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# THE TRADER.

"A Journal devoted to the interests of the Hardware and Jewelry Trades."

VOL. 2.

TORONTO, MAY, 1881.

NO. 9



**LEE & CHILLAS,**  
4 WELLINGTON ST. WEST,  
TORONTO,



beg to announce that they now have on hand and are ready to furnish in Silver and Gold cases, in all desirable styles, both Hunting and Open-Face, (the latter with Patent Screw Bezel, Dust-Proof or Patent Jointed Bezel), the well known Watch Movement, made by the American Watch Co., of Waltham, Mass., named

## "RIVERSIDE."

This is the Movement referred to by Mr. Ed. Favre Perret, the Swiss Commissioner to the Centennial Exhibition, who bought one for his own pocket, and in his celebrated speech, commented upon its qualities as follows:

"Here is what I have seen, gentlemen! I asked from the Director of the Waltham Company a watch of the fifth grade. A large safe was opened before me; at random I took a watch out of it and fastened it to my chain. The director having asked me to let him have the watch for two or three days, so as to observe the motion, I answered, 'On the contrary. I persist in wearing it just as it is, to obtain an exact idea of your manufacture.' At Paris I set my watch by a regulator on the Boulevard, and on the sixth day I observed that it had varied 32 seconds. And this watch is of the fifth American grade. At my arrival at Locle, I showed the watch to one of our first adjusters, who asked permission to 'take it down'—in other words to take it to pieces. I, however, wished first to observe it; and here is the result which I noted: hanging, daily variation, 1½ seconds; variation in different positions, from 4 to 8 seconds; in the 'heated room' the variation was very slight. Having thus observed it, I handed the watch to the adjuster, who took it down. After the lapse of a few days he came to me and said, word for word: 'I am completely overwhelmed, the result is incredible one would not find one such watch among fifty thousand of our manufacture.'

"This watch, gentlemen, I repeat to you, I took at hazard—out of a heap, as we say. You understand from this example, that the American watch may be preferred to the Swiss. I have finished, gentlemen, and I have told you of things such as I have seen them."



**LEE & CHILLAS,**  
TORONTO.



P. W. ELLIS. R. Y. ELLIS. M. C. ELLIS

**P. W. ELLIS & CO.,****No. 31 KING ST. EAST, TORONTO,****Manufacturing Jewelers, Watchmakers  
Engravers, Importers & Jobbers.**

AMERICAN JEWELRY,

**Watchmakers', Jewelers' and Engravers' Tools,  
Materials, Lathes and General Supplies.**

SILK GUARDS, SILK ALBERTS, DIAMONDS, REAL &amp; IMITATION STONES.

**IMPROVEMENT OF MANUFACTURING FACILITIES.**—We beg to announce, that in consequence of the constantly growing demand for our goods, we have again largely improved our facilities for manufacturing by addition of a Gas Engine running all machinery by Power, also have added several improved appliances to aid us in our finishing department which will enable us to have all work finished equal in every respect to anything produced.

**ELECTRO PLATING AND GILDING.**—We have just brought out from Birmingham a most experienced hand well versed in all branches of Electro Plating, Gilding &c., and are now prepared to do work in that line in first-class style and at the lowest rates. As to Electro Silver Plating large articles we intend shortly to complete arrangements so that we will be prepared to solicit orders in that line as well.

**GOLD CHAINS.**—Our facilities now for production of Chains in every line in 10 and 15 kt. standard qualities is as perfect as machinery and skilled labour can make it. We have brought to our factory at considerable expense a first-class designer of patterns so that henceforth our goods will possess an entire originality of our own. All patterns for Spring Trade entirely new, many designs are very elegant; our prices will be the same rate per cwt. for any design desired. **All Qualities Guaranteed and Prices the Lowest.**

**AMERICAN JEWELLERY.**—Our Mr. M. C. Ellis has just returned from New York, Providence and Attleboro Markets, where he has taken much pains in selecting the latest and newest goods to be found, all goods have been purchased for Cash thus commanding the closest prices in every line. Our stock is complete in Vest, Neck, and long Rolled Plate Chains, quality guaranteed, the best made same in Fire Gilt chains, also Bracelets, Locketts, New Acme Sleeve Buttons the latest improvement over the separable, Charms, Seals, Scarf Pins, Lace or Shawl Pins, Broaches, Earrings, Sets, Electro and S.S. Goods, and obtained sole control of the finest Onyx and imitation Onyx goods produced. Circulars will shortly be sent of the New East Lake Designs. Our stock of novelties in every line is very choice.

**TOOL AND MATERIAL DEPARTMENTS.**—We have just received the largest importation direct from Switzerland in this line ever brought to Canada, our stock will be absolutely complete in every department comprising the most complete stock of Silk Guards, Alberts, in pure Silk, Silk and Woollen, and Mounted Guards, and the only line of pure Woollen Guards in this market. White Metal Alberts in great variety, Morocco Cases from cheapest to most expensive goods for Rings, Sets, Locketts, Earrings, Broaches, Necklaces, Scarf Pins, Buttons Bracelets, Suits and Watches.

Our new improved Swiss Foot Lathe on the American principle, Nickel Plated with attachments for everything in Watch-making and at prices beyond competition, we have sole control in Canada for these goods. Universal Lathes 5 actions, slide rests and improved Cutters, Rounding Machines, improved Jacot Lathes to work with hand, and an endless variety of new tools of every description all Nickel Plated specially to Order. In Glasses we are complete in 1-16 and  $\frac{1}{2}$  sizes of improved quality very fine. Concaves, Mi-concaves, Bulls Eyes for Verge Watches, high lunnettes and demi-dial. Our Stock is now without exception the largest and finest ever held in Toronto.

Our Mr. M. C. and C. S. Ellis, will immediately visit all our Customers East and West with such stocks as will well repay their waiting.

THE TRADER.

TORONTO, ONTARIO, MAY, 1881.

Sent free to every Jeweller and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page. . . . \$20 00 each issue.  
 Half Page. . . . 12 00 "  
 Quarter Page. . . . 8 00 "  
 Small Advertisements, 8 cents per line

A Discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

All business and other communications should be addressed to

THE TRADER PUBLISHING Co.,

No. 13 Adelaide Street East, Toronto, Ont.

PROGRESS.

It is now nearly two years since the publishers of THE TRADER issued the first number of this journal, and as our readers can fully attest its career has ever since been one of constant and successful progress. Aiming to occupy a sphere at once original and unique in commercial journalism, it was not without a good deal of hesitation that we launched our enterprise upon a plan which old and experienced journalists had pronounced impracticable.

Experience, however, has demonstrated the practicability of our theory, and as a result, we this month for the first time, present our readers with a sixteen page paper, which is exactly double the size of our initial number, and which in typographical work and general excellence, is second to no paper of its kind published in this country.

So far as we know, THE TRADER is the only paper that reaches every hardware dealer and jeweler in Canada, and as a consequence its columns have been largely used by enterprising wholesale dealers as a sure and inexpensive means of communicating with the retail trade. In fact, the pressure which has compelled us to double our original size is ample proof that by our system the advertiser gets the maximum of advertising at the minimum of cost.

We are glad to know that we have the hearty sympathy and co-operation of the retail trade of this country, and that the views enunciated by us upon trade questions has met with their general approval.

In the future as in the past, we shall be thoroughly independent in the discussion of trade questions, and shall not

hesitate to say what we believe to be right, no matter whose corns are hurt.

We shall at all times be glad to receive communications on trade questions, and our columns will always be open for the free discussion of subjects that will tend to advance sound business principles and elevate the standard of commercial morality.

THE WATCH COMPETITION AT MELBOURNE.

We are pleased to learn from our Australian correspondent that Mr. D. D. Manson, agent for the American Watch Co. at the Melbourne Exhibition, Australia, has again succeeded in carrying off the honors in horology from all competitors, after a hard and determined fight. Out of the seventeen judges only one was American, the rest representing England, Switzerland and Germany. The competition was much keener than at Sydney, there being 82 exhibits from Switzerland, 4 from England, 1 from Germany, and 11 from France, America being represented by the American Watch Co. only. From what we can learn it appears there was a combination on the part of the exhibitors of the four European countries for the purpose of getting ahead of the States, and from the way in which they carried out the programme it was evident that they cared little who amongst themselves won, provided the machine-made watches of America were beaten.

