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THE TRADER

TORONTO, ONT., SEPT., 1884.

Sent free to every Jeweler 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.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
 13 Adelaide Street East, Toronto

SPECIAL NOTICE.

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

Editorial.

THE OUTLOOK.

As usual at the opening of the fall trade every merchant and manufacturer is asking himself, "What are the prospects ahead? Shall I lay myself out for a large or a small trade? What is my best policy?" The lesson of last year has, we think, not been thrown away in this country and our merchants have profited more by it than many people imagine. The premonitory warnings of a commercial crisis were, we are glad to say, heeded with almost as much alacrity as the whistle of "down brakes" is obeyed by a brakeman on a passenger train, and the result has been that although we did not get off altogether "Scot free," the damage was very slight compared to what it would have been, had the warning not been promptly attended to.

The effect of this action has been a very decided decrease in our imports, and as a consequence, lighter stocks have been carried by both wholesale and retail dealers all over the country. Buying has been more carefully done than formerly, indeed as a rule with the generality of merchants it has been simply a hand-to-mouth purchase of goods, enough to keep their assortment up. As a rule payments have been fully up to the average, so that in a general way, our merchants to day stand fully better than they did at this time last year. As a rule although their stocks

are lighter, they owe much less than formerly, and are in a position to buy if the prospects of trade seem to warrant such a conclusion.

As all our prosperity comes from the soil, we naturally turn to our crop reports in order to form an intelligent idea of what trade may be expected during the coming months. From Manitoba and the North-West we learn on reliable authority, that the wheat crop in those provinces is excellent and they calculate on having at least 5,000,000 bushels of wheat to dispose of after supplying their own wants. The effect of this large crop will be to put the North-West on its feet again and counteract in a great measure the depression that has existed there ever since the collapse of the land boom. In Quebec and the Maritime Provinces, the crops appear to be above the average and if safely harvested there is no doubt that a decided revival of trade will result from this cause. In the Province of Ontario the returns from the Bureau of Industries for August 7th, assure the fact that the crop in this province is the best it has had for years.

The fall wheat gives an average yield of 21½ bushels, and the spring wheat of 18½ bushels per acre—the average of both being 20 bushels—and the aggregate production exceeds that of last year's harvest by 10,360,000 bushels. Barley was a good crop in the southern and southwestern counties of the province, but in the northern and northeastern counties it was affected by the summer drought. The grain, though plump and heavy, was in large areas discolored by the rain showers of the last week of July. The accounts of the oat crop are much the same as for barley, but, being two or three weeks later in ripening, it has been greatly benefited by the July rains, and the yield will probably exceed the estimate. The area in rye is much less than last year, and the average yield about the same. Peas is a bountiful crop, and it is ripening under the most favorable circumstances.

The area and production of the foregoing crops is as follows :

	1884	
	Acres.	Bushels.
Wheat.....	1,586,961	31,730,344
Barley.....	701,435	17,860,777
Oats.....	1,485,620	49,383,000
Rye.....	104,141	1,630,417
Peas.....	570,628	13,106,062

From the above reports it will be seen that in this country the conditions are all

favorable to a good trade for the forthcoming season. We shall be surprised indeed if business this fall, although probably later than that of last year, does not largely exceed it in volume and safety.

A NEW COMPETITOR.

It has generally been accepted as sound common sense that no Government should ever engage in any business that can be better accomplished by private enterprise. Thus while we have Government mail service and in some countries telegraphs run by Government, as a rule these private enterprises do not clash with private business.

It seems, however, that the Government of Canada is going to lead the van in a new departure from the above usually recognized lines, inasmuch as they propose to sell direct to the consumer such articles of merchandise as they may from time to time confiscate on account of disobedience to the existing customs regulations.

We have before us this moment a Government advertisement, clipped from a Winnipeg paper, which sets forth, "That an auction sale of \$10,000 worth of confiscated jewelry will take place at the warehouse of a well known Winnipeg auctioneer on Tuesday the 12th day of August, at the hour of 8 o'clock p. m. and on the following evenings until all the goods are disposed of." This interesting advertisement is dated from the Custom House at Winnipeg and signed by W. R. Mingaye, Collector of Customs for that Port.

Now we do not know whether this auction sale of jewelry is run by Mr. Mingaye on his own account, or whether it is with the consent of the Customs Department, but whichever it is, it is a disgrace to the country. It is however very much in keeping with many other arbitrary things that the Customs Department do at the present time, which many good conservatives will retaliate for by voting against the Government at the next general election. How any Government possessing an ounce of brains, expects to keep in power by exacting 20 or 25 per cent duty upon the goods imported by merchants, and then spoils the business of these merchants by offering to their customers at public auction, similar goods upon which neither duty nor original cost had been paid, we fail to understand. The merchants of Canada in general and Winnipeg in particular may be long suffering but they are not fools, and when they do take action as

they will shortly be compelled to do regarding the present customs abuses, the Government will either have to take back water or stand from under.

It is possible that the Customs Department at Ottawa are ignorant of Mr. Mingaye's action in this matter, if so the sooner they go to work and straighten Mr. Mingaye out, the better for Winnipeg and themselves. Mr. Mingaye has the reputation locally of being a crank of the first water, and judging the man from his arbitrary and usually absurd decisions, we should say that if he has not the whip hand of the Department, that the sooner he is bounced from his present position the pleasanter things in the Winnipeg Custom House will run. As it is, his usefulness in that port is gone, and we think we only express the general feeling amongst Winnipeg merchants when we say that he is entirely unfitted for his position and should speedily give place to some person better qualified to fill such an important position.

If Government have to sell confiscated goods it should be done *en bloc* to merchants, and not in small quantities to the consumer. Such a course as has just been pursued is disastrous to the interests of the honest merchant who pays the duty levied by the Government, and is an injustice that should only require pointing out to the Department to be remedied. If, however, the stupidity or greed of Customs officials should again override common sense and public opinion on this particular, every effort should be made to have them ousted from a position that they have more than proved themselves unfitted for.

CUSTOMS TROUBLES.

A good deal of excitement has been occasioned in jewelry circles by the report that the Customs authorities in Montreal had seized stocks of watch cases in Montreal and Toronto for undervaluation. From what we can learn, there is more smoke than fire about the present seizures, and had the inspectors known their business, they would have made certain of their ground before they proceeded to make the matter public.

