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THE TRADER.

TORONTO, ONT., NOVEMBER, 1885.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application. We shall be glad to receive correspondence from all parts and will publish such letters as will be of interest to the trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee. All business and other communications should be addressed to

THE TRADER PUBLISHING CO.

57 ADELAIDE STREET WEST.

Toronto, Ont

SPECIAL NOTICE.

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

Editorial.

THE OUTLOOK.

The present indications are that better times have come again, and unless no unforeseen reverse occurs, they have come to stay. The lessons of the past two years will, we think, hardly be thrown away upon our merchants, and if they profit by them as they ought, they may look to the future as likely to bring them considerably more profit and solid comfort than the past two years have done. Most of them have learned to keep their business well in hand and live within their means—two very important lessons in any kind of business or times. While we do not expect any great boom in business, we certainly look forward to a good deal of solid prosperity. The money which capitalists have for some time past kept locked up will once more be put into circulation, and soon every artery of commerce will feel the vigor of its pulsations, and be benefited therefrom. Idle capital is about as useless to commerce as so much pig iron, but, put into circulation, it infuses life into every branch of industry it touches. In order to get capitalists to invest, they must have confidence in the prospects of trade, and from the present outlook we should say that it will soon be pretty fully employed.

The mercantile failures in the Dominion of Canada for the quarter ending September 30, as reported by F. G. Dun &

Co., were 254, compared with 227 for the corresponding quarter of 1884. The liabilities were \$1,911,000, while the liabilities for the corresponding quarter of 1884 were \$1,112,000. For the first nine months of 1885 the total failures number 944, as compared with 979 for the first nine months of 1884. The liabilities amount, for first nine months of 1885, to a trifle over seven millions, compared with \$14,855,000 in the same period last year.

From the above it will be seen that for the nine months of the present year already passed, the failures in this country are 35 less in number and about \$7,000,000 less in amount than for the same period of 1884. These facts speak for themselves, and are strong arguments in support of the "better times" theory.

The reports from all quarters of the country indicate larger sales and better collections than at this time last year. In the light of these things we would advise our readers to prepare to take advantage of the improvement, and where possible to keep a stock commensurate with the wants of the part of the country they live in. While caution, like speculation, may be carried to extremes, we trust that our readers may strike the happy medium.

TRIBUNALS OF COMMERCE.

We reprint in another column an article by Mr. W. H. Howland, and published in the columns of our esteemed contemporary, *The Merchant*, of this city. Any thing from Mr. Howland's pen is usually well worth perusing, but in this article on "The Tribunals of Commerce," he has opened up a vein which, if properly worked, would produce almost wonderful results to the entire mercantile community of this country. It is hard to estimate the vast amount of good, solid cash that is annually wasted by merchants in Canada on the worthless opinions of petty-fogging lawyers. In nine-tenths of the cases where law is resorted to, to settle disputes, one side or the other has been so badly advised as to be morally certain of defeat from the outset. No matter how poor his opinion may be about his client's case, or whether his client wins or loses, the lawyer is level-headed enough to collect his bill of costs, which most people who have been through his hands are ready to aver, is always out of proportion to the quality of the advice

received or the services rendered by him. The lawyer risks nothing except his time and the wear and tear of his valuable brains, and mainly on the strength of his advice people go to law. In every case that comes before the courts one side is bound to lose, therefore certainly one half of the advice tendered by lawyers to their clients and on the strength of which they went to law was worthless. If the law allowed the merchant to pay for this worthless advice in worthless coin, they would be square, but the lawyer, no matter how poor his advice may have been, wants his pay in standard coin of the realm at the rate of one hundred cents to the dollar.

Could a law be placed upon the statute books, prohibiting the lawyer from charging for his services where it could be proved that the action was entered because of his advice and was unsuccessful, it seems to us that a great deal of the present pressure upon the time of our courts would be removed, and that not one-half of the suits we now read about would ever get into court. The difference would then be, that the lawyer would have the practical standard of success to be measured by, and if he failed to come up to its requirements, he would be minus his fees. We imagine the effect would be that he would deter his clients from going to law unless he himself was sure of their success; as it is, he usually advises them to go in anyway, knowing that he is all right whether they are or not. The lawyer's opinion and advice are what he has to sell, and are as much merchandise as the merchant's goods. If the merchant sells the lawyer an article and it does not turn out as represented, the latter naturally wants it made good. If, however, as is often the case, the lawyer sells the merchant his opinion and his services, and they turn out worthless, he declines to be judged by the same standard. We do not think this is fair, and, as we said before, its tendency is to induce a large amount of unnecessary litigation, which would never occur except to further the ends of an overplus of second rate lawyers. Of course there are some honorable exceptions to these strictures, but we are sorry to say they are the exception rather than the rule.

For these reasons, we hail with delight any measure such as the one advocated by Mr. Howland, which will bring business common sense into the settlement

of disputes instead of so much expensive legal wrangling. Short of its exuberant verbiage, law is common sense, and in ninety-nine cases out of one hundred it will be found that, in any ordinary mercantile case, a plain statement of facts to an arbitration of three business men will almost invariably bring forth a common sense or legal verdict.

This subject is well worth thinking about, and the more our merchants think about it, we are convinced, the more readily will they acknowledge that it possesses very decided advantages over the present tedious, cumbersome and expensive method of settling disputes.

PROTECTION TO RETAILERS.

In connection with this subject the following, from the Secretary of the Watch Manufacturers' Association of the United States, has been handed us for publication, the contents of which speak for themselves:

NEW YORK, Sept. 2nd, 1885.

Geo. Chillas, Sec'y,
Toronto, Canada.

DEAR SIR.—At a meeting of the Joint Executive Committee held this morning, the following resolution was adopted:

"Resolved, that this Committee rule that no member of the Canadian Association of Jobbers shall retail American Watches, and it is further understood that this resolution shall apply to all members previously accepted, and that a copy of this resolution be forwarded to the Secretary of your Association.

It is further understood that the above resolution be accepted as a basis for the acceptance of future applicants.

Yours respectfully,

(Signed) E. J. SCOFIELD,

Secretary.

This action of the United States Watch Manufacturers, it appears to us, is simply a confirmation of the action of the Canadian Jobbers themselves, who, some months ago, decided that members of their Association should be either wholly wholesale or retail. The action of the United States Watch Manufacturers' Association will strengthen the hands of the Canadian Association considerably.

As it may be of interest to the retail trade to know what firms compose the Canadian Jobbers' Association in American Watches, we publish below the full list of officers and members.

OFFICERS

PRESIDENT, M. SCHWOB, of Schwob Bros., Montreal.

VICE-PRESIDENT, E. SCHEUER, of Levy Bros. & Scheuer.

SECY-TREASURER, GEO. CHILLAS, of Lee & Chillas, Toronto.

ACCEPTED MEMBERS.

BENJAM & GIBSON,	Toronto.
CULP, S. T.,	"
CURRIE & BATTAGAY,	"
CARRIER & Co., W. F.,	"
ELLIS & Co., P. W.,	"
FRENKEL, S.,	"
GUNTHER, E. & A.,	"
KLEISSER, A.,	"
LOWE & ANDERSON,	"
LEE & CHILLAS,	"
MARSHALL, T.,	"
ROTHSCHILD & Co.,	"
SEIGNWORTH & Co., J.,	"
SMITH & FUDGER,	"
THAYER & ELLIS,	"
LEVY BROS. & SCHUER, Hamilton.	
THOMPSON & Co., E. & T.,	"
YOUNG, W. A., London.	
BROWN & Co., M. S., Halifax.	
LEVY & MICHAELS,	"
EAVES, WM.,	Montreal.
EAVES, A.,	"
EAVES, E.,	"
JONES & Co., JOHN H.,	"
PICARD & Co., O. T.,	"
SCHWOB BROS.,	"
SAUNDERS, H. & A.,	"
SMITH & PATTERSON,	"
WILLIAMSON, J. B.,	"

MONTHLY STATEMENTS.

We have had our attention called to the matter of Monthly Statements by one of the largest houses in the jewelry trade, with a request that we would give our views upon it if we considered the matter of sufficient importance. As a great deal of misapprehension exists regarding these statements of account, it may not be out of place for us to suggest to some of the readers of THE TRADER, that they should be looked upon in the light of business friends instead of business irritants. As far as our experience goes we look upon Monthly Statements as a business necessity, which, when properly understood and acted upon, in a very great measure prevent or at least help to unravel those snarls in accounts that are liable to occur even in the best regulated business. Writing upon this very subject one of our American exchanges editorially gets off the following very pertinent observations, which are so much in tune with our own ideas upon this subject that we insert them in full and give them our heartiest endorsement:

"Many regard them in the light of dunning letters, and take offence at the

regularity with which they put in their appearance, while others look upon them as invoices, and pay no attention to them. From time immemorial it has been a custom in commercial circles for creditors to send monthly statements of their accounts to their debtors. These are not, necessarily, in the nature of a reminder of existing indebtedness, but are more frequently mere memorandums, to enable the debtor to make comparisons between his own books of account and those of his creditors. Suppose a buyer comes to the city in the latter part of August and buys a bill of goods; they are sent to him with an invoice; errors may be made in charging up the goods; they may not reach their destination; or any one of a hundred things may occur to make a difference in the account between the debtor and creditor; on the first of September the creditor sends to his debtor a statement of his account to date; it cannot be considered a demand for payment, for the goods were purchased on four months' time; it cannot be a duplicate invoice, for it may include items that had been purchased and delivered months before, or that the purchaser took with him. It is simply and solely what it professes to be—a statement of account as shown by the books of the creditor. The debtor is expected to compare it promptly with his own books, and if any discrepancies are discovered, to send notice thereof forthwith; if goods are charged that were not ordered, or if others were bought that were not sent, the statement should reveal the errors and lead to their immediate correction. Suppose the man who purchased goods in August on four months' time makes other purchases in September; on the first of October he will receive another monthly statement, which will include both his August and September purchases, and every time he buys goods he will find his invoices supplemented by the monthly statement, showing the condition of his account. The primary object of the monthly statement is to facilitate the correction of mistakes, and, in case of the miscarriage of goods, to enable them to be traced. In the multitude of packages sent out by manufacturers and jobbers, there are unavoidable mistakes made in packing, addressing, or entering on the books, and if monthly statements received from those to whom they are sent that degree of attention they should, these mistakes would be detected before the lapse of time



About Trade Marks.