The result, however, proved once again the superiority of mind over matter, and added another proof, if any were needed, to the assertion that for the money, American machine-made watches are the best value in the world. So evident was this that in spite of all opposition, the American Watch Co. again received the highest award, securing the only two first prizes given for horological exhibits. Mr. Manson deserves great credit for the able manner in which he represented this important branch of American industry.

CANADIAN BANKRUPTS.

The returns furnished by the Mercantile Agencies showing the total number of bankruptcies in the Dominion of Canada for the quarter ending March 31st, 1881, would be sufficient to prove that we are enjoying more prosperous times, even if the improvement were not otherwise visible.

The following table shows the number

of failures in Canada for the first quarter of each of the past four years, together with the amount of liabilities:

	No. of Failures	Total amt't Liabilities
Quarter ending March 31st 1878	555	\$9,100,929
" " " " 1879	631	11,043,697
" " " " 1880	503	4,810,277
" " " " 1881	100	2,020,550

From the above figures it will be readily seen that as far as figures prove anything, the country is steadily advancing in prosperity. The failures are less than one third in number, and one half in amount of those for last year during the same period of time.

It is a somewhat singular thing that while the bankruptcies in Canada have been steadily decreasing during the past two years, those of the United States shew a marked increase in the last quarter, the figure being \$24,447,250, for the first quarter of this year, as against \$12,777,074, for the corresponding quarter of last year. While Canadian bankruptcies have decreased over fifty per cent. those of the United States have increased in almost as great a ratio.

If these figures indicate anything, it is that Canada is at the present time in a sounder and more healthy financial condition than the country across the border, a fact, which should not only be gratifying to our national pride but encourage us to work more earnestly for the development of our country.

WATCHMAKING IN AMERICA.

Probably amongst the whole range of American industries, there is none that has overcome so many and such formidable obstacles, and achieved such unparalleled success as that of watch making.

Thirty years ago, watch making was practically an unknown industry on this side of the Atlantic, and the great manufacturing countries of England, France and Switzerland had obtained such a control of the trade as to make it highly improbable that any other nation could ever hope successfully to compete with them in the open markets of the world.

To-day, thanks, mainly, to the wonderful ingenuity displayed by American inventors, and the gigantic combinations of capital, by which full scope has been given to their labor-saving machinery, the watch making industry of America has not only captured the markets of this continent, but has proven itself a formi-

dable competitor in the home markets of European manufacturers.

That American Watch Companies should have been able to control their home market was little to be wondered at, considering the high protection that their manufacturers received from the revenue; but that they should have been able to take almost complete possession of a market like Canada, where they were forced to compete against European products without any advantage whatever argues the possession of unquestionable superiority on the part of their products.

Twenty years ago the Canadian market was supplied entirely by English and Swiss makers; to-day the English watch is almost unknown, and with the exception of a cheap class of gents silver and ladies gold watches of Swiss manufacture, this market is entirely supplied by goods produced in American factories.

There is a reason for this, and it is not far to seek: *the American watch is, beyond doubt, the best article of its kind in the world for the money.* To this reason, and no other, do we attribute the wonderful success of the American Watch in this country.

The usual description of American watch sold in this market has been the eighteen, or men's size, full plate watch, and in appearance presents such a contrast to either the English or Swiss pattern that this grade has come to be popularly regarded as the representative type of this American manufacture. The finer grades of American Watches, however are made after an entirely different model, and are commonly known as three-quarter plate movements, but this grade of watch on account of its higher price has not come into common use amongst the Canadian trade.

It is conceded by almost all watch makers of note that these three-quarter plate watches are capable of standing more rough usage with less injury to their time keeping qualities than any other kind of watch now in use, and for this reason they are specially adapted for use on railways and other places where a watch is expected to maintain a good record in spite of decidedly unfavorable surrounding. The tendency of manufacturers of late years has been in the direction of this model, and it is hardly premature to point to it as the coming watch of the future, and predict for it an almost complete monopoly when American ingenuity has been enabled to

place it upon the market at about the same price as the full plate watches.

Another noticeable change in the manufacture of American Watches, is in the direction of stem winding instead of key winding watches. The advantage of a stem over a key wind watch is so apparent even to a novice, that the only wonder is that the latter can be sold at all; we suppose the main reason why they still keep their hold on the market is because they come lower in price, but this trifling advantage is fast being overcome, and soon the difference in the price of key and stem winders will be so small that the former will be driven to the wall and become a thing of the past.

Of the future of this industry it is hard to predict with certainty, but it seems highly improbable that after having obtained the commanding lead they now hold, American manufacturers would allow themselves to be distanced in the quality or price of their products. In our next issue we propose giving a sketch of one of the most enterprising of the American watch factories, and of one of its principal promoters who has probably done more than any other man in America to bring this industry into the prominent position it now occupies.

#### A RELIC.

Search the wide world over, and probably you will find no more enlightened and liberal country than this Canada of ours. We boast of our liberty, social, political and religious, and we point with pardonable pride to the many excellent and just laws that from time to time have been placed upon our statute book; but it is somewhat singular that in this age of enlightenment and progression, and in contra distinction to the just and liberal laws of which we boast, that we should allow to exist, without fear of being disturbed, such an unjust and antiquated relic as the present Landlord and Tenant Act.

Although attention has time and again been called to this legal monstrosity, there seems as yet to have arisen no politician with sufficient public spirit or sympathy with the masses, to inspire him in attempting to find a remedy either in its amendment or repeal.

We have no wish to be considered Socialistic in our sentiments, or to advise in any shape whatever, what might be construed as an injustice to a large

and very worthy class of our citizens; but with all respect for their rights, we do not hesitate to say that a more unjust and iniquitous law never existed, and that it is a disgrace to our country to see it on our statute books. It is a relic of feudalism, and has about it a spice of the good old times when the landlords or owners of the soil was the only class that could be supposed to have any rights worth fighting for or legislating about. Time and enlightenment have materially changed these ideas, but this law still remains among us to mark the justice and wisdom of our ancestors, and our own folly.

The landlord is not only a preferential creditor, but he is to all intents and purposes a whole court in himself. Of his own will he can issue warrants, cause his bailiff to seize and levy upon the goods and chattels of his tenants, or follow and recover such property if removed before his claim is fully satisfied. We deem these powers not only arbitrary but unjust. Why should the landlord who risks only the interest on his money have such special legal powers given him for collecting this preferential claim of his, while the merchant, who risks not only his interest but his capital as well, has to stand quietly by and be content to take what is left after his lordship has been satisfied? If a landlord rent a store to a tenant, and that tenant through insolvency becomes unable to pay his rent, all that the landlord could lose if it was never paid, would be the amount of the rent, or in other words, simply the interest on his money invested in the property. The tenant could not run away with his property or sell it, or affect it in any way to the detriment of his landlord.

The case of the merchant is almost the opposite. He sells this tenant merchandise on credit, and before the note matures, the tenant becomes insolvent; in such a case he not only stands to lose the interest on the capital invested in the merchandise sold to the tenant, but also the principal itself. In some cases even his goods are sold in order to satisfy the landlord's claim, and he cannot prevent it in any possible way.

In our opinion, as against the landlord the merchant creditor is a very badly used man. His customer may run away with his goods, sell them to other parties beyond any hope of their recovery, he has to take all this risk, but the landlord although standing to lose only the inter-

est on his investment, is protected by law to the very fullest extent. In the eye of the law the interest on the landlord's capital is a much more valuable consideration than the capital and interest combined of all his other creditors. If this is not an injustice we would like to know what is.

The true remedy for this state of affairs would be to make the landlord rank the same as any ordinary creditor. By doing this he would be in no worse position than any other creditor, and if he even lost his rent, he would, as we have before pointed out, only have lost the interest on his investment. There would, however, be no need for this, the effect here would be the same as it is in the United States, where this law has been in force for years; the landlord would either get his rent paid in advance or have himself secured from loss beyond a peradventure. So far as the landlord is concerned, he would not suffer any serious loss or inconvenience by being placed on a fair footing with the other creditors, while any ground of complaint regarding the injustice of the present law would be thus entirely swept away.

As a matter of fact the present law is not only a relic of a by-gone age, but a premium upon unbusiness like habits on the part of landlords, who know that they can at any time step in ahead of all the other creditors and easily secure themselves. Surely some of our politicians ought to have sufficient courage to bring this matter up in the House, and at least have it thoroughly ventilated if it cannot be amended.

### Selected Matter.

#### THE COMMERCIAL TRAVELLER.

ON A COURTEOUS RECEPTION.