When boiled down, it appears to be simply a question of what is the value of the goods, and from what we know of the question we think the Customs people are in the wrong. It seems absurd that such firms as Schwob Bros. and H. & A. Saunders who have never had any complaint whatever lodged against them in the

Customs Department during their entire business career, should be pilloried before the public as law-breakers by some ignorant Customs officer before even an official investigation had revealed the fact whether they were guilty or innocent. However, it is a way our Customs authorities have of doing, and we suppose that the trade ought to thank their stars that they are allowed to pass goods at all, even though they pay the duty demanded.

Perhaps it may dawn on those worthy *public servants* some day that they are not masters of the people, but the people's servants, and that importers have rights as well as the Department. Until then, the trade of Canada will "grin and bear" the imposition as best they may.

Regarding the *cash or credit value* of goods, and the amount that duty should be levied upon, we may have something to say upon it in a future issue; in the meantime the trade will wait the decision of the Customs Department with considerable interest. The government side of the story as published in their organ is as follows:—

THE MONTREAL SEIZURES.

"The seizures made here have caused considerable consternation and surprise, some of the firms being among the oldest and wealthiest in the city, whose characters have always stood high for conducting their business in a straightforward and conscientious manner. These observations apply especially to Messrs. Schwob Bros. and Messrs. H. & A. Saunders, who have never had any complaint lodged against them by the Government. For those now under the consideration of the Customs Department both these firms claim to have acted in a straightforward manner in making their entries, having had no knowledge, they say, that there was any trickery being resorted to by Messrs. Joseph Fahey & Co., of New York, in making out the invoices of the goods shipped to their order here.

Messrs. Schwob Bros., who feel the indignity of being mixed up in defrauding the Government, have placed their case in the hands of Mr. D. Girouard, Q.C., and will show that they have made the entry in a *bona fide* spirit, and in the belief that they were acting entirely in accordance with the tariff laws.

DISHONESTY OF AMERICAN IMPORTERS.

The class of goods which the Customs officials have seized, both here and in the west, is silver cases for watches, and the charge is that the firm of Messrs. Joseph Fahey & Co., of New York, have been furnishing fraudulent invoices for the purpose of enabling their customers in Canada to defraud the Customs. In the invoices sent here by the firm the terms of

sale are printed as being with a discount of 15 per cent. trade discount, with 6 per cent. for cash in ten days and 5 per cent. in thirty days, but no discount after a month. Now in the invoices supplied to the purchasers in Canada the pen is run through the figures five and six, and sixty days net for cash substituted in red ink.

CONCLUSIVE PROOF OF FRAUD.

There is no doubt of this being done deliberately for the purpose of defrauding the Canadian Customs, is proved by a letter which has fallen into the custody of the Customs Department, and has been impounded there for the purpose of proving the premeditated intent of the American manufacturing firm to connive at the fraud upon the Customs. The letter of Fahey & Co., from which I have taken an extract, says in answer to a customer here who wanted to take 60 days for payment, as stated in the invoice, that the firm knows no such terms as 60 days; that at the request of Canadian customers, for reasons best known to themselves, the firm so marked their invoices, but all their payments were to be in ten days or thirty days, which was the longest time to give the five per cent. discount. In making the entries the tariff law expressly lays it down that they be made at the fair credit value, but to make it appear otherwise the invoice was falsified to 60 days. Besides this letter showing the intent, the Customs Department has an affidavit solemnly made before a proper officer at the time of making the entry that the value was properly stated in the invoice. In the books of a firm here which have been examined by the officials of the Customs the facts contained in the letter of Fahey were confirmed, but the absolute falsity of the affidavit shown. It was demonstrated that all the firms here had paid within the ten or thirty days so as to get the cash discount.

STRIKING AT THE ROOT OF THE EVIL.

The Department of Customs has resolved upon confiscating every dollar due Fahey & Co., by the firms where seizures have been effected, as the law here directs, as no firm can legally collect money due on goods that have been fraudulently entered on a false invoice in the Customs. This is intended to strike at the root of the evil."

A BANKRUPT ACT.

We notice in the Government organ of last month a despatch to the effect that a deputation from our London (England) Chamber of Commerce had upon the 9th August, waited upon Sir Leonard Tilley, Finance Minister of Canada, at the Grand Hotel, Charing-cross, to urge upon the Government of the Dominion the advisability of supplying the lack of a bankruptcy law in Canada. The deputation, which was introduced by Mr. Samuel Morley, M.

New Patterns of Engraving

—ON—

KEYSTONE

COIN SILVER WATCH CASES.

Do not sort up your Stock until you have examined them, as they are entirely new, and are to be found only on these goods.



FOR SALE BY
ALL CANADIAN WHOLESALE HOUSES.

P., having stated their views, Sir Leonard Tilley said he would take an early opportunity of conveying to his colleagues the views of the deputation, and he thought he might say for the Government that before Parliament met they would give the matter their earnest consideration.

This "earnest consideration" dodge is the one usually resorted to by the powers that be, when they want to put anything off and still remain friendly with those making the application. Now that our Minister of Finance knows that the manufacturers of England, as well as the merchants of Canada desire such a law, we trust that the matter will not be allowed to end at the "earnest consideration" of the Government, but that they will really bestir themselves and do what they should have done two years ago, pass a Bankruptcy Act worthy of the name. This the country demands, and is what the country will have sooner or later, whether those at present in power do it or not

OBITUARY.

We are sorry to learn through the columns of our esteemed contemporary the *Jeweler's Circular*, of New York, of the death of its founder and proprietor, Mr. Daniel H. Hopkinson.

Mr. Hopkinson, like many other men who have made their mark in America, was an Englishman by birth and education. Finding his native land unsuited to his energies, he emigrated to this country, and after years of toil and adventure achieved a marked business success by starting the trade journal indicated above. Of Mr. Hopkinson's abilities as a journalist we need not say more than that in a comparatively short space of time his new literary venture had achieved a success which placed it in the forefront of all trade journals and made it one of the most elegant, readable and reliable periodicals we have ever seen. *The Jeweler's Circular* will be Mr. Hopkinson's best monument, and it is not probable that his memory will fade during the life of the present generation of jewelers in the United States.

Correspondence.

We do not hold ourselves responsible for the opinions of our correspondents.

TORONTO OFFICE OF GOLDIE & McCULLOCH, 50 CHURCH ST.

August 4th, 1884.

The Editor of THE TRADER:—

DEAR SIR:—I have read with much interest the article headed "Warping"

in the August issue of your valuable paper, and know that if your "words of warning" were more generally heeded, the business community, more especially the jewelers, would largely profit thereby, and the burglars' profession (?) would not enable them to realize such rich harvests as we frequently hear of them doing.

Many merchants, and especially jewelers, who require large safes for their goods as well as their books, feel that, owing to the expense necessarily incurred, they cannot afford to purchase burglar-proof safes.