Perhaps nothing in the whole category of mercantile pursuits has been more abused than the use of trade marks. A trade mark, to be of any value, must be a guarantee of quality, and is worth more to the manufacturer owning it than to any one else. If a manufacturer has a right to use a certain trade mark and the public learn that this mark is never put upon inferior goods and that they are quite safe in buying anything bearing it, such a trade mark very soon becomes a valuable property to the owner. On the other hand if a manufacturer does not care about his reputation and is willing to put his trade mark upon goods of debased quality he very soon finds out that people are not so gullable as he imagined, and that his goods are appraised at their real value. On account of the low price of "stamped up" goods they may sell for a while, but as soon as their inferiority is detected they have no market value, simply because no one has any confidence in them. The best and only guarantee that the consumer can have is the integrity of the manufacturer. If he is honest and conscientious in the use of his trade marks they very soon become a standing guarantee of quality, that give his goods a fixed standard of value. On the other hand nothing is more demoralizing to the trade than the "stamping up" policy so often resorted to by unscrupulous manufacturers and dealers. Such goods have no bottom price and every cut has simply to be met by a corresponding depreciation of quality. In no branch of manufacture is this practice more resorted to than in that of gold jewelry and watch cases.

A good story is told of an American (of course no Canadian would think of doing such a thing) retail dealer, more sharp than honest, who got an order from a customer for a watch, the case of which was to be 60 dwt. 18 kt. gold. This enterprising dealer conceived the idea that he could get it made 16 k and stamped 18 k, and thus make an extra profit on the transaction, and he therefore ordered a 16 stamped 18 k case from the wholesale men with whom he usually dealt. The wholesaler, however, was of the same mind as his customer as to the advantage in the way of extra profit that was to be obtained from the "stamping up" business, so he quietly ordered it from the manufacturer to be made of 14 k gold and stamped 18 k. Now the manufacturer from whom this case was ordered was more knave than fool, and although he was in the habit of making "stamped up" cases for the trade, such cases never bore his own trade mark. He therefore, seeing a chance for extra profit went them both one better, and the result was that the consumer, although he paid for good honest 18 k gold, got only a 12 k case stamped 18 k for his money. When he afterwards came to find out, as he very speedily did, that he had been victimized, he had the case tested, and the retail jeweler was forced to refund him his money. There was a kick all around. The customer suspected that the retailer was a rogue and refused to have anything more to do with him, although the latter swore by all the powers that he had ordered the case of full quality and trusted implicitly to the wholesaler of whom he usually dealt. The retailer then accused the wholesale merchant of deceit, who, like himself, denied the charge and saddled the entire blame on the poor manufacturer. The upshot of the whole concern was, that each party in the transaction thought the one of whom he had bought had cheated him and was therefore unworthy of future confidence or trade.

This incident illustrates very forcibly the danger of selling "stamped up" goods, even at a good profit. As a rule however, such goods are sold lower than standard goods and the seller is not able to make any larger percentage of profit than he could by handling honest goods at honest prices. Whether the profit be high or low, such a practice is bound eventually to run any respectable business.

For these and similar reasons, the American Watch Case Company, of Toronto, determined when they commenced business that they would make their trade mark, (as illustrated above) an absolute guarantee of quality, so that any customer could put as much reliance in gold cases bearing it as though stamped with the Hall mark of England. They therefore laid down the following rules for their guidance in this matter: (1). To manufacture no goods without their own trade marks. (2). To stamp no goods of higher quality than they really are. (3). To guarantee the quality of every case they made to be as stamped upon it.

These rules they have faithfully carried out, and dealers and the public can, therefore, buy goods of their manufacture with the full assurance that they are getting the quality represented and no other. This Company aims at making their trade mark the synonym of undeviating quality and stand always ready to fully carry out the terms of their guarantee. Although they sell no goods direct to the retail trade, they can be procured at catalogue prices from any of the leading jobbers in Canada.

made them undiscoverable. A case in point. A dealer in the far west bought a bill of goods some time ago of a jobber in this city, on four months' time; they were duly forwarded with the invoice; on the first of the following month the monthly statement was sent, which, on being received, was mistaken for an invoice and filed away, at the end of the four months another statement was sent, with a reminder that payment was due. Then the purchaser replied that he had never received the goods. Although so much time had elapsed, the railroad company sent out a "tracer," but no clue to the missing packages could be found. Finally, after the lapse of fifteen months, the railroad company very reluctantly concluded to pay for the goods, not because they were convinced that they were responsible for the loss, but simply because they could find no record of delivery. Had the purchaser, on receipt of the first monthly statement, notified the seller that the goods had not arrived, they could probably have been traced, and much trouble and annoyance saved. In another case, a dealer took offence at being served with a monthly statement, regarding it as a dun, and withdrew his patronage from the house sending it. He could not be convinced that it was a harmless document, but insisted that it was evidence of a lack of confidence in his ability or willingness to pay.

In these days of many transactions, and divided responsibility regarding them, it is essential that every possible safeguard should be thrown around both buyer and seller. The buyer comes to the city, is waited on by a salesman, and makes his selections; his order is turned over to another person, who makes up the packages, all the items must be entered in the books, and finally the package sealed, directed, and delivered to the express company. Suppose John Smith, of Pontiac, to be the buyer; there are three or four other John Smiths on the books of the seller, located in different places. In the rush of business the goods may be charged to John Smith, of Pontiac, but sent to John Smith, Dowagiac, or the wrong Smith may be charged with the goods. If these gentlemen, when they receive their monthly statements, would promptly call attention to the errors, they would be as promptly rectified, but if they are permitted to pass unchallenged, there is likely to be trouble growing out of future settlements. Business

men cannot be too methodical in their methods, and there is nothing like promptness and care in all matters to beget long friendships. Dealers living in the country, where everything moves slower than in the city, are not apt to attach that degree of importance to little things that men do who are obliged to move with rapidity. In the cities all things are done with a business-like snap, and he who fails to keep pace with the great car of our commercial Juggernaut is liable to be crushed under its wheels. If our country brethren would but pay a little more attention to these small matters—such as providing for their notes at maturity, acknowledging the receipt of goods, invoices, and other business transactions—they would save themselves and others much unnecessary annoyance."

Correspondence.

Editor TRADER.

SIR,—The letter from Mr. Beale in your issue of September, has well served his purpose in promoting an active discussion of the great question of "Protection" as applied to the watchmakers (?) and jewelers in the retail trade in Canada.

Now, as neither a wholesale nor a retail dealer, but as an humble member of that fraternity known as "Commercial Travelers," I ask the question, What, in this country, constitutes a watchmaker and jeweller, and how am I to be guided in placing goods for my firm so that none may handle the wares but those who are legitimately entitled to do so? Cannot any man buy a watch sign, hang it in front of a store, put up the sign, "Watchmaker and Jeweller," install himself therein, and so qualify himself for admission into the ancient and honorable order of W. & J.? Now, Mr. Editor, it might be well before details are gone into, that general principles should first be laid down, and I submit that before any remedial legislation be passed, it is necessary to determine who desires it and for whose benefit it is required. Mr. Beale is quite as much a stationer as a jeweler or watchmaker, and his brother stationers in Lindsay consider that he is a great deal more so. It occurs to me that until some standard of qualification be adopted, the present state of affairs will continue. It is eminently in the interest of those who are really tradesmen, that they should be protected, and

the wholesale trade would be as ready to assist in the work as the retailers are anxious to have it promoted. But what the watchmakers, and jewellers and the public generally require most urgently, is "protection" against the watch butchers who infest the land.

More anon,

PROTECTION.

Selected Matter.

CHARGE OF THE JEWELERS' BRIGADE.

[The author of the following spirited poem is unknown, but any luckless Canadian jobber that ever had the misfortune to get into their clutches, will recognize the truthfulness of the poet's description.]

Boxes to right of them,

Boxes to left of them,

Boxes in front of them,

All checked and numbered!

Forward they came pell-mell,

Boldly they strode and well,

Into the Astor House,

Into the great hotel.

Strode the one hundred

Flashed all their eyes with pride,

Rushed through the entrance wide,

Bearing their box at side,

Pushed through the porters, while

All the world wondered.

Plunged through tobacco-smoke,

Into the lobby broke

Looking 'or jobbers!

Stopped not to laugh or joke,

Not a man blundered—

Grasped for the register,

All the one hundred.

O, the wild charge they made!

All the world wondered.

O, the large lines displayed!

O, the new styles arrayed!

Onward and undismayed

Struck the one hundred.

Boxes to right of them,

Boxes to left of them,

Boxes behind them,

All checked and numbered.

Back home with beaming looks,

Clasping their order books.

Back home to do and dine,

Back by the Providence line,

Came the one hundred.

EMINENT GOLDSMITHS.