The importance and value of a courteous reception to all commercial travellers is by no means as generally appreciated as it should be. Many dealers grow very impatient at interruption of this kind, and from thoughtlessness—we are sure it can merit no harsher name—great travelling men with coldness, if not absolute rudeness of manner. This is altogether a mistake. A courteous reception should always be shown to the travelling salesman from the houses which carry your line of goods. There are several good and sufficient reasons

by which we can support this assertion. In the first place, then, these men are human, and appreciate human kindness. In knocking about the world and finding much selfishness and rudeness in it, and very little of the kind and unselfish Christian spirit, they have come to be very callous to coldness and unkindness; still they can fully appreciate courtesy, and will always be grateful and willing to aid you in remembrance of it.

In the second place you can learn much from travellers if you will. They bring new ideas; they go from one part of the country to the other, and it is their constant aim to keep up with the Trade fully. They are usually possessed of keen observing minds, and give you hints well worthy of adoption. Always look over their samples, take their prices, rates, etc., even though you do not require to buy just at that time. Never be too busy to do this, for by this means you are gaining information that will be of direct profit to you. You are posting yourself in styles, prices and grades; when your next purchases are needed, you will know the advantages you have gained through the traveller.

To have the good will of the commercial traveller is a good omen for any dealer. They are a class that have their peculiarities, it is true, but as a rule, they are smart, intelligent men, and walking encyclopedias in their trade. It is their capital to know all about their business, and to make friends with all. These men can help the retailer by giving him valuable information, as we have said, and also in many other ways. Their lot is a laborious one, their efforts are often but little appreciated. The retailer who remembers this, and who does what he can to make this hard lot easier, will surely not fail of his reward.—*Bookseller and Stationer.*

#### PERSEVERING TRAVELLERS.

Another instance of perseverance, which met with its due reward, is recorded of a sharp young fellow in the needle trade from Redditch, who waited upon a gentleman at Newark. The customer's shop had a door for entrance and exit at each end.

Harrup, the commercial, called on this worthy one day, and, after the usual introduction, the following conversation took place:

"But you are perhaps not aware, sir,

that I represent 'Savery,' the greatest needle manufacturer in Reddich."

"Yes, I am quite aware, but I require nothing in your way; besides I do with Borrell & Co., and they serve me very well indeed."

"But perhaps you will be good enough to look at my samples, sir?"

"I tell you, man, I'm quite full. You annoy me with your persistence."

"But if you were just to favor me with a look, sir, I think an order might

"I'll give you an order. Leave my shop!"

"Certainly, sir," said Harrup, as he at once bade the man good morning, and made a speedy exit by the lower door; but only to return and re-enter the shop by the upper door, addressing the man as though he had never seen him before.

"Good morning, sir: I have the honor of representing Savery & Co., of Reddich, in the needle trade. I hope to do a little business with you."

"Confound you, sir! you were here only this very minute!"

"Yes, sir; I then had the honor of taking a very small order from you, which I hope was duly executed to your entire satisfaction? Any favors of a more business-like and profitable nature shall have equally prompt attention."

The customer burst into a loud laugh, and the tide was turned in Harrup's favor, for the shopkeeper cleaned a place on his counter for the coming patterns, and said,

"Well, you're about the most cheeky and original traveller I ever met with. But come, to reward your punctuality, I'll even give you some sort of an order."

Out came the needles and the order book, and a small order, which eventually led to larger ones, was soon booked, and the seller and the buyer parted, equally pleased with each other. To this day, these two relate the curious and original method of Harrup's introduction.

Harrup, like Johnson, the subject of our former anecdote, was an original, and depend upon it, these are the men who make the most successful commercials.—*Leaves from Sketch Book of a Commercial Traveller.*

The 'Knights of the Maccabees of the World,'—which is the imposing name of a secret co-operative life 'insurance' organization in Canada—met at London, Ont., last week, says the *New York Insurance Chronicle*, and expelled W. D. McCloghlan, the Mac who invented the Maccabees, and he now proposes to expel all the other Macs.

### VICTORIA'S CROWN.

DESCRIBED BY HER MAJESTY'S MINERALOGIST.

This was made by Messrs. Rundell & Bridge in 1838 with jewels taken from old crowns, and others furnished by command of Her Majesty. It consists of diamonds, pearls, rubies, sapphires and emeralds, set in silver and gold; it has a crimson velvet cap with ermine border, and is lined with white silk. Its gross weight is 39 oz. 5 dwt. troy. The lower part of the band above the ermine border consists of a row of 129 pearls, and the upper part of the band of a row of 112 pearls, between which, in front of the crown, is a large sapphire (partly drilled), purchased for the crown by his Majesty King George IV. At the back is a sapphire of smaller size, and six other sapphires (three on each side), between which are eight emeralds. Above and below the seven sapphires are fourteen diamonds, and around the 8 emeralds 128 diamonds. Between the emeralds and the sapphires are sixteen trofoil ornaments, containing 160 diamonds. Above the band are eight sapphires surmounted by eight diamonds, between which are eight festoons consisting of 148 diamonds. In the front of the crown, and in the centre of a diamond Maltese cross, is the famous ruby said to have been given to Edward, Prince of Wales, son of Edward the Third, called the Black Prince, by Don Pedro, King of Castile, after the battle of Najera, near Vittoria, A. D. 1367. This ruby was worn in the helmet of Henry the Fifth, at the battle of Agincourt, A. D. 1415. It is pierced quite through, after the Eastern custom, the upper part of the piercing being filled by a small ruby.

Around this ruby, in order to form the cross, are seventy-five brilliant diamonds. Three other Maltese crosses, forming the two sides and back of the crown, have emerald centres, and contain respectively 182, 124 and 180 brilliant diamonds. Between the four Maltese crosses are four ornaments in the form of the French fleur-de-lis, with four rubies in the centres, and surrounded by rose diamonds, containing respectively eighty-five, eighty-six and eighty-seven rose diamonds. From the Maltese crosses issue four imperial arches composed of oak leaves and acorns; the leaves contain 728 rose, table and brilliant diamonds; thirty-two pearls form the acorn set in cups containing fifty-four

rose diamonds and one table diamond. The total number of diamonds in the arches and acorns is 108 brilliant, 116 table and 550 rose diamonds. From the upper part of the arches are suspended four large pendant pear-shaped pearls with rose diamond caps, containing twelve rose diamonds, and stems containing twenty-four very small rose diamonds. Above the arch stands the mound, containing in the lower hemisphere 304 brilliants, and in the upper 224 brilliants, the zone and are being composed of 33 rose diamonds. The cross on the summit has a rose-cut sapphire in the centre, surrounded by four large brilliants and 108 smaller brilliants.

### ABOUT APPRENTICES.

It is unfortunate for American industry that the apprentice system has become obsolete. In the watchmaking business, for instance, it used to be that a boy went to learn the trade and was regularly indentured as an apprentice for five or seven years. For the first year he was employed mainly as a chore boy about the shop or house of the "master." He was fortunate if, in that year, he learned the names of the more important tools. The second year he would be set to filing, or performing some of the coarser work. As he showed capacity for it he was advanced by easy stages to regular work at the bench, and by the time he was out of his apprenticeship, he was a thorough workman, competent to do any work presented. If he was ambitious, he generally found opportunity to study the science of horology, and so became not only a skilled but a scientific workman. We have no such apprentices now-a-days, and, as a consequence, fewer thoroughly skilled workmen. Boys stray into the workshops by accident, and it is purely a matter of chance whether the workshop is a watchmaker's, a printing office or a blacksmith's shop. The necessity has come upon them to earn something, and they take the first opportunity that promises them a dollar or two a week, without any regard for the future, or any settled determination to master a trade. They retain their places as long as it suits them to do so and no longer. No consideration for themselves or their employer, who has paid them wages when they were virtually earning nothing, embarrasses them, but the boy that has commenced in a printing office, may at

the end of the year turn up in a hat shop or a watchmaker's. Not being apprentices, they are free to go and come, influenced by an extra dollar a week, and having no fixed purpose to learn any trade. Thus the majority of boys of to-day get a smattering of some trade, and finally pass themselves off as skilled workmen. Some of them may be experts in some specialty, but comparatively few of them are skilled workmen in all branches of the trade of which they are professed masters. There are hundreds of so called printers, who know nothing but plain type setting, that any boy of ordinary intelligence can learn in six months; they know nothing of job work, cannot run a press, and could no more impose a sixteen page form than they could reach the moon. What is true of printers is equally true of watchmakers: they have a superficial knowledge of the business, but are not to be classed as skilled workmen, familiar with all branches of the business. The watchmaker of to-day who expects a steady employment at good wages, must be competent to sit at the bench in a retail establishment and do any jobbing work that may be required, from supplying a "missing link" in a fine watch chain to soldering a pin on a new 10 carat brooch. Such workmen are exceedingly scarce, and, just now in great demand. It would be a great benefit to the jewelry trade, and, in fact, to all others, if the old apprentice system could be revived. The advantages to the present generation of boys, and to the next generation of men would be incalculable. A man with a good trade at his finger's end is comparatively an independent person, and with foresight and frugality, can readily acquire a competence. But a man without a trade or any legitimate occupation is never certain of obtaining employment, and is liable at any moment to become a soldier in the great army of tramps with which the country is afflicted. The apprenticeship system gave us good workmen, and good workmen made good citizens; the abrogation of apprentices gave us superficial workmen and thousands of men without employment.—*Exchange.*

Dr. R. J. Gatling, the inventor of the famous gun, was raised in a rough little log-cabin in the heart of the North Carolina backwoods. What in time became the Gatling gun is said to have sprung from a boyish attempt to make a corn-planter.

