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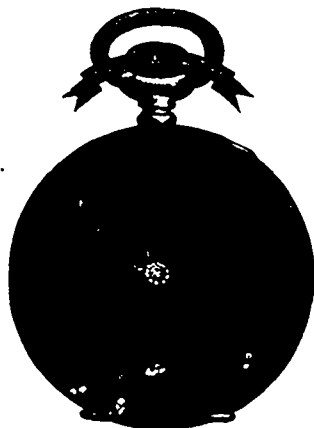
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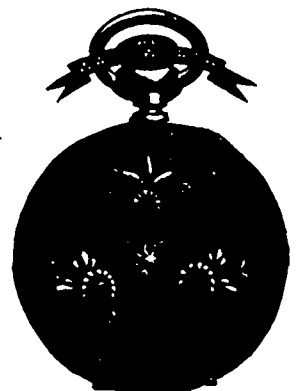
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1 WELLINGTON STREET EAST,
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20TH CENTURY JEWELERS' HERALD



We
ask
you to look
in the pages of the
**20th Century
Jewelers' Herald**
for April-May, 1900.

This Journal is published
in your interest fully as
much as in that of its
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P. W. ELLIS & CO. TORONTO.





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Good Substantial Goods Made to Last.

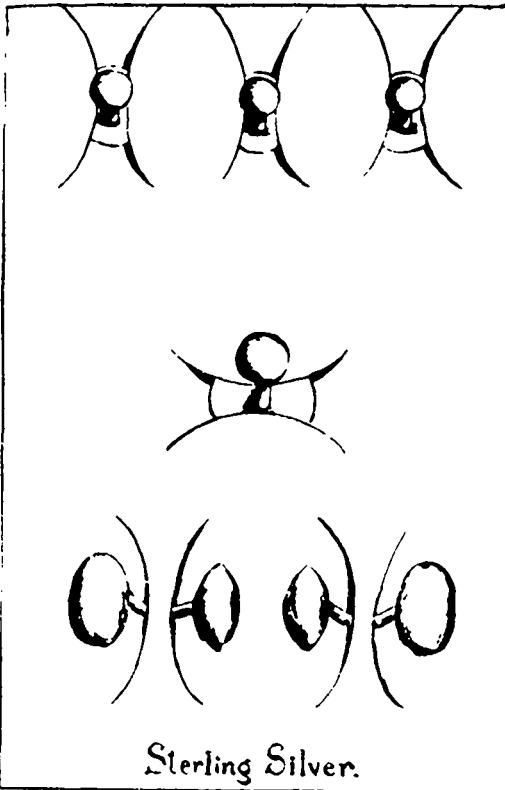
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Our Regular \$3 Heart. Special \$2.50 per doz., Trader List.
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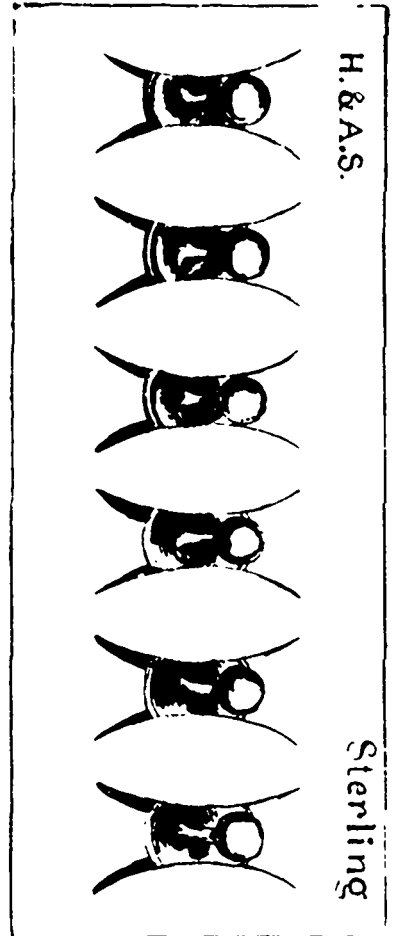


Sterling Silver, Extra Heavy.
Our Regular \$9.60 Links. Special \$7.20 per doz.,
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Regular \$16.80. Special \$8.40 per doz.,
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Our Regular \$9.60 set. Special \$7.20 per doz.,
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Our Unbreakable Collar Button
Guaranteed.

Regular \$4.20. Special \$3.60 per
doz., Trader List.

Above prices being SPECIAL net 30 days, orders will be filled till Stock runs out ONLY.

H. & A. SAUNDERS,

Factory : 20 & 22 Adelaide St. Toronto, Can.

The Pioneer Jewelers.



Removal...

We desire to notify the trade that we have removed to our new factory at

67 Adelaide St. West.

Here, with every facility for manufacturing known to the trade, we expect to be able to meet the demands of our customers with promptness and efficiency.

Our styles will be the newest and our prices, as usual, as low as any.

When you are in the city call and see us, as it will afford us pleasure to show you through the model jewel factory of Canada, as ours undoubtedly is.

Remember our new address is

67 Adelaide Street West, Toronto.

SAUNDERS, LORIE & CO.,

MANUFACTURERS OF

FINE GOLD AND SILVER JEWELRY.



TORONTO, ONT., JUNE, 1900.

THE TRADER, the official organ of the Jewelry trade of Canada, is published on the 1st of every month at 34 Lombard Street, Toronto, Ont, and has a circulation embracing every solvent Jeweler in the Dominion. Price \$1.00 per annum.

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

Changes or new advertisements must reach us not later than the 20th of the month previous to date of issue in order to ensure insertion.

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

All business and other correspondence should be addressed to

THE TRADER PUBLISHING CO.
OF TORONTO, LIMITED.



THE OTTAWA-HULL FIRE.

THE awful conflagration which last month swept over the Town of Hull and then, crossing the Ottawa River, attacked the Capital City, is without doubt the most disastrous fire in the history of the Dominion of Canada as well as one of the greatest of modern times.

It is said that 8 persons either perished in or by the effect of the flames; 3,000 families were rendered homeless; 5,000 persons thrown out of employment; and the total loss of property is estimated to be close upon \$18,000,000. The insurance upon this immense amount of destroyed property is said to be considerably less than one-half of the loss, and in a great many cases the conflagration will bring absolute ruin to the sufferers whose savings of a life-time were in a few moments swept entirely away.

We are glad to say that the cry of the distressed and homeless people evoked a spontaneous outburst from philanthropic hearts all over the Anglo-Saxon speaking world, and up to the time at which we write no less than \$829,426 has been subscribed to the Ottawa-Hull fire relief fund. In addition to this, immense stores of clothing and other articles of necessity

have been forwarded to the relief committee and distributed amongst those who needed it.

Perhaps the worst feature of this fire from a commercial standpoint was the destruction of the great paper and saw mills, match and other factories which were located in Hull and furnished employment to the bulk of the people whose houses were destroyed. Although the majority of these manufacturers have signified their intention of rebuilding their works as soon as possible, this will nevertheless take a considerable time to accomplish, and in the meantime a great many skilled employees, who are unable to do hard manual labor, will be practically without employment. It may be taken for granted, however, that the employers will do their utmost to make this suffering fall as lightly as possible upon all of the employees whose services they desire to keep.

While the people of Hull and Ottawa have had the hearty sympathy and support of their fellow-countrymen in their great disaster, it is to be hoped they will lay the lesson to heart, and when they are rebuilding see to it that the burned districts are not again covered by wooden fire traps such as they originally were. Personally, we can say that we have always looked for just such a disaster at Hull, for it was essentially a wooden and saw mill town, and once a fire got a fair headway the whole place was bound to go provided the wind was strong and in the proper quarter. This is just what happened. Once the fire got under way, it simply cleaned out everything in its path and nothing could stay it until it had burned itself out. We trust that the people of Ottawa and Hull, with this terrible lesson before their eyes, will take such precautions as will make the repetition of such a conflagration impossible.

Where so many places of business were destroyed, as was to have been expected, there were jewelers amongst the sufferers. At least three of the Hull jewelers lost their all, viz. A. Cature, W. F. Graul, E. Pommier, and also Miss Seguin, who did quite a business in jewelers' sundries and such like goods. We understand that although these firms were partially insured, still their loss will be heavy, and they are deserving of the sympathy of the trade generally. It may be also said that the sympathy of the Canadian jewelry trade was not confined to words only, for a great many of them contributed small sums to the relief fund raised in their own town or city, while others with perhaps more to spare gave direct and in their own name. However this was done, it only went to show that the sufferings of those homeless ones had touched a tender chord in the people at large, and that they were willing and ready to subscribe all the money that the necessities of the case demanded.

The only pleasant feature of this deplorable calamity was the spontaneous response from the other great colonies; Australia, New Zealand and Cape Colony; not to say anything about the magnificent sum sent from the Mother Country itself, all of which things indicate that mutual dangers and mutual interests are drawing the Empire closer year after year. The share that every part of the Empire is to-day bearing of the war in South Africa has not only drawn in the Mother Country and the colonies more closely together, but has set them all enquiring as to what manner of people these fellow subjects are and how closer acquaintance in trade and every other way



can be cultivated. We know more about each other than formerly, we have now something in common which we never had before, and one evidence of this is the splendid contribution from every part of the Empire to the sufferers by the Ottawa Hull fire.

A CANADIAN MINT.

LAST month a small discussion was raised in the Dominion Parliament on account of an enquiry by Lieut Col Prior, M.P. of British Columbia, regarding the establishment of a Canadian mint. The Hon. Mr. Fielding, Minister of Finance, in reply to the question as to whether negotiations were now being carried on with the British Government regarding this matter, stated that while the question had for some time engaged the attention of the Government, yet no official communications had recently been held with the Imperial Government. It was not clear to his mind that a mint similar to the Australian mint would meet the needs of Canada. The Australian sovereign was equal in value to the British sovereign, but the fact that our 25 piece was of a slightly different value created a considerable difficulty. He was under the impression that, while many bankers in Canada were in favor of a mint, still the majority were opposed to it. The matter was still engaging the attention of the Government, but he was not just then in a position to make any definite statement.

In speaking on this question Mr. Prior stated that there was a strong feeling all over Canada, and more especially in British Columbia, for the establishment of a Canadian mint. A large quantity of gold and silver bullion mined in this Dominion was annually going to the United States Government mint at San Francisco, the result being that not only was it mined into American instead of Canadian coins, but that American workmen got the benefit of the labor expended upon it, and a large amount of supplies were purchased with the money which trade should naturally be bought in Canada.

In our opinion there is much force in Col. Prior's contentions. Apart from the benefits which he enumerates, it is patent to many thinking people that the time has now come when this country should have a national coinage of its own instead of being dependent upon, not the Mother Country whose coinage is different from ours and cannot therefore be used here to advantage, but that of the United States, a foreign country in every sense of the word.

It is humiliating for Canada to have to be dependent upon the United States, or any other country for that matter, for the gold coinage that we use in our business, and all the more so when we produce the bullion itself from our own mines, and we can mint it just as cheaply and as well as it can be done elsewhere.

One of the very best advertisements that Canada could have, would be her own gold coinage going all over the civilized world and passing current amongst them at its face value. Our Government which is always looking out for some means of bringing the country before the eyes of the world, should not neglect the chance that lies before them in this direction.

In addition to the foregoing reasons there are those others

which more particularly affect the jewelry trade than any other. If a Canadian mint were founded by the Government, it would be very easy to establish assay offices at the principal manufacturing centres throughout the Dominion, say in Toronto, Montreal, Halifax and perhaps Winnipeg, which would not only prove of great service to the jewelry trade, but to the public generally. These assay offices would not entail a very great deal of expense on the country; as a matter of fact the fees they took in for assays of all kinds would go a long way towards paying the expense, and it is probable that eventually they would become practically self supporting. We are satisfied that even now in British Columbia and Ontario, owing to the large number of mining assays that have to be made, such offices would almost pay their own way. To the jewelry trade they would be invaluable.

Let us have a Canadian mint and assay offices as soon as possible say we

A SPLENDID EXAMPLE.

THE letter of Mr. A. B. Kleiser, on another page of the present issue, giving an account of the disastrous fire at Sandon, B.C., which occurred last month, gives an example of the indomitable energy and push which characterizes the people of our western country, and which in the near future will make the Province of British Columbia second to none in the Dominion.

As will be seen from this account the fire made almost a clean sweep of one of the smartest little towns in Canada, only one business place being left to show where it stood.

In spite of this terrible calamity, however, the people got to work at once, and laid their plans for rebuilding on a much better scale than formerly. As will be seen, our jewelers were not by any means the slowest in the lot, and their pluck and energy is to be heartily commended.

The loss by the great Ottawa-Hull fire has been so great that our people are almost apt to overlook the Sandon fire and remember that in proportion to the size of the places, it was by far the more disastrous fire of the two. Now that the Ottawa-Hull sufferers have been so liberally provided for, we trust that the stream of public generosity will turn towards plucky little Sandon, a baby town in years, but having the grit and energy equal to any place in our wide Dominion.

To our fellow-craftsmen we would say if you can spare any more money, let the Sandon sufferers have it. They have not asked anything, but they deserve it all the more for bearing their losses so philosophically and with so little complaint.

ST. JOSEPH, MO., May 10.—Samuel J. Phillips, for years a trusted salesman of R. U. Hendrick, jeweler, was arrested this afternoon on suspicion of having systematically robbed his employers. Gold and precious stones valued at several hundred dollars were found upon Phillips when he was searched at police headquarters. The man was arrested on information received by the police from his wife. The disclosures made to the officers were, it is said, in revenge for the ill treatment by Phillips of the woman's son, Alfred Redine.



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

THE SANDON FIRE.

Editor TRADER:

SIR, -I have just left Sandon, and thought probably you would like to hear of our friends there. Having finished my business there a week ago, I just made the trip to day to see the ruins. The fire indeed made a clean sweep of it, as there is only one business place left.

The jewelers, having saved most of their stock and tools, were ready for business the morning after the fire. Mr. Melvin mourns the loss of his favorite dog, which was burned. He is settled for the present in a tent, with two blankets, and work piling in, people on the street to-day handing him watches to fix up.

Mr. Grimmitt is more fortunate and to be envied, as he is very comfortably located in a neat little hen house. With all the watch work coming in and attending to his new building, he, too, is a busy man. Although when I left there at one o'clock to-day, they had not started on his building, he expects it will be finished to-night, and he will move into it to-morrow, and, by the way other buildings are going up, I guess he will.

With the mines all working and so much building going on, Sandon will be a livelier and prettier town than ever. They also intend making the street sixty feet wide instead of about twelve.

A. B. KLEISER.

Kaslo, B.C., May 8th.

OUR MONTREAL LETTER.

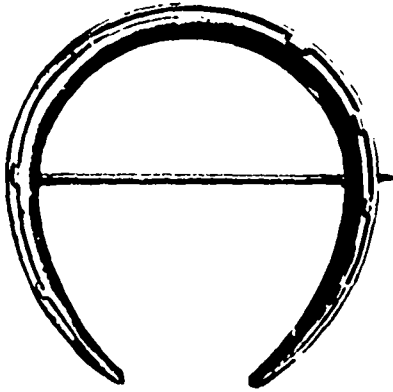
(From Our Special Correspondent.)

So far as the war is concerned, things are coming our way with a rush, and the inevitable end appears to be very near. In less than a fortnight came news of the wonderful march of Lord Roberts from Bloemfontein to Kroonstad, the flight of the Boers to the Vaal river, the capture by General Hutton of three Boer generals in one day, the occupation of Newcastle and Dundee by General Buller, and the flight of the Boers even beyond Laing's Nek, and last, but by no means least, there came the news of the relief of Mafeking. When this news reached London and the Provinces, the scenes of enthusiasm were unprecedented, exceeding those following the

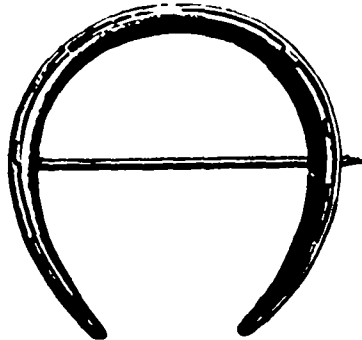
relief of Ladysmith, and the gallant little band of defenders deserved all the praise which it received. The Boers could have taken the place without doubt, if they had been prepared to pay the penalty, but thus they were never willing to do, and, as Baden Powell told them, "You can't take Mafeking by sitting down and looking at it," or words to that effect. No, the Boers are good fighters when they can sneak behind a rock and have plenty of room to run away when danger threatens, but of real personal courage they appear to have a very small quantity. They have failed in all their sieges and in everything they hoped to attain, in spite of the fact that the earlier advantages were all upon their side. They invaded British territory and annexed it, burning and pillaging like a lot of brigands, and treating the loyal British farmers who happened to fall into their clutches with the brutality of savages. They were boastful and vain-glorious while they thought they were "on top," but now they recognize that they are getting a good licking, they whine and cant and lie, and are doing their best to set other nations against the British Empire, so that they may escape the penalty of their misdeeds. It is of no use, however. The Boer delegates got precious little encouragement in Europe, and they will get no tangible support in the United States, although some of the citizens, either vicious or misguided, will attend their meetings and shout themselves black in the face. Great Britain has been America's best friend, and the best Americans, such as Mahan and Choate and Dewey, know it, and tell their countrymen that they know it, and while this is so, the enmity of the Tammany boodle crowd and such like vermin may safely be despised. There is one sure thing, that no terms other than absolute and unqualified surrender will be made with the enemy. England has erred towards the Boers in the past by showing them kindnesses they were not great enough to appreciate. The lesson has been well learned now though, and much ignorance, corruption, and oppression will soon be swept away. We are going to do now what ought to have been done twenty years ago, and we are going to do it thoroughly. Kruger and Steyn's milk is spilt for keeps, and all the crying in the world won't bring it back again. The British Empire suffered a good many humiliations at the beginning of this war and the bill for the same must be collected to the full. It is a habit of the British peoples to forgive very quickly, and this is an estimable quality no doubt, but too much forgiveness in the present case would be labelled weakness and fear, and must not be indulged in. We must have our full pound of flesh.