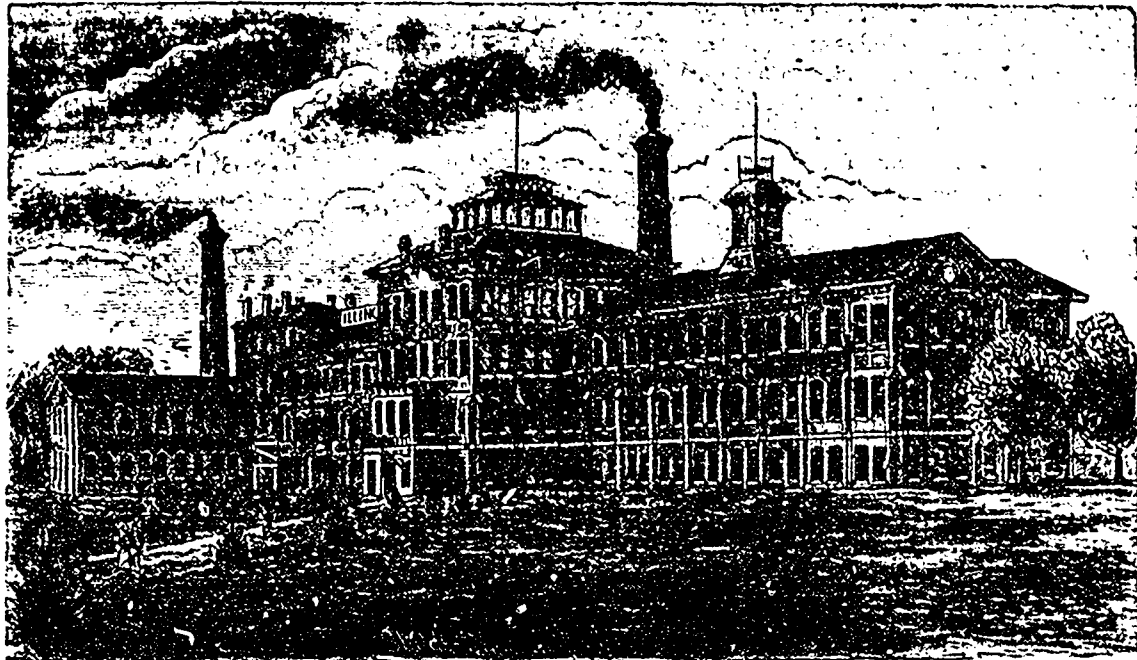
At the time of Aristophanes (about B. C. 410), there lived a Corinthian who appears to have worked in clay as well as gold and silver. His name was Thericles, and a certain very popular form of cup called Thericlean was named after him as the designer. The cup was made of black earthen ware, wood, and wood overlaid with gold. It was a kind of deep chalice, bulging slightly at the sides

ILLINOIS WATCH FACTORY,

—AT—

SPRINGFIELD, ILLINOIS, U. S. A.

CAPACITY 500 WATCHES PER DAY.



ESTABLISHED 1870.

All Movements have Patent Pinion, and all are Quick Train. All Stem Winders made to fit Hunting and Open Face Cases, the latter bringing the figure XII at the pendent.

Orders for Movements with special engraving in grades above I. W. Co., received in lots of five and upwards without extra charge.

Special attention is called to our I. W. Co., which is the only low-priced Movement in the market having all the following improvements:—

SUNK SECONDS DIAL, PATENT PINION, DUST BAND, QUICK TRAIN, EXPANSION BALANCE, TEMPERED HAIRSPRING.

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

Our No. 150, Ladies' 8 size Watch is of superior finish, low-priced, and guaranteed

THE BEST CHEAP LADIES' WATCH EVER PRODUCED.

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

DONT FAIL TO SEE THIS PAGE NEXT MONTH.

and with two handles. When made of gold or silver it was usually decorated with various paintings, with sometimes a simple wreath of ivy just below the golden rim, and occasionally covered with representations of animals.

Naucydos was a very eminent Greek sculptor, and one of the most important artists between Alcamenes and Praxiteles. He was a native of Argos, son of Mothen, and master of the younger Polykletus of Argos. His period was about B. C. 800. Pausanias speaks of six works from his hand, *i. e.*: A statue of Hebe, in gold and ivory, a bronze statue of Hebe at Argos, and four representations in bronze of victors at the Olympian games (one each of Eucles and Bacis, and two of Chimon, the latter judged by Pausanias as excelling all his other works). Pliny enumerates a Mercury, a man sacrificing a ram and a Discobolus. As with most of the Grecian artists, Naucydos practiced goldsmithing as an accessory to his statuary, the former being overshadowed and the latter winning for him a place on the scroll of fame.

At about B. C. 860 there burst upon the world of Greek art, an artist whose birthplace is now unknown, but whose genius created a new and very important school. In the long list of Grecian artists the name of Praxiteles stands second to none except perhaps Phidias. The themes of the latter were grand and sublime, but those of Praxiteles were delicate and beautiful. Whatever that in nature was gentle, tender and lovely, served as an inspiration for Praxiteles and revealed themselves in his works with a soft delicacy inexpressibly charming. Consequently his subjects were mostly in the forms of women and children. Among his works in bronze was a Bacchus, a Satyr, a Matron weeping, a courtesan laughing (and supposed to be a portrait of the celebrated Thespian courtesan Phryne), and the finest of all his bronze works, Apollo Sauroctonos ("Lizard Killer.") There is an authentic marble copy of this last in the Vatican at Rome. In marble his most famous work was the Cnidian Venus. The artist made two statues in marble of this goddess, offering both for sale. One of these was draped, and for this reason was chosen by the people of Cos, who had the choice. This decision was not actuated by any sentiments of modesty, for it is most probable that the drapery, while seemingly designed to hide the person,

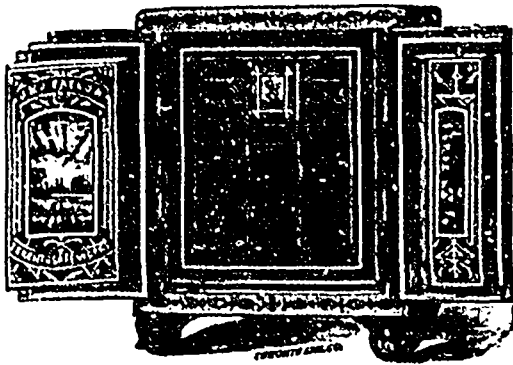
really exposed it to view. The inhabitants of Cos were skilled in the manufacture of the *Cole testes*, or garments of transparent silk, that, while covering the body, hid nothing from sight, and possibly the drapery of the Venus which they chose might have commended itself to them on this account. The other statue of Venus, entirely nude, was purchased by the Cnidians, and its possession made them famous. It was highly valued by them, and not only by them, but by the whole of Greece. At one time King Nicomedes desired to purchase it, and offered to pay off an enormous national debt for it; but his offer was declined, the Cnidians preferring to suffer the utmost extremity of taxation rather than part with it. It was intended to represent the goddess as standing before Paris when he awarded to her the prize of beauty. The artist modeled it from Phryne, the beautiful courtesan who has been mentioned, and of whom Praxiteles was deeply enamored. Among the numerous epigrams upon it in Greek anthology is one which, translated, reads "Alas! where has Praxiteles me naked seen?" This famous statue was destroyed by fire at Constantinople in the fifth century. Pliny mentions two figures of Cupids as among his finest works, one of which was of Parian marble, and of this Pausanias tells the following story: The influence of Phryne over the sculptor was very great, and when she desired to possess one of his works he readily consented to present her with one and requested her to choose for herself. Among so many masterpieces, selection was by no means easy; but, rightly assuming that the judgment of the artist himself would choose the finest, she hit upon a device for obtaining his opinion. Accordingly she commanded a servant to find Praxiteles with all speed and inform him that his workshop was in flames and that with few exceptions his works had been already destroyed. The artist, not doubting the truth of this announcement, rushed out in the greatest alarm and anxiety, exclaiming: "All is lost if my Satyr and Cupid are not saved." Thus the stratagem succeeded, and Phryne, confessing the plot, chose the Cupid.

Acragas was an engraver in silver, whose country is uncertain, but whose age was probably near that of Praxiteles. He ranked next to Mentor among the admired artists, and even in Pliny's time some of his works were still extant and

kept in the temple of Father Lieber in the Isle of Rhodes. They consisted of cups engraved with figures in relief of Bacchus and Centaurs. He also engraved upon cups representations of the chase, and these were held in high estimation.

Mentor was a very eminent Greek sculptor who wrought principally in gold and silver, which he chased with unrivalled skill. His country is unknown, but he must have flourished before the burning of the temple of Diana at Ephesus, as some of the finest productions of his hand adorned this famous temple and were destroyed at that time. His age may be placed, therefore, at B. C. 356 or before. His chief productions were in the form of vases and cups, the latter chiefly of the kind called Theriacen, of which mention has been made. These are praised with high honors by Propertius, Juvenal and Martial. Cicero also alludes to his works, and Pliny bestows more than usual space to this artist. He says: "It is a remarkable fact that the art of chasing gold should have conferred no celebrity upon any person, while that of embossing silver has rendered many illustrious. The greatest renown, however, has been acquired by Mentor, of whom mention has been made already. Four pairs of vases were all that were ever made by him (*i. e.*: all that were made in pairs), and at the present day not one of these it is said is any longer in existence, owing to the conflagrations of the temple of Diana at Ephesus and of that in the Capitol." Again, he says, "The Olympian Jupiter day by day bears testimony to the talents of Phidias and the Capitoline Jupiter and the Diana of Ephesus to those of Mentor, to which deities also were consecrated vases made by this artist." Speaking of the enormous prices paid for silver plate, he says, "Lucius Crassus (B. C. 119), the orator, paid for two goblets chased by the hand of Mentor one hundred thousand sesterces (\$3,200), but he confessed that for very shame he never dared to use them."