## "IN MEMORY OF CASH DOWN."

He is at rest. Cash Down is dead and buried, and the mourners are home from the funeral. He was a well known man, but of late years he was not half appreciated. There was a time when he stood head and shoulders above Trust and Dead Beat, but times somehow changed. Cash Down left quite a large family, who will take warning by his sad fate. He cut his life short by many years in his endeavors to keep his word and meet his pecuniary obligations, and they will not follow in his footsteps.

There was a time when Cash Down was met with a smile and a hearty shake of the hand. If he wanted his buggy repaired, the blacksmith would figure fine and depend upon his pay the hour the work was finished. He could then take the money and become Cash Down himself, making a difference of ten per cent. in his favor. If Cash Down wanted a new suit of clothes the tailor made a difference of \$5 between him and Slow Pay, and the money could be sent East to pay for his cloth. The last time Cash Down was out in the street he saw Slow Pay, Bad Debt and Dead-Beat walking arm in arm, and the blacksmith, the tailor, the grocer and the merchant shook hands with each one of them and replied:

"Certainly—certainly. You can have what you want on time, and I'll sell you just as cheaply, and wait upon you as I will Cash Down."

One of them might pay in six months; the second might be forced to pay in a year or two, and the third didn't intend to pay at any time. They got the same treatment as Cash Down, and a great rush was made to send home their goods.

The old man entered a grocery where he has paid out hundreds of dollars in ready money, and asked the price of sugar. Slow Pay sauntered in after him and asked the same question, and both were given the same figure. Yet at that time Cash Down had paid over that counter more than a thousand dollars in ready cash; and Slow Pay was in debt fifty dollars, and adding to the figure.

Cash Down went to a dry goods store to purchase a dress for his wife, Bad Debt was ahead of him. Cash Down pulled out a \$20 bill and paid for his goods on the spot, Bad Debt picked up his bundle and told them to charge it. In one case the merchant had his money

in the cash-box to help pay for a new stock. In the other the collector would be months, if not years, getting it, or in the end it would be charged to profit and loss. Yet Cash Down had to pay the same price that Bad Debt did.

Cash Down wanted a new pair of boots. He went to his old shoemaker and was surprised to hear that they would be charged fifty cents more than for the last pair.

"Has there been a great advance in the price of leather?" he asked.

"Oh, no."

"Do you pay your workmen more?"

"Not a cent. You see, Slow Pay, Bad Debt and Dead Beat are into me pretty heavily, and I must make it up by charging cash customers a little more! That's a way we all have of doing."

Cash Down must then pay the same price as Dead Beat, and help to make good Dead Beat's indebtedness in addition! He went home, sick in mind and body. The doctor who attended him was bound by solemn agreement to charge as much as if called to see Dead Beat, and his prescriptions cost more, because he had to help pay Dead Beat's old bill at the drug store. When he died the undertaker made no reduction on the casket, and the tombstone cutters put an extra five dollars on the price of the shaft to pay the balance due from Bad Debt for the one furnished his child's grave!

Mrs. Cash Down, widow of the late deceased, went down after her mourning yesterday. She bought a bonnet at one place, and said she'd pay sometime this summer. She got dress goods at another, and simply told them to put it in the books. She needed shoes, and she said she'd hand it in some day. She had a hundred dollars in her pocket, but she didn't pay out a cent. She had learned something.—*Exchange.*

## TWENTY-FOUR O'CLOCK.

A Scheme that may Prove a Bonanza to Watch Makers, and a Bonanza to the Public.

So accustomed have people become to the present method of telling the time that any innovation on it would be regarded as heresy. Still, stranger things have come to pass, and a scheme is at present on foot that if taken up by all the governments as it has been by that of the United States, may entirely alter

the present state of affairs. If it does, it will be to a Canadian that the credit of making the first move in the matter will be due, and to a Toronto institution for taking the initiative. Some time ago Mr. Sandford Fleming read a paper before the Canadian Institute of this city, advocating a prime meridian common to the world with which all the clocks will be timed, but according to the distance from it. This would do away with the present nuisance of starting trains on Montreal, Toronto, or Chicago time, as the case might be, and so benefit the travelling public, but the traveler himself would have to provide himself with a watch that would tell both the cosmopolitan and the local time. Another change suggested, is that the present system of dividing the day into two periods of twelve hours each be abolished, and instead divide the day into twenty-four hours, to be numbered accordingly. These changes were put into the form of resolutions, and brought before the Meteorological Society of America at its last meeting in New York, and adopted the resolutions which are as follows, were accordingly moved by Mr. Fleming.

Referring (1) to the report on standard time recently published by the American Meteorological Society; (2) to the papers on time reckoning published by the Canadian Institute; (3) to the communication of the Imperial Academy of Science of St. Petersburg; and (4) to other communications.

*Resolved,* That uniformity of time throughout the United States and Canada is divided by the progress of events, and that a general system by which time may be reckoned in a uniform manner by the people of all nations throughout the globe is of very great importance.

*Resolved,* That a great service will be rendered to the world by directing the public mind to this subject, and by securing the general adoption of a well-conceived system of uniformity, and that the Council of the American Meteorological Society is hereby authorized to act jointly with the Council of the Canadian Institute in recommending a comprehensive scheme based on the following propositions:—1. Twenty-four standard meridians (one every 15° of longitude) to be established for reckoning sectional or approximate local time.

2. One of the twenty-four standard meridians to be selected as a time-zero



or initial meridian for reckoning cosmopolitan time.

3. The time zero to coincide with the prime meridian to be common to all nations for computing longitude.

4. The several (24) standard meridians to be designated by names or by letters of the alphabet or by numbers or by degrees of longitude, numbering from the prime meridian westerly.

5. The prime meridian or zero for time and longitude to pass near Behring strait 180° from Greenwich.

6. The division of the day into two halves of twelve hours each to be discouraged and the preference given to a single series numbered from one to twenty-four hours in the cosmopolitan day or period of time between two successive passages of the sun over the prime meridian, the single division (1 to 24) to be made absolute.

*Resolved*, That the Councils of the American Meteorological Society and the Canadian Institute are hereby requested jointly to bring the subject under the notice of the Governments of the United States and Canada, and through these respective Governments, to invite the concurrence of the civilized nations of the earth to the adoption of a uniform system on the above base.

These resolutions were brought by the American Society before the Signal Department at Washington, and the chief signal officer has agreed to utilize the signal stations throughout the States for the furtherance of the object under certain restrictions, which are as follows:—

1. At any signal service station already established for the benefit of commerce and agriculture, and at which two or more men are necessarily stationed, the chief signal officer will contribute such portion of the time of one man as will be necessary in order to keep in perfect working order the ball-mast, electrical and other apparatus at the station, and will have the ball hoisted daily at the proper time, and the electric connection properly made, provided this does not on the average require more of the time of the man on duty than one-half hour per day.

2. The expense of battery and battery room, and of purchasing, installing, and repairing the apparatus, as also the expense attending the astronomical determination of time, and the necessary telegraphy must be borne by other parties,

and must not in any way be imposed upon the signal service.

3. The chief signal officer will not undertake such co-operation for the benefit of special intervals, nor unless there is satisfactory evidence that the "time signals" will be in charge of such astronomers and institutions as can guarantee a high standard of accuracy, and the uniform maintenance of their part of the time service from year to year.

4. The signal, which usually consists in dropping the "time-ball," must be given automatically by telegraphy from the astronomical observatory, which shall alone be responsible for the accuracy thereof.