Messrs. Goldie & McCulloch realized this fact and, being determined to give their customers all possible protection in their fire-proof safes, they, from the first safe manufactured, and ever since, have made of brass that part of the lock you speak of as generally made of cast iron, and so easily broken by the burglar, and about a year ago they also commenced introducing a plate of drill-proof steel (the same as is used in making their burglar-proof safes), as now suggested in your article, in the door of every fire-proof safe manufactured by them, for the very purpose of preventing the lock being drilled.

This they have ever since continued to do, and their fire-proof safes have thus been made inaccessible to the burglar by the drilling process you refer to. They cannot be opened except by the use of powder, which is a very noisy and dangerous process.

Yours respectfully,

GEO. F. BOSTWICK,

Toronto Agent for Goldie & McCulloch.

To the Editor of THE TRADER:

DEAR SIR,—Knowing that your columns are always open to promote the good of the trade, I send you an account of the manner in which Gus Kleiser does business on the road. About the 21st of last April, a man by the name of J. H. Flood, a tea agent for Jas. Laut & Co., Toronto, came into my shop with a nickel case, S. W. Co. watch, and asked me what I would allow him for it in trade for a new silver one—one of the best I had—upon which I showed him some. He then said he would buy a gold one, upon which I showed him an open-faced one, which did not suit, as he wanted a hunting case. I offered to send to Toronto and have two or three sent on approbation, but that did not suit. Gus had to appear to complete the arrangements, which he did a few

minutes after, and when I inquired if he had any gents' gold watches, he informed me that he had two, and left them with me, naming the price. One I thought rather high, but he said it was a 14 k. with Montauk movement, the other was reasonable and an Elgin watch with 10 k. case.

A few minutes after Mr. Flood appears upon the scene, which would not have been complete without him, as you will see by the sequel. Upon my showing him the watches he agreed to take the Montauk, and made a great display of money, pulling out, I should think, from one to two hundred dollars, or perhaps more. But instead of paying for the watch and taking it away (which was not in the programme) he paid \$5 on it and agreed to take it in the afternoon, but forgot, and left along with Kleiser on the next train.

I wrote him in May in care of Messrs. Laut & Co., when he sent me word to sell the watch. I did not then suspect anything wrong, but as Mr. Kleiser never made his appearance after, I began to have suspicion all was not as it should be.

I happened to have a young man working for me who told me of the trick played by the same parties upon Mr. Vick, of Owen Sound, upon which I wrote him and received the enclosed card.

I then came down to Toronto to see Kleiser to make some arrangements for him to take it back, but failed. He first sent me to Mr. A. Kleiser and said I was to leave the watch with him and he would pay me, but he refused. I then went and saw him again, when he wanted me to leave the watch and he would send me the money in two weeks. I know I am a fool, but did not think others thought me such a one as that. He tells me that if I sue him I cannot get anything. What I want to know is whether it is a civil or a criminal act, as, in my opinion, they are a pair of confidence men and nothing more. Hoping to see your opinion,

I remain, yours truly,

B. RICHARDSON.

P.S.—He told me he had sold a dozen in the same way.

We would advise Mr. Richardson to consult a lawyer and if these men can be indicted criminally to put them through. The whole transaction is only another warning to jewelers of the folly of dealing with irresponsible parties when there are so many reputable houses in the trade, from whom goods can be bought cheaper than from these "trunk jobbers."

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

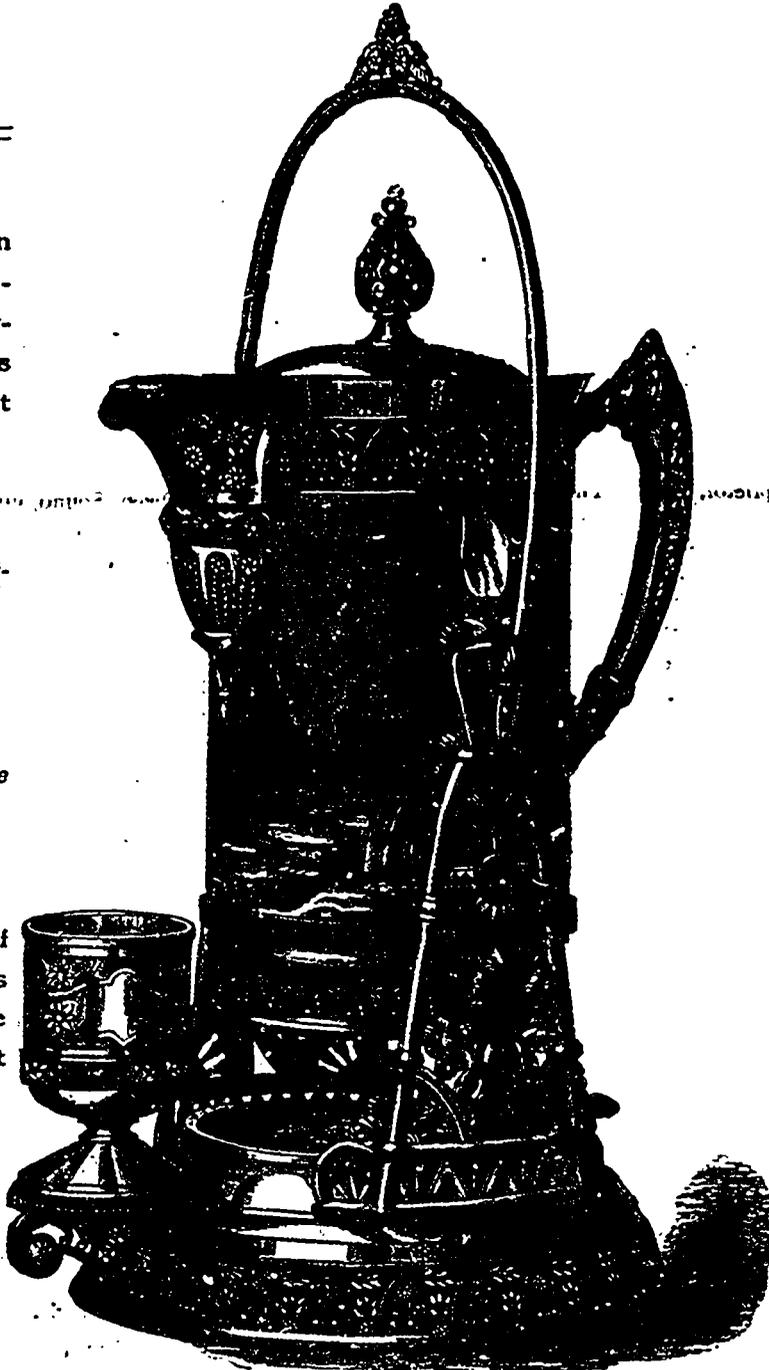
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There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any form

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

Selected Matter.