After being kept some time at the Montreal gaol for the purpose of giving information concerning his insolvent estate, James Baxter early in May was deported to the penitentiary of St. Vincent de Paul, where he is now said to be very sick and in the hospital. Messrs. John Hyde and J. O Dupuis have been appointed curators of the estate.

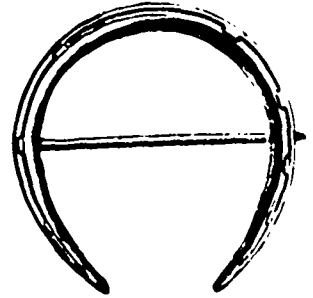
An interesting lecture was recently delivered before the members of St. George's Y.M.C.A. by Mr. R. A. Dickson, his subject being "A business man's trip through Europe." The lecturer discoursed upon the ways of living and the habits of European workmen, and was accorded a cordial vote of thanks for his address. Mr. Dickson also has presented a silver



No. 671.



No. 670.



No. 669.

HORSE SHOE BROOCHES.

THE LATEST POPULAR NOVELTY
MADE IN

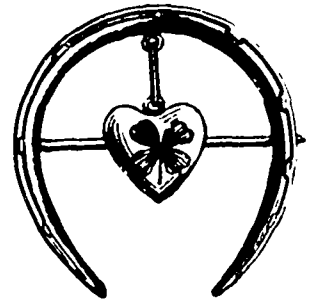
STERLING SILVER

AND

STERLING SILVER GILT.



No. 673.



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STERLING SILVER HEART BANGLES.



1700.
PLAIN.



1798.
EMBOSSED.



1792.
ENAMELED.
Green.



1798.
ENAMELED
Autumn Tints.



1813.
ENAMELED.

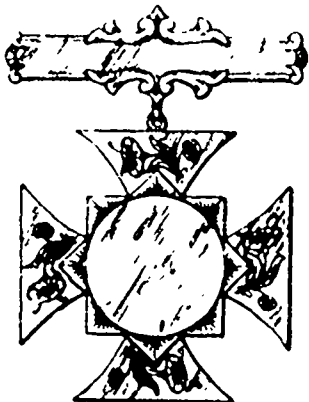


1812.
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ENAMELED

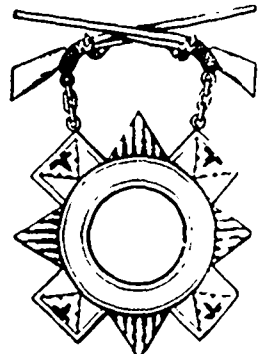
MEDALS AT ALL PRICES.



Geo. H. Lees & Co.,

JEWELRY MANUFACTURERS,

HAMILTON, ONT.





YOU ARE TO BE THE JUDGE.

By saying that you are to be the judge, we do not intend to cast any reflection on our own ability. We believe that by our ten years of experience, and by the large and increasing quantity of OLD GOLD coming daily into our hands, we have become qualified to accurately test and value it, and further, we endeavor to conduct every transaction with the strictest honesty. **NEVERTHELESS**, you are to be the judge as to whether the amount offered is satisfactory to you. Immediately a consignment is received it is accurately tested, and a cheque or money order sent by first mail. If our offer is not fully satisfactory to you the parcel will be returned in the same condition as received. The goods remain yours until our offer is accepted, so that you run no risk of not getting full satisfaction.

No one could conduct this business on a more economical basis, for we are at **NO EXPENSE** (other than this advertisement), of soliciting consignments, and by using the **REFINED GOLD** in our own factory we are at no expense in disposing of it. The profits after deducting the cost of refining are very slight, but we must buy gold in any event, and we are satisfied to make a percentage, however small.

Many jewelers have been continually sending their Old Gold to us ever since we began the refining business, and the number of patrons is constantly increasing. We have many complimentary replies from jewelers in every part of Canada, proving that we give satisfactory returns. It has paid them to send their Old Gold to us. Why not you?

WE PAY FOR OLD GOLD AS FOLLOWS, NET CASH:

6 K., 24 cents.	10 K., 40 cents.	14 K., 56 cents.	18 K., 72 cents.
7 K., 28 "	11 K., 44 "	15 K., 60 "	20 K., 80 "
8 K., 32 "	12 K., 48 "	16 K., 64 "	21 K., 84 "
9 K., 36 "	13 K., 52 "	17 K., 68 "	22 K., 88 "

TESTS FOR GOLD.

For testing 18k., take 2 oz. of chemically pure nitric acid and add 2 drops of muriatic acid. This will not affect 18k. but will leave a brown mark on 14k. C. P. nitric acid alone will not affect 14k. but will attack any lower quality, the effect being greater and leaving a darker mark the lower the quality.

Acids should be mixed frequently. Old acids lose their strength and cannot be relied upon.

TESTS FOR SILVER.

Water, 2 oz.; sulphuric acid, 2 drs.; powdered bichromate of potash, 4 dwt. A drop of this mixture placed on Sterling Silver will turn a bright blood red; on lower qualities a duller red. On no other metal will it turn this color.

With a little experimenting and experience any jeweler may become fairly expert in making these tests. Care should be taken to always scrape the spot to be tested as there may be plating on the surface, and also grease, which would not allow the acid to work.

Great care should be taken in buying cases as frequently the lids are of a good quality of gold while the body is of a low quality, and sometimes only plated.

GEO. H. LEES & CO.,

Gold Refiners, HAMILTON, ONT.



Every Jeweler

Should keep his valuables
over night in one of our

CHROME STEEL LINED

Jewelers' Safes.

These are built especially for the purpose; and besides being excellently finished are fitted up inside to suit the requirements of the purchaser. TERMS OF PAYMENT REASONABLE.

J. & J. Taylor,

Toronto Safe Works,

Toronto.



trophy for the gymnastic competition of the Montreal Diocesan Theological College, and has presented a communion set to the same institution.

Mr. and Mrs. Alfred Eaves and family have removed from the Windsor Hotel, where they have been living during the fall and winter on account of Mrs. Eaves's ill-health, to their home in Westmount. The many friends of Mrs. Eaves will be glad to learn that her health has much improved.

The jewelry stores of Messrs. A. Couture, W. F. Groulx, and E. Pommier were wiped out in the Hull fire. Miss Segun, dealer in fancy goods and jewelers' sundries, was also one of the sufferers.

Among the many generous contributors to the Ottawa and Hull conflagration were Messrs. I. L. Michaelson & Sons, Branley & Robertson, and the Montreal Optical Co.

Mr. Jules O. Jacot has registered as proprietor of the jewelry firm of Emile Jacot, Quebec.

The trade of this district learned with much regret of the demise, on April 30, of the infant son of Mr. Lazare Leclerc, jeweler, Terrebonne, P.Q.

Messrs. Simpson, Hall, Miller & Co. have made a very handsome silver trophy for the Montreal Chess and Checker Club, which will be held by the champion of the next competition.

The poet assures us that "things are not what they seem," and this is no doubt true—more or less. In a recent instance it was quite true, too true, and more, much more, than less. The case referred to is reported from Victoria, B.C., where on May 4 a box arrived from England which was supposed to contain a wedding present of plate for Mrs. C. B. Innes, formerly Miss Wolfenden of that city. Upon the box being opened, however, it was found to contain a bushel of wheat, which cereal, although precious to the dough-puncher, nay, to him indispensable, could by no stretch of the imagination be called precious metal. Where the substitution took place cannot be discovered, and the detectives do not pretend even to have a clue. Therefore they are disconsolate, as clues are their chiefest comfort.

The Montreal Board of Trade has appointed a committee for the purpose of inducing tourists to visit Montreal, and it is to be hoped that something tangible will result. Last year a tourist association was formed, but for some reason nothing came of it, and now it appears to be defunct. Montrealers are certainly very short-sighted if they do not use every legitimate means to advertise the manifold beauties of our city, as very considerable sums of money are spent by the touring public. It is stated that Milwaukee has added millions of dollars to her resources by catering for conventions and the touring visitors, and this has been brought about by a business league, which spent only \$6,500 each year for 1898 and 1899. Organizations of the same character have been formed in Cleveland, Cincinnati, Buffalo, St. Louis, and other large cities of the United States, and it is time that Montreal did something tangible in the same direction.

The outbreak of smallpox in the Windsor Hotel was a most unfortunate circumstance, as it will probably keep a good number of visitors away from the hotel and the city. The affair, however, has been very much exaggerated by the

Montreal correspondents of some of the United States journals, the number of cases having been stretched in one instance from four to forty. It is a lamentable commentary upon a certain kind of human nature that these penny-a-liners should be willing to belie their own city and cause it an incalculable amount of harm for the sake of a few paltry dollars, and it is a pity that some way cannot be found to punish them as they deserve.

Henry Grant & Son, opticians, etc., have removed to new premises, 2172 St. Catherine Street, Montreal, four doors east of Phillips Square.

Among the out-of-town jewelers recently in the city were: Messrs. F. Millot, St. Barnabe; J. Lachapelle, Johette, F. Spenard, Athabaskaville; G. P. Meunier, St. Johns; A. J. Bergeron, Three Rivers; Fred. Hitchins, Beauharnois, and Ed. Johnson, Buckingham.

Mr. Arthur Liffiton, whose father and elder brother are so well and favorably known in Montreal jewelry circles, has accepted a position with the Montreal Watch Case Co.

Messrs. Saunders, Loric & Co., the well known manufacturers of high-class jewelry, Toronto, have moved into handsome new premises at 67 Adelaide Street West.

Mr. C. H. A. Grant, Manager of the Montreal Watch Case Co., has left for a trip to Toronto and the west.

Mr. E. C. Fitch, president of the American Waltham Watch Co., accompanied by his daughter and her maid, will arrive in Montreal to-morrow (D.V.) and will afterwards leave for Quebec, where they will take the steamer "Campana" for Gaspé. At Quebec they will be joined by Mr. Augustus Sloan, of the A. K. Sloan Jewelry Co., and Mrs. Sloan and son and daughter, also by Mr. Hard, President of the Chatham Bank, and by Mr. Carroll, making up the regular party of four gentlemen who usually go for a month's salmon fishing each year on the Romaine River, coast of Labrador, leased by Mr. Fitch. The party lives on Mr. Fitch's yacht, also called the Romaine, after the river, during the trip, and the sport is generally of the very best. Miss Fitch and her companion will remain at Gaspé some time, as will also Mrs. Sloan and her son and daughter.

Mr. John Eaves, of Edmund Eaves, jobber, and Mr. A. R. Harmon, of the Waltham Watch Co., have been fishing in the waters of the Laurentian mountains, where the speckled trout are so free from guile and so good natured that half a dozen struggle to be caught on one hook. As a consequence the piscatorial sports returned to the city suffering from overwork, and for several days afterwards speckled trout were three-a-penny in Montreal. Some of the fish landed were as big as "so-so," and one was actually as big as "that." These whoppers had lived a long while in the locality and ought to have known better, but it is popularly supposed that they paid a visit to the boat in the hope of being invited to a change of drink. Joking apart, the sport was good, the weather first rate and the company of the best.

Mrs. A. R. Harmon recently returned from Prout's Neck, Me., where she had been supervising the renovation of 'her cottage by the sea.' Mr. Harmon, who had been to Portland and Boston, accompanied Mrs. Harmon home. Mr.



JAMES EASTWOOD,

WHOLESALE JEWELER AND MANUFACTURER OF

14 KARAT ROLLED PLATE CHAINS,

NEW GLASGOW, NOVA SCOTIA.



To obtain the best wearing qualities in a chain.

it is not always necessary to buy the highest priced. There is a vast amount of humbug in the world of trade concerning the relations between value and price. The trimming on a lady's dress is the expensive extra which brings up the cost, but does not add to her protection from the cold. The Company which produces the best values without these trimmings in manufacturing process employs only skilled labor, economizes at every stage and produces the largest amount of goods at the lowest possible cost per cent., is bound to lead. The J. E. 14k. Rolled Plate goods are made in this way. Large productions at the lowest possible expense, all extra frills and trimmings lopped off. They have been too long before you to doubt their quality. We stop nothing short of **the best in the world for the money.**

GENTS' CHAINS. STUDS. LADIES' CHAINS.

BROOCHES. BRACELETS.

PINS. LINKS. BUTTONS. ETC.



DON'T FORGET THIS NAME

"The Celebrated Mayflower Main Springs."

BUY NO IMITATIONS.



Harmon's visit to Boston was made for the purpose of increasing his supply of watch movements, but in this he was unsuccessful, as there were no more to be had. The Waltham Watch Co. is now turning over some 2,300 movements a day, but is still unable to catch up with orders.

Mr. Jacob Dover, jeweler, of Nelson, B.C., paid a visit to Montreal during the past month, accompanied by Mrs. Dover, and afterwards left for the United States markets, returning by way of Montreal and Toronto.

Mr. Geo. Ellis, of Messrs. P. W. Ellis & Co., made his usual business trip to Montreal recently and it is understood that he booked some good lines.

The many friends of Prof. McLeod, chief time superintendent of the Grand Trunk Railway service, will regret to learn of the death of one of his daughters.

Mr. Jas. A. Pitts, jobber, Montreal, was recently in Toronto and district, with his representative there, paying a visit to his many customers.

Mr. T. P. Bowen, representing Mr. Jas. Eastwood in Toronto, was in Montreal about the middle of May on business for the firm. By the by, Mr. Eastwood sent Mr. Harmon a most beautiful bouquet of sweet-smelling "Trailing Arbutus," which, it goes without saying, was much appreciated.

Mr. Walter J. Barr, vice-president and managing director of the Goldsmith Stock Co., was a recent guest at the Windsor Hotel, which is, indeed, the jewelers' house. Fortunately the general Walter escaped being quarantined, which is said to be a most uncommonly tiresome experience. Mr. Alfred Eaves and family had fortunately just moved out of the hotel before the cases of smallpox occurred.

Mr. Joseph C. Barlow, bookkeeper to the Canadian branch of the American Waltham Watch Co., has taken a few days' holiday to recuperate after a heavy spell of work.

Mr. Chas. Bachley, the missionary representative of the American Watch Case Co., has been making an interesting tour through the Provinces. This firm is now showing a very pretty card with designs of diamond set filled cases, which show card will, we learn, be supplied to any retailer upon application.

It is stated that Messrs. J. and B. C. Silver, jobbers, are about to close out their business here and set up an establishment at Providence, R. I. The Messrs. Silver were called upon, but they were "too busy just now" to either affirm or deny the statement.

Mr. I. A. Brady, of Messrs. Smith, Patterson & Co., who was taken sick during a recent trip in the North-West, has now recovered sufficiently to return to business.

Mr. Frank Ellis, of the James E. Ellis Co., Toronto, was a recent visitor to Montreal, and afterwards left to inspect some of the factories of Providence, Boston, and other United States cities. While in Massachusetts Mr. Ellis will pay a visit to the American Waltham Watch Co.'s factory.

Mr. Moise Schwob, formerly of Montreal, and now of Schwob Bros., New York, spent a week in our city during May, looking after his various interests here.

Some years ago, Mr. William Eaves trusted a retailer named Goldbloom with some goods that were never paid for. More recently Mrs. Goldbloom has set up in business under the style

of Goldbloom & Co., and upon the stock Mr. Eaves made a seizure. This seizure was contested in the courts and Mr. Eaves won, but this decision has been reversed in the Superior Court, and Mr. Eaves has lost.

HOCHELAGA.

A REPLY TO OLD TIME WATCHMAKER.

Editor TRADER—Sir:

I noticed a letter by Old Time Watchmaker in your magazine in which two questions are asked which much interest me. To the first question, "Is the watchmaker of to-day a man who can creditably make and fit any part of any watch, or is he only a watch-cleaner?" I beg to say the good workman of to-day can, as in the past, make and fit any part to any watch, and more, he can get a finer rate out of it, as this is an additional requirement of the good workman of to-day. Putting them into proper mechanical order is the first necessary part, timing them is another.

So far as the general run of a workman of to-day is concerned, he is for the most part simply a watch-cleaner, and in general he does not make an extra good clean job of it either. He can neither make new parts, and, as a result, cannot intelligently purchase materials, for he does not know how and where to examine for mechanical defects, nor can he creditably alter the parts he buys. He does not understand the principles underlying his work, therefore has neither the skill and knowledge to adjust a watch to positions and temperatures.

This is a result of the conditions of to-day, and they cannot be worse, yet expert workmen are required as much, if not more so, to-day than they ever were. The fact is, apprenticeships have become meaningless; the boy who is taught the mechanical and scientific part of his trade is the exception. Out of several hundred Canadian boys who put in apprenticeships varying from three to five years, I have met less than six who could make a balance pivot properly, and not one who could make a square shoulder pivot. I have met but one who had any idea of technical drawing, and less than ten who had an intelligent conception of the term "watchmaker," and who prided themselves in the name when first I met them. Some think it next to a crime to waste a boy's time like that. Many of the best workmen and stores recognize that, under the present conditions, they cannot *teach* an apprentice and do not take them. Proper intelligence and liking for the trade is so often wanting in boys that employers should be very careful in advising them to follow it. From my experience in such matters, I can recommend an examination by a competent phrenologist; so far every boy I met who came so recommended made a success of horology.