5. The chief signal officer will be pleased to publish such reports of the annual reports of the observatories in charge of time-balls as relate to the accuracy of the signals.

6. Without presuming to prescribe, the chief signal officer would suggest that the interest of navigators as well as railroad travelers and of the community at large will probably be best subserved by causing the respective time-balls to be dropped simultaneously throughout large sections of country, and especially at noon of the meridians of 75°, 90°, 105°, or 120° of longitude west of Greenwich, in accordance with the following schedule:—

Atlantic coast time-balls drop at noon on the 75th meridian.

Gulf coast time-balls all drop at noon on the 90th meridian.

Lake coast time-balls all drop at noon on the 90th meridian.

Mississippi coast time-balls all drop at noon on the 90th meridian.

Pacific coast time-balls all drop at noon on the 120th meridian.

Thus, for instance, at Washington the time-ball will be dropped exactly five hours of Greenwich mean time, which will be eight minutes earlier than Washington mean noon, and three minutes later than New York mean noon.

7. The chief signal officer will take action in reference to time-balls at any station so soon as Chambers of Commerce or Observatories or other local organizations communicate their desire to him.

After hearing the above read at the Canadian Institute last Saturday night, on motion of Dr. Wilson, the resolutions adopted by the American Meteorological Society were unanimously adopted, and Mr. Fleming, Prof. London, and Prof.

Carpmael were appointed a committee to communicate with the American Society as to the furtherance of the scheme.

### BUSINESS CHANGES FOR APRIL.

Hicks, McNaughton & Co., electro-platers, Fergus, dissolved, Hicks retiring. J. C. Cook, hardware and tins, Haysville, sold out to H. Hunter, W. B. Stewart, paints, &c., Toronto, stock sold by auction. Philip Taylor, jeweler Oshawa and Whitby, sold out Whitby business to Jno. S. Barnard. Jno. Birtch, hardware and tins, Scotland, removed to Otterville: J. F. Hall, hardware, Walkerton, called meeting of creditors, George Elliot, hardware, Palmerston, admitted L. Knott into partnership, style now Elliot & Knott; Geo. Kiff, tins, Kingston, advertised to sell out by auction; A. J. Smith, hardware, Elora, has sold out to Robert Dalby. Roach & Insole, hardware, Hamilton, dissolved partnership, Geo. Roach continues, D. Kerr, hardware, London, assigned in trust, W. R. Walker, Markdale, tins, has removed to Lefroy. Thos. Waugh, hardware, Platsville, admitting Geo. Sauer, style, Waugh & Sauer, C. G. Cobban, photo supplies, Toronto, assigned in trust.

### NOTES AND COMMENTS.

The *Detroit Free Press* having declared that it is very hard to be poor, the *Richmond Baton* considers that there is nothing easier, provided you spend more than you make.

AFTER the 1st of May, the style of the extensive business of Mr. James Smart at Brockville, in stoves, hardware, implements, &c., will be changed to The James Smart Manufacturing Company, Limited.

An offer of composition has been made by Messrs. W. & F. P. Currie & Co., of Montreal. They are ready to pay fifty cents cash, five cents in two years, and five cents in three years, these two last instalments without security. There are fair prospects of their obtaining a general acceptance of this offer.

An English company has bought the patent right of the Rhode Island Horse-shoe Company to manufacture horse-shoes outside of the United States and Canada, for \$225,000. So attractive appears to be the scheme in England that although \$675,000 will be required to start a factory by the 1st of May, the money has been subscribed three times over.

The net profit made by the Starr Manufacturing Company of Halifax, N. S., last year is stated to be \$45,000, certainly a good dividend on a capital of \$227,000. The sum of \$5,000 was placed to the account of the contingent fund, a dividend of 15 per cent. declared, and \$3,000 voted to the directors as a remuneration for their services during the past seven years.

A CHICAGO jewelry firm has put up a sign 129 feet long and 512 feet wide, which consumed 4,000 feet of lumber, \$400 worth of gold, and \$250 worth of metal ornaments, was three months in course of construction, and cost \$2,500. All this, probably, for the sake of having "a bigger thing" or a costlier thing in the shape of a spread-eagle sign board than their neighbors.

The four horse-power Gas Engine lately introduced by Messrs. P. W. Ellis & Co. into their manufactory, has proved a complete success. It does its work noiselessly and efficiently.

Messrs. H. Smith and W. F. Carrier, of Toronto, sailed last week for England, via New York. We wish them a prosperous voyage and safe return.

Messrs. Dines & McKeown, hardware merchants, of Dresden, have recently sold out their business. As far as we can learn, their creditors are likely to whistle for their money, as the whole transaction bears a very fishy appearance. So much for the want of a proper Insolvent Act.

We are glad to learn that Messrs. Zimmerman, McNaught & Co. have been appointed sole wholesale agents in Canada for the Lancaster Watch Co. The watches made by this Company now rank the highest of any made in America, and we think that their introduction into Canada at this time should not only be of advantage to the trade generally, but to the manufacturers as well.

Detroit Evening News says.—The revival of American shipbuilding and carrying trade can never be brought about by taxing the people to pay bounties to American shipbuilders and subsidies to American ship-owners. As well might we get up an international walking match, offer a prize to the fastest walker, then deliberately tie the legs of all American competitors and leave the legs of the foreigners free.

The Stock-in-trade belonging to the estate of W. B. Stewart, of this city, comprising paints, oils, glass, &c., amounting to over \$14,000, was sold through Scott, Sutherland & Co., trade auctioneers, and realizing 67c. in the dollar, the purchasers being Messrs. Ramsay, Drake, and Dods, of Montreal. The fixtures were bought by Mr. E. Harris, of this city, at 47c. in the dollar; and the book debts, amounting to over \$7,000, were withdrawn, the upset price placed upon them by the trustee not being reached.

The friends of Messrs. Cobban & Co., of this city were hardly prepared for the announcement made last week that some arrangement with the creditors of that firm was necessary. We understand that the manufacturing business of the firm is in a very promising condition so far as orders and possible profits go. But they are too heavily weighted with bad debts of former years, some \$12,000 in amount, and cannot go on without additional capital. A statement of their affairs is being prepared.

Porters in the sleeping-cars in New York State get ten cent pieces from passengers, as a rule, and many travellers never give anything, except for some special service. In the West a quarter is the common fee, and the Chicago Times is authority for the statement that the Pullman and the Wagner Companies take the fees into account in fixing wages. During seasons when travel is lightest the pay is from \$20 to \$30 a month, but as traffic increases the rate is lowered to \$8, and sometimes to nothing at all. The places, however, are eagerly sought.

Mr. GEORGE HOWARD has evidently been very attentive to the interests of his fellow townsmen of Guelph, and, that in consideration of this service, we presume, they honored him by electing him as mayor a couple of years ago. Un-

fortunately, however, this honor was not appreciated by his creditors. Having such a prominent position, his stove and tinware business did not get that attention it deserved, consequently he is now asking his creditors to accept one half the amount he owes as a settlement of their claims.

A NEW gun, said to surpass all others in death-dealing powers, was tested a fortnight ago on the Hasenhaide at Berlin by an Imperial Military Commission, the inventor, Conrad Garbe, being present. The result was a favourable one, as the arm was proved capable of amazing rapidity in use. Its principal advantage lies in its simple construction, which makes necessary only four movements of the hands for loading and discharging. The cartridge cap can be expelled by a lateral jerk. The kick of the weapon, which weighs only nine pounds, is hardly if at all, perceptible. The Commission recommended its adoption by the German army, and that partly in view of the fact that the Mauser gun now in use can be easily remodelled on the Garbe system.

MR THOS. M. BANTING, finds it needful to ask an extension of 18 months time, showing liabilities of \$9,149 and a surplus of \$2,049 and meantime makes an assignment in trust to a Hamilton creditor. He proposes to pay in full with interest at seven per cent. at the rate of \$300 per month for seven months and \$600 per month thereafter. Mr. Banting possessed a nominal surplus a few years ago of \$6,000 or perhaps \$8,000, but his stock of late has been extensive and his business mainly a credit one. Losses on his out standings, we must presume account for the dwindling of his assets.

A report on the state of religion in Nevada would be almost as brief as the famous chapter on snakes in Ireland. The following anecdote might, however, be inserted. At the recent opening of the Nevada Legislature an Eastern minister was invited to perform the religious service. He accepted the call and closed the ceremony with the Lord's Prayer. When he had finished, State Senator Doolan turned to Senator Hammond and remarked audibly: "He stole that prayer and I'll bet on it. I heard it almost word for word in Eureka at a funeral over ten years ago."

