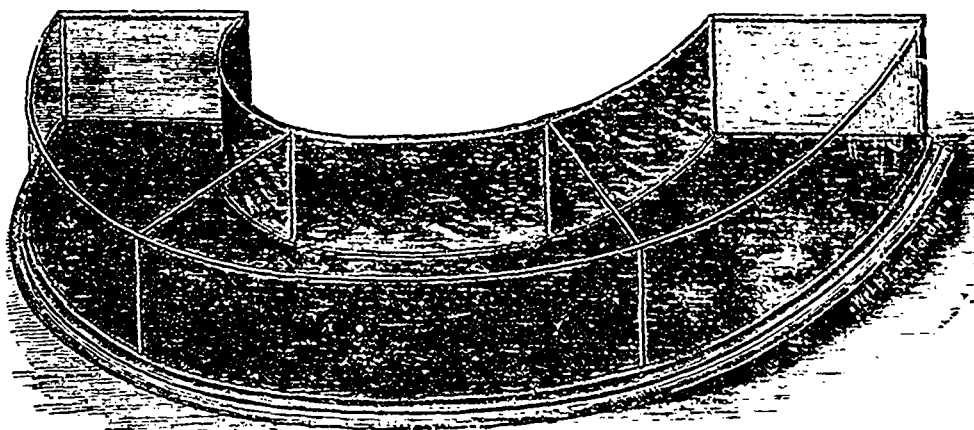
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TORONTO

'I.D.B. trade' I prefer to call flagrant, open, undisguised theft. It is robbing the honest man of the fruits of his industry and demoralizing every one who comes in contact with it. * * * People may look at it as a light thing, but those who steal diamonds and shoot people carrying diamonds will by-and-by come to shoot people carrying sovereigns. You feel the pinch of the I.D.B. trade from the standpoint of your material interests, but I look upon it in quite another way; I look upon it and upon the importance of stamping it out from a social point of view, because I am convinced that if it is allowed to go on unchecked—if the idea is allowed to get abroad that the Government of the country is indifferent to the matter—then I say the whole country gets demoralized, which is of a great deal more importance than your diamonds, important as they may be to you."

These curious in such matters as the repression of crime will find a fruitful field of inquiry in the numerous measures that have been adopted or advocated for the repression of this diamond stealing. There have been complaints, inquiries, Parliamentary Commissions, and stringent Acts, and the endeavor has been made to check the evil in all its stages from the first picking up of the diamond to its final disposal or sale. There are those who advocate placing wire and goggle masks on those working in the mine so arranged that they cannot see the diamonds but only sufficiently to do their work. Others advocate walling in the mine, with its "floors" and washing houses, and camping within the enclosure all employees—only allowing them exit now and then and after close search. So far as legislation has interfered it ordains that no one may buy or sell a diamond

UNLESS DULY LICENSED,

allows no one to possess an uncut diamond without accounting for it, orders the registration of each diamond sold, and establishes special courts for the trial of all such cases. There has also been established an elaborate detective system and daily search of all employed in the mine. Others, again, prefer to trust to the introduction, so far as possible, of machinery in substitution for human labor, and in this direction there is, without doubt, great room for improvement in nearly every mine and every part of the process. The true remedy seems to be pushing on with each and every class of preventative measures.

The Diamond Trade Act, however, only extends over the Province of Griqualand West. The consequence is that the thieves have only to convey the stolen stones across the Free State border or "run" them into the Cape Colony to escape all penalties of illicit diamond buying. It should surely be possible at once to stop this, and a new effort is to be made in the coming session of the Cape Parliament to get this Act extended to the whole of the Cape Colony, and to negotiate with the governments of the Free State and the Transvaal to pass similar ordinances.

The mine owners are willing to pay large sums to stop this illicit trade. One mine calculates it loses each year at present £100,000 in unnecessarily depreciated price, and £100,000 in value of

DIAMONDS STOLEN,

or a total loss of £200,000 in an output of £1,000,000, and there seems ground for hope that by vigorously adopting the measure above detailed this great evil may be successfully put an end to.

These diamonds are found in paying quantities in four or five out of fifty or more "dead mud volcanoes" scattered over this district. The nightmare of the industry is the dread that similar mines may exist elsewhere and possibly under better conditions of access and working. This would mean at once such a fall in price that Kimberley would be dethroned so far as diamond digging was concerned. A glance at the map will, however, show that Kimberley is in a most commanding position to become a central emporium of South African inland trade. This should give this energetic town a new lease of life even should diamonds fail. And this prospect of becoming a trade centre is on the point of realization, because the railway connecting it directly with the great ports of Algoa Bay and Cape Town will be completed within the year. Kimberley thus becomes a centre of distribution to the Free State, the Transvaal, and the African interior to the north. Situated on the central tableland, 4,000 feet above the sea, in a bright, clear, and fresh climate, Kimberley without doubt commands

THE BEST HIGH ROAD

for European commerce and civilization into the African interior. The recent proclamation of the Queen's authority up to the 22nd parallel of South latitude has given zest and confidence to those who are working here to open up for English

trade this route, and this movement has been assisted by the rapid and peaceful settlement of the Bechuanaland difficulty by Sir Charles Warren. Kimberley differs from most South African settlements in being an essentially English community. It is, therefore, most "Imperial" in tone, and warmly patriotic. It hopes the British Government will never swerve from the principle of retaining for English trade access to the interior along this central plateau, of which Kimberley, with its railway connection, is the key. The vigorous prosperity of this great English centre is having a most salutary influence on the political situation. It is a standing and undeniable protest against the hasty assumption of some in England that South Africa, after all, belongs mostly to the Boers, for we have proof here that energy and application can insure as brilliant success and progress in South Africa as in Australia or the States; and we have clear evidence that while the Boer element is receding in prosperity and power the English element increases rapidly in both. This comparative fact is the real basis on which the future settlement of South African difficulties depends, and one of the main incentives and causes of this growth of the English element has been the discovery in Griqualand West of diamonds in wholesale quantities. *London Times.*

CLOCK MAKING IN THE BLACK FOREST.

(From Report of the Royal Commission on Technical Education.)

By means of lectures and further grants, the Gewerbe-Halle was erected and opened in 1874, and the school was transferred to the new building, and was re-constituted and formally opened in June, 1877. The Government grant for this purpose was £650. The school is managed by a local council chosen from the surrounding districts and consisting of eight persons. The annual budget is £360, of which sum the Province of Freiburg contributes £25 and Gillingen £50. The school is held in two small rooms, very ill-suited for the purpose, and a new building is in course of erection by the local Gewerbe-Verein (trade society) at a cost of from £1,250 to £1,500. There are at present eighteen pupils. Most of them are admitted free, and many are supported by exhibitions which are given by the neighboring towns and may



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ELECTRO, SILVER AND GOLD PLATE.