It is my opinion, founded on an extensive experience, that in so far as the boy is concerned, two years should be the limit of his "apprenticeship" in a store; after that he should be placed under a competent instructor, who makes a speciality of *teaching*, for a sufficient length of time—about two years—to enable him, firstly, to make new parts, which also enables him, secondly, to *properly* choose, adapt, and fit bought-in material, and thirdly, to adjust watches. The workman who



Accurate and Reliable Prescriptions.

Accuracy and reliability are the foundations on which our optical department is founded.

By accuracy and reliability it has developed.

By accuracy and reliability we have succeeded.

If you would succeed as a refractionist you must have accurate and reliable dispensing.

In lenses—accuracy of focus, reliability of quality; in frames—accuracy of measurements, reliability of stock.

Opticians dispensing at Cohen Brothers run no chances. They are not experimenting.

We have demonstrated our ability to accurately and reliably dispense all optical prescriptions.

The Cohen Brothers,

Limited,

Makers of

High-Grade Spectacleware,

TORONTO, CAN.



It is with great pleasure that we announce the re-opening of the Canadian Ophthalmic College.

This institution will resume under the direct management of Mr. Lionel G. Amsden, whose ability as an instructor of optics is so favorably known throughout this Dominion.

Those interested in a first-class optical course would do well to communicate with him.

Prospectus and testimonials cheerfully furnished on application.

Next Class, June 25th, 1900.

Business address, L. G. Amsden, Principal of the Canadian Ophthalmic College, No. 24 Adelaide Street West, Toronto.



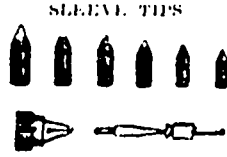
THE LEDOS MANUFACTURING CO.,
34 and 36 Pearl St., NEWARK, N.J., U.S.A.

Manufacturers of

Watch Case Materials and Jewelers' Findings,
 Crowns, Pendants, Bows,
 Solders, Fine Enamels, etc.

**NO MORE BREAKING OF
 SLEEVES IF YOU USE THESE
 CELEBRATED SLEEVE TIPS.**

ASK YOUR JOBBER FOR OUR GOODS. For 18s, 16s, 12s, 6s, 0s Size



If you want

Every Jeweler in Canada

to know the merits of your goods

advertise in **The Trader.**



**DETROIT
 OPTICAL INSTITUTE.**

The best course of Personal or Correspondence Optical Instruction for beginners or advanced students. Established 14 years.

FOR PARTICULARS ADDRESS

JOHN S. OWEN, M.D., PRINCIPAL,

23 EAST ADAMS AVE., DETROIT, MICH.

ANNOUNCEMENT

... OF THE ...

CANADIAN COLLEGE OF OPTICS.

THIS COLLEGE STARTS ON ITS CAREER with the elements which assure success, viz.:

First, to be entirely independent of outside control in every respect.

Second, to have as its principal instructor one of the highest reputation, with practical experience and careful training, a serious, earnest, successful teacher, relying solely upon the merit of his work for patronage.

Third, our aim and efforts will be to turn out practical opticians, able to correctly fit any eye with glasses and any face with the proper frame.

Fourth, our students will be carefully advised what and where to buy their outfit. In this alone we can save students many dollars, which will largely pay for tuition.

Fifth, we attend to trifles which make perfection realizing, however, that perfection is no trifle.

Sixth, personal instruction and practical fitting of customers will be a new and important feature not attempted by other schools.

Seventh, about 75 per cent. of all graduate opticians in Canada obtained their course of instruction from our principal teacher, Dr. W. E. Hamill. This speaks volumes.

Eighth, our Diploma is the handsomest extant and will always everywhere stand for merit, and can only be won by the student passing an honorable examination.

Ninth, the fee for tuition is as low as that of any other reputable optical teaching body.

NEXT CLASS JUNE 4th.

Send for Free Prospectus and see what hundreds of past students have to say. Address,

W. E. HAMILL, M.D., 11 King St. West, Toronto.



cannot. All these conditions will have a harder row to hoe in the future than he has ever had.

I continually see, firstly, English and Swiss watches of all grades which have been in both first class as well as third-class stores—they are not satisfactory, and no wonder, as the reverse of good workmen handled them. Secondly, high grade American watches, for which material was purchased, chosen and "fitted" with such a lack of intelligence and skill that they must be replaced and the movements adjusted to positions, and often to temperatures as well, before they can be timed to be re-admitted to the railway time service. American watches get worn the same as others, and must be repaired with the aid of proper tools the same as others. It also requires the same degree of intelligence and understanding to use the tools and to repair the watches, a thorough grasp of the technical questions underlying trains and escapements, balance and hair spring, and how to adapt these parts—from the mainspring hook to the hair-spring stud—for the best service of each individual watch is essential. Your correspondent says he sees no solution. Have I to tell him that the main and most difficult part of the solution has been *practically* solved in Canada as long as ten years ago? How well it has been solved I will not trouble you with, but I may be permitted to say that experts in this and other countries acknowledge it in a practical and tangible way nearly every day. There is, of course, such a thing as lack of appreciation, and there may be "new time" as well as old time workmen who at least say they do *not believe it*, but no one's belief can alter a fact.

Old Time Watchmaker is evidently a "genuine old timer," a lover of his craft, with whom a boy had a chance to learn something. This class of men form quite a contrast with those who neither know nor wish to do so, and, what is worse, who do not wish their apprentices or anyone else to know, and who cry down everything intended to benefit and raise the craft at large. The trade is full of this kind, and, but for them, the solution would to-day be nearly as complete as it should be; yet, all that is required is expressed in one word, "honesty." Let petty jealousy, prejudice, and ignorant prevarication give way to honesty. This, I believe, is too much to be hoped for, and that not until self-preservation or a dispelling of the darkness, generated through above-mentioned influence, by the light of superior knowledge, ability, and prestige of a somewhat small but happily increasing number of Canadian *watchmakers*, will the object be accomplished to a degree approaching what it should be.

To the second question—relating to an advertisement in a Toronto paper offering a watch at a very low price—"How will this sort of thing affect the income from the bench?" In any case the sale of a cheap watch, no matter who sells it, injuriously affects the income from the bench, because people do not care to lay out money on them for repairs.

The part of the matter is, merchandizing has witnessed such a change in recent years that only those who make a specialty of it—the same as in other things—are likely to be successful to a more than ordinary degree. The man of to-day should follow up the work which best suits his individuality. If that is merchandizing, let him stick to it and

not try his hand at botching up people's watches. Let him retain the services of a *good* workman, and *then let him* turn out a class of work which will bring him many customers. A jewelry merchant should not forget that it is *folly* to handle cheap watches, especially the common Swiss and other rubbish; the fact that he has them in stock gives them a sort of a standing. I am aware that some jewelry merchants advertise and sell this class of goods as "good timekeepers," the same as they do their good watches, despite the fact that the majority vary from four to ten minutes per day between pendant and dial up.

To answer the question, suppose a customer comes to the watchmaker and asks to see such a watch, in one way or another he will let the cat out of the bag that he saw it advertised. Is it not policy to quote the same price? Will the customer take it without another word? not likely, he will ask if it is a good watch; tell the truth about it, also that you have better watches. Watchmakers should make the most of impressing their customers with their knowledge of the mechanical requirements of watches, the on-the-spot guarantee, etc. They should tell them that it is a matter of happen-so if a cheap watch rates evenly, but in any case it cannot hold year in and year out, that a higher priced watch is better, *not* because it has a patent regulator, *but* because it will hold and keep its rate because it was predetermined that it should do so. From what I have learned about it a better watch can be sold in nine cases out of ten. In conclusion let the watchmaker sell only reliable goods and thoroughly impress the fact on his customers that his mechanical knowledge and skill peculiarly fits and guides him in buying and selling only serviceable goods.

Yours truly,

H. R. PLAYNER.

Toronto, May 21, 1900.

THE WELSBACH

The ophthalmic surgeons of Heidelberg have been asked by their government to report on electric and gas incandescent lighting, and in their report they conclude as follows. Neither the one nor the other is detrimental to the eyesight, and both are, from the point of view of the hygiene of the eye, improvements on the lighting previously in use. The electric lamp is inferior to the Welsbach in respect that its light comes from a very small surface. For lecture rooms, indirect lighting is the best (ceiling and wall reflections.) Welsbach light seems to be nearer natural daylight than the light of incandescent electric lamps, and is so far better for the eyes. The steadiness of the light is about the same in both. Both give out very little heat, the recent Welsbach giving out only half as much as electric incandescent lamps. On the other hand, the latter use no oxygen and give out no carbonic acid, and are, therefore, more suitable for rooms occupied by several persons for periods of time. On the whole, the electric light is at a disadvantage in respect of the brilliancy of its filament, gas in respect of its consumption of oxygen and production of carbonic acid, but the latter can be rectified by suitable ventilation leaving the advantage, from the hygienic point of view, in favor of gas lighting by Welsbach.—*Gas World*.



Optical Questions of Interest Answered by The Montreal Optical Company.



QUESTION. Is it possible to obtain a thin lens of very strong power, and at the same time large enough for standard size.

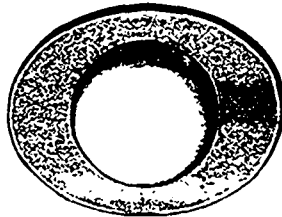
ANSWER. Yes,—by using Lenticular Lenses.

QUESTION. What are Lenticular Lenses.

ANSWER. We illustrate Lenticular Lenses herewith.



Sectional View, Concave.



Sectional View, Convex.

In strong numbers of Convex they are made by cementing to a plano lens or cylinder a small convex scale to give the desired focus, making a much lighter and more desirable lens than the regular double convex.

In strong numbers of Concave the desired focus is ground on one side of a plano lens in the centre, for a space of about three-fourths of an inch in diameter.

QUESTION. Where can Lenticular Lenses be obtained.

ANSWER. From The Montreal Optical Company, the only firm in the Dominion of Canada possessing a complete surface grinding plant.



The Optical Institute of Canada Makes an Important Announcement.

We have to announce that we have removed our school from Toronto to Montreal.

We have engaged as instructor J. LYONS GAUTHIER, M.D., graduate of the Laval University and one of the prominent Oculists of Montreal.

We have fitted up a comfortable lecture room at No. 1685 Notre Dame St.

Classes are to be given alternately in English and French.

For dates of classes and other particulars apply to J. S. Leo, Principal, No. 1685 Notre Dame St., Montreal, Quebec.



We Don't Make Junk.

Do you know what "Junk" is?

In silverplate parlance it means "flashy" goods made to sell on sight, but which won't bear inspection.

They are usually showy, and at first sight appear to be bargains, but the workmanship is skimped wherever it is possible to do so, without its being too apparent, though a little closer examination demonstrates that they are cheap in every sense of the word.

We have never believed it good business policy to ally our name with such goods, knowing that the purchaser soon becomes more critical, notes the defects, and blames the merchant, and the latter in his turn sours on the manufacturer.

We take great pains to have every article that leaves our factory perfect in every respect--the workmanship is thorough, the quality reliable, and the finish capable of bearing close examination.

This applies to our Monarch Brand as well as to our Standard Goods.

When buying and comparing prices kindly also compare quality of finish, and of course our advice is "don't buy Junk."

Our travellers have a very nice assortment to present to you.

Standard Silver Co., Limited,
TORONTO, ONTARIO.



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

F. D., Ont.— "What is the power of the lens in a normal eye?"

The normal eye will bring parallel rays of light to a focus on the retina in the posterior part of the eye. The human eye has a diameter of about one inch, therefore the refractive power of the eye is equal to one inch or 40 dioptres. It has been observed by many refractionists that an eye that was previously normal for distant vision, required about plus 10 Ds lenses to make up for the loss of the crystalline lens after the cataract had been removed from the eye. This will convey the fact to us that the lens has a refractive power of 10 dioptres because after its removal for any cause, the plus 10 Ds will restore normal vision for distance.

T. F., Ont.— "What is a cross cylinder, and when is it required?"

A cross cylinder is a lens having one side concave cylindrical, and the opposite convex cylindrical with the axis of each cylinder at right angles to the other. The cross cylinder is used for fitting an eye, in which one meridian of the eye is near sighted, usually the vertical meridian, whilst the horizontal meridian is far sighted.

For correcting such a defect, which is known as mixed astigmatism, the axis of the concave cylinder, which would correct the near sighted meridian, would be placed at 180 degrees in the trial frame, and the axis of the convex cylinder would be placed at 90 degrees, in order to have the convex portion of the cylinder in the horizontal direction.

Cross cylinders are not absolutely essential because a spherocylinder, which will answer the same purpose, may be substituted for them.

T. D. A., Que.— "I have fitted two parties with compound concave lenses for distant vision. The spherical in each case was minus 2D, which I removed for reading. They both saw better for reading with the spherical in. If they are not satisfied, shall I advise them to continue using the cylinders alone, or would you combine the sphericals with them?"

The best course to pursue would be to insist on them using the cylinders alone for reading. After they had used the cylinders alone for two or three weeks, they would find them much more comfortable and easy for the eyes, than if there was a spherical combined with them. Cases of myopia requiring a minus 3 Ds for distant vision, with or without a cylinder, will not require any spherical for reading, as far as thirteen inches from the eye, and the cylinder only should be used for that purpose. If the patient wishes to read at fifteen inches or two and one-half D, a minus one-half Ds would enable them to do so. If the patient wishes to read music at twenty inches or 2 D, a minus 1 Ds would be necessary. The rule to apply

in these cases is to ascertain what the reading glasses are to be used for, or for what distance from the eyes, and if the distance is twenty inches lenses 2 D weaker than the distant spherical will be the proper sphericals for using at that distance.

M. B., Ont.— "I understand that the line which is seen most distinctly on the Antiquated Chart should be located, and the axis of the cylinder lens placed at right angles in the trial frame, and that the full correction lens will cause the radiating lines to appear clear and distinct. Does it not cause the lines at right angles to the axis of the lens to appear more distinct than ever?"

This enquirer has apparently been trying to correct Astigmatism with a convex cylinder when a concave cylinder was required. Presuming that the vertical lines were seen distinctly on the chart, our enquirer has very probably tried convex cylinders, axis horizontal. These lenses have not made the vertical lines appear any brighter than they were, but they have very probably made the dim horizontal lines dimmer, and thus the vertical lines appear to be made brighter. The main object in correcting astigmatism is to make the dim lines appear equally as bright as the clear one, and when this cannot be accomplished by a convex cylinder, a concave cylinder should be used.

T. R., Que.— "I have a patient who, after using ordinary convex glasses for reading for a short time, complains that she is nearly blind. The moment she removes the glasses there is an enlargement of the pupils. What do you think is the cause of the trouble?"

Presuming that she could read with the glasses without any trouble, it is our opinion that the cause of the weak condition of the accommodation both in contracting and relaxing, is as soon as the glasses are removed, it requires some little time for the accommodation to relax sufficiently to make distant vision clear. The fact that she requires convex glasses for reading would account for the poor sight while reading without glasses. It is certainly a clear case of accommodative asthenopia, due most probably to general physical debility. The general health should be looked after as well as the eyes.

T. C., Ont.— "I have a customer, a boy ten years old, who can read coarse print by holding it about six inches from his eyes. To read the fifty foot type, he must be within five feet of it. He complains of his eyes smarting and itching, also that the light hurts them. He is wearing smoked glasses. No glasses I put on will improve his vision. Could I do any better by dilating the pupil, or what would you suggest?"

This case evidently has some opacity of the refractive media, or retina, most probably the latter. We are led to this conclusion from the fact that vision is defective, and it cannot be improved by glasses. Paralyzing the accommodation by means of a mydriatic, would not be of any assistance in this case, because, no matter how cramped or spasmodic the accommodation is in an eye, the defect of vision caused by it can always be corrected by means of glasses. The only object in paralyzing the accommodation being to relax it, and to know that it is relaxed. It is our opinion that nothing but careful medical treatment will be of any benefit in this case.

M. B., Ont.— "A woman twenty five years of age having one eye fitted with weak convex glasses, returned to-day, complaining that the glasses made her eyes ache and blurred her vision so that she could not see. We have tested her eyes again and reached the same result as the first test. She could not see any difference between weak convex or concave spherical. I worked on her eyes for over an hour and she could see just as well with a plus or minus. Is this a case where Atropine should be used?"

This is a case where atropine might be used to some advantage, but if it is possible for you to get along without it,



DOES IT PAY TO HANG

on to a \$7.00 or \$9.00 per week position when a \$15.00 and, eventually, a \$20.00 or \$30.00 one may be secured?

DOES IT NOT PAY TO LEAVE

a \$7.00 or \$9.00 situation—earn nothing for a little while—but thoroughly fit yourself for a higher position, to secure and hold it too?

It does not cost much in time or money to do it, and as we have ten calls for every good workman whom we can supply we can secure good positions for honorable young men who become good workmen under our tuition.

Investigate this school, write to us, we happen to know more about it than anyone else.