THE ART OF COLORING CORNELIANS, CHALCEDONIES, AND OTHER KINDRED MINERALS.

In the name of *Gemma*, the ancients embraced more precious stones than we of modern date do by that of jewels; this only comprises precious stones which, from their color, transparency, fire, hardness, scarcity and other properties, are eminently qualified to serve as adornments. The ancients held in high esteem the many varieties of quartz, half jewels, parti—as well as singly colored, or veined, cloudy, or spotted, because they furnished an excellent material for the pursuits of art, and as being better adapted to the art of cameo cutting. Pliny mentions an agate which, with its natural spots, represented Apollo surrounded by the nine muses. It is not a matter of astonishment that the ancients should have practiced every means within their knowledge to alter or heighten the colorization of the various tinged quartz classes, and, indeed, Pliny states that there is no falsification as lucrative as that of the artificially coloring gems. They were manufactured of glass and paste, and cemented upon tablets; especially the sardonyx was much imitated. The same author states that, among other manipulations, the quartzose gems were boiled in honey for seven days. The agate cutters of Idar and Oberstein made use of the same means to change feebly-colored gems—chalcedonies, cornelians, into pronounced and very beautiful onyxes. The gem cutters of Italy in former years visited these gem producing regions and eagerly bought up everything in the market, as they understood the art of artificial staining, until some traitor among them gave or sold away the secret which Pliny already mentions as being practiced at the time of the birth of Christ.

This art is based upon the peculiarity that some of the bands of the chalcedony are more porous than others, and will imbibe coloring fluids, whereby they may be changed into onyxes, specially adapted to cameo cutting, owing to their different shades; and even agates intended for other purposes, may be considerably enhanced by the procedure.

An empirical way of ascertaining whether a stone will imbibe color is practiced by the gem merchants, by breaking off a small piece and wetting the larger one with the tongue; if several strata imbibe

the fluid, the stone is deemed good. Very large ones plentifully veined, especially those containing red streaks, are valued highly, increasing with the number of veins. One was found in 1844, weighing 100 pounds, which sold for \$600 on the spot; it was cut into cameos, at an expense of \$150, which brought, when sold, \$2,000.

The coloring is done in the following manner. The stones are first washed very clean, to free them from all extraneous matter, and dried in the ordinary temperature; they are next immersed in a solution of honey and water; the pot must be new, or at least, very clean, above all, free of grease. It is placed into hot ashes, or upon a warm stove, the fluid, however, must never come to ebullition, and the stones are at all times kept under water by adding a quantity every day or two, to replace that which evaporated. The stones thus are left for two or three weeks, then taken out, washed, and put into another pot, into which sulphuric acid is poured, to completely cover them. The pot is covered with a slate, placed into the hot ashes, and surrounded with live coals. The large so-called soft stones will be found colored within a few hours, others require an entire day, while again others do not become stained. When to satisfaction, the stones are taken out of the acid, washed, dried upon a stove, cut and put into oil for a day, which causes any previous little cracks to disappear, the stone becomes more fiery, the outward oil is afterward removed by rubbing with bran.

The previous insignificant-looking light grey veins will, in proportion to this porosity, be found stained brownish grey or black; the white ones have turned purer, and their veins have become brighter in color. The chemical process which took place is very easy of solution; the honey penetrated into the pores and has become carbonized by sulphuric acid. White and many red streaks appear to be unimperfectible, but the intensity of their color is heightened.

The so called Brazilian cornelian is also "cooked" as in the preceding manner. Great quantities of the crude stone are imported into Northern Italy, and those adapted to cameo cutting bring high prices, sometimes \$2,000 per cwt. These cornelians contain an oxyhydrate of iron, and are generally entirely unimpregnable; the reddish tints are often deadened by being carbonized, and either are not visible, or

appear as an admixture of the grey and black colors, hence they often play into brown.

Pliny, who simply speaks of the method from hearsay, mentions the treatment by honey alone, and omits the sulphuric acid, without which, as is clearly perceptible, no colorization can take place. But as his mention may be accepted as proof positive that the Romans understood the art of coloring, we may go a step further and accept that they were also acquainted with sulphuric acid and its action. No direct proofs can be cited, but the acid is, as is well known, a product of volcanoes, and it is not difficult to imagine that they fully understood it, since they were very well acquainted with sulphur and the natural sulphurets. If they possessed no direct sulphuric acid, they at least were acquainted with solid and liquid substances which contained the free acid, and which answered their purposes.

In the already mentioned districts of Oberstein and Idar, the parties engaged in the art also understood how to produce a beautiful citron yellow. The following is the process. The stone is dried for several days upon a stove, which must not be too warm, however; it is next put into a clean pot, which is filled with commercial muriatic acid, a cover is cemented over it with clay, and the pot is left untouched for two or three weeks, remaining in a warm place. The chemical action is open to debate, whether the yellow color is produced by a salt in the acid, which unites with some free element contained in the stone, or whether the coloring principle is contained in the acid itself, and is imbibed by the stone.

Among the gems cut by the Greeks and Romans, many specimens are found with blue veins. It is supposed that they were colored artificially, but the secret has died with them. The cameo cutters of Idar use the following method for blue: The stone is placed into a solution of salt of oxide of iron, and afterwards saturated with a solution of prussiate of potash. The color called Prussian blue is thus produced.

Or a solution of ferrous salt is made. The stone is placed at first into a solution of prussiate of potash, chloric gas is conducted upon it, whereby potassium ferricyanide is produced, which, when the stone has been saturated in the solution of ferrous salt, produces Prussian blue, and colors the different bands. A third

Highest Honors Awarded at the Toronto Exhibition, 1882.
TWO SILVER MEDALS AND A GOLD MEDAL!