Stratonius was also a statuary and silver chaser, whose period was about B. C. 278. He was one of the artists who made bronze statues representing the battles of Attalus and Eumenes with the Gauls. He also made some figures of philosophers, all in brass, but he was distinctively known as a chaser on silver. Following Stratonius comes Tauriscus of Cyzicus, who attained distinction as a silver chaser, and also Cantharus, a



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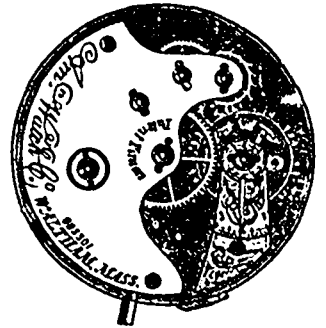
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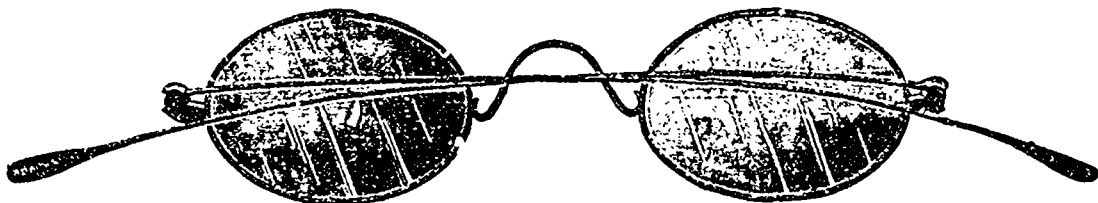


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statuary and engraver on silver, who was born at Sicyon, and is merely mentioned by Pliny as among those who acquired fame in the art of silver working. He also excelled in athletics. Cantharus was the name of a drinking cup, but this name was derived from a potter, Cantharus, who invented it.

The statuary Barthus was born at Carthage, from which we must infer that he flourished before the destruction of that city (B. C. 146). No more definite conclusion can be given regarding his age. Pliny ranks him next to Mentor, and states that his works were still extant in the temple of Minerva at Lindus (Isle of Rhodes). Pliny also speaks of a beautiful figure in brass of a child strangling a goose, but admits that he was most celebrated for his works in silver. A water pot formed by him, of exquisite workmanship and immense weight, is mentioned in Cicero, and Pausanius states that his statues were principally of children, and praises a naked boy of gold at the feet of Venus, in the temple of Juno (at Elis).

Zopyrus is mentioned by Pliny as one of the eminent silver chasers who flourished about the age of Pompey the Great (about B. C. 60). He is said to have represented upon two cups, the court of the Areopagus and the trial of Orestes (for the murder of his mother, Clymnestra) and these articles were valued in Pliny's time at twelve thousand sesterces.

At about the same time flourished Pytheas. His work commanded a very high price, and Pliny says the value of his plate was rated at ten thousand denarii for every two ounces (some MSS. also placed the price at twenty thousand). One very celebrated work of his was a cup on which Ulysses and Diomedes were represented as carrying off the Palladium from Troy, in that sort of chasing which was called *emblemata*. He also engraved upon small drinking vessels kitchen scenes, known as *magistræca* (cooks in miniature), so remarkably fine and so liable to injury that it was impossible to take copies of them. The greatest gem engravers of that and the following age modeled their work from his designs, and his figure of Diomedes can still be seen in gems by Dioscurides Gnaeus, Calpurnius Severus and Solon.

Poseidonius, a celebrated silver chaser of Ephesus, belonged to the time of Pompey the Great. He is merely mentioned by Pliny, but his compositions are

known to have been those of athletics, hunting scenes and sacrifices.

Contemporary with Poseidonius comes Pasitoles, who combined statuary and sculpture with chasing silver. He flourished in Rome about B. C. 60, and although a native of Magna Græcia, obtained the Roman franchise, with others of his country, about B. C. 90, when he must have been very young. He was an artist of the highest distinction, and his five books on the most celebrated works of sculpture and chasing were looked upon as a high authority in art. It is said that he never executed any work of which he had not previously made a complete model, and this extreme care once placed him in serious danger. It so happened that being one day at the docks where there were some wild beasts unloading from Africa, he engaged in drawing upon a silver plate a lion which he viewed through the bars of the cage. While absorbed in his work a panther made its escape from another cage, and but for those surrounding would have made short work of the artist. His escape was said to have been miraculous. He made the ivory statue of Jupiter which was placed in the temple of Metellus on the road to the Campus Martius. In one of his silver chasings he represented the prodigy which indicated the future renown of the infant Roscius as an actor. — *John W. Mills, in the Jewelers' Journal.*

THE BIGGEST THINGS ON EARTH OUTSIDE OF BARNUM'S.

The highest range of mountains is the Himalaya, the mean elevation being estimated at from 16,000 to 18,000 feet.

The loftiest mountain is Mountain Everest or Guarisankor, of the Himalayas range, having an elevation of 29,002 feet above the sea level.

The largest city in the world is London. Its population numbers about 1,250,000 souls. New York, with a population of 1,250,000, comes fifth on the list of great cities.

The largest theatre is the new opera house in Paris. It covers nearly three acres of ground. Its cubic mass is 1,287,000 feet. It cost about 100,000,000 francs.

The largest suspension bridge is the one between New York City and Brooklyn. The length of the main span is 1,595 feet, 6 inches; the entire length of the bridge is 5,980 feet.

The loftiest active volcano is Popocatepetl — "smoking mountain" — thirty five miles west of Puebla, Mexico. It is 17,784 feet above the sea-level, and has a crater three miles in circumference and a thousand feet deep.

The largest island in the world, which is also regarded as a continent, is Australia. It is 2,500 miles in length from east to west, and 1,850 miles from north to south. Its area is 2,081,287 square miles.

The longest span of wire in the world is used for a telegraph in India, over the river Kistnah, between Bezorah Secty-nagram. It is more than 6,000 feet in length, and is 1,200 feet high.

The largest ship in the world is the Great Eastern. She is 680 feet long, 83 feet broad, and 60 feet deep, being 28,627 tons burden, 18,915 gross, and 13,311 net register. She was built at Millwall, on the Thames, and was launched January 31, 1867.

The largest university is Oxford, in England, in the city of the same name, fifty-five miles from London. It consists of twenty-one colleges and five halls. Oxford was a seat of learning as early as the time of Edward the Confessor. University College claims to have been founded by Alfred.

The largest body of fresh water on the globe is Lake Superior, 400 miles long, 160 wide at its greatest breadth, and having an area of 82,000 square miles. Its mean depth is 900 feet, and its greatest depth is said to be about 200 fathoms. Its surface is about 635 feet above the level of the sea.

The biggest cavern is the Mammoth Cave, in Edmonson County, Ky. It is near Green River, about six miles from Cave City, and twenty-eight from Bowling Green. The cave consists of a succession of irregular chambers, some of which are large, situated on different levels. Some of these are traversed by navigable branches of the subterranean Echo river. Blind fish are found in its waters.

The longest tunnel in the world is that of the St. Gothard, on the line of railroad between Lucerne and Milan. The summit of the tunnel is 900 feet below the surface at Andermatt, and 6,600 feet beneath the peak of Kastelhorn of the St. Gothard group. The tunnel is 26½ feet wide, and is 18 feet and 10 inches from the floor to the crown of the arched



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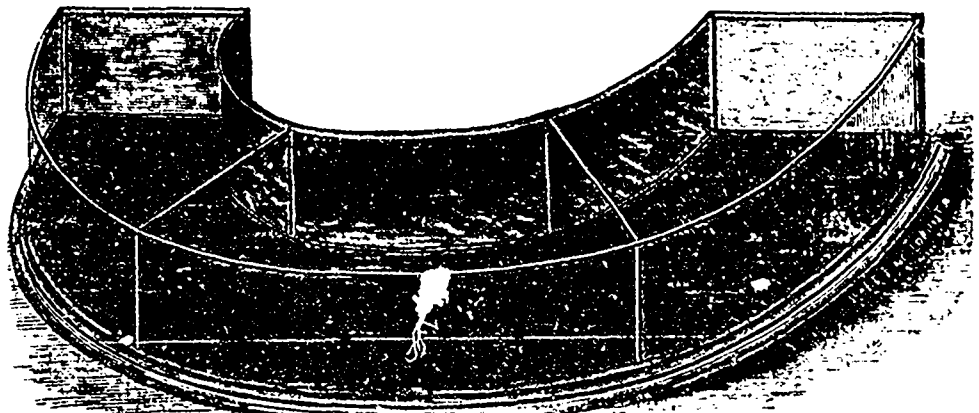
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roof. It is $9\frac{1}{2}$ miles long, $1\frac{1}{2}$ miles longer than Mt. Cenis tunnel.

The biggest trees in the world are the mammoth trees of California. One of a grove in Tulare county, according to measurements made by members of the State geological survey, was shown to be 276 feet in height, 108 feet in circumference at base, and 76 feet at a point 12 feet above ground. Some of the trees are 376 feet high and 34 feet in diameter. Some of the largest that have been felled indicate an age of from 2000 to 2500 years.

The largest library is the Bibliotheque National in Paris, founded by Louis XIV. It contains 1,400,000 volumes, 300,000 pamphlets, 175,000 manuscripts, 300,000 maps and charts, 150,000 coins and medals. The collection of engravings exceeds 1,300,000, contained in some 10,000 volumes. The portraits number about 100,000. The building which contains these treasures is situated on the Rue Richelieu. Its length is 540 feet, its breadth 130 feet. The largest library in New York is, in respect of separate works, the Astor. About 190,000 volumes are on its shelves.

The largest desert is that of Sahara, a vast region of Northern Africa, extending from the Atlantic Ocean on the west to the valley of the Nile on the east. The length from east to west is about 8,000 miles, its average breadth about 900 miles, its area 2,000,000 square miles. Rain falls in torrents in the Sahara at intervals of five, ten and twenty years. In summer the heat during the day is excessive, but the nights are often cold. In winter the temperature is sometimes below freezing point.

The greatest pyramid is that of Cheops, one of the three pyramids forming the Memphis group, situated on a plateau about 137 feet above the level of the highest rise in the Nile. Its dimensions have been reduced by the removal of the outer portions to furnish stone for the city of Kairo. Its masonry consisted originally of 89,028,000 cubic feet, and still amounts to 82,111,000 feet. The present vertical height is 450 feet against 479 feet originally. The total weight of the stone is estimated at 6,316,000 tons.

The greatest fortress, from a strategical point of view, is the famous stronghold of Gibraltar, belonging to Great Britain situated upon the most southern point of and upon the coast of southwestern Spain.