The new School year—the eleventh—and opening of the new term will begin on September 3rd. Kindly place your application now.

TEN YEARS ESTABLISHED THIS MONTH.

A meritorious work for our country has been accomplished here quietly, persistently, intelligently and honestly, without buncombe and make-believe of any kind. This has roused the ire of certain seemingly disinterested parties, who behind the cloak of an implied impartiality, have “an axe to grind.” We have heretofore taken little notice, believing that the school’s known merits shows such parties up in their true colors. We find though that the young are often misled, we therefore offer the following

REWARDS:

\$100 for information which will convict responsible parties who falsely claim to employ our graduates.

\$100 for information which will convict responsible parties for circulating untruthful, malicious and libelous statements concerning the school or ability of its graduates.

\$50 for information which will convict any responsible person who falsely claims to be a graduate or ex-pupil of our school.

CANADIAN HOROLOGICAL INSTITUTE,

115 to 121 King St. East,

H. R. PLAYTNER,
Director.

Toronto, Ont.



we would advise you to do so. The patient's eyes are probably very sensitive and weak. If convex glasses are accepted for distant vision, they should be worn constantly, and concaves should not be tried. By persisting in the use of these glasses, we think the patient will after a few weeks be able to wear them with satisfaction. If it seems impossible to satisfy the patient by the ordinary method, we would then advise a daily treatment with the eyes with a mydriatic for several weeks, during which time two or three examinations might be made.

THE MISTAKES OF THE GRADUATE OPTICIAN.

(Concluded from last month)

8. *It is unwise to have only one set of Snellen's test types.* Children and even adults soon learn the letters off by heart and the examination is worthless and parrot-like. By substituting a different card you avoid this trap and get actual results.

9. *It is generally unwise to order cylinders or compound glasses from one test alone.* Many mistakes in astigmatism could be avoided by verifying or correcting the first test by one or two subsequent tests. There is safety in multiplicity of tests.

10. *It is a grave error to test when inflammation of the eyes is present.* The result of such an examination is purely speculative and not likely to prove correct. Beside there are many inflammations of the eye which are contagious and the infected trial frame may carry the contagion.

11. *It is a mistake to test a customer who is in a hurry.* Better by far try to make a date that will give you ample time to do yourself justice and satisfy your patron. Should you give glasses in a hurry and they prove unsatisfactory it is always a question whether your customer will make allowances for the rush, although it may be his own fault. The great unwashed do not consider the science involved in fitting a simple pair of glasses.

12. *It is a mistake to ever fit children without a mydriatic.* I have said so much on this subject in previous articles that my position is well known. Just think of a child wearing minus 2.00 glasses when he required plus 3.00 and yet this very case came under my observation, and he was fitted by an optician of some pretensions, too. I have frequently had children show no manifest hyperopia by the usual subjective tests when, after using atropine they showed 2, 3, or even 4 dioptres of hyperopia. Children who come to me are almost invariably atropinized.

13. *It is a mistake for an optician to undertake the correction or treatment of a strabismic child under any circumstances whatever.* So grave a result may ensue from a wrong method that the whole responsibility should be thrown upon the oculist in these cases. Much has to be done beside simply giving glasses and only an oculist should pilot the parents what to do.

14. *Opticians should not fail to ascertain if any heterophoria is present.*—Not necessarily to do anything for it but to keep a record of their cases, and in case the glasses given for their error of refraction prove unsatisfactory to have

data to explain the same. I am opposed to opticians using prisms either to correct heterophoria or for rhythmic exercises for the muscles. These heterophoric belong to the province of the oculist and at the present time, when there is such diversity of opinion as to what is the best thing to do in muscular trouble, it is best that opticians should at least wait until the question is definitely settled.

15. *In asthenopia if glasses fail to relieve it is not only a mistake but simple impertinence for an optician to question his customer as to his or her health or habits in order to discover the cause of the asthenopia.*—The greatest mistake in our opinion was placed first. The next greatest, we believe, is this last one. It is the right and province of the optician to relieve asthenopia by glasses if he can, but he has no right or license to enquire into the cause if it be not glasses the customer needs. Even should the optician have the knowledge or ability to ascertain the cause (outside of the need of lenses), he has no right to prescribe any line of treatment or offer gratuitous advice in any manner whatever.

When an optician has the audacity to make himself a self-constituted physician and pry into the habits or health of his customer he might just as well ask his patron (now a patient) if it be a lady—How old the baby is? And if she is nursing it herself or employing a wet nurse? If she is constipated, and, if so, how often the bowels move? and then order a diet and some favorite pill. When opticians usurp the rights of physicians they are not only making themselves ridiculous but are inviting opposition and trouble not only for themselves but for all opticians from a profession which so far has not even seen fit to take the first step in opposition or bother themselves what opticians are doing.—*Dr. W. E. Hamill, Principal of the Canadian College of Optics.*

LOCATING THE PRINCIPAL MERIDIAN.

The following is an excellent method of locating or rather proving the exact axis of the cylinder for an Astigmatic correction.

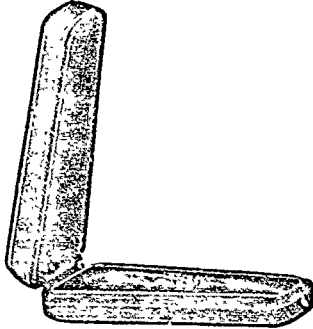
When the patient and operator cannot determine past all doubt the exact meridian of greatest error, but are convinced that the cylinder is an improvement to vision, substitute for the sphere and cylinder a sphere of the combined power of the two, together with a cylinder of the same power as the one already used, but of the opposite kind, and axis about opposite to the degree at which the best results were achieved.

For example with + 3.00 sph. () + 1.00 cyl. patient apparently sees equally well with the axis at 80, 90 and 100. If, however we supply + 4.00 sph. () - 1.00 cyl., we easily find vision best with axis at 180. It is not necessary to supply for use glasses in this form, but the regular equivalent, + 3.00 sph. + 1.00 cyl. axis 90 will be thoroughly satisfactory.—*Canadian Optician.*

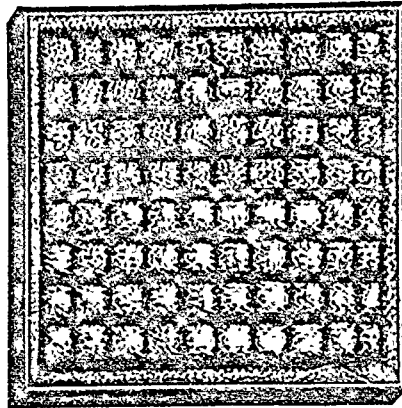
An official of the Ontario Silver Ware Works, Muncie, Ind., stated last week that work would be resumed in the plant in all departments this week. Fifty new employes, he said, would be added when the start was made. This would increase the entire force to 200.



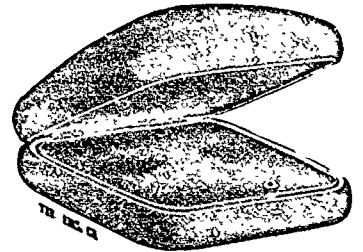
FOR JUNE WEDDINGS.



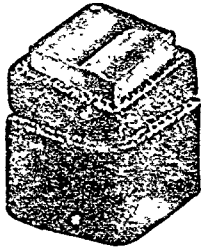
Scarf Pin—No. 45.



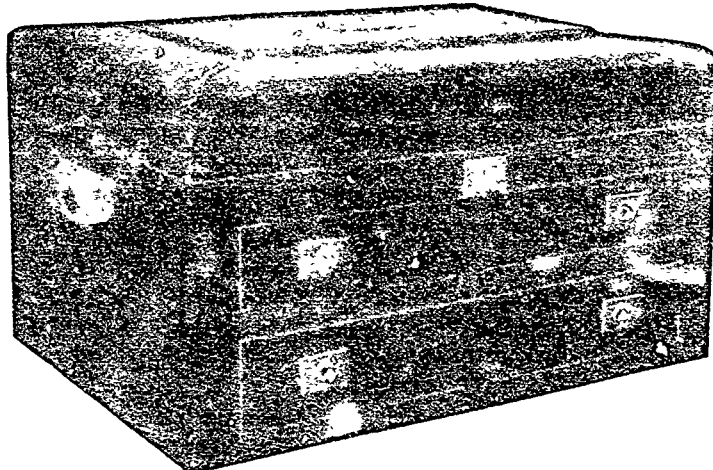
Ring Tray—No. 306.



Velvet Brooch—No. 65.



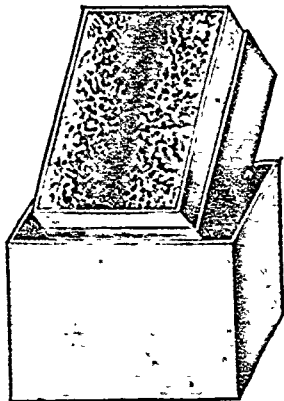
Velvet Ring—No. 28.



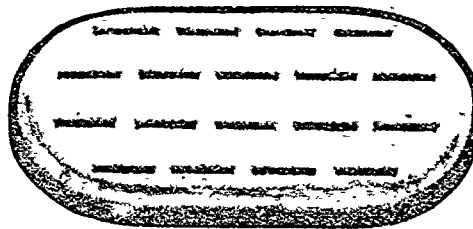
Cabinet—No. 5.



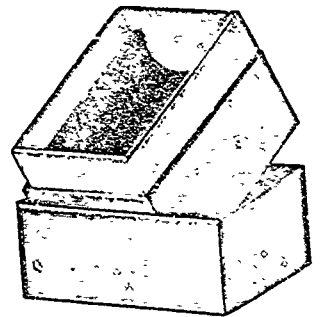
Leather Ring—No. 27.



Paper Ring—No. 450.




Ring Tray—No. 331.



Paper Thimble—No. 545.

THE J. COULTER CO., LIMITED. TORONTO.

130 KING STREET WEST, - -



THE TRADER

ENQUIRY COLUMN

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

"Bluenear" says. I have a stock of jewelry, etc., amounting to about \$10,000 on which I carry \$5,000 insurance. This amount covers my stock of watches, clocks, jewelry, silverware, etc., etc., in a general way. Speaking to a jewelry traveller the other day he said the best way to insure was to carry so much on each department as, say, \$1,000 on gold and silver watches, \$1,000 on silver and silver plated ware, and so on. I would like to have your ideas in regard to insuring a jeweler's stock.

We do not agree at all with the advice given you by the traveller. In our opinion the nearer your policy comes to being what is known as a "blanket policy" the better for the jeweler and the worse for the insurance company. By all means avoid as much as possible going into details and placing separate amounts of insurance upon particular articles. It is bad policy and will often cause no end of dispute and trouble in case of loss. We give below the wording for insurance on a jeweler's stock which will cover everything he has in his place, and we may say that although it was gotten up distinctly with this end in view it has always been accepted by the insurance companies belonging to the Canadian Board of Fire Underwriters. It reads as follows:

"On stock consisting chiefly of jewelry, watches, clocks, minerals, silverware, plated ware, cutlery, optical and fancy goods, and such other goods as are usually kept for sale in a retail jewelry store, their own, held in trust or on consignment, or sold but not delivered, or goods left for repair. All while contained in the..... roofed building, occupied by the assured as retail store, and situate and being..... Street,..... \$.....

"On store workroom and office fixtures, fittings and furniture, including safe, showcases, mirrors, tools and utensils of trade, contained in above described building,".....\$.....

If any of our readers will adopt this short, comprehensive wording in their insurance policies we think they will find themselves absolutely safe in case of fire.

"Opinion" asks: Will you kindly inform me through your valuable paper THE TRADER: (1) As to what hours the jewelers in the various manufactories in Toronto have to put in during the summer months and the other part of the year. Do they work a ten hour day all the year round? (2) What wages can a foreman in a jewelry manufacturing department expect and work nine to nine and a half hours a day?

In reply to the above we may say that the employees in all the jewelry factories that we know of usually work from 7 a. m. until 5 p. m. with an hour for dinner between 12 and 1 o'clock. Of course when a slack time comes on the hours are shorter, but most men prefer the full hours and full pay. As a rule

the workshops are all closed on Saturday afternoons during the summer months, and at five o'clock during the winter months.

The wages and hours of a foreman depends almost entirely upon his skill and what arrangements he may make with his employer. As a rule, however, they are required to put in the same hours as the men under them. Their wages run all the way from \$15 to \$30 per week, depending upon their skill and the kind of work upon which they are employed



GEM EXCHANGES

GREAT BRITAIN.
From the Jeweler, Metalworker,
and Silversmith.

REMARKABLE DISCOVERY OF STOLEN PLATE.—A remarkable recovery of stolen communion plate after ten years occurred on the 13th ult. Two children, who were digging in the sands at Baraques, Calais, discovered a complete service of gold and silver communion plate, value some thousand francs. This has been identified as the service stolen from Baracques Church ten years ago. It appears that this church was robbed on the night of January 9th, 1890.

A MAP OF PRECIOUS STONES.—The Emperor of Russia has made a unique present to the French Government of a map of France composed of a mosaic of precious stones. The map is one metre long by one metre broad, and is framed in slate-colored jasper. The sea is represented by light grey marble, and the departments in jasper of various colors. A hundred and six cities and towns are indicated by gems set in gold. Paris is represented by a diamond, Harve by an emerald, Rouen by a sapphire, Nantes by a beryl, and so on. The names of the cities are inlaid in gold, rivers are traced in platinum. The map was made at the Imperial factory at Catherineburg, and will be shown in the Exhibition.

THE GEM MARKETS.

London.—Although the relief of Kimberley had induced some of the jewelers, whose information is not of the best, to imagine that trade would be very much improved, no well-informed member of the trade thought that much would come from the success of the British in relieving the beleaguered diamond city. What little rough there has been on the market has been immediately snapped up, and at substantial prices. On the whole the market is practically in the same condition, and I am afraid we shall have to wait some time before any improvement will be shown. The same difficulty is being experienced in supplying the demand, besides which the goods are not of the best. There is a fairly good demand for turquoises and pearls, and most of the colored stones find a good market.

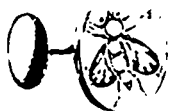
Amsterdam.—Very little improvement has taken place in the diamond market during the month, the Easter holidays



AN EXPERT'S OPINION



It is not necessary to convince your customers that they should select F. & B. goods in preference to others. They have that rich and easily distinguishable appearance which at once proclaims them superior to anything else in their class. Being made as they are in the largest modern up-to-date factory in the country, with all appliances that can be thought of for producing perfect goods, the result is, goods that are finished to a nicety in even the smallest detail, and that will wear for years and be equal in appearance to solid gold. We guarantee these goods with our strong and liberal guarantee.



404. LINK BUTTON.
Engraved and stone set to imitate natural insect



LINK BRACELETS.
364 129, Rolled Gold Plate 394 1603, Sterling Silver
388 1657, Gold Bracelet lined with Sterling Silver



1694.-CHARM.
Real Intaglio Stone

We shall have a beautiful new pattern in Sterling Silver Toilet and Manicure Goods and Sets ready very soon. It will be called the **LINCOLN PATTERN.**

Remember we can lay these goods on your counter, **DUTY PAID, CHEAPER** than any other house in the country.

THEODORE W. FOSTER & BRO. CO.,

Our Canadian Representative,

MR. GEO. E. SMITH,

350 King Street, KINGSTON, ONT.

Manufacturing Jewelers and Silversmiths,

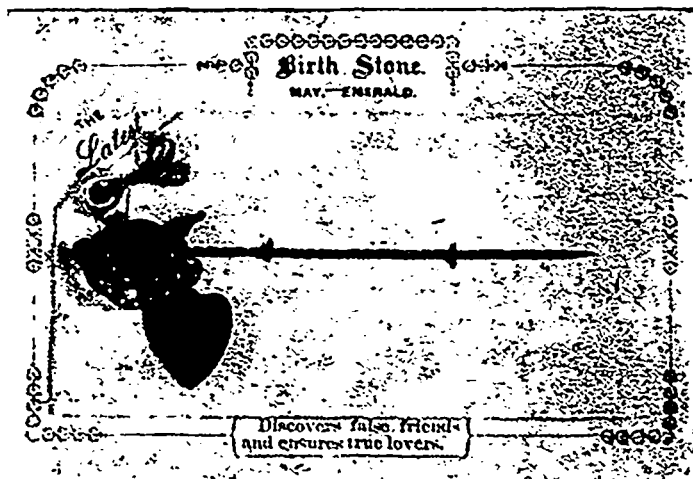
100 Richmond Street,

PROVIDENCE, R.I., U.S.A.

BIRTH STONE BANGLE RING.



Prices from \$2.50 to \$6.00 per doz. in fine Rolled Plate



The above is one of our latest. We have them in the Twelve Birth Stones and they are pronounced the best thing out for the price, \$3.60 per doz.

KLONDIKE BANGLE RINGS.



From \$3.00 to \$6.00 per doz. Bangle Rings in endless variety.

One gross of Birth Stone Pins, with the name of any town or cut of building on the bangle, for \$36.00.

You will make no mistake in ordering some of these.

Prices subject to catalogue and cash discounts.

S. BREADNER, MANUFACTURING JEWELER,

CARLETON PLACE, ONTARIO.



having produced the usual depression. Many workmen still remain out of employment, and numbers of factories are standing idle. American merchants are very much in need of all classes of goods, but they will not pay the ruling price, preferring to await the chance of a reduction in the future; as a consequence very few sales were effected. There is very little rough in the market. Kappen and Enden were disposed of very rapidly. Roses were very quiet indeed.