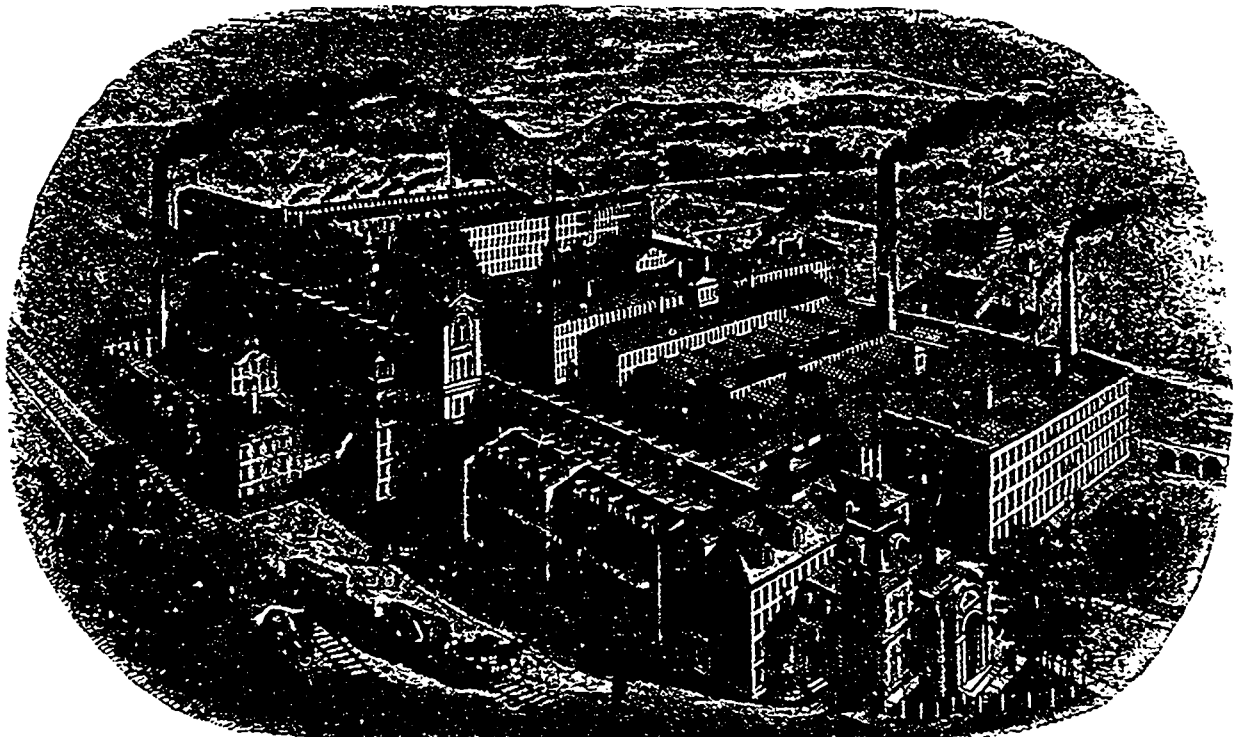
HIGHEST HONORS OVER ALL COMPETITORS.

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OBSERVE
this Trade Mark is stamped on all Hollow
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TRADE
1847, Rogers Bros., A I,
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OBSERVE
this Trade Mark is stamped on all
Knives, Forks, Spoons and
other flat ware of our manu-
facture.

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

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

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

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

amount to £20 per annum. The school fee is £1 per annum. The students must have been previously engaged, for at least two years, in practical clock making before they can be admitted. The course lasts one year. In the morning they have theoretical studies consisting of geometry, arithmetic, algebra, physics, mechanics, technology of watch and clock making, geometrical drawing, projection, technical drawing, bookkeeping and commercial arithmetic, together with thirty hours practical work per week in the shops in the afternoon. The lathes and tools seem excellent of their kind, but the accommodation was very cramped.

By far the most important manufacture of the Black Forest is that of small carved clocks, many of them with musical accompaniments, known as cuckoo clocks. In Triberg, and a group of small towns and villages surrounding it, known as the clock country, 18,500 people, the population of upwards of ninety parishes, are engaged in clock making. We went to Schoenach, a village in the hills above Triberg, where almost every cottage is the home of a clock maker. The houses are large and substantially built. They are generally a considerable distance apart and are surrounded with meadow land and pastures. In addition to the home workers there are three or four small factories in which the wheels and other parts of clocks (*Uhrenbestendtheile*) are made. In one of these, visited by us, there were about five or six workmen employed and an apprentice. The power was derived from a small overshot wheel. There was a wire cutting and straightening machine for preparing the pinions, some fine drills, a tooth cutting machine, a shaping machine for the wheel teeth and a small press for driving on the bosses, etc. The machinery was ingenious and well adapted for its purpose. The rough castings made in the village were excellent. We were told that the men working piece work in the factories could earn from two to three marks per diem, though a very small proportion of the working men can earn the latter sum. In a second factory we visited subsequently, the movements made here were being fitted together and made into clocks. Carpenters were making the rough framework to contain the wheels, and others were preparing the varnished outer cases. The clock passed from hand to hand, one man adding the winding barrel,

another the train of wheels, a third the escapement, and another placing the works into the case. The clocks were being packed up for sale in another part of the works. They seemed all pretty much of one pattern, and of a very common description. The proprietor informed us that he had produced clocks of exactly the same kind as those that were made in the cottages. They went mainly to various parts of Europe. None now go to England or to America. The Americans not only supply themselves with cheap clocks, but they have driven out the Black Forest maker from the English market. The people employed at clock making live, we are told very poorly—mainly on potatoes—though we saw soup and meat in some of the cottages. The cottages are very large; some of them contain as many as twelve families. Many of the people have only one or two rooms and a bit of land, probably about twenty perches, for which they pay from ten to fourteen marks rent per month. An old gentleman mowing in a very wet meadow was pointed out to us as the *Burgermeister* of Schoenach. We went into several of the cottages and saw the people at the work. The women were polishing the clock cases and the men were making the wheel work. We were told here that an industrious worker at home could earn as much as a good workman in a factory. The water power is everywhere most ingeniously utilized, and the water itself is, as in many parts of England, employed for irrigation on the steep hillsides.

WHO IS THIS?

There have been a great many stories told of the reckless daring and abandon of the cowboy. He is an American production, and at the sound of the word cowboy the mind reverts to some Western locality where law and order are unknown and are supplied by a rude set of conventionalities, the non-observance of which means violence without process of trial. The typical cowboy must be fearless, ready to shoot at a moment's warning, wild in his make-up and language, and ready to perpetrate a joke on a "tender foot" at any time.

But there is often considerable braggadocio in the cowboy, and a good illustration of this fact was told a *Sentinel* reporter by a station agent who had lived in the West for many years, and who

had been in the employ of various railroads in localities where cowboys were numerous.