It occupies a rocky peninsula, jutting out into the sea, about three miles long and three quarters of a mile wide. One central rock rises to a height of 1,485 feet above the sea level. Its northern face is almost perpendicular, while its east side is full of tremendous precipices. On the south it terminates in what is called Europa point. The west side is less steep than the east, and between its base and the sea is the narrow, almost level span on which the town of Gibraltar is built. The fortress is considered impregnable to military assault. The regular garrison in time of peace numbers about 7,000.

The largest inland sea is the Caspian, lying between Europe and Asia. Its greatest length is 760 miles, and its area 180,000 square miles. Great Salt Lake, in Utah, which may properly be termed an inland sea, is about ninety miles long, and has a varying breadth of from twenty to twenty five miles. Its surface is 4200 feet above the level of the sea, whereas the surface of the Caspian is eighty four feet below the ocean level.

The largest empire in the world is that of Great Britain, comprising 8,557,558 square miles, more than a sixth part of the land of the globe, embracing under its rule nearly a sixth part of the population of the world. In territorial extent the United States ranks third, containing 8,580,212 square miles, including Alaska; in population it ranks fourth, with its 50,000,000 of people. Russia ranks second, having 8,351,910 square miles.

The highest monolith is the obelisk at Karnak, in Egypt. Karnak is on the east bank of the Nile, near Luxor, and occupies a part of the site of ancient Thebes. The obelisk is ascribed to Hastau, sister of Pharaoh Thothmes III, who reigned about 1600 B.C. The whole length is 122 feet, its weight 400 tons. Its height without pedestal, is 108 feet 10 inches. The height of the obelisk in Central Park, without pedestal, is 68 feet 11 inches, its weight about 168 tons.

The largest bell in the world is the great bell of Moscow, at the foot of the Kremlin. Its circumference at the bottom is nearly 68 feet, and its height more than 21 feet. In its stoutest part it is 23 inches thick, and its weight has been computed to be 448,722 pounds. It has never been hung, and was probably cast on the spot where it now stands.

A piece of the bell is broken off. The fracture is supposed to have been occasioned by water having been thrown upon it when heated by the building erected over it being on fire.

CONCERNING THE FORK.

Civilization, it has often been remarked increases our wants. To us of the nineteenth century it seems incredible that people could have managed to exist without the vast array of objects of necessity or luxury which surround us on every side. The generation which is now growing up will wonder how we ever could have lived without a telephone, while we in turn look back and ask ourselves what kind of an existence it was, when the locomotive and the steamboat were unknown, when the telegraph and the cable were yet undreamt of, when medicine and surgery were still in their infancy, when gas, steam and electricity had not been thought of or utilized.

We are apt to conclude that articles in common use to-day have always been employed. Looking over the catalogues of some of the great silver companies of the present, or gazing upon a table all set for the enjoyment of some grand dinner, and noticing the various forms of the forks displayed, from the simple and common *fourchette*, to the delicate and artistical, *à la mode* complement fashioned to suit the daintiest taste, we may well wonder at the array. Especially, are we apt to be surprised, when we reflect that great personages of history, whose deeds thrilled the nation of their time and have lived after them, were without such common-place conveniences as a fork, without which the poorest of to-day need not be. The fork, relatively speaking, is not a very old acquisition.

Some interesting items in the history of the fork were recently brought out in a dispute between the eminent French dramatist Sardou and M. Darcel, the director of the Cluny Museum.

In one of the scenes of the piece *Theodora*, lately produced in Paris, the wife of Justinien, finding a friend whom she had known in former days, sits down with her to lunch, and unconcernedly picks up a fork, as if she had been used to it all her days, and commences to manoeuvre upon the delicacies before her.

M. Darcel vigorously objected to the introduction of forks so many years before



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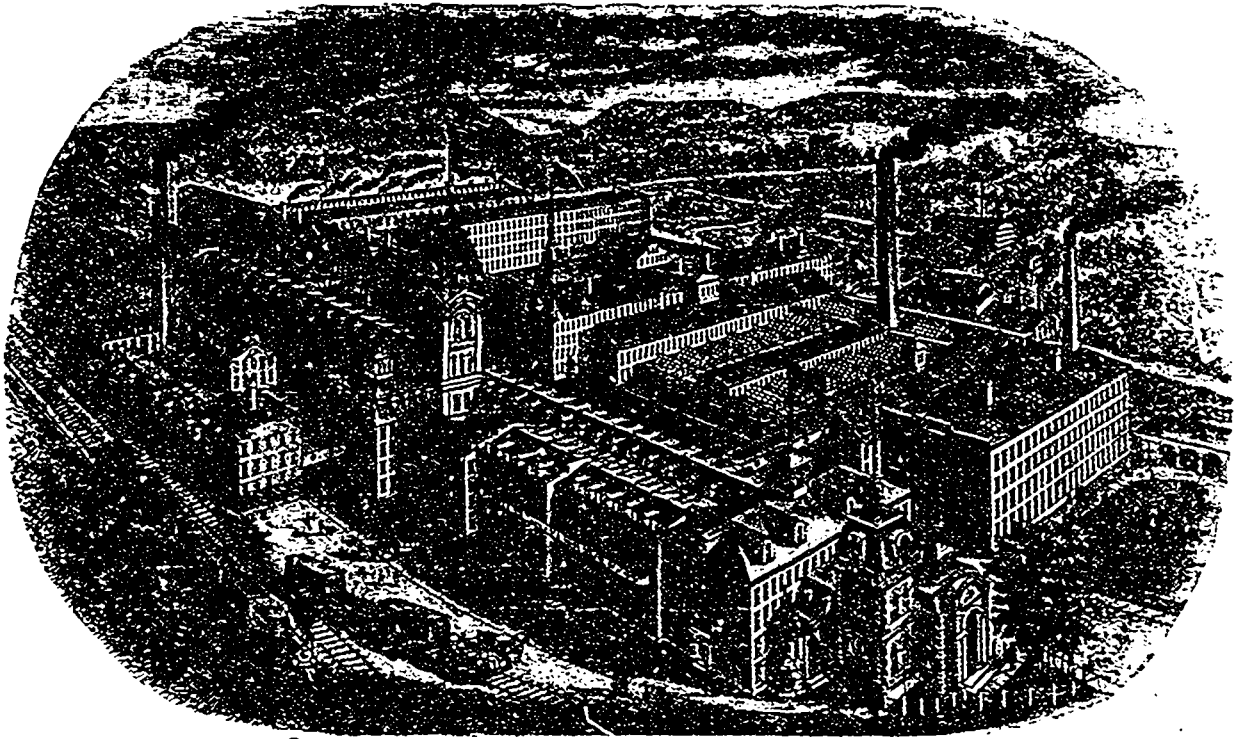
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their time, and insisted that no matter what the genius, the refined tastes, or the inclinations of the great Sarah Bernhardt might be, in order to portray truthfully and historically the role of Theodora, she must positively eat with her fingers!

This argument is perfectly valid; at Rome, Byzantia, as well as in Greece, there were no forks in vogue, except, as the French express it, those used by father Adam. The most famous hero of antiquity was reduced to the state of commonplace men before a piece of meat or of fish, to transfer which to his mouth, he knew of only one way, namely, between his thumb and index finger.

Forks made their appearance about the tenth century. We find mention that a certain father Galveston, a favorite of Edward II, had sixty-nine silver spoons and three forks. But, it is added, that these three forks were intended solely for the eating of pears.

Queen Clemence, of Hungary, in 1328, was the possessor of thirty spoons and one fork, and Queen Anne of Bourbon, had one of gold which was inherited by Charles V, King of France. This king himself, owned seven or eight, according to an inventory made in 1380. The one left him by will he subsequently had ornamented with precious stones.

The silverware of Chancellor Duprat, which an expert declared to be worth 88,848 pounds, a considerable amount in those days (1536,) included only one fork, while it contained two dozen spoons.

The inventory of the possessions of the Prince of Condé, (1588) records but one fork. It is described as silver coated with gold, but was reserved exclusively for the use of the prince.

The first inventory in which a number of forks are mentioned is that of Gabrielle d'Estrées, (1599). It includes twenty, of which eight were made of silver, the others being of iron with coral handles. But these forks were used only for toasting bread, and Gabrielle, like the Prince of Condé, sovereigns and common people, all ate with their fingers.

It is a strange fact that the introduction of forks for table service, at first provoked scandal. A curious pamphlet attacking the minions of Henry III, speaks indignantly in the following strain: "In the first place," says the anonymous writer, "they never touch meat with their fingers, but use forks, which they raise up to the mouth while stretching out the neck. They eat their salad with forks,

for it is forbidden to touch meat with the fingers, no matter how difficult it may be, and they prefer touching their lips with this little instrument than with their fingers."

Before the introduction of the fork, there existed a sort of code of fine manners for the use of persons of culture. Among other things it is ordained that when something is offered at table, it is proper to take it with three fingers, and also, it is considered a breach of fine manners to touch one's nose with the hand in which the meat is held.

At the present time in certain countries the fingers constitute the only forks in use. The Turks and Arabs still adhere to this primitive custom; in China two little sticks are employed wherewith the favorite rice is eaten. But, in general, the fork in one shape or another is now used, and it is not the lack of this instrument, but the tempting viand to plunge it into, which is a desideratum.—*Exchange.*

TRIBUNALS OF COMMERCE.

Some thirteen years ago, the writer brought before the Dominion Board of Trade the question of the desirability of establishing Tribunals of Commerce, on the French system in this country, and considerable discussion of a very favorable character, both in the press and in the Board of Trade followed. No steps were taken of a practical character, much to our disappointment. The reason did not lie very deep. Once discussing the matter at the time with a very prominent counsel learned in the law, since deceased, he, after fully admitting all the advantages of the system, and the great saving both of money and time to commercial men likely to result from its establishment, quietly set me back by asking: "And who, then, will pay me my \$25,000 a year? You can't have this Court in Canada, my young friend."

I am encouraged, however, by noticing the successful introduction of a reform almost as important in its character, both in Ottawa and Toronto, of the partial adoption of the Torrens' system of registering land titles, and in the hope that the same liberality which has induced the legal profession to permit the introduction of that system, may be extended so as to permit the greatest boon which the Legislature could extend to the merchants of Canada by the establishment of Tribunals of Commerce.