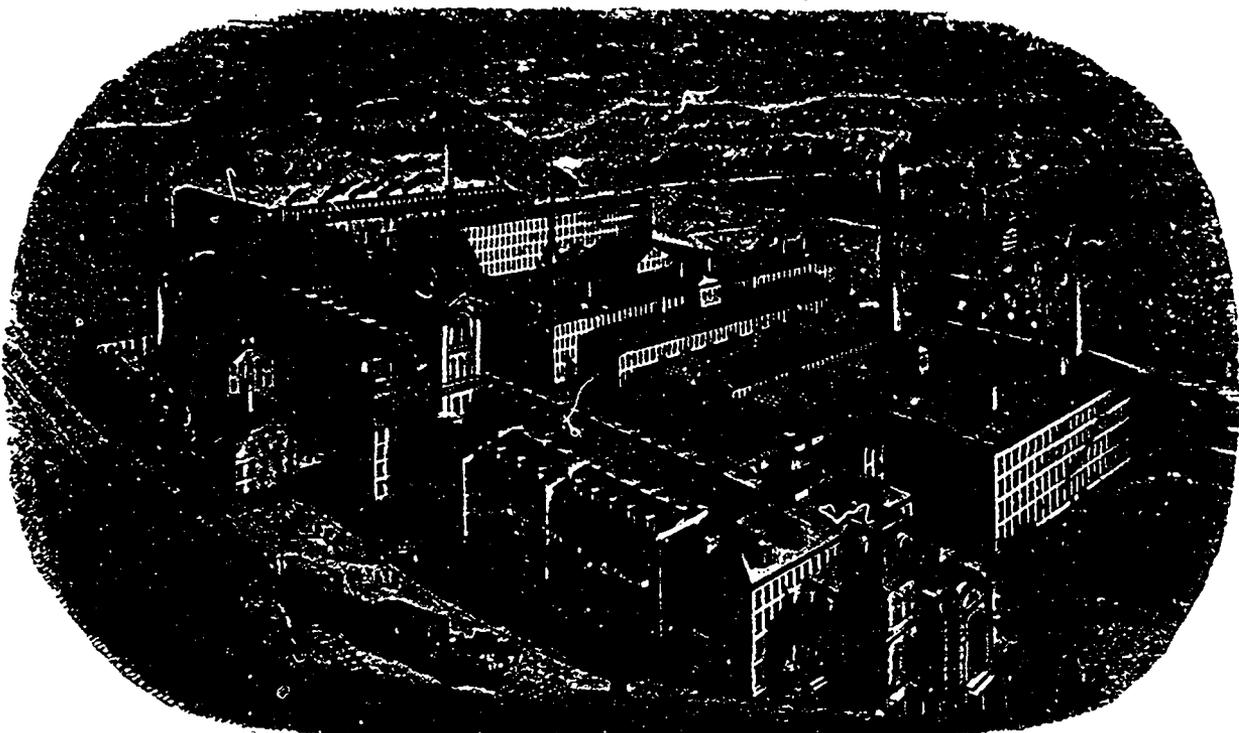
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**ELECTRO, SILVER AND GOLD
 PLATE.**



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WAREHOUSES: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTURIES: Meriden, Con., U.S. and Hamilton, Ont.



OBSERVE

this Trade Mark is stamped on all Hollow
 Ware of our manufacture.

TRADE

**1847, Rogers Bros., A I,
 OR
 1847, Rogers Bros., XII
 MARK.**

OBSERVE

this Trade Mark is stamped on all
 Knives, Forks, Spoons and
 other flat ware of our manu-
 facture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

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

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

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

method is used which gives an evanescent color, by conducting a gaseous solution of prussic acid upon the stone saturated with a solution of chloride of iron. The method is dangerous as well, owing to the poisonous qualities of the acid.

The color is agate, chalcedony and Brazilian cornelian may also be altered by exposing them to a gentle heat. The white chalcedony often becomes pure of color, the red tints become more pronounced, and the dead yellow will change into a beautiful red, which is especially the case with the cornelian, whereby a veined stone is changed into a handsome cornelian, and a single colored one receives its true cornelian lustre and fire. The following is the method: The stone is placed for two or three weeks upon a hot stove, and its water thoroughly dried out, then it is put into a crucible and dampened, not saturated, with sulphuric acid. The cutter simply dips the stone into the acid, and places it into the crucible. This is well covered and placed in a strong fire until red hot; the fire is permitted to die down slowly, and the crucible is taken out only when thoroughly cold. The burning effects a thorough anhydration of the oxyhydrate of iron, which permits the color to become more lustrous and to assume the peculiar cornelian tint. Smaller articles are burned before being cut, larger ones, such as desert plates, vessels, vases, etc., after cutting; for the reason that smaller articles are not liable to crack, larger ones will, however, and it is sought to reduce them as much as possible by cutting.—*Exchange.*

MOTHER-OF PEARL AND PEARL INLAYING.

Mother-of-Pearl is chiefly obtained from the pearl oyster (*Meleagrina margaritifera*) which is found in the Gulf of California, at Panama, Cubagua, Ceylon, Madagascar, Swan River, Manila, and the Society Islands. The black-lipped shells from Manila are most highly prized. The Society Islands furnish the silver-lipped sort, and Panama the "ballook" shells.

The genera *Haliotus*, *turbo*, etc., also furnish some mother-of-pearl. Technically the mother-of-pearl obtained from the pearl oyster is known as white pearl; that of *Haliotus* or sea-car as aurora or ear shell; it is easily distinguished from the former by its prismatic colors and wrinkled appearance.

The peculiar and varied tints exhibited

by mother-of-pearl is due to the structure of its surface, which, owing to the great multitude of minute grooves upon it—often many thousands to the inch—decompose the light which falls upon it and reflects different hues.

The pearl shell is lamellar in structure, and admits of being split into laminae, but this method of dividing it is seldom resorted to owing to the liability of spoiling the shell.

In working up the mother-of-pearl the saw file, and grindstone are the principal tools employed. A shell is selected with a coating of the substance of a thickness as nearly as possible to suit the required purpose. Square or angular pieces are cut out with a small circular or buck or fret saw to suit convenience, the piece being held and manipulated with the hand or clamped in a vise. Buttons and such circular pieces are cut with an annular or crown saw fixed upon a mandrel. All such tools used in cutting pearl must be kept well moistened with water to prevent over-heating. The pieces are usually dressed upon a grindstone, the edge and face of which are grooved, or ridged to prevent clogging. The stone is kept wet in use; for this purpose weak soapsuds are better than water alone.

When the pieces have been properly shaped on the stone they are dressed with pumice stone and water. In some cases the better plan is to have the piece of pumice stone shaped so as to adapt it to the form required and held in a vise while the work, held in a clamp, is revolved in contact with it on the lathe. After the application of the stone fine powdered pumice stone, free from coarse grit, is applied with a cork or cloth moistened with water. In the final polishing rotten-stone is employed. This is moistened with dilute sulphuric acid (1 acid 15 water) and applied with a cork. The acid is said to develop finely the striated structure of the shell. In some works it is thought necessary to use emery before the rotten-stone and to use a limpid oil in place of the acid.

Knife and razor handles of pearl, after being roughed out, are drilled where the rivets are to be inserted, lightly riveted together, shaped on the stone, and finished as above described, the last finishing touch often being done by friction of the hand of the workman.