"I have seen a good many daring deeds performed and coarse jokes perpetrated by cowboys," said the agent, "but I will tell you of a little incident where the wind was taken out of three cowboys by a determined, fearless 'tenderfoot.' It happened only last spring. I was then station agent and telegraph operator for the Northern Pacific Railroad Company at a place near the Montana line. It was not much of a place, as it consisted only of a depot, a house or two and a saloon.

"One morning a traveling man arrived at the depot by stage from up North somewhere. He had a small sample case and satchel. He was below the medium height and rather slight, but was very neatly dressed and wore a silk hat. He was traveling for a New York jewelry house. He was about an hour early for the train East, and he opened his grip on the platform, took out a brush and dusted his clothing and shoes. He then drew out an old newspaper, leaned up against the side of the depot with one foot projected in front of the other and began reading.

"Meanwhile, however, three cowboys had sauntered up to the depot. They all eyed him closely and watched his operations. When he began reading they huddled together and talked awhile in an undertone. Presently one of them—a big six-footer—left the group and began to saunter carelessly about the platform with his head in the air, inspecting the posters on the building and the cornice. When he got around where the traveling man stood, he lifted his big brogan and planted it firmly on the jewelry man's foot. No apology was made. The traveling man merely looked up, drew his foot back a moment, then placed it back where it was. The cowboy passed back to the other two. They all chuckled and joined in the low-toned conversation.

"Soon the cowboy started out again on a similar round, gazing at the roof. When he reached the traveling man he tried to bring down his coarse boot on the extended foot. The traveling man jerked his foot back suddenly, and the brogan came down with a thump on the platform. Another conference and chuckling followed. Finally the cowboy set out on the third round. Just as he was about to raise his foot to plant it on that

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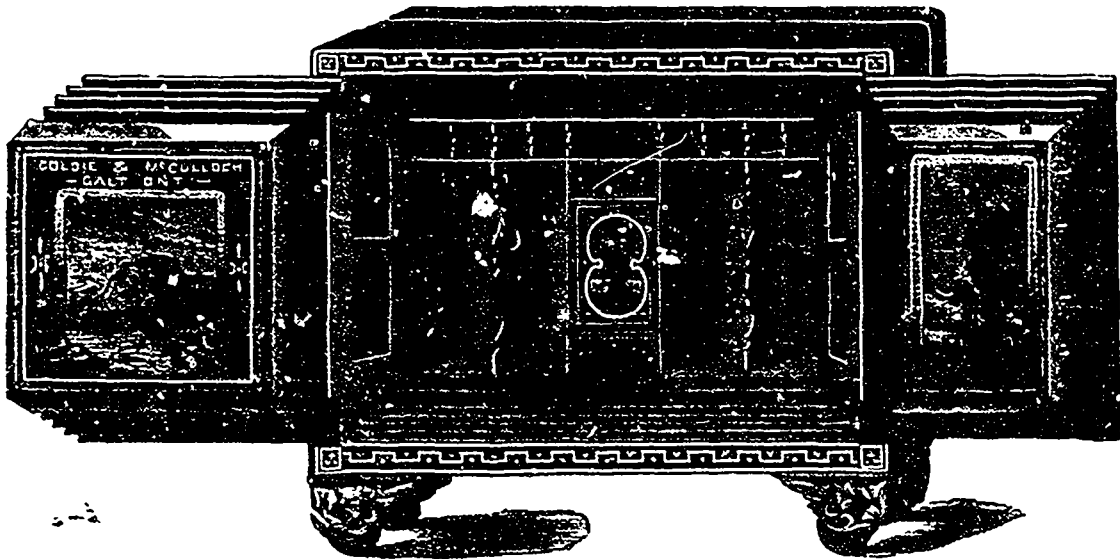
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Make no inferior kinds--Nothing but THE BEST.

SOLE AGENTS for the celebrated Sargent Time and Combination Locks. These world-renowned Burglar-Proof *Back Shaft Combination Locks* are made with *Spindles*, having ENLARGED CENTRES, and cannot be either *driven in or drawn out*.

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They are every one constructed on scientific principles, and are true to the purpose for which they are built.

We have on hand a large number of Safes, by other makers, that have been REPLACED by our own make, and are selling them at very low prices.

Orders can be filled immediately from our—

WAREROOMS—NO. 56 KING STREET WEST, TORONTO.

NEXT DOOR TO THE MAIL BUILDING.

GEO. F. BOSTWICK,
REPRESENTATIVE.

of the traveling man, the latter looked up quickly and said:

"See here, there is my foot, and its going to stay there. You step on it if you want to, but I want to tell you that before you can get off of it I will kill you."

"Such a volley staggered the cowboy. He looked at the foot and then at the small possessor, finally moving off without stepping on it.

"Another consultation followed. The traveling man calmly read his paper for a few minutes, and then took from his satchel three apples. He looked at them a moment, and suddenly threw them a few feet into the air, and then quickly drew a revolver, fired three shots, splitting each apple into a dozen pieces before they reached the ground. He replaced the cartridges in the empty chambers of the revolver and returned it to his pocket.

"The cowboys witnessed the act without saying a word, and soon, completely cowed, turned and left the depot. The traveling man told me, after they left, that he would have killed the three of them had the fellow stepped on his foot again, and I think he would, as he was quick as lightning. He then showed me a medal he carried which he won as being the most rapid and one of the best shots in New York. The story simply illustrates that there is sometimes a great deal of fictitious valor and daring about the cowboy."—*Milwaukee Sentinel*.

SPECIAL NOTICE.

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

BUSINESS NOTES.

T. H. HARNER, jeweler, of Kingston, Ont., is reported to have disappeared from that city. The key of the store was found beneath the door.

IT IS CURRENTLY REPORTED that Mr. Eaves, wholesale jeweler of Montreal, was recently cheated out of some six thousand dollars by a couple of travellers he had in his employment.

WE WERE PLEASED to receive a visit from Mr. Chas. Addison, jeweler, of Ottawa, Ont., last month. Mr. Addison was appointed one of the judges of the jewelry exhibits at the Toronto Industrial Exhibition—a good appointment we should say, as he is a practical jeweler who thoroughly understands the business from A to Z.

BOYCOTTING A MANUFACTURER.—It is currently reported from the other side, that the Deuber Watch Case Company of Newport, Ky., having

discharged 403 employees, for no other reason than that they are Knights of Labor, a general system of boycott has been begun by the K. of L. against the goods manufactured by that firm.

WHERE IS BROTHER KNOX?—Where is brother Knox now with his scheme to make every jeweler pass an examination before the Canadian Horological School, and allow only such as passed successfully to sell watches or jewelry. If brother Knox would produce a scheme from his pocket and get the Government to carry it through, the holders of diplomas from the C. H. S. would have a pudding. Now is your chance Mr. Knox.