In favor of their establishment I would briefly urge three principal grounds:—

1. Because of the *absolute success* of the system in France, where there now exists over 100 such Tribunals.

2. The *great need*, owing first to the fact that customs of trade are not expressed in law; second, to the necessity of rapid adjustment. As affairs are at present, in the great majority of cases which would be submitted to a commercial court, any kind of a settlement is accepted in preference to coping with the difficulties and delays of the present system.

3. The *principle of special courts* has been found necessary and advantageous in other directions, such as probate, admiralty, divorce, bankruptcy and railways.

It will be argued that there are existing now facilities for arbitration which should cover the ground, but every one probably knows who has had to deal with ordinary arbitrations that they are not possessed of sufficient powers, have not the advantage of sufficient practice, nor are they in any sense equivalent to a court presided over by a legal assessor and assisted by experienced merchants who would value, as they are found to do in France, the honorable judicial position conferred on them by their associates in trade.

Now what does this court accomplish for the trader? Just this: It enables him to deal with a difference immediately—the case coming on as rapidly as the parties can be notified. It is then immediately dealt with and decided when the evidence is on the spot, and if not on the spot, the rules enable any distant evidence to be taken with great simplicity and inexpensiveness.

The custom of trade is determined by the commercial judges, and has the effect of law.

No lawyers are permitted to practice in the courts, and every party to a suit is supposed to deal with his own case. In France, however, the practice is, to some extent, to employ an agent who devotes himself to commercial cases, and whose charges are a matter of agreement with the client, and not recognized by the court.

The forms are as simple as those of an ordinary commercial arbitration, and in purely commercial cases the decision is final.

The advantages over the present system are very positive:—

1st. They make it possible to adjust

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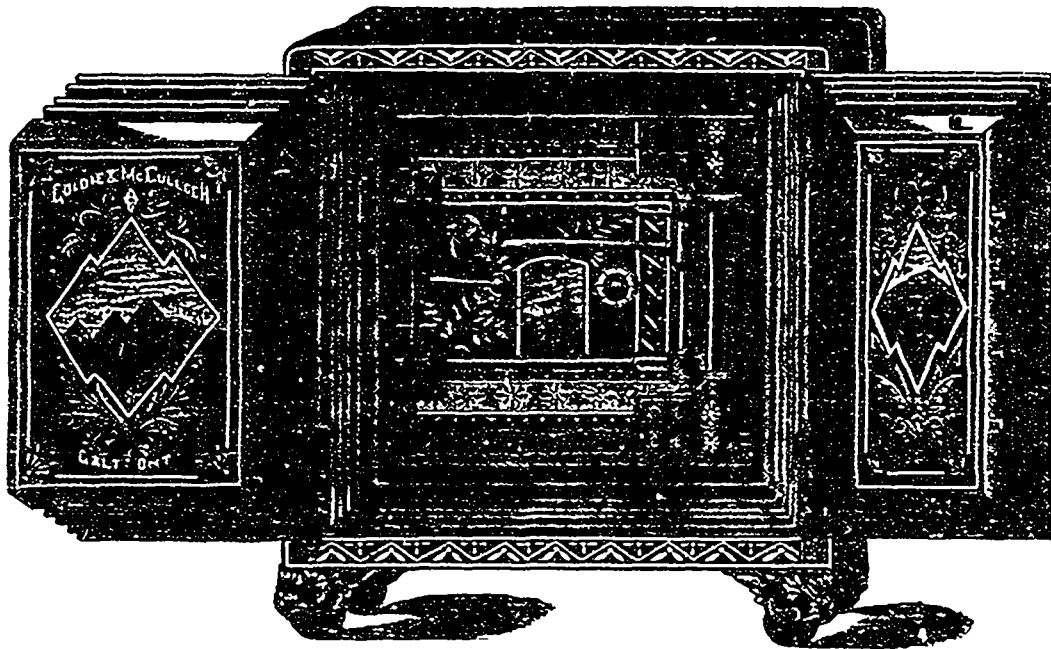
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all differences by the existence of such a court, and injustice need not be submitted to on account of the dread of the expense, loss of time, and delay of an ordinary suit.

2nd. The expense is shillings, where it is pounds in the ordinary courts.

3rd. And the time occupied is hours where it is now days.

When we look at our courts all loaded up with cases, at our overworked judges, utterly unable to keep up with the mass of work required at their hands, and finally, at the fact that often after a suit has been running its expensive course in the courts for weeks, it is suddenly discovered that it can better be settled by reference to experts, it must be the anxious thought of every merchant. How can we prevail upon our Legislature to grant us the great boon of Tribunals of Commerce in this Canada of ours?

W. H. HOWLAND, in *The Merchant*.

SUMMARY OF WATCH-CLEANING.

The greatest care is necessary in taking the watch down and separating its parts. First, remove the hands carefully, so as not to bend the slight pivots on which they work; next, remove the movement from the case, and take off the dial and minute wheels; then let down the mainspring by placing your bench key upon the arbor, or winding-post, and turning as though you were going to wind the watch, until the click rests lightly upon the ratchet; then with your screwdriver press the point of the click away from the teeth and ease down the spring, next, draw the screws, or pins, and remove the bridges of the train, if a bar movement, or the upper plate, as the case may be; then remove the balance with the greatest care, to avoid injuring the balance spring. The stud, or small post, into which this spring is fastened, may be removed from the bridge or plate of most modern watches without unkeying the spring, by slipping a thin instrument, like the edge of a blade-knife, under the cover of it and prying upward; this will save much trouble, as you will not have the balance spring to adjust when re-setting the balance. If the watch upon which you propose to work has an upper plate, for instance, an American or an English lever, loosen the lever before you have entirely separated the plates, otherwise it will hang and probably be broken. The watch being now taken apart, brush the dust away from its different parts and subject them

to a careful examination with your glass. Assure yourself that the teeth of the wheels and leaves of the pinions are all perfect and smooth; that the pivots are all straight, round, and highly polished; that the holes through which they work are not too large and have not become oval in shape; that every jewel is smooth and perfectly sound, and that none of them is loose in its setting. See also that the escapement is not too deep or too shallow; that the lever or cylinder is perfect; that all the wheels have sufficient shake to avoid friction, but not enough to derange their coming together properly; that none of them works against the pillar plate, that the balance turns horizontally and does not rub; that the balance spring is not bent or wrongly set, so that the coils rub on each other on the plate, or on the balance, in short, that everything about the whole movement is just as reason would teach you it should be. If you find it otherwise, proceed to repair in accordance with a carefully weighed judgment and the processes known to you, after which, clean; if not, the watch requires only to be cleaned, and, therefore, you may then proceed with this manipulation at once.

If you do it with benzine, we would highly recommend to you a home-made improved benzine jar, which is made as follows:

Take a circular piece of finely perforated metal, a coffee strainer answers very well. Then fit it inside your benzine glass, rivet in five or six wire feet, not more than a quarter of an inch long, so that you will have a small space between the perforated metal and the bottom of benzine jar, fill the jar with the best benzine to be had—the spirit must at least be a quarter of an inch above the perforated metal; lay the watch plates, etc., in this perforated metal, and the benzine, which holds the thick oil and other impurities in solution, will speedily precipitate them to the bottom, and their further contact with the work is prevented by the perforated plate, and when dried they are perfectly clean. Or, take a small, wide-necked bottle, fit a cork, and insert a brass wire; turn up the end like a fish-hook, so that it will dip half an inch into the benzine, hook on the wheels, balance, and small pieces, and immerse them into the spirit, which will operate as before described. A little attention to small auxiliaries is often the difference between a quick workman and a slow one.

Workmen of equal industry and ability often produce widely different results from the neglect of a small outlay in useful tools.—*Exchange*.

THE ANTIQUE CRAZE.

The collecting of "antique" and works of art has become a fully developed mania on the continent, and we fancy that our shoddyites are not exempt from it. A well defined and full equipped branch of art has, for the last few years, sprung into existence; old objects of art have been multiplied by electro-plastic, copying, etc., until they are almost worn out in the process, and the imitations flood the market. The most eminent European artists have left off producing modern objects of art, for which they receive nothing, and engaged in the manufacture of the antique, for which they are paid double and triple.

Under the heading of "Old Enamel," one of our Amsterdam exchanges brings the following anecdote, which may be of interest to collectors of objects of art and antiquities, to enjoin on them an extra amount of caution.

The enamel manufacturer, Soyex, of Paris, made the following remarkable statement about "old enamel" a few days ago, to the committee of inquiry. "It is daily ordered of me, and I make it under one condition, that I be permitted to state upon it from what original it was copied. This is generally refused, however. The originals are then sent to Amsterdam where they are copied, and come back to Paris to be sold at art auctions, and sometimes they fetch wonderful prices. Such a copy was not long ago brought to me for repairs; it represented the murder of the Duke de Guise. "Can you repair the piece?" I was asked "Certainly," I responded; "I will repair it in the same manner in which I made it originally." "You? I bought it for 10,000 francs; it was begrimed and dirty all over, and you do not believe the trouble I had to clean it." "I know that; but in order to fully convince you I will show you the design from which I made it." I know a collector of antiquities in Amsterdam, who owns perhaps two million francs' worth of snuff boxes and enamels of Limoges, Leonard Limousin and Pierre Raymond. In order to complete a dozen, he paid for one plate of the latter 3,000 francs, and the same plate, which bears the name of my firm, was made by me, and I sold it for 150 francs.

Verily, the fools are not all dead yet!
Exchange.

ONE OF THE GREATEST IMPROVEMENTS EVER MADE IN WATCH CASES.

An Adjustable Bezel for Hunting Cases !