PARIS.—Business has not shown much sign of improvement. Various foreign merchants as usual visited the city, but most of them were compelled to leave empty-handed, as they were unable to pay the high prices which were asked for the goods. Mélé ranged from £6 to £6 10s., and at these prices all the available supply was sold. Roses, on the other hand, did not find purchasers; colored stones of all kinds were in good demand for local use, but only very small quantities were exported.

UNITED STATES.

L. W. SCRIBNER'S jewelry store at Phelps, N.Y., was entered by burglars early Saturday morning, April 14, the safe blown open and finger rings, watch chains and charms, valued at \$300, taken.

MERIDEN, Conn., April 26.—Robert Bowman died this morning after a short illness. The deceased, with E. B. Manning, was the founder of the manufacturing concern of Manning & Bowman Co.

DURING a high wind one night last week the large sign on the front of the Theodore W. Foster & Bro. Co.'s factory, Providence, R.I., was blown down from the building into the street, where it obstructed traffic considerably until it was removed.

CHARLES HANSON, with Bailey, Bankes & Biddle Co., Philadelphia, who was drugged, beaten, robbed and left to strangle to death in a lodging-house on Ninth Street, has completely recovered from his terrible experience. The perpetrator of the crime is still unknown and Mr. Hanson can furnish no clues to lead to his identity.

THERE was sold at auction at Davis & Harvey's galleries, Philadelphia, last week a most remarkable collection of Japanese fine art objects selected by Yoshizo Kitaoka, of Tokio. The carved ivories were alone valued at \$25,000. Bronzes, richly embroidered screens, namikawa enamels and antique curios brought big prices.

GOLD BRICK MAN ARRESTED.—A man giving the name of H. Wells, of Chicago, was arrested at Dallas, Texas, while negotiating for the sale of a gold brick to a farmer of that place. Wells said he was an assayist from Washington. He had a quantity of gold filings which he had bought at a local jeweler's, and a large bogus gold brick which had been moulded in a skillet and weighed seventy pounds. He said the filings were from the brick and that the latter had been found on a farm near Dallas. When apprehended he had nearly concluded the sale to the farmer for \$8,000.

ELGIN, ILL., APRIL 25.—The following notice was posted through the Elgin National Watch Co. factory, Monday. "During the coming fiscal year, beginning May 1, 1900, this

factory will be closed on Saturday afternoons at four o'clock—without deduction from the time of those employees who are on duty at that hour. It is hoped that increased interest and effort on the part of our employees will neutralize the effect of this regulation, as bearing on the weekly product. (George Hunter, Supt.) The operatives as a rule are pleased with the new arrangement and appreciate the generosity of the company in giving full pay to the day workers. Last summer a half holiday was given on Saturday, but the time did not go on.

BURGLARIZING HIS OWN STORE.—Buffalo, N.Y., May 10.—The police believe they have cleared up the mystery surrounding the peculiar robbery case of R. O. Friewald, 483 William Street. Monday morning Friewald went to the William Street Station and reported that his jewelry store had been visited by burglars between Saturday night and Monday morning, and every piece of jewelry of any account in his place had been stolen. He said his safe had been broken into and its contents taken. The police, after a careful investigation, came to the conclusion that the place had not been robbed and then arrested Friewald. The police learned that he had an insurance policy indemnifying him against loss by burglary, and charged him with attempting to defraud the insurance company. Captain Ryan and his men spent yesterday morning visiting various pawnshops, and the officers declare they found most of the property alleged to have been stolen from Friewald's store in the pawnshops. Captain Ryan says Friewald and a relative pawned the stuff. Friewald vigorously denies the charge. He says his place was robbed and that he has no idea who committed the robbery. Friewald came here from Jamestown. The relative referred to has been taken into custody.

SALE OF ASSETS.—New Bedford, Mass., May 10.—Upon the petition of Loum Snow and Clarence A. Cook, receivers of the property and assets of The Pairpoint Mfg. Co., appointed by United States Circuit Court, District of Massachusetts, filed May 4th, 1900, praying that that Court enter an order directing the receivers to sell at private sale all the property and assets of The Pairpoint Mfg. Co. now in their possession or control as receivers of every name and description, including the good will of the business as a going concern, for a sum not less in amount than will be sufficient, after paying all the remaining costs and expenses of the receivership, to pay all the creditors of the Pairpoint Manufacturing Co., whose claims have been duly proved and allowed in that Court, a final dividend which with the dividends heretofore paid by orders of the Court will give to the creditors the full amount of their claims as proved, together with interest thereon at the rate of 5 per cent. per annum up to the date of the final payment, it has been ordered by Judge Lowell that the receivers give notice to all parties interested to appear before the Court upon May 24, 1900, at 10 o'clock, a.m., to show cause, if any they have, why the petition should not be granted, by mailing forthwith to each known creditor and stockholder of The Pairpoint Manufacturing Co. an attested copy of the order, and publishing the same in the Boston *Daily Advertiser*, once each week for three successive weeks, last publication to be at least two days prior to the date of hearing.



W H BEATTY,
President

CAPITAL, \$100,000.00.

ALFRED GOODERHAM,
Vice-President

Directors:
GEO. GOODERHAM. H. W. BEATTY.
W. H. PARTRIDGE. WM THOMPSON.
E G GOODERHAM. JAMES WEBSTER
FRANK TURNER, C.E.

The Toronto Silver Plate Company, LIMITED.

Silversmiths and Manufacturers of Electro Silver Plate.

In buying Silverware see that it is stamped "Toronto Silver Plate Co." on Electro Plate and with these Trade Marks in that way it is fully guaranteed manufacturing high-grade Silver-ware long to thoroughly know our business to prove by actual result goods is equal to anything in the market. We have not been long enough in business to have got into a rut, or are we old-fashioned in our methods of manufacture. We are up-to-date in every sense of the word, we claim to have the most complete and labor-saving plant in the market, and we are in a position to offer the trade Silverware in character of design and finish, and at prices that enable the purchaser to sell it quickly. We have no hard stock to work off. Why? Because our designs are too popular to become so, and, besides, we are constantly changing them.



on Sterling Silver, as stamped as to quality. We have been ware since 1882, sufficiently ness, and to allow the con- that the wearing quality of our

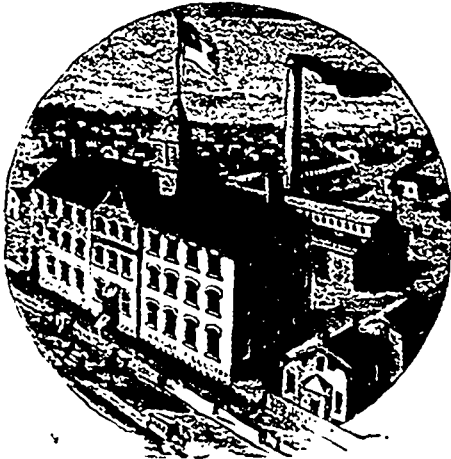
We are a strictly Canadian Company and have sufficient Canadian Capital back of us to permit of our carrying out any contract we may enter into.

Note the personnel of our Directorate.

As we have repeatedly mentioned we are not in the Trust, or are we connected with any Silverware Association or Combine. We are a free lance and allow no outside interests to determine our business policy.

Give all this your careful consideration. If you are not our customer now, become so —it will certainly pay you.

Why continue to buy obsolete patterns or goods made in obsolete ways that are not good value? You buy silverware to sell quickly, and at a good profit, do you not?—not to look at. Then buy Toronto Silver Plate Co. designs that are not obsolete.



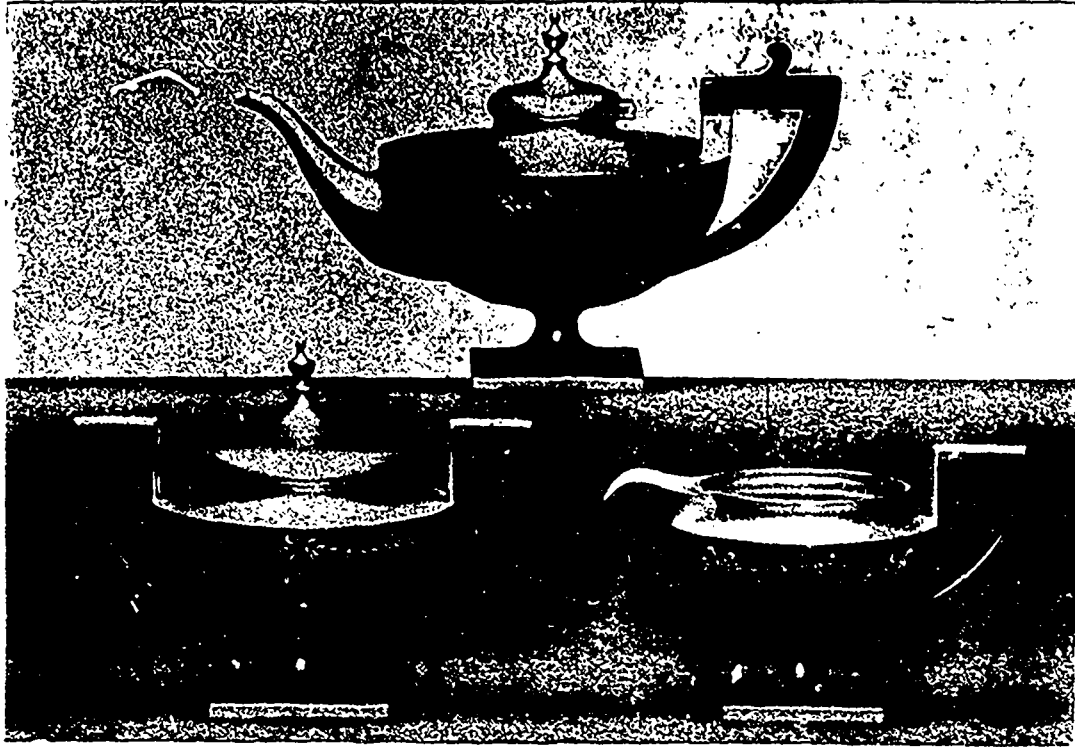
570 King Street West.

Factories and Salesrooms:

TORONTO, CANADA.

E. G. Gooderham, Managing Director.

STERLING SILVER.



No. 169-TETE-A-TETE SET. Bright Finished and Chased. Cream, Gold Lined.

ELECTRO SILVER PLATE.

DRD ROBERTS.

BADEN-POWELL.



No. 991-FRUIT BOWL. Satin Bright Cut and Gold Lined.

No. 0177 Bread Tray. Satin or Bright Finish. No. 840-CARD RECEIVER. Satin Bright Cut. No. 715-CHOCOLATE POT. Embossed.

It is hardly necessary to say that the above are TORONTO SILVER PLATE CO. designs, they speak for themselves. Special net prices quoted on application.



THE DUEBER HERALD

THE ADVOCATE OF HONEST BUSINESS METHODS.
* DEVOTED TO THE RETAIL JEWELRY TRADE. *

Vol. 1.

CANTON, OHIO, JUNE, 1900.

No. 10.

THE CRUSADERS.

Are you interested in the story of the Crusaders?

Does it thrill you to read of their campaigns? Do you admire their devoted valor, their unflinching, unswerving determination to their cause?

Listen:

The management of the Dueber-Hampden Works are the Crusaders of the watch business.

They have fought the battle of Truth in the watch business, and they purpose continuing it until the end of the chapter - until there's no more need for battle.

They have made history—watch business history—and you ought to make yourself familiar with it, if you're not familiar with it already.

The campaigns of the watch business Crusaders, under John the Conqueror, teach this simple moral:

Do what you will, and do what you may,

Truth, in the end, will win the day

THREE KINDS OF SUCCESS.

It is always well to distinguish sharply between success born of "Fool's Luck," and success born of Ability and Honesty—legitimate success, so to speak.

A third kind of success—or seeming success, because it isn't a success in fact—to be reckoned with is that born of downright Dishonesty.

"Fool's Luck" success is transient; therefore, to follow it means but transient prosperity.

Dishonest success is dangerous; hence to follow it means danger—it is like skating on thin ice.

Success born of Ability and Honesty is safe and lasting and to follow it means safe and lasting prosperity!

"Nothing Succeeds Like Honest Success!"

"Nothing Fails Like Dishonest Success!"

"Nothing is Briefer than 'Fool's Luck' Success!"

The Unequaled Success of the Dueber-Hampden Works is born of Honesty and Ability.

Let Canada Time Her Progress
by the
Dueber-Hampden Watch.

The New 12 Size
Dueber Watches:
THE DUEBER WATCH CO.,
JOHN HANCOCK
and
DUEBER GRAND,
are sold only in the 14 and 18k. solid gold and 14k. gold-filled cases of the Dueber Watch Case Mfg. Co.

The factories of
THE
DUEBER-HAMPDEN WORKS
are the most complete establishments on earth for the manufacture of high-grade watch movements and watch cases.

The Dueber-Hampden Watches
are
Paragons of Watch Perfection.
"THE BEST."

WILLIAM ALLEN YOUNG, Sole Canadian Wholesale Agent
Dueber-Hampden Watches,
393 Richmond Street, LONDON, Ontario.



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

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

THE MONTREAL OPTICAL COMPANY are making extensive improvements on their premises.

MR. M. M. COHEN, of the Cohen Bros., Limited, is in the Eastern Provinces in the interests of his firm.

MR. JOHN L. EAVES, of Montreal, paid a flying visit to Boston and New York last month on business.

W. A. ASTON, of Truro, N.S., spent a week during the past month amongst the jewelry factories of New York and Providence.

MR. J. E. NETTLETON, of Penetanguishene, has been in Toronto, making his final purchases prior to taking his annual trip up the lakes.

MR. HARRY C. JORDAN, of Chatham, Ont., completed a personal course on optics at the Detroit Optical Institute during the past month.

THE article in last issue and continued in this issue on "Mistakes of Ophthalmics" is by Dr. W. E. Hamill, principal of the Canadian College of Optics.

MR. J. E. BLACK, watchmaker, has removed his business from Sundridge to Sault Ste. Marie, N.W.T. He reports that he is doing a good trade there and likes the place well.

MR. FRANK RODEN, of Roden Bros., silversmiths, Toronto, left about the middle of May for a short trip to Europe, during which he will pay a visit to his native city, Birmingham, Eng.

JOHN C. BASTEDO, father of Carl Bastedo, Canadian representative of the Howard Sterling Company, New York, died at his late residence, 582 Spadina Avenue, Toronto, aged 75 years.

MR. JOHN WANLESS, the well known jeweler of this city, last month took out a permit from the city for a three storey brick and stone dwelling and store at 396 Yonge Street, to cost about \$6,000.

MR. EDWIN LEACH, for several years superintendent of the Montreal Watch Case Company, has resigned his position and removed to the States again. At present he is living at Attleboro, Mass.

MR. J. S. LEO, of the Montreal Optical Company, has completed a very successful Western trip. The practice of the heads of large concerns making personal acquaintance of their trade is to be commended.

MR. AMBROSE KENT, President of the Ambrose Kent & Son Co., Ltd., Toronto, sailed for Europe last month on a purchasing tour during which he will visit the principal markets in Great Britain and the continent.

MANAGER WALLER BARR, of the Goldsmiths' Company, of Toronto, spent a very successful week in Montreal and Quebec last month, it one could judge by the size of the fat orders he brought home with him.

MESSRS. RYRIE BROS., of Toronto, gave a special prize to the Woman's Art Association for the best book design, some time ago. In the spirited competition which followed, the prize was secured by Miss Hempsted of this city.

OPENED UP. - Mr. G. W. Elliott has opened up a jewelry store on his own account at Pembroke, Ont., and says he must have THE TRADER every month, to help him along. We shall try and not fail him, if the mail service holds out.

WE would call the attention of the trade to the announcement made by Messrs. H. & A. Saunders on the second page of this issue. They have arranged some specials this month, which no doubt will be appreciated by their customers.

MR. JACOB DOVER, the well-known jeweler, of Nelson, B.C., passed through Toronto on his way to visit friends in Montreal. During his stay east he proposes to look up all the novelties in watches and jewelry that are in the market.

MR. J. E. MCINTYRE, jeweler, of Port Elgin, has removed his business to Red Deer, Alberta, N.W.T., and in future he would be glad for all his correspondents to address him there. Its a big move Mr. McIntyre has made, but we trust, a good one.

AMONGST the Toronto jewelry firms contributing to the Ottawa-Hull fire were, The Goldsmith Stock Company, Limited, P. W. Ellis & Co. and The American Watch Case Co., of Toronto, Limited, all of whom contributed \$50.00 each to the relief of the sufferers.

ANTI-STAMP LAW.—On the 5th of last month Governor Roosevelt, of New York, signed the bill passed by the legislature of that State prohibiting the issuing of trading stamps. This drastic measure for the protection of the credulous public will go into effect at once.

THE CREDITORS of the John Watson estate, of Montreal, received notice about a month ago from the curator, Mr. J. McD. Hams, that the first and final dividend would be payable at his office in that city on and after May 14th at the rate of thirteen cents on the dollar of their respective claims.

MR. T. H. FITZSIMMONS, formerly engaged in the jewelry business in St. Catharines, has made an engagement to act as contracting agent for the well-known plumbing and steamfitting firm of Keith & Fitzsimmons, Toronto, a position he is filling with acceptance and ability.