MR. E. BULWER.—The general manager of the Simpson, Hall, Miller & Co., plate company in Canada, was in Toronto last month, having accompanied the Mayor and Aldermen of Montreal on their official visit to the Toronto Industrial Exhibition. Mr. Bulwer says business is first-class with them and that they have all the orders they can attend to. He paid "THE TRADER" a visit and proved to the satisfaction of the editor that the best business men in Montreal were not all dead yet. Come again, Mr. Bulwer.

DISSOLUTION.—The firm of Hall & Fullerton, Barristers, &c., of this city, having lately been dissolved by mutual consent, Mr. W. M. Hall the senior member of the firm, has opened an office on his own account on King Street East, between the *World* and *Globe* printing offices. Mr. Hall is one of the most promising commercial lawyers in Canada, and having done a good deal of business for the jewelry trade during the last few years in a very satisfactory manner, we can safely recommend him to any of our friends wanting such service.

WE ARE PLEASED TO NOTICE that our old friends, Messrs. C. N. Thorpe & Co., the well-known manufacturers of the "Boss Patent Gold Cases," were successful in carrying off the gold medal at the New Orleans Exposition for the best display of filled gold cases. The "Boss" case is one that any dealer can always swear by, and on account of its sterling qualities it is bound to remain a favorite with retail dealers who want to sell first-class goods. The "Boss" people keep their quality fully up to the standard and it pays them.

P. W. ELLIS & Co. have, since moving into their new premises, issued a new watch price list in keeping with the building they are in. It is handsomely printed and indexed all through, and is one of the best price lists yet issued from Toronto. This firm have now got thoroughly settled down in their new warerooms and factory and are making things hum. They expect to be able to fill their customers' orders very promptly, owing to the increased facilities they now possess in the manufacturing line. We wish them continued success.

A STRONG TESTIMONIAL.—One of the hottest fires ever experienced in Toronto was that of the glucose factory on the Esplanade a few weeks ago. The books, papers and valuables of the Company were deposited in one of J. & J. Taylor's fire-proof safes, and the manager of the Company, Mr. Robert Sutherland, is out with a card stating that although the fire through which it passed was probably as hot as Nebuchadnezzar's seven times heated furnace,

yet the contents of the safe were taken out unharmed. This is a strong testimonial to the good workmanship and reliability of the J. & J. Taylor safes.

DEATH OF AN OLD KINGSTON MERCHANT.—We regret to learn of the death of Henry Skinner, Esq., of Kingston, at his residence in that city about a fortnight ago. Mr. Skinner was for many years one of the leading wholesale merchants of Kingston and his demise will be regretted by a large circle of acquaintances amongst the retail trade of Ontario. Mr. Skinner was a gentleman of sterling integrity and worth, and a good example of the success that sound business principles combined with honesty is sure to win.

A MISTAKE.—In our report of Messrs. P. W. Ellis & Co.'s factory in last month's issue, we made the mistake of saying that Mr. Thomas Ellis was the assistant manager of the factory. This we find is an error, Mr. William Ellis being assistant manager, and Mr. Thomas Ellis one of the firm's most efficient travellers. We might remark, however, in self-defence that there are so many Ellises in the firm and they are all so good looking and so much alike that it is no wonder we get slightly mixed in speaking of them.

TAYLOR'S SAFES.—The safest exhibit at the Toronto Exhibition was that of J. & J. Taylor, the well-known safe manufacturers of this city, and fully justified the high reputation this firm have enjoyed for such a long term of years in this country. It is needless to say that they were a centre of attraction in the part of the building where they were situated, and that the beauty of their workmanship drew forth the highest encomiums from those who took the trouble to inspect it.

HOW ARE YOU BEVERLEY?—In our last issue our printer, by some oversight, spelled the name of Mr. Beverley Heath with two instead of three e's. We are sure the typo had no intention of hurting Mr. Heath's feelings, and as he has apologized for the error in the handsomest manner, we have spared his life this time. Although Mr. Heath spells his name with three e's he don't charge anything extra for plated-ware on that account, and merchants wanting S. H. M. & Co. silverware can always be sure of courteous treatment by entrusting their orders to his care.

WHO IS MR. FEELEY?—We were asked the other day by a jeweler we happened to meet, and we gazed on the enquirer with blank amazement and wanted to know where he came from. When he afterward explained that he had just arrived from British Columbia and didn't know much about Canada, we began to believe he was in earnest in asking the question. The fact is that Mr. Feeley, the representative of the Meriden Britannia Company, has become so identified with the manufacture and sale of silverware that it's hard to think of electroplate without calling up a mental picture of the aforesaid Feeley and his genial grip.

TALKING ABOUT PRICE LISTS just reminds us that Messrs. Goldie & McCulloch, the safe makers, have just issued what is probably the finest catalogue of safes ever published in America. This catalogue is profusely embel-

ONE OF THE GREATEST IMPROVEMENTS EVER MADE IN WATCH CASES.

An Adjustable Bezel for Hunting Cases !

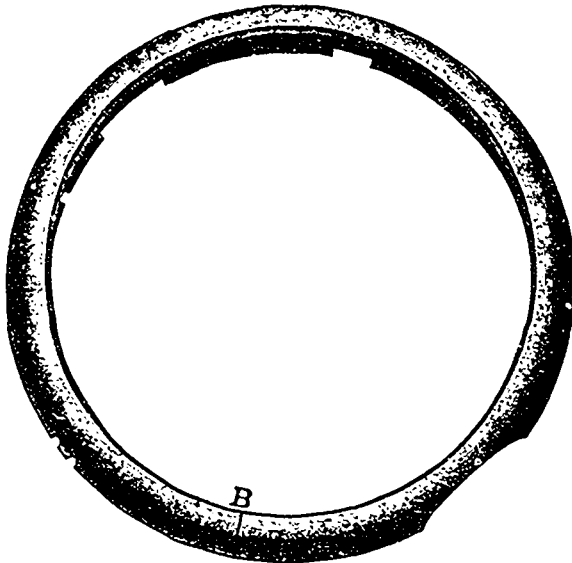
THE FITTING OF GLASSES MADE EASY.

THE KEYSTONE FACTORIES STILL AT THE FORE.

The fitting of crystals in Hunting Cases has always been an annoyance. The great variation in sizes of glasses (for frequently at least three different sizes are found in one package, all numbered alike), defective edges, and difference in shape between the edge of glasses and groove in the bezel, all tend to make easy and proper adjustment a difficult task, and often the attempt costs more, in the breaking of glasses, than is received for the job.

Again, the groove in bezels is often of a size between glass sizes, consequently one size glass will be too small, the next too large, and the effort to fit them must end in an irritating failure.

To obviate these drawbacks is the province of the



KEYSTONE ADJUSTABLE BEZEL.