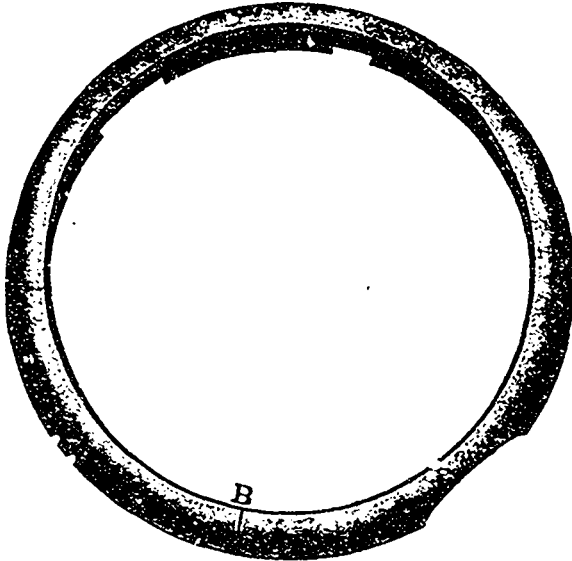
THE FITTING OF GLASSES MADE EASY.

THE KEYSTONE FACTORIES STILL AT THE FORE.

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

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

To obviate these drawbacks is the province of the



KEYSTONE ADJUSTABLE BEZEL.

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

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

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

THE KEYSTONE ADJUSTABLE BEZEL

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

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

THE KEYSTONE WATCH CASE FACTORIES :

19th and BROWN STREETS, PHILADELPHIA.

NEW YORK, 14 JOHN STREET.

CHICAGO, 100 STATE STREET.

COULDN'T UNDERSTAND THE GAME.

An amusing story is told of an American millionaire who recently honored London with a visit. As he was walking down one of the busiest streets one morning, his eye was attracted by an organ-grinder who was solemnly and lugubriously playing at the corner of the street. The top of the organ was covered with a smooth green cloth, and it was this green cloth that at once appealed to the intellect of the transatlantic Cræsus. For him the green cloth suggested only one thought, and that thought was gambling. He fancied himself in the presence of some poripatetic roulette player, and he could not resist the temptation of taking a turn. So he stopped opposite the musical Italian and tossed a gold coin cheerily on the green surface of the hurdy-gurdy. The astonished foreigner stopped playing, grasped the coin, pocketed it, removed his hat, grunted out some voluble Tuscan thanks, and resumed his music. "Lost that time," the millionaire murmured to himself, and produced another coin. He tossed it again upon the board, from which it was again no less promptly and no less gratefully removed by the delighted musician. The millionaire shook his head. "Ah, luck's against me," he remarked, as he sent a third gold coin to gleam for a moment upon the green surface before it rapidly disappeared in the Italian's pocket. Another and another coin went the same way, without wearing out the patience of the American. But at last, when some six sovereigns had transferred themselves from his keeping to that of the organ-grinder, the American bent forward, and in a tone of the intensest curiosity, whispered in the ear of the amazed Italian, "Say, stranger, what do you call this game, any how?"—*Whitehall Review.*

EFFECTS OF GASES OF THE BODY ON WATCH OIL.

The oil used by watch and clock makers is always an element of some uncertainty to them, and one, also, of considerable anxiety. One specimen of oil evaporates too rapidly, while another becomes gummy and thick, and instead of acting the part as a lubricant, it actually becomes a clog and an impediment, and finally stops the watch altogether.

SPECIAL NOTICE.

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

BUSINESS NOTES.

A THREE WHEELED WATCH is the latest thing in horology in the U.S. A factory costing \$35,000 has been built in Jersey City for their manufacture. Next!

ASSIGNED.—Mr. H. Hale, jeweler, of Brantford, has assigned in trust for the benefit of his creditors. He has had an uphill fight of it for some years past and has done his best to pay his creditors in full—it now seems unsuccessfully.

SATISFACTORY.—A visit to the principal wholesale jewelry houses in Toronto, will satisfy anyone that the fall's trade has been decidedly ahead of that of last year. Every one of the merchants look pleased over what they have done, and are sanguine of prospects ahead.

"DRIVES."—Smith and Fudger have some splendid "drives" in electro-plated ware that every one should see. Any one who understands the value of goods naturally asks, "how can they be made for the money?" and the answer to this query is, "they are not made for the price they are sold at but are offered under cost." Of course such goods are quickly snapped up.

"HEPINSTALL, THE JEWELER," of St. Thomas, if the local papers are to be relied upon, is pushing business for all it is worth, and making a success of it. In addition to all kinds of jewelry, Mr. Hepinstall has made a speciality of spectacles, his "Boss" brand being the "Ne Plus Ultra" of that line. "Hep." evidently is a firm believer in printers' ink, the free and judicious use of which has no doubt been a considerable factor in his success.

Our sanctum was honored during last month by a visit from our esteemed friend, Mr. Maurice Schwob, of Montreal, President of the Canadian Jobbers' Association in American Watches. Mr. Schwob, who has just returned from a three months' trip to Europe, looks the picture of health, and we should say has added ten years to his life by the holiday.

SPECIAL NOTICE.—We desire to inform the trade that we will in future insert free in a special column, all advertisements of jewelers wanting assistants, or of watchmakers wanting situations. We want to make THE TRADER as useful to the trade as possible and if they make use of the publicity its columns afford for the purposes above stated, we are satisfied that it will be to their advantage.

ENTERPRISE.—The new catalogue just issued by the Acme Silver Co., of Toronto, is the best thing of the kind that we have yet seen printed in Canada, and compares very favorably with the best class of American work. This company have a lot of new and very artistic goods, and the demand for them is so great that they are compelled to run overtime in order to keep abreast of their orders. They seem bound to go ahead.

Mr. A. S. WORMWOOD, representing the Illinois Watch Company, has been in the city for the past few days showing our jewelers the good points of the watches made by his company. Mr. Wormwood is a good talker and favorably impressed the trade with whom he came in contact, and the Illinois Company should certainly look for an increased trade as a result of his Canadian tour.

SENSIBLE.—R. Harkness, jeweler of Meaford, has done a very sensible thing in purchasing from Mr. Bostwick, representing Messrs. Goldie & McCulloch, a first-class burglar-proof safe, with composition iron and steel lining one inch thick, and a three inch door of the same material. Mr. Harkness can now afford to sleep easy at nights, as any burglar who gets into his safe will have to be as well acquainted with the combination as he himself is.

MR. ANDREWS, the well-known jeweler of St. Marys, Ont., has just about completed what is probably the finest jewelry store in Canada—outside of Toronto. Everything about his new place is of the finest quality and latest design, and it will be a credit to St. Marys. We congratulate Mr. Andrews on his enterprise, and wish him a prosperous career in his new place of business. As is usual in all first-class concerns, the show cases were made by Millichamp, and the trays, boxes and trimmings by the Hemming Bros.

"HE IS NOT THE AUTHOR."—In our last issue our printer made us say, that Mr. E. Bulwer, Manager of the Simpson, Hall, Miller & Co. plate works at Montreal, had paid us a visit. The name should have read, Mr. E. Hulmer. Mr. Hulmer does not romance, he confines himself to facts and figures, and any one who has ever had much to do with his invoices can testify that he is usually correct in his statements. In this he differs from the great romancer, and is, we consider, a gainer by the comparison.

A HANDSOME CATALOGUE.—One of the handsomest catalogues we have ever seen is that of Simpson, Hall, Miller & Co., for the season of 1885. The covers are lithographed in colors and are emphatically a work of art. The illustrations of the plated ware are high-class work, and are printed in imitation of steel engraving. Altogether the book is first-class, and will no doubt prove itself a great help to jewelers and others who are compelled to order their goods by catalogue.

"A BRACELET KING."—Every person has an ambition of some kind or other; that of Mr. A. C. Anderson, of Lowe & Anderson, is apparently to be "the bracelet king of Canada." Mr. Anderson has just returned from Providence and Attleboro where he claims to have scooped the market in rolled plate bracelets and to be able to give the trade the largest assortment and the best value in such goods that has ever been shown in Canada. On this account his friends now dub him the Bracelet King. Next.

"THE GENIAL GRIPSACK," is the name of a new article that the Hemming Bros. of this city have just introduced for the use of jewelry travellers. In finish they are equal to anything of the kind we have ever seen, and are ingeniously arranged (as the Irishman would say)

LOWE & ANDERSON,
WHOLESALE JEWELERS
AND IMPORTERS OF
- AMERICAN WATCHES -

Our Stock is now complete in all Departments.

It is new and fresh, having been bought late in the season.

Our prices are right and the Trade are assured it is to their advantage to look at our Travellers' samples if unable to pay the house a visit.

Letter or wire orders punctually attended to.

LOWE & ANDERSON,
16 WELLINGTON STREET,
TORONTO.

P. S.--We beg to notify the Trade that the prices of Illinois Movements in our new Price List are incorrect. We hope soon to issue a corrected list of those movements.

so as "to give a great deal of room in a very small space" Every traveller should have one. This enterprising firm is also showing a new line of "Hair tanned buckskin" watch and set cases in natural colors, which are a curiosity even in this year of our Lord.

SOMETHING NEW—Some very wise person has said that there is nothing new under the sun, but the philosopher who said it never saw the new adjustable watch case bezel that the Boss case people have just put upon the market. The makers claim that this patent bezel not only saves watch glasses but prevents the profanity that is engendered by a watchmaker breaking half a dozen glasses before he can get one to fit. If only to help morality, this new bezel should have the hearty support of every law abiding citizen and be extensively patronized by clergymen and others interested in the elevation of the race.

CUSTOMS SEIZURE.—The Hamilton customs authorities last week seized the stock of T. J. Carrol & Co., jewelers of that city, on suspicion of smuggling. It is to be hoped that the Hamilton officials will be more active in getting the justice of this seizure made apparent than the Winnipeg authorities are. If this or any other firm are proven to have smuggled goods, they should be rigorously dealt with, but if it cannot be at once clearly proven, they should not be needlessly hampered and their business as good as ruined by the greed of officials who only suspect that the law has been evaded.