THE Earl of Cairness, who died lately in New York, had a strong liking for mechanics and in his younger days worked for some time in a large engineering establishment in Manchester. He used to tell with some pride that, although he then lived a mile and a half from town, he always walked to his work, ready to begin at six o'clock, summer and winter and was never a day late. He was patentee of several inventions, including an improvement on the tape-loom, for which he received £500, but he always said, had he been a business man, he should have made a fortune by it, as it has been so generally adopted, and such an immense saving has been obtained by its use. Among other inventions were a gravitating compass, a road locomotive, with carriage (in which he, along with the Countess, travelled on one occasion from Inverness to Barrogill Castle at the rate of some sixteen miles an hour on the level road, creating quite a sensation); a machine for washing railway carriages, &c.

The first watch was about the size of a dessert plate. It had weights, and was used as a "pocket clock." The earliest known use of the modern name occurs in the record of 1572, which mentions that Edward VI. had "one larum or watch of iron, the case being likewise of iron gilt, with two plummetts of lead." The first great improvement—the substitution of a spring for weights—was in 1560. The earliest springs were not coiled, but only straight pieces of steel. Early watches had only one hand, and, being wound up twice a day, they could not be expected to keep the time nearer than within 15 or 20 minutes in 12 hours. The dials were of silver and brass, the cases had no crystals, but opened at the back and front and were four or five inches in diameter. A plain watch cost more than \$1,500, and after 20 was ordered, it took a year to make it.

SAYS the Louisville Courier-Journal—Harper's Weekly and the Chicago Tribune see great danger to American workmen in the Trades Unions, because they limit the number of apprentices and condemn others to idleness. But these organs of the party of protection should consider that the workingman has as much need of protection as has the capitalist. The tariff does not protect the workingman. Mechanics from England, Germany, and France come to America in swarms, and depress the labour market. The tariff protects the employer, but does not protect the employe, so he proposes to take care of himself, and applies to the labour market, as far as is possible to him, exactly the principles which the manufacturer induces the government to apply to manufactured goods. If the rule is good in one case it is good in another. The manufacturer says:—"The fewer the competitors the higher the price," and asks the Government to keep out the English. The workingmen say:—"The fewer the competitors the better our wages," and they resolve that only a limited number of apprentices shall be taught their trade.

The illuminated advertising card mania, which was imported from Europe into Boston about a year ago, has now reached New York, and is rapidly spreading over the south and west of the Union. The craze is said to have begun in Paris about fifteen years ago, and to have spread thence to Berlin and Vienna and all over Germany. Thence it extended to Italy and over nearly all of Europe. The present extent of the rage in Boston is indicated by the statement that one of the leading Boston papers in a recent issue published one column and a half of the announcements of firms and establishments devoted to the trade in illuminating cards as a specialty. Large numbers of stationers in New York and elsewhere are now devoting their capital and energies to procuring assortments of cards for sale, and many lithographers are kept busy in preparing them. The best designs are imported and appropriated just as books by our enterprising cousins, who here have a new field for the exercise of their imitative talents. For instance, a series was recently imported from Paris which could not be sold for less than \$40 a thousand. In two weeks a Philadelphia firm had *fac similes* in the market, which "it would require careful and critical observation to distinguish" from the original, at \$10 a thousand. Large numbers of

men and women are occupying their spare time in collecting and forming albums of the cards, and, in fact, this card-album business has now become a distinct branch of trade. Some of the firms are turning a good penny by giving elegant cards as prizes to the purchasers of their goods to a certain amount. What next?

A SOMEWHAT unusual action was tried at the Guelph Assizes the other day. Mr. M. C. Potts, hardware merchant and tinsmith, Palmerston, brought suit to recover damages from Mr. John Proctor, wholesale hardware dealer, Hamilton. The plaintiff claimed \$2,000 damages on the ground that defendant had broken a written agreement dated 11th May, 1880, by which he had agreed to supply Potts from time to time on six months' credit, with such goods as the latter should require for the proper carrying on of his business, provided plaintiff kept his account in a satisfactory shape. While his account was in this shape, Potts declares the defendant without just excuse refused to supply him with further goods, and in consequence he was compelled to make an assignment for the benefit of creditors and was in fact ruined. The plea of Mr. Proctor was that he had not authorized his agent to make such an agreement, and that at any rate he had supplied goods on credit so long as plaintiff kept his account in a satisfactory shape, and at the time he refused to supply goods he was justified in so doing. The jury returned a verdict for defendant.

In a new physical atlas of the Dominion by J. B. Hurlburt, of Ottawa, many mistakes in regard to the extent and resources of the country are rectified. According to this authority, the superficial area of Canada is between three and four millions of square miles; the cold arctic currents which depress the temperature of the north-eastern parts of the continent bring with them abundant compensation for the barrenness of the land in the prolific fisheries, extending over between ten and twelve thousand miles of sea coast from the Gulf of St. Lawrence along the shores of Labrador and the Hudson Bay, through the Arctic and down the Pacific to Vancouver, over vast sea coasts studded with innumerable islands. The area of grass lands in Canada is set down as 1,200,000,000 of acres; the wheat land west of Ontario and east of the Rocky Mountains is set down at 600,000,000 acres; to which is added 200,000,000 for the older provinces. Of all the wheat land in the Dominion three quarters of it is in the prairie region of the North-West, and making all reasonable deductions for wet and barren land from these six hundred million acres there must still remain four hundred million acres of good land in that illimitable wilderness.

THERE are so many curious clocks nowadays that one must be very curious to be worth mentioning, but there was one belonging to a native prince in Upper India which hasn't been beaten so far. In front of the clock's disc was a gong, swung upon poles, near it was a pile of artificial human limbs made up of the full number of parts for twelve perfect bodies, but all lying heaped together in seeming confusion. Whenever the hands of the clock indicated the hour of one, out of the pile crawled just the number of parts needed to form the frame of one man, part joining itself to part with metallic

click, and, when completed, the figure sprang up seized a mallet, and, walking up to the gong, struck one blow that sent the sound pealing through every room and corridor of that stately castle. This done, he returned to the pile and fell to pieces again. When two o'clock came, two men arose and did likewise, and so on through all the hours of the day, the number of figures being the same as the number of the hour, till at noon and midnight, the entire heap sprang up, and, marching to the gong, struck one after another his blow, making twelve in all, and then fell to pieces.

The latest motive force with which the world is to be revolutionized is the expansiveness of ammonia. This substance is capable of being converted into gas under high pressure at ordinary atmospheric temperature. When so converted its expansive force is three times higher than that of steam. A motor to utilize this force has been invented by Chief Engineer Isherwood, of the United States Navy, who has utilized the discoveries of Professor John Gaurgee. The difficulties hitherto met with in using ammonia as a motive power have been to reliquesfy the gas after it has been used and return it to the receptacle into which it was converted into gas. Mr. Isherwood thinks these difficulties, and also the trouble about the formation of ice upon the vessels, have been overcome. He uses a high pressure boiler in which the ammonia is received. The low pressure boiler is continually receiving ammonia and heat from the high pressure, and the gas, after it has been utilized, is constantly returning shrunken and partly liquefied gas to the low pressure boiler. In short, the invention of Messrs. Isherwood and Gaurgee has a strong odor of perpetual motion about it. Nevertheless the public will swallow all its objections to perpetual motion readily enough if any inventor can demonstrate the possibility of furnishing a power without the consumption of fuel or money.

SOME days ago a public sale of jewelry and silver ornaments was begun at the London and Paris House on King street east, Toronto. Among those who regularly visited the store while it was in progress was a well-dressed Frenchman of polished and refined manners. He gave his name as J. A. Gauthreaux, and as he evidently had plenty of means, and had the manners of a gentleman, he won the confidence of the firm, and was frequently left with a tray of valuable jewelry before him from which to select his purchase at leisure while those employed in the store attended to other customers. He bought a few articles, and on Saturday night last purchased a \$30 ring. On taking stock of their goods it was found that many articles were missing which could not be accounted for, and suspicion finally rested on the accomplished J. A. Gauthreaux. A warrant was got out and placed in the hands of Detective Hodgins, who searched his room at his boarding-house on Bloor street, kept by a respectable family, and secured about \$1,500 worth of goods which the proprietors of the London and Paris House had no trouble in identifying. Gauthreaux was arrested at once, and lodged last night at police headquarters. Among the recovered articles were nine gold watches, one diamond ring, two diamond necklaces, and two locket sets with diamonds. The prisoner hails from the South-

ern States, and from papers found in his possession it is believed that he is a fugitive from justice. His room was found to be elegantly furnished, and his wife, who is a very lady-like person, appeared deeply grieved at his arrest.