In some shops much of the polishing is done on cloth-covered wheels, the moist cloth carrying the polishing ma-

terials. Separate wheels are used for the different materials. For some common work powdered chalk or Spanish whiting is used in place of rotten stone.

Pearl is etched by a process very similar to that used in etching copper. The designs or patterns are drawn upon it with asphaltum varnish, and all parts not intended to be etched having been similarly protected, the piece is submitted to the action of nitric acid. When the parts unprotected have been sufficiently eaten away by the acid the piece is rinsed in cold water and the varnish washed off with a little turpentine or benzine.

Thin pieces of mother-of-pearl of a like pattern are usually gang-out; that is, the thin plates are glued together, then held in a clamp and cut, drilled and dressed as one piece, after which they are separated by being thrown into hot water, which separates the glue.

In common pearl-inlaid work, films or very thin pieces of mother-of-pearl are connected to a background, usually of papier mache or iron by japan varnish. The plate having been cleaned and dried receives a coat of the varnish, and when this is nearly dry the pieces of pearl, cut out with a scissors by the artist, to represent leaves or designs, are pressed against and adhere to the varnish. The plate is then put in the japanner's oven until the coating becomes hard. A second coating of varnish is then put on—indiscriminately over the pearl and all—and when this has been dried or hardened in the oven the portions adhering to the pearl pieces is removed with a knife blade, and the whole surface is rubbed smooth with pumice water and stone. With the aid of a little gold size, gold leaf and color, and camel's-hair brush the artist then develops the design, the beauty of which depends of course upon his skill. Finally the article receives a coat of clear spirit varnish.

Besides the white and aurora shell referred to above, the glistening green snail shell is very frequently used. Its tints are light and dark green, yellow, and pink, blended. The varnish surface is sometimes ornamented with transferred drawings or engravings. When the varnish is nearly dry the engraving is spread out face downward upon it and carefully pressed so as to exclude air bubbles. After the varnish is thoroughly dry the paper is well moistened with warm water by means of a sponge. It may then be rubbed off, the lines of the print remaining adhering to the varnish.—*Exchange.*

BUSINESS CHANGES FOR AUGUST.

Thomas Colés, hardware, Parkdale, burned out.; Gavin Hume, hardware, Galt, assigned; B. Kingan, hardware, Peterboro., burned out.; P. C. Lemon, tins, Brockville, burned out.; D. C. Tabé & Co., hardware, Montreal, assigned.; Frank Gordon, hardware, Simcoe, sold out to A. D. Ellis; Evans & Haultain, hardware, Collingwood, assigned.; J. A. Cameron, jewelry, Warton, burned out.

American Watch Company.

THE LARGE increase of our plant during the last three years, and the economies resulting therefrom, enable us to make a substantial reduction in some of the grades of our goods, and to give the benefit of it to our customers and the public, without sacrifice to ourselves or the standard excellence of our productions.

We do not, however, intend to pursue the policy adopted by some other companies, of selling any grade of our goods at a loss, for the purpose of inducing the sale of higher grades which, although giving good value for the money, yet, from their higher price, must naturally meet with a limited sale.

All our prices are regulated by cost and intrinsic value, and an experience of nearly thirty years has so far satisfied watch buyers and watch wearers of this and other countries of the superior quality of our watches : s timekeepers, that we are enabled to maintain a slightly higher range of prices throughout our entire list than any of our competitors, with entire satisfaction to ourselves and the public.

We disclaim any intention or desire of making a watch to compete in lowness of price with the cheapest grade of goods steadily poured upon the market. On the contrary, as we never, under any circumstances, intend to put other than good timekeepers on the market, we consider the constant reducing of prices below the cost of really good work, as practiced by certain watch companies, to be prejudicial to the permanent good name of American watches.

We could, of course, by the employment of cheap and unskilled labor and the use of inferior materials in manufacture, make goods for as low and no doubt much lower prices than other companies, but the tendency of lower prices reached in this way is not consistent with the uniform excellence we wish to maintain, and, if persisted in, must inevitably result in a general deterioration of workmanship and of product, by which the public and ourselves would be, in the end, the great losers.

We challenge competition in the price and quality of our WATCH CASES if gold is weighed against gold, but not if our gold is weighed against steel springs and other base metal which our competitors weigh in and sell at the price of gold. Our movements are often sold by dealers in cases of other make than our own, and it frequently happens that a good movement is used to sell a bad case, or that a badly made inferior case throws discredit upon a good movement. In either case purchasers are warned against the results of this practice. We intend, in the future, as we have largely in the past, to case our own product, and thus avoid all question as to the character of either the watch case or the watch movement.

To reiterate :—The WALTHAM WATCHES are deservedly popular, because the purchaser as a rule, gets the best value for the money expended. The dealers are enabled to sell the goods with comparatively little trouble, and, at the same time, please their customers and make a profit for themselves.

AMERICAN WATCH COMPANY,
WALTHAM, MASS.

ROBBINS & APPLETON, GENERAL AGENTS,

New York.

Chicago.

Boston.

London, Eng.

Sydney, Australia.

BUSINESS NOTES.

Mr. George A. Bray, formerly with P. W. Ellis & Co., has made an engagement to travel east and north for Messrs. McNaught & Lowe.

We understand that Mr. Manning, for some years traveler for Messrs. John Segsworth & Co., has left that firm's employ and will travel for Messrs. Eves & Co. in future.

Mr. John W. C. Campbell who has, until recently, been pushing the "Culp" motor in the United States has made an engagement to travel for Messrs. Rothschilds & Co.

Mr. Thomas Marshall, the well-known traveler, formerly of Carrier, Marshall & Co., has left the employ of that firm and will now travel with jewelry upon his own account.

Mr. Charles Segsworth with an experience of half-a-dozen years in the office, has been promoted to the road, and in future will look after his trunks instead of driving a quill.

Mr. Feely the well-known and popular traveler of Simpson, Hall, Miller & Co., has, we understand, made an engagement to travel for the Meriden Britannia Co., of Hamilton.

We were glad to notice upon the street the other day the portly figure of Mr. Samuel Stern who has only lately returned from Europe where he has been for the past three months selecting goods for his fall trade. Mr. Stern's trip has apparently agreed with him and he looks as though he could go through the fall trade with more than his usual energy.

The Boss & Keystone Watch-Case Company in order not to be behind the times have also arranged with Mr. Frank Ross to do missionary work for their goods in connection with Illinois movements. Boss & Keystone Cases, as a rule, don't require very much talking up, but whatever they do want in that way can be amply supplied by Frank Ross. He's-a-dandy.