As will be seen in the above cut, the bezel is slitted vertically (B) and laterally (A) for a short distance in such a manner as to give it elasticity or spring without impairing its strength, but permitting the ready and effective insertion of crystals of different sizes, defective edges, or not perfectly round. To illustrate: An adjustable bezel for which a medium 19 11-16 glass is the correct one will not only take any glass in a package of 19 11-16, but it is also adapted to a 19 12-16 if required.

The arrangement which secures this very desirable result is so minute as to be comparatively invisible to the naked eye, and in no respect mars the uniformity of surface of the bezel. The liability of dust to work in upon the dial is no greater than with the ordinary bezel, as the lateral cut (A) is made below the top of the dial-plate.

The advantages of this great improvement are so plain, reducing to the smallest extent possible the danger incident to fitting glasses, that it is but reasonable to assume that

THE KEYSTONE ADJUSTABLE BEZEL

(the name of the great improvement) marks the introduction of an invention at once ingenious, practical, and exceptionally valuable.

This improved bezel is patented, and can only be obtained on Boss, Keystone and Leader cases, but without any advance in price.

THE KEYSTONE WATCH CASE FACTORIES:

19th and BROWN STREETS, PHILADELPHIA.

NEW YORK, 14 JOHN STREET.

CHICAGO, 100 STATE STREET.

ished by extra fine wood engravings of the different styles of safes manufactured by them, and from it any merchant can form a very correct idea of the size, style, fittings and finish of the goods they are intended to illustrate. This catalogue is a fine specimen of printing, and is creditable alike to the printer and the firm whose enterprise and integrity has brought their goods into the prominent position they now occupy in Canada.

A READY RECKONER FREE OF CHARGE.—The new price list of Smith & Fudger is one of the handiest and most complete lists of American watches we have yet seen. The special feature of the compilation, however, is the "Ready Reference Table" on the back page, which, as the author modestly observes, is useful "For casing Waltham and Elgin 18-size movements in silver cases—Canadian and Imported." This list gives the retailer at once, and without error, the combined cost of any grade of Waltham or Elgin movement, and any weight and quality of silver case he may desire to combine with it. We are sure that the trade has only to see this table to appreciate its excellence and convenience.

WHY THEY DIDN'T EXHIBIT.—A great many jewelers have asked the manager of the American Watch Case Company why they did not have an exhibit at the Industrial Exhibition this year and expressed disappointment thereat. The fact is, the demand for their new gold cases is so great that they have been obliged to do their level best to fill orders, and had really no chance to get an exhibit ready. Their new cases are exquisitely finished, and the fact that the quality of every case bearing their stamp is guaranteed to be according to the U. S. mint assay, has made for the manufacturers of this Company a ready sale amongst those dealers who desire honest goods at the lowest price. The Company don't propose to take a back seat on fine gold cases.

SENSIBLE TO THE LAST.—A recent telegram from Washington says: "There is now a movement looking to the disposal of surplus 1 and 2 dollar bills of Canada in the United States, which had, previous to the silver agitation, depreciated to 85 cents. Now, however, they are received at par with the standard silver dollar of this country, and a great deal of this paper is in circulation." As the United States treasury is now completely choked up with American silver dollars, which they can't force into circulation unless at a very heavy discount, we may understand how kind our American cousins are to take our Dominion notes, which are payable on demand in gold, at a similar depreciation. A Canadian Government note is worth its face value in gold at any time, and the only fault we have ever heard of them at home is that they are not more plentiful.

THE VERY FINEST exhibit of leather and plush jewelry cases of all kinds ever shown in Canada was that of Messrs. Hemming Bros. at the Toronto Industrial Exhibition. This assortment was, we consider, one of the attractions of the main building and reflected the highest credit upon the exhibitors. Canada should be proud of having such a factory as that of the Hemming Bros., and we think that by patronizing this firm our jewelers will not only be doing the patriotic thing but will get as fine and elegant

goods as can be imported from abroad. When to this is added the incentive of much lower prices than are charged for similar goods of foreign manufacture, we do not wonder that this enterprising firm has built up such a large industry. Merit, like blood, will tell.

OUR FIGHTING EDITOR.—"Where is the fighting editor of THE TRADER?" asked an irate importer of Swiss watches of us the other day. We assured him that the gentleman he wanted was out of the city and his club might be put by for at least a month and then we gradually drew from him his grievance. It appears that he was mad because we said that the new Yankee 6 size movement was bound to make the Ladies' Swiss watch take a back seat. We thought so then and we think so still, although this good-looking representative of the leading Swiss industry assures us that the recent improvements in Swiss watches are so great that they will very soon have reserved seats with satin and velvet linings in every jewelry store in Canada. All we have to say is that the battle is not over yet, and in this as in any other struggle it is the survival of the fittest. "Give them the justice" and may the best watch win say we.

THE JEWELERS' SECURITY ALLIANCE.—Owing to the absence of American cracksmen since last spring but little has been heard of jewelers' safes being blown open and robbed. According to an old saying, "it is always the unexpected that happens," and now that our jewelers have lulled themselves into fancied security, we may expect to hear of burglaries somewhat more frequently than we have been doing of late. The Jewelers' Security Alliance is not a preventative from burglary, but it is the next best thing, for if a jeweler gets his safe burglarized it at once places the best detective talent that can be secured for money on the track of the burglar free of charge to the person robbed. The Alliance has now a good reserve fund on hand, all of which is available to hunt down the first burglar who has the presumption to rob the safe of one of its members. Their motto is "Protection or Punishment," and they propose to carry it out to the letter, and protect by making the burglar afraid of punishment.

INSPECTOR LASH.—Almost every jeweler in Canada will remember "Beau" Lash, the once genial traveller for the old firm of J. G. Joseph & Co. After Mr. Lash left the jewelry business he went to the North-West and entered the mounted police, where his merits soon raised him to the position of Inspector and Indian Agent. Our readers will remember that when Riel made his stand at Batoche he held as hostages some score of prisoners whom he threatened to massacre if General Middleton did not withdraw his troops. The heroic charge of the volunteers spoiled his little game and the prisoners were rescued from the cellar where they had been confined for about two weeks; chief amongst them was Inspector Lash. Mr. Lash has been granted leave of absence and has visited his old home in Ontario in order to recuperate. When we saw him he was looking splendidly and receiving the heartiest kind of a welcome from his many friends in Toronto, who were delighted to see him alive and well. Mr. Lash says he don't want any more of that kind of experience.

THE AMERICAN WALTHAM WATCH CO were exhibitors at the New Orleans Exposition, and deservedly carried off the gold medal for the best exhibit of movements and gold cases. As showing how extensive is this Company's business, we may remark that at the same time they were competing for this medal at New Orleans, they were exhibiting at the International Inventions' Exhibition at London, England, a great many of their most intricate machines for making the material used in the construction of their watches. In addition to this eye-opener to English horologists, they also had on view a complete set of samples of the watches made by them, numbering in all some 2,500 different kinds. It is needless to say that the Waltham Co's exhibit was one of the principal features of the Exhibition, and that the comparison between theirs and the English method of watch making has started numerous criticisms on that branch of trade, which must eventually be compelled to go back on their old foggy ways and adopt methods more in keeping with the spirit of the age.