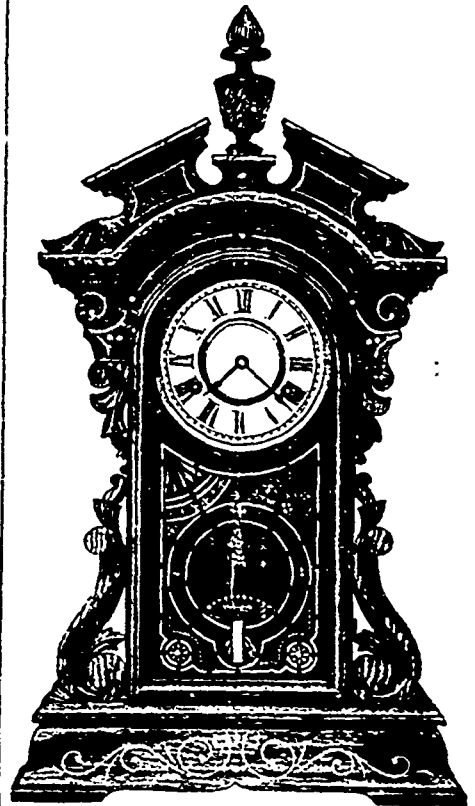
## PARTNER WANTED.

For a Retail Jewelry business in a thriving town in Western Ontario. A good workman with about \$1,500 capital will find this a rare chance. For particulars apply to A. B., care TRADER Office, Toronto.

THE LARGEST

# Clock House

IN CANADA.



I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:

SETH THOMAS, WELCH, NEW HAVEN, GILBERT, AND ANSONIA.

I keep these Clocks in every style now manufactured, and show 180 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem winders.

Prices can be had by the trade on application, and we guarantee to fill all orders promptly at the prices quoted.

Jewelry and Fancy Goods of all kinds.

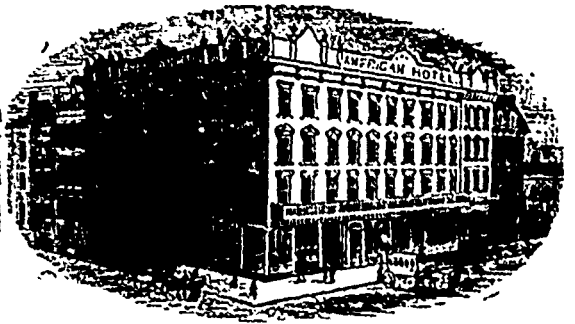
## SAMUEL STERN,

Sole Agents for SETH THOMAS CLOCKS.

31 Wellington, 40 Front St. E., Toronto

# THE "AMERICAN."

THIS old established Hotel containing 100 rooms, is located on the corner of Yonge and Front Sts. overlooking the Bay of Toronto, and being only one block from all of the R. W. Depots and Steamboat Landings. This hotel has just been newly decorated, newly and elegantly furnished throughout with Brussels Carpets, Solid Walnut Furniture, Pure hair with the best Spring Mattresses, and new Billiard and Sample Rooms. From its commanding location, and its future management, no Hotel in Toronto will offer superior accommodations to the travelling public. Rooms can be engaged by mail or telegraph.



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Prices Low for Cash.

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The above cut represents the new "Scott Field Rifle" manufactured by W. & C. Scott & Sons, Birmingham England, for general sporting purposes. This Rifle has the "Field" patent action which is considered by all sportsmen who have seen it to be the best ever invented. The fact that Messrs. W. & C. Scott & Son and John Rigby & Co., of Dublin have adopted the "Field" action for their new sporting and Targe Rifles, is proof positive that in the opinion of these celebrated gun makers the "Field" is superior to all other actions now in use. The "Scott Field" Sporting Rifle is .44 cal., sighted up to 300 yards, and can be had either with plain or pistol grip stock. No Rifle in the market can approach it for simplicity, accuracy, convenience, durability and safety. Sole Agent for Canada.

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**FINE GOLD**  
 LOCKETS,  
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 EARRINGS,  
 DIAMOND,  
 WEDDING,  
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 Gents' & Ladies' Chains,  
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**FINE SILVER**  
 MEDALS,  
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 HEADS,  
**PRIZE CUPS,**  
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TO OUR CUSTOMERS AND THE TRADE GENERALLY.

DEAR SIRS,—During the past year we have made extensive alterations in our manufactory, adding the latest and most improved machinery and tools, and securing the best and most careful workmen.

We intend sparing no efforts in supplying good material, made full standard quality, and finished in the best manner and trust to be favored by those anxious to give their customers goods they can confidently recommend.

Orders or repairs sent by mail receive proper attention.

We are, yours respectfully,

**WELCH & TROWERN,**

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Between Bay & Yonge sts., nearly opposite Grand Opera House.

## CLOCKS!

Just received. The LARGEST Variety of  
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**ALL THE LATEST STYLES.**

To CASH Buyers we offer SPECIAL INDUCEMENTS.

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**LAPIDAIRES,**  
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Canadian Agates, Amethysts, &c.,  
 Polished and Mounted for the trade. Store  
 keepers in town and country will find all work  
 good at moderate prices.

N. B. — Always on hand a stock of  
 Stones, Imitations, Locket Glasses, &c  
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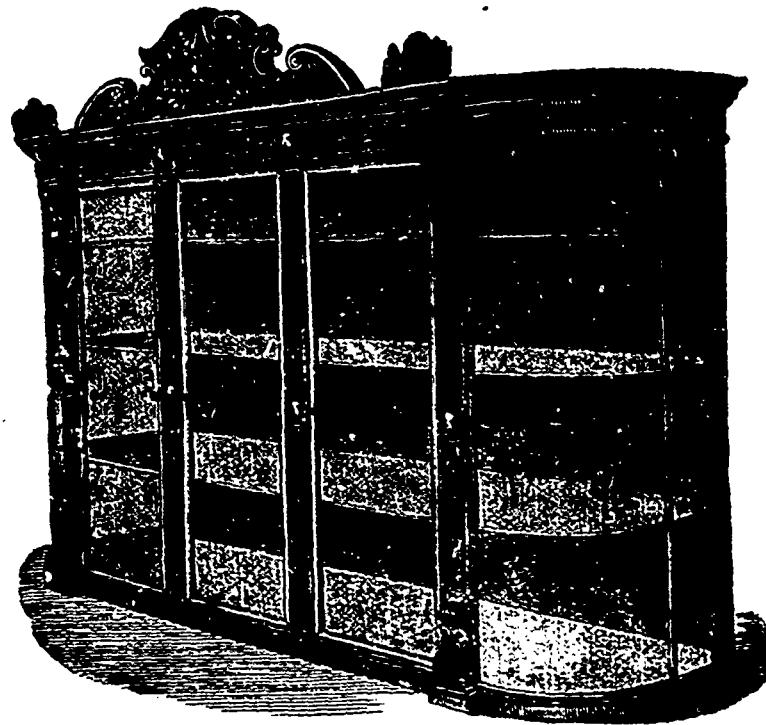
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Head quarters for all kinds of Electro-Plated Ware, such as Spoons and Forks, Butter Knives,  
 Pickle Forks, Cruets, Cake Baskets, Card Stands, Pickle Frames, Berry Bowls, Childs' Cups, &c,  
 We guarantee to meet any honest competition.

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SHOW CASE MANUFACTURERS AND SHOP FITTERS, GOLD, SILVER, NICKLE AND BRASS PLATERS, ENGRAVERS, &c., BRASS RODS AND BRACKETS FOR SHOW CASES AND SHOP WINDOWS TO ORDER, NICKLE AND BRASS WINDOW BARS, DOOR PLATES &c., CARRIAGE AND HARNESS PLATING.



We would respectfully call the attention of all dealers in Plated Ware to the above cut, shewing our new design of Wall Case for Plated Ware. They are the handsomest and most attractive Wall Case made. We get them up in Square and Circle ends, with Nickle Silver doors, either to slide or open out. Size from 6 to 12 feet long and 6 feet high. Prices given on application. All styles of Counter and Window Cases in Silver and Wood and Silver jointed to order. Prices as low as quality of work will warrant. Send for our Illustrated Catalogue.