J. J. ZOCK & CO., manufacturing jewelers, of Toronto, are now occupying their new and commodious offices on the lower flat of the building they formerly occupied. Their new factory is in full running order, and they are now in a position to meet all demands that the trade may make upon them.

GONE TO EUROPE.—Dr. Frank Edmonds, dentist, of Alliston, Ont., whose father, G. S. Edmonds, of the same place, is well-known in connection with the jewelry trade, has gone to Cologne, Germany, where he will enter into partnership with a leading practitioner there. THE TRADER wishes him success.

THE new unbreakable collar button brought out by H. & A. Saunders recently has more than fulfilled expectations. This firm reports that, for a new article, it has sold very well. They are offering it this month at a very special price as they wish to introduce it thoroughly and quickly to the trade.

THE GOLDSMITHS' STOCK COMPANY have just issued to the trade a very neat and seasonable sheet showing over fifty designs of medals in gold and silver. The medal season is close at hand, and our readers should post themselves thoroughly about this branch of the business, so as to capture all the trade going in that line.

MR. E. CULVERHOUSE, of Ryrie Bros., Toronto, is spending the week in Buffalo in attendance at the special lectures delivered there by Mr. A. Jay Cross. He is making a complete investigation of the instruments invented by this famous optician, more particularly the Cross dioptrimeter and the Cross retino-skiameter.



Prize Cups

AND

Trophies.

THE present outlook promises an increasing demand for Prizes suitable for Athletic and other sporting events.

The Trophy or Cup we here show is one of the many regular designs we furnish.

Notice the perfect harmony in which the whole design is worked out, even to the most minute detail.

We have unsurpassed facilities for furnishing anything that can be desired in either Sterling Silver or Gold and Silverplate.

Special designs following the spirit of any sport or purpose will be furnished on request.

Send for TROPHY BOOK.

MERIDEN BRITANNIA CO.,

HAMILTON, ONT.

AND

MERIDEN, CONN.

NEW YORK.

CHICAGO.

SAN FRANCISCO.



No. 9040.—PRIZE TROPHY.

Height, 25 inches.



"THE CANADIAN OPTICIAN" is making vigorous efforts for the formation of an optical association, and from the nature of the correspondence which their May number contains, coming as they do from the most prominent opticians of Canada, testifies that the subject of an association is a live issue. In their efforts they have the entire sympathy of this journal.

INCORPORATED.—The firm of Ambrose Kent & Sons, jewelers, of Toronto, have turned their business into a joint-stock company with an authorized capital of \$100,000. The new company will be known as "Ambrose Kent & Sons, Limited," and the first officers are as follows: President, Ambrose Kent; Vice-President and Treasurer, Mr. Wm. G. Kent; Secretary, Mr. L. Herbert Luke.

MR. T. ARTHUR ST. JEAN, who for the past fourteen years has been well and favorably known throughout the province of Quebec as the representative of the firm of Alfred Eaves, has started business on his own account at No. 1693, Notre Dame St., Montreal, as a wholesale dealer in jewelry, watches, clocks, materials, etc., where he hopes to see many of his old jewelry friends in the near future.

A NEAT CARD.—The American Watch Case Company, of Toronto, Limited, are sending out to the retail trade a very attractive show card, illustrating a tray of fancy diamond set cases. They are mounted on heavy cardboard and have a silk cord to hang them up by, and will be appreciated by the trade as a suitable shop decoration. Mr. Bachley, the company's missionary, is distributing them on his rounds through the country.

THE SPRING RACES at the Woodbine Track, Toronto, were as usual well patronized by the jewelry trade of the Dominion, amongst others present there were Messrs. A. R. Harmon, Montreal; R. J. Tingley, Toronto; W. E. Boyd, Hamilton, W. K. McNaught, S. Frenkel, C. Bachley, J. McKnight, John Logan, and J. Levy, Toronto; G. H. Lees, Hamilton; G. F. Trorey, Vancouver; R. A. Douglas, Barrie; F. T. Trebilcock, London.

MESSRS. HENRY BIRKS & SONS, of Montreal, have just issued a very neat little illustrated pamphlet from their optical department to the general public, that is so striking in its get up, and common sense in its tone, that it cannot fail to bring them considerable trade, and that too of the best class. We don't know who is the author of this little brochure, but he is to be commended for the work he has turned out, which reflects credit on the firm and on himself.

THE INDIAN CLOCK of The Ambrose Kent & Son Co., Limited, has been undergoing a spring cleaning during the past month, inside and out, and has come through the ordeal not only improved as to time keeping qualities, but looking like a brand new clock from the factory. Gold leaf has not been spared in its decoration, and it now presents a golden Indian to the public gaze as well as a golden clock. Although neat it is both a striking and attractive sign.

A DELICATE POINT of law will shortly be decided in British Columbia on account of the suit which has been entered against the town of Nelson, B.C., by Harry Epstein, a peddler, in the amount of \$1,000, for having refused him a license to sell goods, including jewelry, in that city, and to compensate for loss of trade and meet cost of general expenses. Epstein deposited \$50 at the clerk's office in payment of his license, but the mayor of the town refused the money.

WATCH CHANGES.—The Waltham Watch Company notified the trade on May 5th that the following changes would take effect from that date. *Discontinued:* No. 28 Nickel, 16 size; $\frac{3}{4}$ plate Nickel, 15 jewel. Also the *issue* of a new Model Htg., 16 size; movement, $\frac{3}{4}$ plate, 15 jewels in settings; Nickel, with polished and red girded centre wheel and jewel settings; Cut Expansion Balance; Patent Micrometer Regulator; Patent Brequet Hair Spring, hardened and tempered in form.

A MILITARY BELT, which deservedly attracted much attention as a souvenir of the present war in South Africa, last month was exhibited in the window of the J. E. Ellis Co., Limited, of Toronto. Although it is only made of ordinary canvas, it is decorated with fifty badges and clasps representing some of the most gallant and historic regi-

ments in the British service now on active service in South Africa. The belt was forwarded by Surgeon-Col Woththington, of the 2nd Canadian contingent, now in the field.

LOST FOUR FINGERS.—While at work on the afternoon of Tuesday, May 22nd, in the Toronto Silver Plate Company's factory, William Williamson, a lad of 15 years of age, met with an accident through which he lost the four fingers of his left hand. He was operating a pressing machine at the time, and in some manner his hand was caught between the rollers. When his hand was extricated it was found that the four fingers were crushed to a pulp. He was taken to the Emergency Hospital.

THE CANADIAN-OPTHALMIC COLLEGE, which has been closed during the past year, will re-open on June 25th. This popular school will be under the same management as heretofore, and will be in charge of Mr. L. G. Amsden, who has occupied the position of instructor since its organization. Several improvements are arranged in the college, and the management contemplate extending the term and lessening the number of classes to be held, so that the students will have the very best facilities for acquiring optical training.

THE ALTERATIONS at Ryrie Bros. seem to the ordinary observer to be more like rebuilding than altering the old building. The whole of the Adelaide Street wall has been torn down as also the bulk of the Yonge Street wall, and when all is completed it will be practically a new store that they will have. If we were rich enough to be a bloated property owner we would pray for tenants like Ryrie Bros. During alterations the firm are conducting their business in the new warehouse to the north of the old one, which premises they secured last year.

MR. A. R. HARMON, Canadian agent of the Waltham Watch Company, spent a week at Toronto during the latter part of May. Strangely enough he happened to strike "race week" and as usual was one of the fashionable crowd who went down on the Queen's birthday to see the race for the "Queen's Plate" and Her Majesty's guineas. Mr. Harmon kept his eye closely on business for all that however and left for home well satisfied with his trip from a commercial standpoint. He says business is keeping away up, and the demand still ahead of the supply.

MR. A. G. CARTER, who for several years past has been in the employ of G. Fowler & Co., of Winnipeg, recently severed his connection with that firm in order to open up a jewelry business on his own account in the same city. His store which is located at 235 Portage Avenue, is being specially fitted up with highly polished mahogany cases and British plate mirrors, and presents a most attractive appearance. As a practical jeweler Mr. Carter has had a wide experience in every branch and will, no doubt, enjoy the full measure of success he deserves.

MR. GEORGE E. TROREY, the well-known and popular retail jeweler of Vancouver, B.C., finding his old premises too small, has effected arrangements for a splendid store on the corner of the new block, now nearing completion. His new premises will be 26 x 120 feet, with a handsome London front of plate glass. The interior will be especially arranged. The whole establishment will be fitted in the most elaborate and modern manner, and in order to get the very latest, both in appliances and in the accessories which give effectiveness to the display of such a stock as he will carry, Mr. Trorey will shortly visit Chicago, New York, Boston and other eastern American as well as Canadian cities.

THE U.S. GOVERNMENT AND THE BOERS.—As was to have been expected the Government of the United States, through Secretary Hay, in an interview held on the 21st May, has officially notified the Boer delegates that "the President sympathizes heartily in the sincere desire of all the people of the United States that the war now affecting South Africa may, for the sake of both parties engaged, come to a speedy close, but having done his full duty in preserving a strictly neutral position between them, and in seizing the first opportunity for tendering his good offices in the interests of peace, he feels that in the present circumstances no course is open to him except to persist in the policy of impartial neutrality. To deviate



J. J. ZOCK & CO.,

MANUFACTURERS OF ❖ ❖ ❖ ❖

FINE JEWELRY.

**RINGS,
BROOCHES,
PENDANTS,
LOCKETS,
SCARF PINS.**

OUR STOCK IS COMPLETE.

We are carrying an immense assortment of the newest and choicest in every line for your inspection. Don't fail to examine our goods; it will pay you to do so.

REPAIRS.

❖ ❖ ❖ ❖

We make a specialty of having all repairs done neatly, promptly and at the lowest possible cost to you.

REMEMBER,

IDEAS OF PROFIT

Make differences in prices. Our ideas are entirely different from other manufacturers—not how large a profit, but how small a profit we can afford to sell for.

J. J. ZOCK & CO.,

MANUFACTURERS OF ❖ ❖ ❖ ❖

FINE JEWELRY,

32 AND 34 ADELAIDE STREET WEST, TORONTO, ONT.



from this would be contrary to all our traditions and our national interests, and would lead to consequences which neither the President nor the people of the United States could regard with favor." In spite of all the clamor raised throughout the United States by ignorant and prejudiced demagogues, this reply is just about what one would have expected from so level-headed a statesman as President McKinley. This will probably convince the Boer delegates that talk is cheap in the United States, especially about election time, but they may as well make up their minds first as last that they will get no aid from the United States Government.

AMERICA'S BEST FRIEND.—The hero of the Spanish-American war, Admiral Dewey, who is probably in a better position to judge of the matter than the Dutch and Fenian rabble that is at present shouting itself hoarse in honor of the Transvaal delegates out of a hatred to England, is said to have expressed himself in reference to Great Britain at a luncheon given on May 4th by the University Club, of St. Louis, Mo., in the following significant words: "We can whip any nation in the world, except England, and England is our best friend." For a moment there was an impressive silence, which was followed by a loud cheer, and the president of the club, Mr. Lamberger, rising to his feet proposed a toast to America's best friend, "England." As one man the guests arose and drained their glasses.

THE demand for Hampden goods has become so great that the Company have been compelled to refuse to fill orders for special named movements on dials and plates, and a great many orders for special named goods that had been taken for Canada have had to be refused in consequence, and dealers for the balance of the year will be fortunate if they can get their orders filled for regular goods just as they come through the factory. Such a condition of things in the watch business is in sharp contrast to what was experienced a few years ago, and shortly after the bicycle craze was on, at which time it was difficult to sell watches, while at the present time the trouble is not to sell them, but to get enough to supply the demand. There is no supreme happiness in this world, even in the watch movement business.

FOLLOWING in the lead of those Philadelphia fools who organized the school children of that city to send a message of sympathy to President Kruger by special messenger, some of the people of Windsor, Ontario, proposed last month to send an address of sympathy and cheer from the Windsor school children to Aguinaldo, in the Philippine Islands, on his splendid fight for freedom against the great American nation, who are unjustly trying to take it away from the natives by force of arms. This action is just as sensible in every way as the Philadelphia farce alluded to above, but we are glad to say that Canadian public sentiment was healthy enough to show the projectors of this movement that two foolish actions won't make one wise one and they therefore dropped the matter. It was well for Canada's reputed common sense that they did, for we can't afford to have our good name dragged in the mud.

AN EXHIBIT of much interest to jewelers and Canadian merchants of every kind was held at Toronto last month at the Ontario Artists' Gallery, under the name of the "Applied Arts Exhibition." It was free to the public and was visited by a great many people, all of whom expressed themselves as delighted with the idea and the hope that in future years it would be worked on a larger and more comprehensive scale, as the tendency was to improve every branch of Canadian manufacturing industry by elevating and beautifying its products. Speaking of it during its continuance, a well-known critic said of it:—"The display is not extensive but it is meritorious and deals with many of the crafts. A spinning chair and Moorish table, elegantly carved, a decorative mantelpiece in stained woods, plaster casts, the display of pretty book-binding and unique and graceful designs for house decorations may be mentioned as samples of the exhibit. There are stained glass designs, of delicate and tasty outline, samples of exquisite hand-made lace, wood carving that is unique and poster designs original and striking, and a particularly effective decoration for a piano front."

THE OPTICAL INSTITUTE OF CANADA, which has for several years occupied the premises at 60 Yonge Street, Toronto, have discontinued their contract with Dr. Hamill and removed to Montreal, where the classes will be conducted by Dr. Gauthier. The removal of the Optical Institute of Canada to Montreal, offers Eastern men an opportunity of taking an optical course nearer home. The management of this institution are to be congratulated on having obtained the services as instructor of so eminent an oculist as Dr. J. Lyons Gauthier. Dr. Gauthier is a graduate of the Laval University. He is thoroughly conversant with both English and French, in which languages his classes will alternately be given. A much needed want will be supplied by the French courses given by the Optical Institute of Canada, and those interested will do well to communicate with Mr. J. S. Leo, Principal, 1685 Notre Dame Street, Montreal.

IF NELSON (B.C.) don't knock the scheme on the head, it is the intention of the watchmakers and jewelers of that town to form a union and affiliate with the Trades and Labor Council of that place. By-laws have been adopted and the following officers elected: President, A. T. Noxon; secretary-treasurer, W. L. Smith; J. H. Nickerson, E. W. Grier and J. Wadds, delegates to the Trades and Labor Council. The journeymen watchmakers and jewelers pledge themselves to support and uphold the employing jewelers of Nelson who are willing to pay good workmen good wages, in order to help them maintain the present scale of prices for repairing. Of the shops doing business all but one have joined the union. The new union will adopt a reasonable scale of prices and request every shop to follow this schedule. Should any shop refuse to accept the scale, the matter will be placed in the hands of the Trades and Labor Council for adjustment.

SURROUNDED.—One of the best evidences of the growth of the departmental store business in Canada may be seen in Toronto, where the R. Simpson Company are engaged in erecting a new addition to their magnificent building which now takes in the whole business block between Richmond and Queen Streets on Yonge Street, except the jewelry store originally built by the Kent Bros., and now owned and occupied by John Wanless & Co. This beautiful store with its handsome cut stone front, is completely surrounded on three sides by the great Simpson building of iron and brick, and situated as it is right in the middle of the block, it is rendered all the more conspicuous on account of the difference in its height, color and architectural construction. It sits there like a pearl in its setting and is in every way suited for the carrying on of the high-class jewelry business that the firm have built up during the half century they have been in business.

WE ARE GLAD to see the position which we took in our editorial last month in regard to Imperial Federation has since been completely endorsed by such authorities as Lord Salisbury, Premier of Great Britain, and the Hon. Joseph Chamberlain, Secretary of State for the Colonies, both of whom enunciated their views at the annual banquet of the British Empire League, held in London on the 30th April. In his speech Lord Salisbury, deprecated any attempt to expedite a fusion of the Colonies with the Mother Country by legislation, declaring that it will be better to allow this wonderful growth of sentiment to grow by its own laws and according to the impulse of its own vitality. The Hon. Joseph Chamberlain said he cordially agreed with Lord Salisbury's argument against any artificial hastening of colonial union, and he supposed, therefore, that the creation of a Colonial Council was still distant, and that it would continue to devolve upon the Mother Country, as trustee of Imperial interests, to guard the future of the Empire. Alluding to the assistance given by colonial troops in South Africa, he said: "The fact is, we are only just beginning to realize the greatness of our own Empire and its possibilities in the future. To-night we recognize with heartfelt gratitude the sentiments that moved the colonies to join us in an hour of trial. If the occasion should unhappily arise when we may be called upon to reciprocate with something stronger than words I believe the Old Country will stand the strain."



SOUVENIRS
AND
PATRIOTIC JEWELRY.

*There is every indication of a large influx
of Tourists during the coming summer.*

THE REPRESENTATIVES OF
RAILROAD AND STEAMBOAT

*Companies have met and arranged for very favorable rates and the
promise is that Canada will be favored as never before.*

DO NOT ALLOW THIS OPPORTUNITY
TO SLIP AWAY FROM YOU.

HEMSLEY SOUVENIRS
SELL THEMSELVES.

All you are asked to do is to Exhibit them and take in the money.

*An order placed **NOW** will ensure you delivery
of this **NOVEL** and **DAINTY** Line in
plenty of time for Business.*

THE LEVY BROS. CO.,
LIMITED.

Selling Agents,

HAMILTON, ONT.