HOW WE PROGRESS.—The following advertisement which speaks for itself appeared in one of the London (England) magazines in the year 1845, or forty years ago. If the gentleman who put this in could take a walk through some of the great American factories he would surely be compelled to admit that when he had attained as he thought to the perfection of watch-making, he had still much to learn. The world still moves; this is an age of progress and if you don't move along with it you will get your heels trodden on:—

FLAT, PATENT LEVER WATCHES. London made, with the late improvement of placing the balance level with the other wheels of the watch, so as to render it flat for the waistcoat pocket, with the detached escapement, capped and jewelled in four holes, hand to mark the seconds, hard enamel dial, maintaining power to continue the action of the watch while winding, are offered in silver engine-turned cases, price six guineas each or hunting cases six and a half guineas. An undertaking is given, with fixed terms, by which the watches will always receive attention. T. COX SAVORY & Co., Watchmakers, Jewellers &c., 47 Cornhill (seven doors from Gracechurch Street, London).—N. B. Second-hand watches purchased in exchange.

WORKSHOP NOTES.

BALANCES.—A gold balance is preferable to a steel balance. The latter metal has the advantage of being less affected by alteration of temperature, but, on the other hand, gold is denser than steel and is not liable to rust or be magnetized.

SPRING TEMPER TO BRASS.—A spring temper may be imparted to brass by drawing it through a wire plate. A small piece can be hardened by burnishing it hard. Soft pin tongues are sometimes stiffened by twisting the wire, but if carried too far it will crack or injure it.

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

THE FUNCTIONS OF OIL SINKS.—Oil sinks are formed in watch and clock plates so that by

LOWE & ANDERSON,

16 Wellington Street East, Toronto,

WHOLESALE DEALERS IN

HAMPDEN, WALTHAM, ELGIN, ILLINOIS

AND SPECIAL NAMED MOVEMENTS.

GOLD CASES,

FILLED CASES,

SILVER CASES.

❖ GOLD AND SILVER JEWELRY. ❖

MARBLE CLOCKS, WATCH MATERIALS JEWELERS'
FINDINGS, DUST PROOF KEYS, GOLD, GOLD
FILLED & SILVER HEADED CANES.

AMERICAN JEWELRY

To hand and arriving daily the NEWEST & NATTIEST designs in AMERICAN JEWELRY, personally selected by Mr. Anderson, in New York and Eastern States.

LOWE & ANDERSON.

Dealers in American Watches who have not received our new Price List can have one by sending us a post card.

capillary attractions the oil is kept close to the pivot instead of spreading over the plate, and back slopes are formed on the arbors so that the oil may not be drawn all up the body of the arbor. The "attraction" is sometimes negative and becomes a repulsion, as is the case with mercury in a glass tube. It is still called capillarity, whether the fluid is raised above its natural level or depressed below it.

FLAT POLISH ON STEEL WORKS.—To polish such parts as rollers and collets, first get a flat surface by rubbing with fine emery on a glass plate or a bell metal block, and afterwards finish off on a zinc block with diamondine, but for levers you must use a long, flat bell metal or zinc polisher, and press the lever into a piece of soft wood (willow is the best) in the vise, moving the polisher instead of the work. For large articles, such as indexes or repeater racks, which are not solid, and springs, it will be found best to wax them on to a small brass block and polish them underhand in the same manner as rollers.

SOLDERING.—The functions of a flux is to cleanse the surfaces to be united, and various substances can be employed for this purpose, for instance, sal ammonia reduced to powder, and either stirred into a paste with sweet oil or simply dissolved in water. Again, sal ammonia and pulverized resin are made into a paste with water or oil. Resin alone will answer for soft soldering copper or brass. Another agent is Venice turpentine, which has the advantage of not causing steel to rust, although it is disagreeable, because it makes the objects sticky, and they must, after soldering, be rinsed in alcohol or turpentine.

ARTIFICIAL SAFETY LAMP.—The use of the ordinary lamp or of matches should never be used in dangerous places for obvious reasons, and the watchmen of the city of Paris have resorted to the following contrivance, which is at once very convenient and quite safe: A small piece of phosphorus of about the size of a pea is put into a very clear glass bottle, which is then filled about one-third with boiling olive oil, after which it is corked tightly. When the light is to be used uncork the bottle for an instant, then re-cork tightly, and a light equal to that furnished by a lamp will issue from the bottle. When it becomes dim, uncork the bottle for a short time so as to admit fresh air.

SILVER-ALUMINIUM ALLOYS.—Aluminium and silver make handsome white alloys which compared with those from pure aluminium, are much harder, in consequence of which they take a much higher polish, and at the same time they are preferable to the silver-copper alloys for the reason that they are unchangeable in air and retain their white colour. It has been proposed, therefore, no longer to alloy the world's coin with copper, but with aluminium, which makes them far more durable, and even after a long-continued use they retain their white colour. Experiments on a vast scale were for this purpose instituted in European countries, but for some reason or other it appears that the silver-copper alloys were retained. According to the quantities of aluminium added, the alloy possesses very varying physical characteristics. An alloy consist-

ing of 100 parts aluminium and 5 parts silver, differs but little from the pure aluminium, yet it is far harder and assumes a higher polish. An alloy consisting of 169 parts aluminium and 5 parts silver possesses a very remarkable degree of elasticity, and has therefore been recommended for the manufacture of balance springs for watches and dessert knives. An alloy composed of equal parts of aluminium and silver, rivals bronze in hardness.

OTHER NOTES.

NEW METAL.—Professo. Websky has proposed the name of Idunium for the metal discovered by him. He found it to be one of the constituents of lead vanadate, the mineral is rather scarce, of a yellow color, and contains several other metals, especially zinc, iron and arsenic.

UNIVERSAL TIME.—It appears that the Greenwich Observatory intends to make the first move toward introducing universal time, having set the astronomical clock, which sends out the time signals, to mark the beginning of the day at midnight, and not, as customary hitherto, at noon. The dial is divided into 24 hours.

A RARE OCCURRENCE.—Some time ago a violent storm tore off the large hand of the steeple clock at Altona, Germany, and hurled it more than 100 yards, when finally it lodged, point down, in the roof of a house. The clock is about being superannuated, and proceedings were on foot for placing in a new one. The old hand, doubtless, became impatient at the tardy action of humanity, to several generations of which it had pointed out their time between the cradle and the grave, and hence its unseemly haste in desiring to be relieved.