The Illinois Watch Co have again reduced their prices in order to meet the last cut of Waltham, Hampden and Elgin Companies, and now advertise that they are as low in price as any. They are represented in Canada by that well-known "missionary" Mr. Frank Ross, who has lately made his first tour of the Dominion and talked up these goods with marked success.

Mr. P. K. Hills, Jr., representative of the Waltham Watch Co., in Canada, for the purpose of looking after and allowing the rebate on movements, completed his work satisfactorily and returned home to New York about the middle of last month. Mr. Hills is a thorough gentleman and won golden opinions from all the dealers with whom he came in contact, and the general verdict of the trade was that they would not mind being rebated in a similar manner once a month.

Messrs. McNaught & Lowe, the Canadian agents of the "Hampden Watch Co." have just issued a new list of that Company's movements by which it will be seen that the Hampden people have taken the bull by the horns and made good solid reductions all through their goods. Although their movements are now as cheap in price as any in the market, the Company guarantees that the old standard of finish and reliability will be maintained through-

out, and that as heretofore they intend to make the finest goods of any Company in America.

The big Exposition at Toronto on the 20th of September and following days, bids fair to be a bigger success than any of its predecessors. The management, in addition to the usual features, have added a long list of attractions amongst which are the Electric Tower and the Electric Railway, each of them novelties that will be well worth seeing. As usual the railways will make specially low rates from all points east and west during the two weeks of its continuance, so that we may expect to have a large number of visitors to enjoy the sights afforded by Toronto's great Semi-Centennial Exhibition.

Messrs. McNaught & Lowe have just to hand a very fine assortment of fine Marble Clocks direct from the best manufacturers in France. These clocks are large and extremely suitable for presentations. They also show a novelty in the shape of French Wall Clock Movements set in heavy enamelled metal plaques which are embellished by elegant paintings done by hand by first-class artists. This firm have also on the way, shortly to arrive, several very rare and expensive French Marble Clocks with Westminster Cathedral chimes in them.

The perpetrators of the Wagoner robbery at Cornwall still remain undiscovered, although every effort has been made to trace them out. Mr. Wagoner's loss will be nearly \$3,000 and he has the sympathy of fellow-townsmen and of the entire trade. The sooner that a Jeweler's Protective League is formed in Canada to follow up such robberies as this, the better for the trade. We propose in our next issue to write up the project, and in the meantime would advise every one of our readers to put in practice the hints we gave in our editorial, headed "warning" in our last issue.

As will be seen in another place it appears that we did our Canadian Safe Makers an injustice in our editorial article headed "warning" in our last issue. Messrs. Goldie & McCulloch, the well-known Safe manufacturers, Galt, Ont., send us a letter which appears in another place, stating that they have been in the habit of doing exactly as we advised in regard to safes, in order to make them more secure. We are glad to know this and willingly insert their letter of correction as our strictures were entirely in the interests of the retail trade, and made with the view of obtaining greater security for them.

In a conversation with Messrs. J. & J. Taylor, the well-known and reliable Safe makers of Toronto, we find that as far as they are concerned they use the brass, instead of the iron casting in their combination locks as suggested by us. They also state that they will willingly put the chilled steel plate to protect the lock, on any new fire-proof safe to order without any extra charge. Every jeweler ordering a new safe should see that this is done, and, if he can at all afford it, should see that he buys a Burglar-Proof and not simply a fire proof safe. A couple of hundred dollar's worth of safe is cheap compared with the loss occasioned by a general clean out such as several of our jewelers have experienced during the new year. Those who

have fire-proof safes and can afford it should only keep them as long and no longer than they can arrange to replace them by something worthy of the name of a safe. If you can't afford that, then you had better sit on it all night and protect it with a shot gun.

WORKSHOP NOTES.

RUBY PIN.—If it is necessary to tighten a ruby pin, set it in asphaltum varnish. It will become hard in a few minutes, and be much firmer and better than gum shellac, as generally used.

TEMPERING BRASS.—Brass is rendered hard by hammering or rolling; therefore, when you make a thing of brass necessary to be tempered, you must prepare the material before shaping the article. Temper may be drawn from brass by heating it to a cherry red, and then simply plunging it into water, the same as though you were going to temper steel.

POTATO CELLULOID.—According to a Vienna journal, a substance may be produced from potatoes possessing the properties of celluloid. For this purpose the peeled potatoes are boiled for 36 hours in a fluid consisting of 8 parts sulphuric acid and 100 parts water, then dried between blotting paper and relieved of the superfluous water by pressing. Pipe bowls are at present made therefrom in France that can barely be distinguished from real meerscham, and billiard balls are likewise made from it by strongly pressing.

ESSENCES FOR CLEANING WATCHES.—Essences for cleaning watches are rapidly coming into custom. They are to be obtained at many of the material dealers and at all drug stores. The object is immersed and left in them for a few minutes, to permit all adhering matter to dissolve; not too long, however, since several qualities are apt to leave stains. The piece is to be dried on removal, and finish by passing a fine brush over that has been charged with chalk and subsequently rubbed on a hard crust of bone. This will produce a brilliant surface on either gilding or brass. The following composition, the ingredients of which may be obtained in a drug store, has been highly recommended: 90 weight parts of refined petroleum and 25 parts of sulphuric ether. The object is immersed for several minutes, in fact they may remain for a longer period without danger, and on removal from the bath are found to be clean and bright. It must not be forgotten that many of these essences are liable to ignite with the mere proximity of a lighted lamp.

T. WHITE & SON, MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.
39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

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



ASK YOUR JOBBER
 —FOR—
 QUIGLEY'S
 NEW PATENT
 INVISIBLE JOINT CASE,
 THE FIRST
 DUST PROOF HUNTING WATCH CASE
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This Case is made in Key or Stem Wind, Hunting or Open Face.

**WEIGHTS IN SILVER, 3 oz., 4 oz. and 5 oz. IN GOLD,
 ANY WEIGHT OR KARAT.**

INTELLIGNET AND CLOSE BUYERS

Would do well to bear in mind the fact that Watch Cases (Gold and Silver)
 Manufactured by me and Stamped

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are now sold to the trade at the
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LESS THE DUTY.