**W. MILLICHAMP & CO.**

## SOME GOSSIP ABOUT THE TRADE.

Variety is the spice of life. The adage is old; the application is not, though in some of its bearings it may be more or less dangerous. Some great philosopher of the future may enunciate this same sentiment in some other way, probably in many more words, and be credited with having made a great discovery.

But the merchants on Broadway prove the truth of the saying almost every day. I was looking at the stock of a jewelry store far up Fifth avenue the other day. It was virtually a museum. Bronzes, diamonds, golden toys of every shape and pattern, beautiful moulding in China, tapestry pictures, and so much of the taste, the skill, the industry, the imagination, the art of to-day is there as in many another salesman's palace. No museum has such art of display. Nothing jumbled together, the eye not fatigued or confused by the helter-skelter style of pitching things together, plenty of necessary space about each exhibit to well display their proportions. Said one of the proprietors, as we walked about the place: "We are continually changing the arrangement of these articles. People get tired of finding the same thing always in the same place. The customer who comes in next week and finds that bronze in the rear instead of the front of the store, with a different group about it, views it still with renewed interest. It seems in a measure new to him. And so with everything else. We are continually rearranging the entire stock."

These merchants who, as you may see, are continually changing the order of arrangement in their shop windows, understand practically the application of what our philosopher may call "a great principle dominant in human nature;" to wit, "love of change."

And every man knows how tired he gets of one dish, or of one restaurant, when everything begins to be permeated with a certain subtle monotonous flavor, as if it were all cooked in the same pot, and he looks in vain over the bill of fare for a new relish, and finally goes forth in despair and possibly devours simple bread and butter in a new place with an anacondish appetite. And every woman knows how at last the same old bonnet and dress and dress pattern pall, and many other things.

"What are the contents of this case worth?" I asked the jeweller. It was a

glass case, perhaps 8 feet in length by 18 inches in width.

"About \$100,000," said he.

"And this tray of rings before us?"

"About \$5,000."

Five thousand dollars in a few circles of metal and glittering stones resting in their soft, satin beds. This \$100,000 would start fifty small retail groceries—perhaps a hundred. This is wealth boiled down. Here were two diamond earrings worth \$5,000 each. Somebody is yet to carry five retail groceries on the lobe of each ear.

It was noon. Most of the salesmen had gone to lunch. Only the proprietor, one clerk and myself were in the store. Before us in these glass cases were gold and gems to the value of half a million—maybe a million. Comparatively few people were passing by.

"See here," said I; "this looks temptations for robbers. What's to prevent three or four strong determined fellows from sauntering in here one by one, and suddenly covering both of you fellows with their pistols, while the confeds scoop in this wealth of Golconda?"

"Because," said the proprietor, "we know them. We have been in this business all our lives. It's part of our business to watch. Thirty years of this life puts a man up to all the devices of the enemy. There are men who come here to steal, men of good address. They have so come in one after the other, and all preserving a strict incognito towards each other. But we know them. We attend them very closely and politely—a clerk to each man. They know what this attention means. They feel it. They appreciate it. They are overpowered by it. They drop out one by one. And we have seen them rejoin each other a little ways down the street."

But even this story could not free my mind from the idea of the possibilities within reach of a small band of bold, bad men in such an open and slenderly guarded array of glass walled wealth.

"One trick of the wicked," said the jeweler, "has been very successful among us—that of substituting paste diamonds for the genuine. They ask to select a ring. We place before them a tray. You will observe that each niche is filled by a ring. If one is stolen the vacancy instantly betrays the loss. But when the thief adroitly drops a paste imitation in the niche, after abstracting the real gem,

detection is not so easy. Thus we have in past time suffered."

Strange passion—that of the rivalry among wealthy ladies for the possession of the biggest of these pretty stones. The \$10,000 cluster overtops the \$5,000, the \$20,000 combination of glitter lays over the \$10,000, and so on up. And what are they, after all? Stones! Value not intrinsic, but artificial and imaginary. Cast away on a desert, uninhabited island, with a pocketful of these gems and a jack knife, which would you value most?

But this sort of woralizing from people who can't buy even \$500 diamonds, isn't worth anything. Put yourself in the place of these poor, rich people, live in their world, realize their rivalries, understand the influences dormant or powerful among them, and see if you wouldn't covet diamonds. The poor are always so virtuous, so strong in freedom from what they call "petty desires," so very strong—until they get rich.

"Yes," said the proprietor, "a man with money to spend will be sometimes a week making a selection of valuable diamonds. See this pair of \$5,000 fellows? Well, a man comes here almost every day. He's in a dilemma. He wants these and he wants a pair in another establishment. He can't buy both and he can't decide which he will have. I think he lays awake nights over it. He looks like it. He comes here and fingers the gems and sighs and works himself into a fever of indecision, and then goes to the other shop and does the same thing with the same result. Oh, he's getting very miserable over it."

And the diamond merchant laughed a gentle, fiend-like laugh. Such are some of the pleasures of wealth.—*Daily Graphic.*

**R. C. McLEAN,**

**General Job Printer,**

**13 ADELAIDE STREET EAST, TORONTO.**

**Send for Samples & Estimates.**

# PATENT GOLD WATCH CASES !

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The attention of the Canadian Trade is invited to

## JAS. BOSS' PATENT STIFFENED

## GOLD WATCH CASES!

Which supply a want long felt by the general public. They are made of Two Plates of Solid Gold overlaying a plate of composition metal, in such a manner as to leave no exposed parts.

The gold is of sufficient thickness to admit of Engine Turning and Engraving, and a great amount of wear.

The Composition Metal supplies the necessary strength and solidity, making the case the best in the world for protection to the movement and wearing qualities at a low cost. In beauty of design, appearance and finish they are not surpassed by anything in the market. They are guaranteed by the Manufacturers to wear for 20 years, each case being accompanied with a Certificate of which the following is a copy :—

*" This is to certify that the accompanying case No.— was manufactured under James Boss' patent of two plates of solid gold overlaying a plate of composition metal, and is warranted to wear 20 years."*

*" Hagstoz & Thorpe."*

They are now FOR SALE BY NEARLY ALL THE WHOLESALE HOUSES IN CANADA, and dealers should be sure that they get none other, as Boss' Patent is the only case made with Two Plates of Solid Gold.

Any regular dealer in Watches and Jewelry will be furnished with handsome Advertising Cards, Catalogues and Signs, upon sending his business card through the Jobbers of whom he buys, or direct to the Manufacturers.

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# HAGSTOZ & THORPE,

19th & BROWN STREETS, PHILADELPHIA, PA.





The Lancaster, Pa., Watch Factory.

## THE LANCASTER WATCH.

**T**HE original aim of the projectors of the Lancaster Watch Co. was to make such a Watch Movement as should be superior to any other thus far produced in America, and to offer the public the finest and most reliable time keepers, with all the latest improvements, at a price as low as such movements could be afforded, with the aid of the best machinery and most skilful workmen, to be had in the country.

Four years were spent in preparation, and nearly \$300,000 expended in cash at the Lancaster Works. The Company were fortunate in securing as Superintendent, Mr. Charles S. Moseley, who with an experience of thirty years in the leading Watch Factories of America, is rated the best designer of Watch-making Machinery in the world. He was for many years superintendent both at Waltham and Elgin, and these two great factories are in no small measure indebted to him for their extraordinary success. With the best skilled labor that the country could afford, under his competent direction, the Lancaster Watch Co. have more than fulfilled their expectations, and to-day are successfully turning out The Fullest and Best Ruby-Jewelled Watch in America, putting into it The Best Stem Winding and Stem Setting Arrangement in America, making the Handsomest Design of Three-quarter Plate Movement in America, and selling it at a Much Lower Price than any other equally fine grade of Watch that has yet been put into the American Market.

Wherever examined by Watchmakers and experts, they have been heartily approved, and after thorough examination, pronounced to be the finest American Movement yet brought to their notice. Dealers are respectfully urged to examine the Lancaster Watches in all their detail. Do not compare them with approximate prices of other companies. The Lancaster Co. claim to make the best Watch in America for the price at which it is sold.

The Lancaster Watch Co. desire to notify the trade that they have appointed

### ZIMMERMAN, McNAUGHT & CO., OF TORONTO,

Sole Wholesale Agents for the sale of their Watches for the Dominion of Canada. Messrs. Z., McN & Co. will keep a full stock of the Company's Movements constantly on hand, and furnish them to the trade only, at manufacturer's prices. Send for Price Lists.