A GIANT DIAMOND.—A very large diamond was about a year ago found by a boer in the territory of the Orange Republic. He kept it hidden for about a year, under the well grounded fear that miners might kill him and steal it. A diamond trader was finally lucky enough to see it, and he persuaded the owner to put it on the market. The stone appears to be a second edition of the Star of South Africa, at present owned by Lord Dudley. It was finally purchased by a syndicate, formed of the most important diamond traders of London and Paris. It weighs 487 karats, and when ground will be reduced to about 225 karats, being heavier by 89 karats than the Regent.

A PRINCESS AS GOLDSMITH.—A goldsmith shop was lately established and opened with great pomp and circumstance at the Austrian bathing place, Meran, and the neighborhood is at present daily thronged with carriages, bearing thither the nobility of the place. The Archduchess, Maria Theresa, belonging to the Austrian imperial family, has taken the fancy to learn the art of goldsmithing; she sits at the bench with her apron on like any other apprentice, learns the manipulation of the file, blowpipe, etc., much to the astonishment of said nobility, who watch her eagerly. But whether, as youngest apprentice, she has to sweep the shop, fetch water and run errands, we are not informed.

WANTED.

A situation by a Watchmaker of over three years' experience. Can give first-class references. A good permanent job preferred.—Address,

M. E. LEAVENS,
Picton, Ont.

C. W. COLEMAN,
10 KING ST. WEST, (up-stairs),
TORONTO,

WATCHMAKER TO THE TRADE

AND DEALER IN

Watch Material, Tools, Spectacles, &c.

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

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

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

Samples of above three lines sent prepaid for 50 cts.

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

T. WHITE & SON,
MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

—FOR THE TRADE.—

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

E. & A. GUNTHER,
18 JORDAN STREET, - - TORONTO.

IMPORTERS OF

WATCH-GLASSES.

SPECTACLES.

TOOLS & MATERIALS,

PRECIOUS STONES,

WATCHES,

JEWELLERY,

CLOCKS

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

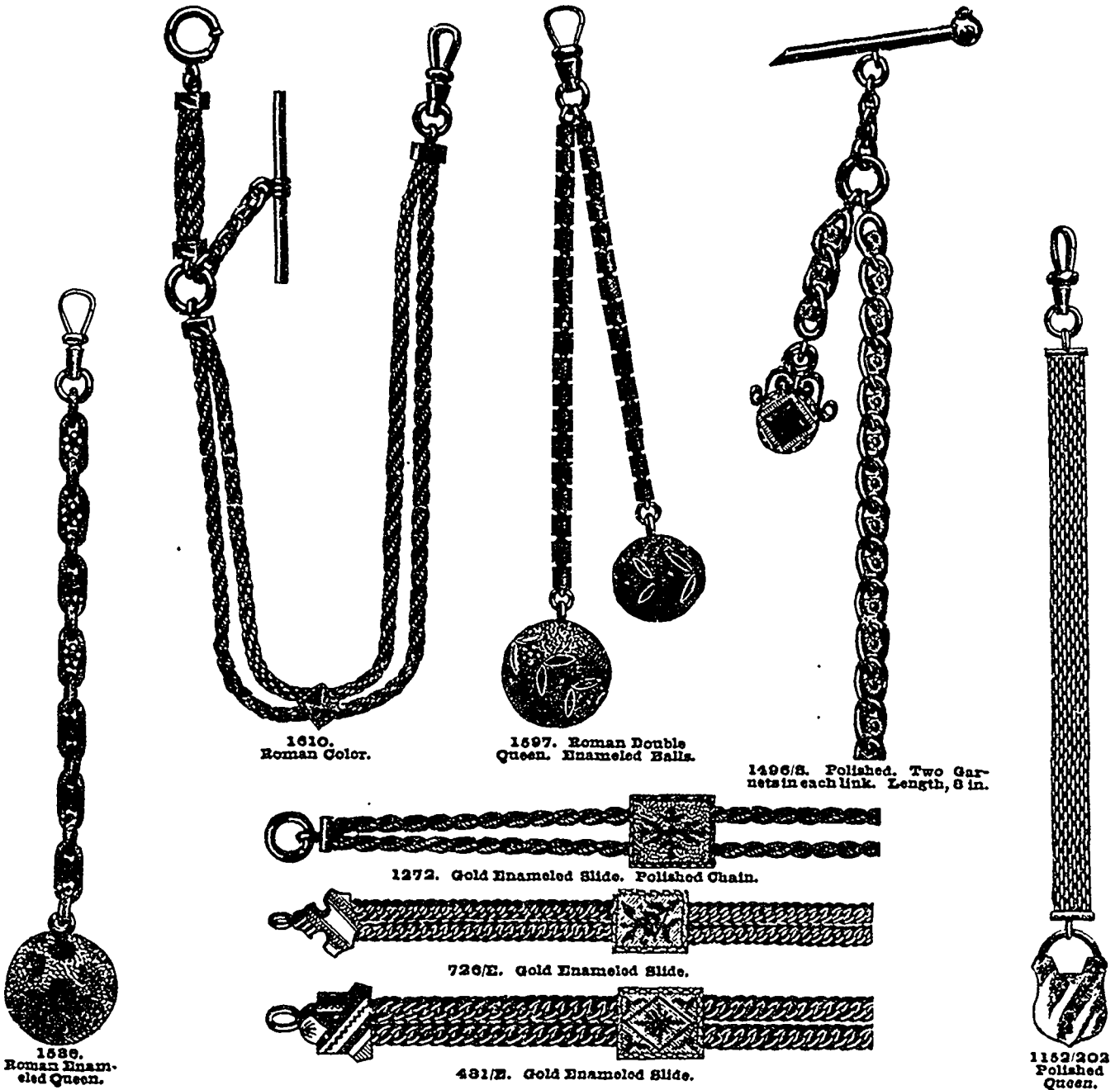
SATISFACTION GUARANTEED.

HERE WE ARE AT THE FRONT

WITH NEW GOODS AND FULL OF BUSINESS.

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

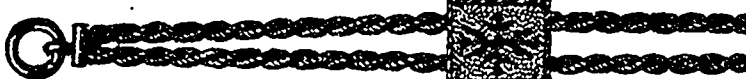
NOW IN THE HANDS OF THE DOMINION JOBBERS.



1610. Roman Color.

1597. Roman Double Queen. Enameled Balls.

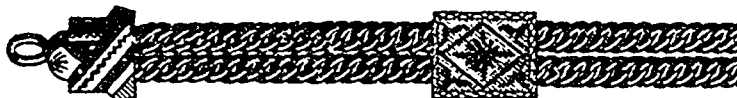
1496/S. Polished. Two Garnets in each link. Length, 8 in.



1272. Gold Enameled Slide. Polished Chain.



726/E. Gold Enameled Slide.



481/E. Gold Enameled Slide.

1586. Roman Enameled Queen.

1152/202 Polished Queen.