CANADA'S JASPER BELT has heretofore been pretty much only a matter of conjecture, but it seems that the Provincial Government of Ontario has decided to investigate it in the interests of the country. For this reason Prof. A. P. Coleman, the expert of the Ontario Mining Branch, left about the middle of May to enter upon his summer's work of exploration in Northern Ontario. He proposes to first make an examination of the placer gold of the headwaters of the Vermilion and Wahnipatae Rivers and of the country to the north of these rivers. After that he will go up the Nipissing line and explore the jasper belt which is believed to exist in that country. The importance of this belt lies in the fact that iron ores usually occur in contact with jasper, as in Minnesota and Wisconsin. There is reason to believe that a jasper band extends from Lake Superior to Lake Temiscamisque. Several points in the supposed band are already known. When the Nipissing line was surveyed in 1896 Mr. Burwash, who was the Government mining expert, found that the line crossed the jasper band at the sixty-five mile post. Jasper occurs also near Batchanna Bay on Lake Superior. Dr. Coleman will explore the belt throughout its length, and place it on the map for the guidance of prospectors.

THE FOLLOWING flattering notice is clipped from the local Renfrew paper, regarding a piece of workmanship of which the maker may well feel proud:—"Sometime ago we noted that Mr. W. A. Purvis was engaged in the manufacture of what was probably the first watch escapement ever actually made in Renfrew. Above we give a photo-engraving of the escapement, which fairly well portrays the plan of the work; although, after all, it gives little idea of the skill and labor involved in the operation of making. It is all of brass and steel, well-finished in gold and silver plate, and clicks away with accurate regularity. It is a bit of work well worthy of inspection, and will lead to the conclusion that the man who can make a watch as well as this is made, should be able to repair any watch that can be repaired. Mr. Purvis is also an optician, having graduated in 1895, at Toronto, under Mr. Lionel Laurance, now Principal of the Worshipful Spectacle Association of London, England, looked upon as the highest authority in optics."

TRADING STAMPS condemned by the clergy. The Trading Stamp business was discussed by the Presbyterian Synod of Toronto, last month, who passed a resolution condemning it on the ground that it tended to demoralize the public. The following extract from the report which was adopted, shows the views of the Synod on this matter. "Most of the reports on bribery take it only in its relation to politics. One good brother, however, the convener for Kingston, righteously scathes the bribery that prevails in business. Listen to this torrent of fiery indignation: 'Bribery' he says, 'is everywhere and in everything. Where shall we go to escape the temptation? I gave up my grocery man because of his bribery in crockery. I left my butcher because he offered me trading stamps. I gave up my religious paper because bribed with an elegant Bible. Bribery is rampant everywhere.' We are in hearty sympathy with these righteous sentiments, and we feel sure our good brother must rejoice that there is in reserve for him a better place than Kingston, where there are no trading stamps or crockery."

THE FIRM of Thomas C. Johnson & Sons, of Halifax, N.S., have, since the beginning of the year, owing to their largely increased business, enlarged and refitted their premises and equipped it in a thoroughly up-to-date manner. They have added considerable additional floor space and put up beautiful new wall cases, also the newest design in counter cases. The counter cases are made of polished walnut, with one piece of polished British plate glass for top, and are 12 feet long. The goods displayed therein show to great advantage. Thos. C. Johnson & Sons have without doubt one of the handsomest and best appointed jewelry stores in the maritime provinces. The wall cases are complete with the most beautiful and up-to-date goods ever displayed in Halifax. Just now they are receiving daily, goods suitable for spring weddings, consisting of sterling silverware, cut-glass, electro plate, art goods, drawing and dining-room clocks, etc. Their stock of jewelry is very large.

Diamonds and precious stone rings, gold watches set with diamonds, pearl pendants, brooches, chains, etc.; in fact everything that can be had only in a high class jewelry establishment. In the rear of the main store and connected by a passageway is their watch making and jewelry manufacturing rooms, fitted up with modern work benches and tools. Jewelry of all kinds is made to order, and the watch making is personally overseen by the proprietors.

AS WILL be seen from the announcement elsewhere in this issue, Dr. W. E. Hamill, of Toronto, for the past seven years instructor to the Optical Institute of Canada, has severed his connection with that institution and has opened up on his own account a school for the instruction of opticians, to be known as the "Canadian College of Optics." Dr. Hamill informs us that his new institution will start out on considerably different lines from any other optical school in Canada or the United States. He proposes to charge a specified price for his course of tuition, and recognizing the fact that all students are not equally quick at learning, has decided that those who cannot master the work in one session will be at liberty to come back again to the next session or until they do thoroughly understand it, without any extra charge. He proposes to have only one standard for diplomas awarded at the Canadian College of Optics, and that standard a high one. No student will be allowed to obtain a diploma until he earns it by passing their regular standard examination, so that its diploma will mean merit in the possessor. Dr. Hamill says he will aim to impart to his students a thorough and practical course of instruction and he trusts to show such good results that his graduates will have no difficulty in securing and holding the highest positions open to the profession. His long experience as a teacher of optical science and the large number of successful students he has graduated are a guarantee that future performance will be strictly up-to-date and thoroughly first-class in every particular.

IN THEIR NEW FACTORY.—Messrs. Saunders, Lorie & Co. removed from Bay Street to their splendid new factory, 67 Adelaide Street West, on the 19th of last month. Owing to their special advance arrangements, the removal of their tools, plant and machinery was quickly and easily effected, and as a matter of fact, business was really only shut down for the matter of one single day, a record-breaker in the way of removals, when the magnitude of the operation is taken into consideration. As our readers are already aware, that firm's new factory is situated at 67 Adelaide Street West, the premises formerly occupied by the American Watch Case Company of Toronto. The firm have leased the entire upper flat, which is nearly two hundred feet long and forty feet wide. At the rear, where the new addition is, the firm added an extra storey above the main floor, thus making a total area of floor space of nearly 10,000 square feet. The factory is splendidly lighted with large windows on the south, west and north sides of the building, and also by several large skylights, so that there are really no dark corners in it, and every employee can see his work distinctly, a great advantage where fine workmanship is required. The offices are situated at the north end of the flat, immediately at the head of the entrance stairs, and are commodious and well arranged for the transaction of business. As before stated in these notes, Mr. Lorie has been for months at work getting things in shape for the new factory, and even a casual visit of inspection will satisfy any person that he has adopted all the newest and most advanced ideas regarding machinery and processes of manufacture apparently regardless of cost. He says he is bound to have as good and up-to-date a factory as any in the United States, and we think he has pretty well succeeded. In a future issue we will endeavour to give our readers some detailed idea of how this has been effected, but at the present we will only say that their new factory is a credit to the firm and to Canada. Messrs. Saunders, Lorie & Co. are increasing their already large force of employees as fast as expert men can be secured, and they are hard at work on a line of new fall samples that they think will both please and surprise the trade. We wish the firm a long and prosperous career in their new business home.



THE FULTON JEWEL MFG. CO., LIMITED,

See our samples
before placing
orders elsewhere.

MAIL ORDERS
PROMPTLY
ATTENDED TO.



New Goods,
New Styles,
Rock
Bottom
Prices.

40 COLBORNE ST. AND 13 LEADER LANE,
TORONTO, ONT.



MR. GEO. T. ANGELL, of Boston, Secretary of the American Humane Society, makes the following appeal to the American press through his official journal last month. It is headed: "To the American Press," and he says: "We wish to most respectfully suggest to the about twenty thousand American editors who receive our little paper every month that they will in the interests of humanity, both to the human beings and the lower creatures [used in wars] kindly consider: 1st. That while we are a very powerful nation, yet when this South African trouble ends Great Britain will probably be the most powerful nation in the world—1st, on account of its enormous navy, we believe, to all others in Europe, and its enormous mercantile marine, easily used for transportation of troops and military supplies. 2nd. Because of its large armies, now thoroughly equipped and experienced in using all the most modern military appliances. 3rd. Because of its power to add to its armies hundreds of thousands of men from its various colonies in Canada, Australia, India and elsewhere. 4th. Because of its enormous fortifications on both the Atlantic and Pacific, and in almost all parts of the world. 5th. Because, after deducting the great military debts of continental European nations, it will be found that Great Britain has probably greater financial power to carry on great wars than all the continental European nations combined. 6th. Because while there may be differences of opinion between the peoples of Great Britain and Germany, there is almost no possibility that the German Government will, during many years, be found at war with Great Britain. *Let us have no more wars with any nation.*"

THE RECEPTION of the Boer delegates at New York is probably a good specimen of what they may expect throughout the United States. Both political parties will give them to understand that their noble cause has their heartfelt sympathy and each will make all the use of them and their cause that they can to catch votes in the coming Presidential Election. It is improbable, however, that the United States will go beyond this, for although the Irish and Dutch fire-eaters would like to embroil Great Britain and the United States over this question, we think it more than probable that President McKinley will stand by the "Hague Treaty" to which the United States was a party only a year ago, and politely inform the Boer delegates that the American Government cannot interfere unless both the parties to the quarrel are willing to have them act as intermediary. As our readers are aware, the United States Government has already tendered its good offices in this direction, and has been informed by Britain that she could not allow any outside interference from any country. This has always been regarded by Britain as a family quarrel as she is the suzerain power in South Africa, and the Transvaal can only negotiate with foreign powers through her. For this reason Mr. Chamberlain has always refused to submit the question under dispute to outside arbitration. In the face of these facts, it would be impolitic in President McKinley to interfere any further in a quarrel in which his country has no direct interest, and which would probably place his Government in a very embarrassing and unenviable position. We doubt if any man in the United States is better able to size up the situation than President McKinley, and although he may appear to humor the Boer delegates and their supporters for political reasons, we doubt if they get any substantial benefit from either himself or his country. It will be interesting for outsiders to watch the ways of American politicians during the coming months.

CHARGED WITH THEFT. —Messrs. A. R. Dewdney & Bro., manufacturing jewelers, of Toronto, have for nearly a year past been missing small articles from their factory, but in spite of all their endeavors they found it impossible to locate the leak. The thieves, however, growing more bold on account of their non-detection, at length purloined a valuable diamond ring and by this means located themselves and furnished a clue which the firm were quick to follow up. The result of their investigations was that on the 10th May one of their employees was arrested on suspicion of having stolen the missing property, and later on a Queen Street jeweler as an accessory to the crime. When arraigned before the Police Magistrate they answered to the names of Robert Platt and Joseph Bauldry.

The prisoners were charged with stealing jewelry from the factory of A. H. Dewdney & Bro., manufacturing jewelers, 44 Colborne Street. The articles, which are valued at about \$1,000, have been missed gradually for some nine months. Platt works at the factory, and he is supposed to have done the stealing, Bauldry getting rid of the jewelry. Platt lives at 120 Shuter Street, and Bauldry at 712 Queen Street West. When the information was read against them the prisoners looked confused, and it took them some time to decide where and how they would like to be tried. Finally they elected to be tried before the Magistrate. Then after another whispered conference they stated that they would like a remand till Monday to think it over, as well as to decide how they would plead. They got the remand. On Monday they were again brought before the Magistrate, when Platt elected to be tried summarily and pleaded "guilty" to the charge. Bauldry pleaded "not guilty" and elected to be tried by a jury. They were both remanded, and on the 23rd May, when, at their own request, they were again brought before the Police Magistrate, they both pleaded "guilty" and were remanded for sentence until the 26th May on which day the Magistrate allowed them to go on suspended sentence. It is to be hoped that they will take this warning to heart.

MAFEKING has been relieved, and so has every British subject and well-wisher of the British Empire. While it is true that the surrender of Mafeking to the Boers would not have affected the result of the campaign, or the victorious march of the British armies, it is nevertheless a fact, that the capture of brave Col. Baden-Powell and his gallant men, would have given a shock throughout the British Empire that would not readily have been either forgotten or forgiven. For over seven months Baden-Powell has managed, although having no artillery, and always surrounded by much superior forces, to hold the enemy at bay, and even to improve his defensive position. Only a few days before the place was relieved, he drew the besiegers into a trap, and by rapid and skilful manœuvring succeeded in killing about fifty and capturing nearly 100 of them, amongst whom was Commandant Eloff, grandson of President Kruger. The defence of Mafeking by Baden-Powell, although not a great siege, shows an almost inexhaustible amount of resource on the part of the commandant, and will go into history as one of the most remarkable sieges on record. It is significant as showing the lack of attacking quality in the Boers, that during the present war although they invested Ladysmith, Kimberley and Mafeking with infinitely superior artillery and troops, yet in spite of all these superiorities they were never able to take advantage of their opportunities. In other words the Boer is afraid to attack, although he fights splendidly in entrenched positions when he knows the back door is open for retreat in case of emergency. It is safe to say that had the British been the besiegers instead of the besieged, all three of the beleaguered places would have been taken by storm within a few weeks after they had been invested. It is stated that Col. Baden-Powell has been promoted to the rank of Major-General and will be given a separate command as soon as he is able to take it. As one of the principal heroes of the war, and a credit to the British army, we trust that he will not only get the higher rank of Lieut.-General before the war is over, but a chance of distinguishing himself in attack as well as defence. We are certain that if the popular will was consulted he would get a peerage also at the close of the campaign.

GOLDWIN SMITH has again been distinguishing himself by giving an interview to the *New York Herald* on the Transvaal war, in the course of which he takes pains to exhibit his usual venom to the present government of Great Britain. With the exception of the Irish Home Rule question on which he has stood firm, Goldwin Smith has been on both sides of every public question that we can remember during the last thirty years. He is a gentleman of learning and undoubted talent, also of much kindness of heart, and without doubt the greatest master of the English language in the world today, but in spite of all these splendid qualities, his name, which ought to be honored amongst his countrymen generally, stinks in the nostrils of every patriotic Briton on account of his venomous attacks upon his own country and his aid to everything anti-British.



The Perfected American Watch.



FIFTY years ago all watches were made in Europe, chiefly in Switzerland. Then a watch was a costly possession. In 1854 the business of the AMERICAN WATCH COMPANY OF WALTHAM, MASS., was organized, the corporate name being subsequently changed to AMERICAN WALTHAM WATCH COMPANY. This Company has ever since enjoyed uninterrupted progress in the application of sound horological principles, in the use of the best devised automatic machinery, and in the services of the highest skilled artisans. This combination of advantages has produced the finest pocket timepieces in the world. The manufacture of watches at WALTHAM

was begun and has continued upon lines wholly different from those of the Swiss, departing radically from the latter in practice as well as in theory. Upon the principle that the simplest means of producing a given result are best, the designers of the first WALTHAM watch discarded all parts not essential to correct timekeeping, and thus they not only simplified methods of manufacturing, but reduced the liability to breakage and consequent cost of repairs when the watches had gone into use.

Quite as important, if not so fundamental, has been the systematic watch-making first practiced at WALTHAM and amplified to its present extent by successive improvements. Before the AMERICAN WATCH COMPANY was founded there was no factory in the world in which an entire watch movement was made. By the old way the plates were fashioned in one place, the wheels in another, the dials elsewhere. These and other parts—all made by scattered and disconnected labor—were finally fitted and assembled. It was soon shown that machinery, by its precise and uniform operations, provided better watches at less cost. Furthermore, most of the machine made parts—plates, wheels, pinions, etc. by their uniformity were interchangeable. Dealers were thus enabled to carry materials in stock, so as to supply them readily when required. A record of the size and grade of each WALTHAM watch movement is kept by the Company, whereby jewelers may at any time obtain duplicate parts by simply quoting the movement number, whatever the date of its manufacture. Therefore, the first grand results at WALTHAM were simplicity and economy of construction; exactness and durability of the watches produced; convenience and minimum expense of repairs.

SELLING AGENTS,

**THE GOLDSMITHS' STOCK COMPANY OF CANADA,
LIMITED,
TORONTO, ONTARIO.**



It may be said, however, and perhaps it is only charitable to say it, that his disloyal utterances are perhaps more the result of a disordered liver and stomach than the outcome of a clear and otherwise well-balanced brain. We trust it is so anyway, for it is really pitiable to see an old man like Goldwin Smith spending the last years of his life in villifying his country. In an open letter to the *New York Sun*, Goldwin Smith advises the Boer delegation to the United States to accept the inevitable and put an end to the useless sacrifice of life that is now going on in the Transvaal. He assures them that the Liberal party in England will put a veto on anything like a policy of vengeance, and that the British people, after the fierceness of the war feeling has passed, may be trusted to make a tolerable and not ungenerous settlement with the Boers. The pith of Goldwin's letter, like the Irishman's is in the tail of it, where he says that after the settlement "South Africa will be left again to the play of its own political forces; and much may then be regained at the polls which has been lost in the war." If these words mean anything it is that the Boers will be able to achieve and retain by peaceful methods under British rule what they never could retain or conquer by the sword. If this be so, where was the necessity for the war at all, seeing that all that Britain ever asked was that her subjects should only acquire burghers' rights and privileges by forswearing their allegiance to their native country and becoming citizens of the Transvaal Republic. Surely if the Boers can gain what they want at the polls under British rule, they could easily have held those rights when they themselves administered the country. Goldwin Smith has not unwittingly, but perhaps unintentionally, paid the highest possible compliment to British rule and British fair play, when he wrote this open letter to the Boer delegates and the American people.