ALL GOLD AND SILVER

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THE BEST

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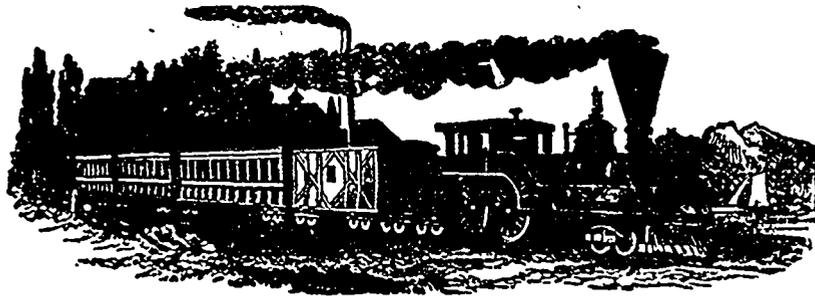
This new and elegant Watch Case was first introduced to the trade March 1st, 1884, is made under J. C. Dueber's U. S. Patents, No. 290869 and 290870, dated December 25th, 1883, and is constructed throughout from 14 Karat solid gold bars rolled down over composition metals except pendant bow joints, joint plugs and thumb pieces, which are solid gold. Contains more gold than any other filled case, and is finished and engraved with that degree of excellence which gives "The Dueber Cases" a world-wide reputation for superiority over every other watch case made.



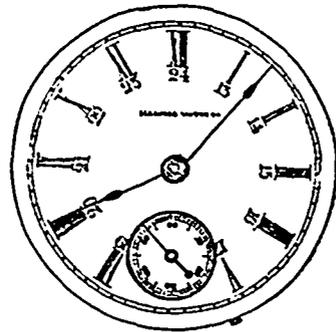
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Adapted for either the new or old system of

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A Reliable Timer, with our new
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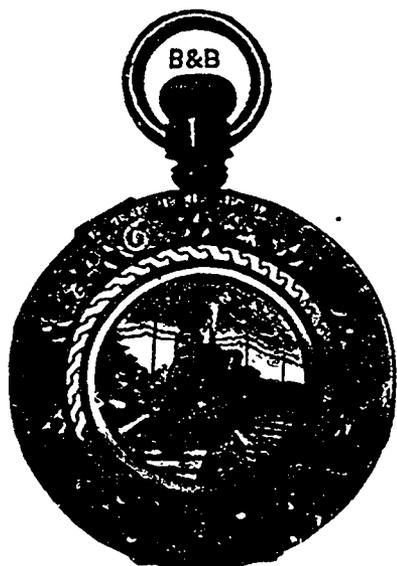
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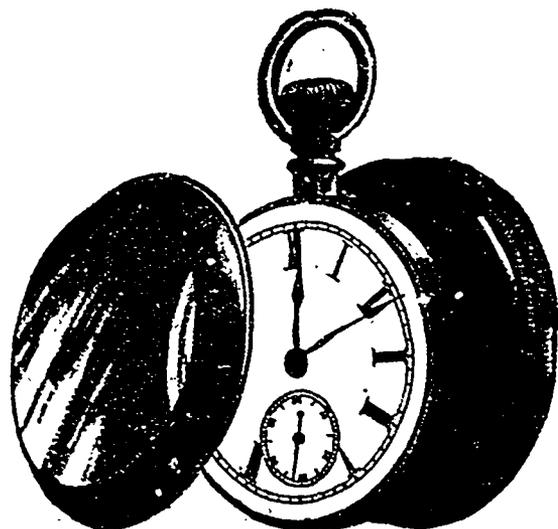
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



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This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



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Back View of PATENT SNAP BEZEL CASE.

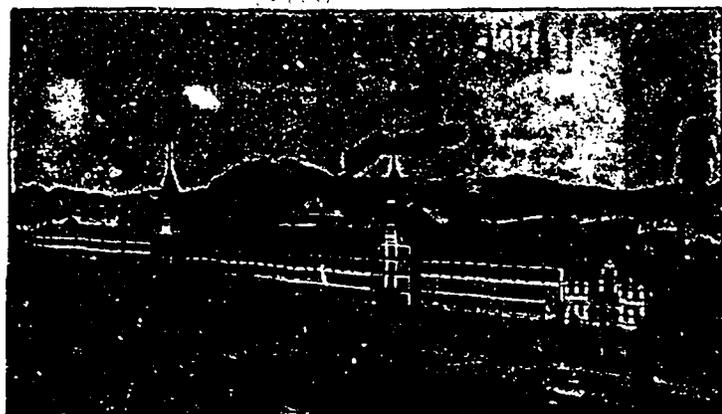
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DIAMOND RINGS. DIAMOND RINGS.

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AMERICAN JEWELRY.

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JUST RECEIVED A LARGE LINE OF
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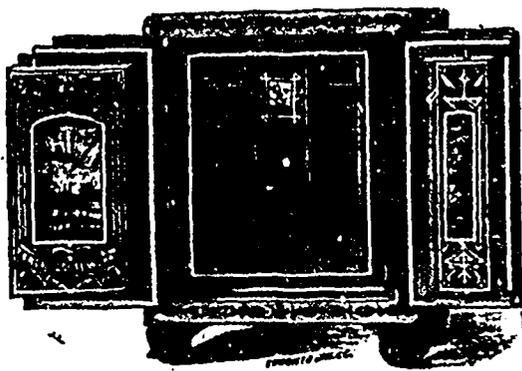
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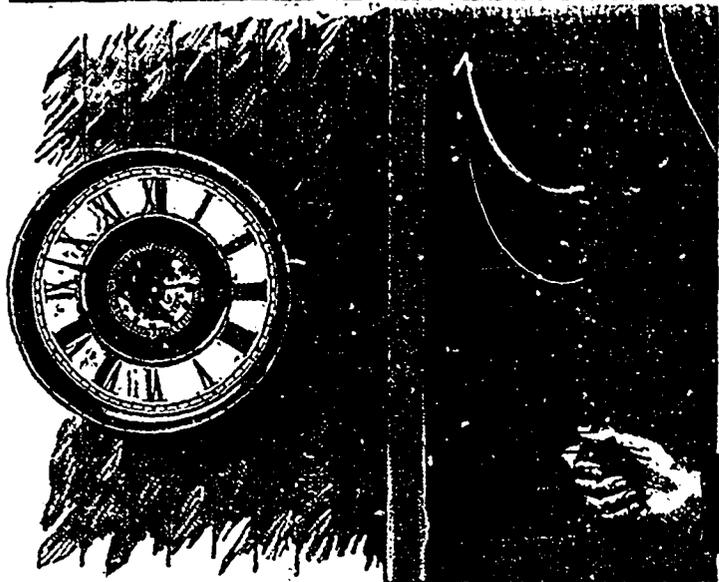
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This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks, Factories, Stores, &c. Also just received The Meteor Illuminated dial clock Nickel Case, 4 inch dial.

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time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS
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Prices furnished to the Trade only.

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