THE ACME SILVER COMPANY,

MANUFACTURERS OF

FINEST QUALITY QUADRUPLE-PLATED WARE.

Factory and Salesroom:

NOS. 9 & 11 CHURCH ST., TORONTO, ONT.



NO. 159. TILTING PITCHER, SLOP AND GOBLET. GOLD LINED. \$65.00. LIST.

N. B.—We GUARANTEE Better Value than can be obtained from ANY OTHER MANUFACTURERS in Canada.



82/23



75/33



56/



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759



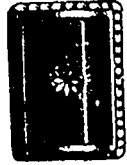
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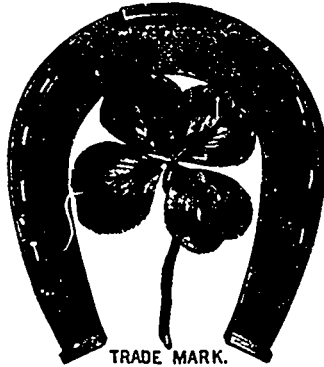
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57/



BUTTON OPEN.



TRADE MARK.



BUTTON CLOSED.



94'23



1602



552



81/



603



723



1606



721



1426



1509



1427



728

THE AMERICAN LEVER.

THE FAULTLESS Cuff and Collar Button.

Perfectly Simple!

Simply Perfect!

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

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

For sale by all leading Jobbers throughout Canada.

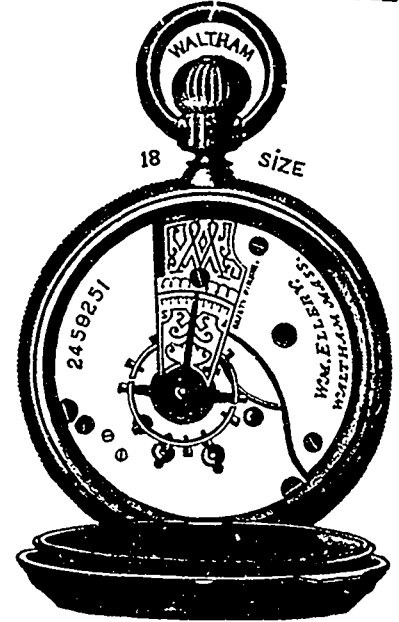
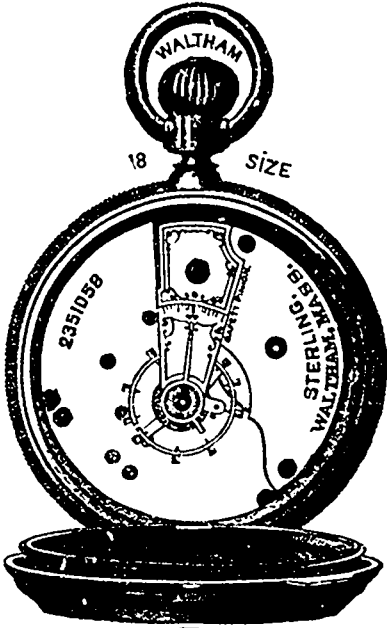
HOWARD & SON, MAKERS,

102 Orange Street,

PROVIDENCE, R.I.

Salesroom, 176 Broadway, New York.

— WE SELL TO JOBBERS ONLY. —



American
Waltham
Watch Co
WALTHAM, MASS.

WALTHAM
FULL PLATE MOVEMENTS

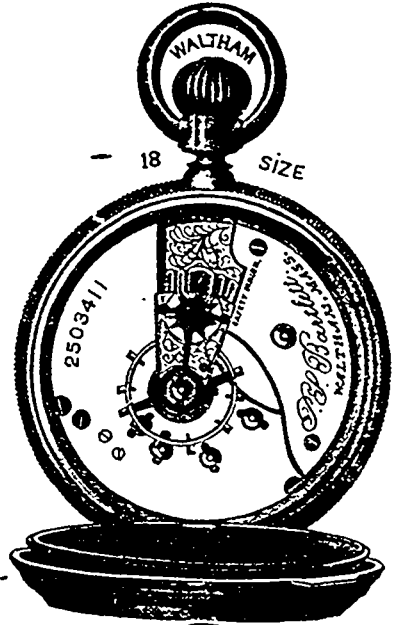
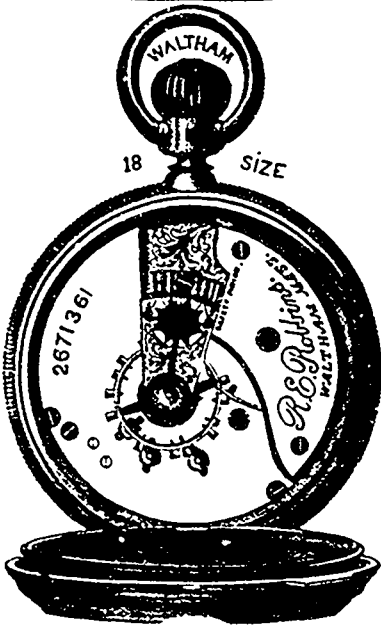
—FOR

OPEN FACE STEM WINDERS,

—MADE TO—

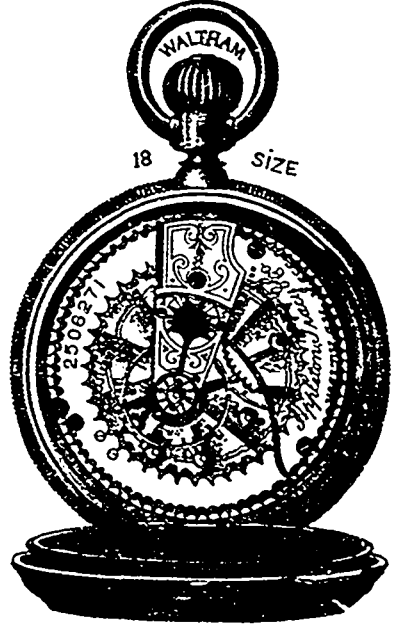
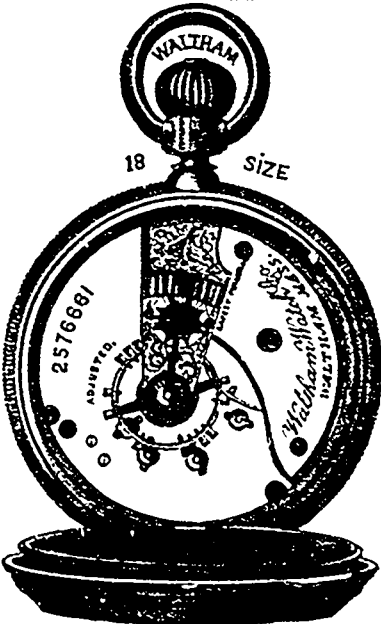
SET BY THE PENDANT ONLY,

Doing away with Inside Hand-Setting Lever.



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

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



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