MR. BROCK WILKINS, Galt's youngest jeweler, has taken possession of his new premises, in the block built by his grandfather over fifty years ago, and which has without exception been occupied by some of the family as merchants ever since without a break. Mr. Wilkins' new premises is certainly one of the handsomest jewelry stores in Western Ontario, and reflects the highest credit upon the proprietor, who, we understand, personally designed and supervised the decorations himself. The following description of Mr. Wilkins' new store and its fittings is taken from the local paper: It is handsomely finished in "staff," something entirely new for store decorations. It is said the first time this material was used for building purposes was at the World's Fair in 1893. The exterior is set in an imitation of staff which has the appearance of mottled marble. The entrance passage is laid in Italian mosaic, executed by an Italian. A large beveled oval plate panels the entrance door. On entering, one is impressed with the magnificent appearance, so effectively and artistically is everything arranged. The store proper is forty-five feet long and nineteen feet wide, with an ample workroom and an optical room in addition. At the immediate right of the door Mr. Wilkins has his private workroom, which is finished in keeping with the rest of the store and fitted with bevel plate glass. On one side of the store two artistic alcoves lend a charming effect as they shelter a showcase and mirror. The arches forming these recesses are beautiful works of art modelled in staff. On the opposite side of the store thirty-one feet of nickel mounted walnut showcases cover costly wares in gold and silver, fine china and other material. Snugly nestled in a well placed niche in the rear wall, just over Mr. Wilkins' massive safe, is a three-light electric figure in bronze. The ceiling is formed of embossed metallic squares, while the floor is covered with linoleum of marquetry design. Handsome grilles ornament the show windows. Gas and electricity are used for illuminating. There is a dash of beauty about the whole place that enlists your admiration. The soft, mellow effect of the staff finish and decorations is very pleasing. It removes anything of harshness and lends that happy result so much desired. The architectural designs throughout are the very latest and from front to rear the store is not only modern and convenient, but is attractive and artistic. As an optician, Mr. Wilkins already has a wide reputation. To more faithfully and scientifically carry on this

branch of his business he has had an optical parlor arranged at the rear of his store, eight feet by twenty feet. The room is solid black as this is absolutely necessary for the proper testing of sight. Both gas and electric lights are used in making tests. Mr. Wilkins' success in business to-day, shows forcibly what can be accomplished by pluck, push and perseverance. He is a Galt boy, born and schooled here. He learned his trade with Kent Bros., in Toronto, then travelled some years, engaging with the largest and most progressive firms in the large cities of Canada and the United States. After thus fitting himself he returned to his own town and entered business, and it is a credit to him and to our town that after seven and a-half years in business, he occupies so large, magnificent and up-date a store as he does to-day.

THE PERAMBULATIONS of the Orange Free State Capital is one of the amusing features of an otherwise very serious war. Originally located at Bloemfontein it was, on the occupation of that city by Gen. Lord Roberts, hurriedly shifted to Kroonstad, which place was supposed to be defensible against the British invaders. Kroonstad, however, proved to be no obstacle to Lord Roberts' army and again the Capital was hurriedly shifted, the first report being that President Steyn had transferred it to Lindley—and a day or two later it was given out that he had located it at Heilbron. As the latter place is at present a considerable distance away from the British lines, it is probable that it will hold the seat of government as long as President Steyn thinks his skin is safe there, but as soon as his pursuers can catch up with him again, his capital will probably have to take another jump unless he concludes to capitulate or is captured in the meantime. It looks as though the territory that Mr. Steyn has jurisdiction over is shrinking up so fast that he will be a president only in name shortly, as his troops are being gradually corralled up in the extreme north-east corner of the Free State. Without doubt the Orange Free State will lose its independence as the result of this war and if it does so, Mr. Steyn will be the person that the people can blame for it. The Free State had no cause of quarrel whatever with the British and were in no danger of being annexed or absorbed by them. On the contrary, Great Britain had not only given them their independence, but helped them in every possible way. Their laws were liberal and just and Britons and Dutch dwell in amity together within their borders, enjoying equal rights and equal liberties. This state of things would without doubt have continued indefinitely, but that in an evil hour President Steyn and his advisers were persuaded by President Kruger to join the *Africander Bond*, the express object of which was to overthrow the British power in South Africa and make the Dutch the dominant race throughout the whole of that country as President Kruger had already made it in the Transvaal. Up to the very day before war was declared by the Transvaal against Great Britain, President Steyn professed the utmost friendship for that country and his course in connection with the whole affair proves him to be thoroughly dishonest and unreliable in the conduct of the affairs of the country. The only excuse that we have ever heard of being put forward on behalf of the Free State's action in going to war was that Britain intended to conquer and annex the Transvaal and without doubt would serve the Free State in the same way later on. It is said that a poor excuse is better than none, and this is about all that any person can urge in defence of the ostensible reason put forward by the Free State for joining in the war against Britain. The real trouble is that a conspiracy, instigated by President Kruger, had been going on for years. They had been quietly and systematically laying in immense stores of war munitions of all kinds, and they thought the time was ripe for them to throw off the mask. They had figured it all out very carefully, and had reached the conclusion that although Britain was a strong power on the sea, with the advantages they had at the start they could easily whip all the troops that could be spared to fight them in South Africa. They counted thoroughly on getting in the main part of their work before the British could land any more troops, and by overrunning Natal and Cape Colony, cause a general rising amongst their fellow countrymen in those colonies that Britain would be powerless to quell. They reckoned without their host



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MANUFACTURERS OF STERLING SILVER AND FINE ELECTRO-PLATED
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MANAGER.

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however, for Ladysmith, Kimberley and Mafeking stopped them long enough to allow reinforcements to arrive from Britain and turned the scale against them. At the present time it looks as though the end of the war could not be very far off. Demoralized in the field and flying from carefully prepared positions as soon as the British attack them, they must soon reach a point where it will be impossible for even President Kruger to hold them together much longer. It is said that the war will be decided by the next great battle which will take place on the banks of the Vaal river and if the Boers are well beaten there they will probably capitulate. Be this as it may, they are fighting a losing fight and they know it; and this knowledge seems to inspire them in every fight to get away as soon as there is the slightest danger of their retreat being cut off. The Boers, while not cowards, have no stomach for fighting when they are themselves in danger. As long as they can cling to cover and safely pot the British from behind breastworks, they are first-class, but they are little or no good in the open and they have not the pluck to attack unless everything is very much in their favor.

OUR ESTEEMED CONTEMPORARY *The Manufacturing Jeweler*, of Providence, came up smiling again on the 10th of last month for another round in defence of the Boers. While we quite agree with the Editor that his views and our own are so irreconcilable as to make it profitless to continue the controversy, we just wish to point out in reply to a statement made later on in his article that he has evidently not read up the merits of the question at all. He states that the whole trouble was over the suffrage question. This is an entire mistake. The suffrage matter was in no way the cause of the war, but simply a result of Boer tyranny and oppression upon the Outlanders of every country, including Americans. These acts of tyranny at length got so oppressive, that finally, after an appeal from over 30,000 British subjects to Her Majesty's Government, they were forced to remonstrate with President Kruger, and ask that these residents of the Transvaal who had been invited to settle there by the Boer Government should at least be treated with common decency. At the now historic meeting which took place at Bloemfontein last year between President Kruger and Sir Alfred Milner, the British High Commissioner, with President Steyn as intermediary, the franchise question was presented by Sir Alfred in this fashion: Said he, "the British Government is constantly in receipt of complaints from its citizens residing in the Transvaal regarding outrages perpetrated upon them by Boer officials. They claim they can get no redress from the Boer Volksraad, although they have applied to it for that purpose time and again. The British Government has proof that many of their complaints are well founded and should be remedied. They have no desire to interfere with the internal government of the Transvaal in any way whatever if it can be avoided, but it is patent that some means of redress must be afforded to these complainants. In order to avoid British interference in any shape or form in the internal affairs of the Transvaal, the British Government proposes that the Government of the Transvaal should enact a fair and workable franchise law which should give the Outlanders the right to become citizens of the Republic and be fairly represented in its parliament, and not by a contemptible minority, and by this means these men will be able to look after and remedy their own grievances within the Transvaal itself without finding it necessary to appeal to any outside power." In other words Great Britain was prepared to say to its subjects in the Transvaal "If President Kruger will grant you a fairly liberal franchise law, we will advise you (although much against the grain) to renounce your allegiance to Great Britain, become citizens of the Transvaal Republic and swear allegiance to its Government, and then as citizens exercise your influence and redress your own wrongs the same as is done in any other country." It was pointed out to President Kruger that such a course on his part would absolutely prevent Great Britain from meddling with the internal affairs of the Transvaal in any way, and that if in the future British subjects residing in the Transvaal made appeals to their own Government, such as had been made, they could say to them, become Transvaal citizens as you may and right your own wrongs.

This was eminently fair, and had President Kruger been wise and broad enough to have adopted Sir Alfred Milner's suggestion there would have been no war. If he had done so he would simply have placed all of the Outlanders in the Transvaal in a similar though less favorable position to what foreigners have always enjoyed in the United States. The editor of *The Manufacturing Jeweler* says that some of the largest tax payers in the United States are British citizens and although they are taxed and legislated for in every way they have no vote, and yet we see no British battleships coming up Narragasset Bay in consequence. True, but every British tax payer in the States can become an American citizen if he conforms to the laws regulating it and then he will have just as good a vote as any native born American, and just here is where Americans, such as the editor of *The Mfg. Jeweler*, fall into error through apparent ignorance of the real facts of the controversy. All that the British Government practically ever asked of President Kruger, as will be seen from the foregoing, was to treat their Outlanders in a similar manner that Americans treat the foreigners who have landed on their shores and who are willing to take the oath of allegiance and become American citizens. In acting as he did, practically refusing citizenship to Outlanders except upon almost impossible terms, President Kruger violated every principle of liberty embodied in the United States constitution, and we are satisfied that when once the American people come to realize this, they will (as they ought) feel heartily ashamed of having been so easily led astray by loud-mouthed demagogues who used untrue and misleading assertions instead of actual facts to bolster up an unjust case.

LITERARY NOTICES.

FEO: A ROMANCE.—Some stories are hard to follow because of the story-teller's demand for personal attention. You are compelled to pause so often to take breath, after the author's various clever tricks in the telling, that the scheme of plot is confused, and sometimes altogether lost. In "Feo," Max Pemberton has told a capital story, and told it so artistically that the end is reached before you take time to consider the writer a most skillful one, whose chief aim has evidently been not to win praise for himself, but entertainment for his readers. The story has chiefly to do with a gifted Viennese opera singer, Feo de Berthier, poor but of noble lineage, who, in the opening chapter, is living in a London flat with only her father for protection, a selfish and none too scrupulous man. Father and daughter had been forced to leave Vienna by the Archduke Frederick, whose son Prince Jerome, a youth passionately fond of music, had become ardently attached to Feo, which sentiment was met with a fair equivalent in the heart of the singer. But the Archduke had other plans for the future of the young prince, and many and great were the obstacles placed in the way of a consummation of the lovers' happy calculations; in fact every means that could be devised by agents of the Archduke was brought to bear towards their defeat. Even Georges de Berthier, through his greed for gold, became a powerful instrument in the humiliation of his daughter. But against a background of much villainy, Feo's soul of honor shone to the last, and when at a crisis, after an inward battle with self, she resolved to renounce her love for Jerome, believing it to be best for him, she became heroic. Jerome proved her equal in heroism, a manly, flesh and blood prince throughout, yet with a high moral code. A young Englishman, Leslie Drummond, plays an important part in the story, and his staunch friendship Feo could not well have done without. Many of the principal scenes are laid in Paris, the descriptive bits of that wonderful city making graphic word-pictures. Published by The Copp, Clarke Company, Limited, Toronto.

SOPHIA.—Following up the success which he attained in "The Castle Inn," Mr. Stanley J. Weyman, has laid the scene of his new romance, "Sophia," in the England of George II. This is a novel of character as well as of plot. Sophia, a rich prize in the matrimonial market, is beset by intriguing suitors and harassed by scheming relatives, but, in spite of all, discovers the man of her choice where she least expected to find him, and grows under our very eyes



from a sentimental girl into a woman of ready wit and noble nature. The spirit of adventure, however, is not wholly absent, for the heroine has still to be rescued from evil hands and her pursuers punished. But though the story moves as swiftly as in the earlier novels and does not lack for excitement, the main interest is of a different sort, and one likely to gain Mr. Weyman new readers without depriving him of his old following. It always increases the interest felt in a book if there is anything in it to provoke discussion. So with *Sophia*; her right to the heroineship has been questioned, some critics asserting that Mr. Weyman erred in not calling the novel in honor of Lady Betty, whom they believe to be the more deserving character. We advise you to read this most interesting story, and decide for yourself. Published by The Copp, Clark Company, Limited, Toronto.



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

A SWISS UNIVERSAL LATHE (brass) has universal head, slide rest and spindle for wax chucks. Will exchange it for a small sized boat. Address Box 68, Woodstock, Ont.

A RARE CHANCE to buy a manufacturing optical business, doing a wholesale and retail optical business, in an Ontario city of great industry, profits of the business at present are 3000 dollars a year and increasing rapidly, don't write unless you are prepared to investigate at once. Address F. Tiffany, St. Catharines, Ont.

FOR SALE—Watchmaking and jewelry business in the best manufacturing town in Ontario of over 2,500 population. Good repair trade; for particulars address Box 188, Hespeler.

FOR SALE—A transit instrument in good order, made by Trouton & Sims, London, Eng.; the original cost was £42 sterling, or \$210, will be sold at a bargain. Apply to Thos. C. Johnson & Sons, 187 Barrington St., Halifax, N.S.

FOR SALE.—A first-class jewelry business where lots of money can be made and has been made. My present stock about \$5000 usually carry \$1,80000. A grand opening for a good man. Worthy of careful investigation. Apply now to W. H. Parker, Ailsa Craig, Ont.

FOR SALE OR EXCHANGE—One Lubin Combined Cineograph and stereopticon complete with electric and calcium lamps and eleven good films, only used two months, and is the finest instrument out; also have one hundred slides assorted, and one set of fifty slides of life of Christ (colored) will sell complete or part, or exchange for a safe, show cases, or anything. What have you? F. W. Hess, Zurich.

SITUATION WANTED by young man 18 years of age, strictly temperate, have had one year steady experience under competent watchmakers. Can do all watch and clock cleaning and some jewelry repairing. Have had a few lessons in engraving. Best of reasons given for leaving present employers, and wish to get with good man to finish my trade. Best of references given. Address, C. Elhott B., Box 80, Hepworth, Ont.

SITUATION WANTED—By an experienced watchmaker; has tools including American lathe. References furnished. Address, Box 64, Guelph, Ont.

SITUATION WANTED by a young man; age 22; strictly temperate, with 5 years' experience at watch, clock and jewelry repairing. I have my own tools, including a Rivet Lathe, can furnish references as to ability and character. Address Box 132 Renfrew, Ont.

WANTED—Situation by young man with six years' practical experience; first-class workman. Best of references; full kit of tools. Apply Watchmaker, 308 Bathurst St., Toronto.

WATCHMAKER WANTED.—Must be a good salesman and capable of taking charge of watch repairing department. Must be temperate, single man preferred. Apply to A. Ross & Co., Port Arthur, Ont.

WANTED.—A young man with from two to five years' experience at watch, clock and jewelry repairing. First class references required, state experience and salary expected. Keetch Bros., Box 276, Sudbury, Ont.

WANTED A young man, about 19 or 20 years of age with about two years' experience at watch and jewelry repairing. Must have his own tools, and one who is not looking for so much wages. Apply to Herman Urstadt, Waterloo, Ont.

WANTED.—A situation by a first-class watchmaker (10) ten years' practical experience, also good knowledge of jewelry repairing and engraving, full set of tools. Steady work more an object than wages. Address, Watchmaker, 193 Bank St., Ottawa.

WANTED.—A young man of three or four years' experience at watches, clocks and jewelry repairing. Man having the knowledge of optics preferred. Must also be a good salesman. First-class references required. Apply stating wages expected. J. E. Nettleton, Penetang, Ont.



PICKLE FOR BRONZES.—Sulphuric acid, 1,000 grammes; nitric acid, 500 grammes; soot, 10 grammes; sea salt, 5 grammes.

TO GIVE JEWELRY A HANDSOME COLOR.—Sea salt, 100 grammes; sal-ammoniac, 50 grammes; alum, 50 grammes; brass, burnt and reduced to powder, 50 grammes; saltpetre, 27 grammes. Reduce the whole to powder and make a paste of it by stirring with strong vinegar; apply to the object until the coat is dark, and then dip in water lightly acidulated with sulphuric acid.

ENGRAVING ON COPPER OR ZINC BY MEANS OF ACIDS. First of all the plate must be well polished either with emery or with fine pumice stone, and after it has been dried with care, spread thereon a varnish composed of equal parts of yellow wax and essence of turpentine. The solution of the wax in the essence is accomplished in the cold; next a little oil of turpentine and some lampblack are added. This varnish, after having been applied, is allowed to dry, away from dust and humidity. When dry, trace with a very fine point the desired designs. Now make a border with modeling wax, so as to prevent the acid from running off. Pour on hydrochloric acid diluted with water if the plate is zinc, or nitric if the plate is of copper; allow the acid to act according to the desired depth of the engraving; wash several times and remove the varnish by heating the plate lightly. Wash with essence of turpentine and dry well in sawdust or in the stove. **Engraving in Relief**.—For this style of work proceed as above described with this difference: The designs which are to be in relief are traced before the engraving on the plate with the resist varnish instead of covering the plate entirely with it. These designs must be delicately executed and without laps, as the acid eats away all the parts not protected by the varnish.



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