GET VACCINATED.—We are not alarmists, but in these days when small-pox is so rife throughout the country and may break out at any moment in the most unexpected places, it is the duty of every person to get vaccinated and thus keep themselves free from the disease and check its spread. The editor has had his left arm in a sling for about a week (metaphorically speaking) on account of his being vaccinated, but if he had to keep it that way for a month he would prefer it to a week of genuine small-pox. He considers an ounce of prevention better than a pound of cure especially in regard to the small-pox, and therefore advises all the readers of THE TRADER to follow his example and get vaccinated.

WORTHY REPRESENTATIVES.—We were favored last week by a visit from Messrs J. L. Sweet, representing the firm of R. F. Simmons & Co., the well known manufacturers of rolled-plate chains, and C. E. Settle, representing S. E. Fisher & Co., the best known firm of bracelet makers in the United States. These gentlemen were visiting Toronto for the first time in the interest of their respective firms, and expressed themselves as being highly pleased with this city and the trade they were doing. Both of the above firms enjoy an enviable reputation for the excellence of their manufactures, and they are also to be congratulated upon the live and gentlemanly representatives that they send to this part of Her Majesty's dominions. Glad to see you gentlemen. Come again.

SIGHT FOR THE BLIND.—Although the days of miraculous healing have passed away, science has done much to alleviate the sufferings of humanity. There is probably no greater affliction than loss of sight, and spectacle manufacturers should, therefore, not only be classed as

merchants but also as philanthropists. At least this is our opinion every time we come across Mr. H. J. Levetus, of the Montreal Optical Company. Mr. Levetus not only acts the good Samaritan to those afflicted with loss of sight, but looks every inch a philanthropist of the first water. We don't know whether Mr. L. sells spectacles for the purpose of making money out of them or not, but we can testify from a personal inspection of his stock that he carries the largest and best line of such goods in Canada.

BY ALL MEANS.—The Report has been for some time in circulation to the effect that Mr. Johnstone, Commissioner of Customs at Ottawa, was to be superannuated, and that Mr. Mingay, Collector at Winnipeg, was to be appointed in his place, with a reversion of the latter's position to Mr. Bowell, a son of the Hon. Minister of Customs. If general crankiness and red-tapeism are recommendations for the commissionship, and report speaks true, Mr. Mingay possesses special qualifications for the position, and we trust he may get it. We do not know, however, that the change from Mr. Mingay to Mr. Bowell would be any relief to the merchants of Winnipeg, as the general opinion there seems to be that they hunt in couples. We have often said before that too much politics is the curse of Canada, and that in filling such offices it is not fitness that is considered so much as political exigency.

AN INJUSTICE.—We have before called attention to the arbitrary manner in which the Customs authorities at Winnipeg use jewelers suspected of smuggling goods. We understand that the stock of Mr. Perret, which was only seized on suspicion of being smuggled is still in the hands of the authorities, although nearly three months have elapsed since the seizure was made and Mr. Perret says that almost his whole stock was purchased of Canadian jobbers. Toronto jobbers who visited Winnipeg and interested themselves in the case were treated with scant courtesy and as good as told to mind their own business, although they had no end to serve except to see fair play to both parties. Such proceedings as these smack of tyranny and hardly harmonize with the liberty of the century. The Winnipeg Customs authorities should be made to understand that merchants have rights as well as themselves and that they might as well steal a merchant's stock outright, as seize it and keep it for an indefinite length of time. Fair play is bonnie play and they will try their little game once too often for their own good.

WHO LIT THE FIRE?—Charlie Ellis, while on his last eastern trip, came near being the cause of one of the biggest fires on record. Feeling cold, and seeing a large stove in his sample room filled with paper, he touched a match to it and speedily succeeded in getting up a roaring fire, very much to his own and his customers' comfort. His exuberance did not last over a couple of minutes however, for by that time the servants up-stairs came tumbling down stairs in all sorts of *dishabille*, each one dragging their valuables after them, while an excited crowd speedily filled the yard and tried to assist the firemen by giving them the benefit

of their advice. The flames were, after considerable exertion subdued, and an investigation brought to light the fact that the pipe which led from the stove in Mr. Ellis' sample room did not go any nearer heaven than just through the floor above. It was a most absurd thing for any hotel keeper to leave a stove in such a condition, but Charlie says that his experience with fires has been so varied and disastrous that next time he lights one he will find out how it is going to affect his future existence before he touches the match. If Charlie gets into many more such scrapes we will have to dub him the Handy Andy of the jewelry business.

A DARLING RUMPU.—The action of Mr. H. W. Darling, president of the Toronto Board of Trade, in endeavoring to get railway companies to confer the same privileges upon members of the Board of Trade as upon commercial travellers has evoked no little opposition from that energetic and very necessary corporation. We do not see that anything is to be gained by the adoption of Mr. Darling's scheme except perhaps the saving of a few dollars to some wholesalers who do not seem to have the faculty of keeping their travellers more than a few months at a time. On the contrary we see a great deal to condemn in this attempt to undermine an Association which has proved itself of incalculable benefit not only to the travellers, but to wholesale houses and the railways as well. We have no idea that Mr. Darling's scheme will carry through, and it certainly does not deserve success. We think the Board of Trade would be well advised if they keep themselves free from railway favors and attend strictly to their legitimate business. If Mr. Darling must have scope for his bottled up energy, let him direct it to something practical such as, a new bankrupt act, tribunals of commerce, or even the shortening of our present credits. Any of these things are practical and necessary and in our humble opinion the president of the Toronto Board of Trade would be better employed in securing their adoption than in trying to injure an organization like the Commercial Travellers Association of Canada.

IN A TIGHT PLACE.—Now that the Privy Council of Great Britain have decided that Louis David Riel has had a fair and impartial trial by a legally constituted court, the question arises will the Government allow the law to take its course, or will they interfere and save his neck for the purpose of keeping themselves in power. It is a tight place for them, on one side the "Grit devil," and on the other the deep sea of solid French race opposition. If Sir John can steer the government bark safely through between these rocks, he will accomplish something well nigh impossible. If THE TRADER might venture to give him a piece of disinterested advice, we would counsel him to simply let the law take its course. We have nothing but good feeling for our French Canadian fellow countrymen, and the question as to whether Riel is French, Irish, English or Scotch should never be thought of at all. It should be, does he deserve hanging, and if so, let him hang. We think there can only be one answer to such a query and we also think that this is a crisis in our national career. If Sir John Macdonald has the firmness to do what is right in the present case, we are satis-

A decorative rectangular border with a repeating floral or geometric pattern surrounds the central text.

THE
R. F. S. & Co.
ROLLED PLATE CHAINS
—ARE THE—
BEST.

ned that although extremists may howl, every fair minded man will support him regardless of party. We want to know nothing about any race in Canada except Canadians. Whatever we may have been before we came to this country, we are Canadians now and it is the duty of every honest man in such a crisis to put country before party and support what is right even though the heavens should fall. If ever a man deserved hanging Riel does, and we think it would not only be mistaken clemency on the part of the government to pardon him, but it will introduce the principle of bringing into our courts of justice a pandering to national prejudice that will certainly work mischief in the long run. Our French Canadian fellow citizens must be taught that it is not revenge but justice that Canada wants, and that she is bound to have justice in each and every case no matter to what nationality the culprit belongs or what influence is brought to bear in his favor.

WORKSHOP NOTES.

CEMENT—A cement for meerschau can be made of quicklime mixed to a thick cream with the white of an egg. This cement will also unite glass or china.

PEGWOOD—Watchmakers generally buy this article of watch material dealers. A small shrub known as Indian arrowwood, to be met with in the northern and western states, makes an excellent pegwood. It is to be cut when the sap is down and split into quarters, so as to throw the pith outside of the rod.

STAINS FROM MARBLE CASES.—To remove stains from marble cases, clock dials, etc., take equal parts of fresh oil of vitriol and lemon juice shake up these substances very thoroughly in a bottle, wet the spots with the mixture, and in a few minutes afterward rub with a soft linen cloth and the spots will be found to have entirely disappeared.

TOOLS RUSTING. The rusting of bright steel tools is due to the precipitation of moisture from the air. It may be prevented by keeping the air surrounding the goods dry, and chloride of lime, having a peculiar affinity for attracting moisture, is, with great benefit, used for the purpose by placing a saucer full of it in the case containing such tools or bright steel.

TRANSPARENT SIGNS.—A signmaker of Hamburg has adapted the following novel method for heightening the effects of a glass sign. He places colored and white glass splinters between two sheets of glass, on one of which the name is written, and protects everything else with a coat of varnish impenetrable to light. The rays of light passing through the name and figures will be decomposed in the prismatic hues, and produce a striking effect.

THE POLISH STRIKE. A subscriber desires to know what is the best mixture for white metal polisher for steel for putting on a good black color. If the steel is of moderately good temper use a zinc polisher with diamantine for soft steel a tin polisher is better. The diamantine should be mixed on glass, with very little watch oil. Diamantine mixed with ordinary oil soon becomes gummy, and is unfit for use in a day or two, and if brought into contact with metal while mixing, turns black.

THE MIXING OF POLISHING MATERIAL.—Crocus should be thoroughly beaten upon glass or a polished steel stake, forming it into a stiff paste with very little oil. Far too much oil is generally used, and the mixture is made thinner than it should be. Olive or sweet oil is not suitable, and if used, the polishing stuff becomes gummy in a few days. Refined sperm oil answers well. Diamantine should be mixed in the same way, as dry as possible, so that when it is used the polisher is only just dampened with it.

TO HARDEN GOLD SPRINGS.—Gold detent, thermometer, suspension and balance springs can be imparted a higher degree of elasticity. Rolling hardens them, but they are rendered very brittle thereby. They can be made supple and elastic, not by hardening, as in the case of steel, but by annealing, care being taken not to exceed a certain degree of heat. The spring may be coiled on a block, and placed in a tube with a smooth steel lid, then heat the tube in the flame of a spirit lamp, and as soon as the steel is of a blue temper, remove the flame and allow the whole to cool.

OTHER NOTES.

A TROY lawyer gives as a reason for not going to Europe this summer, that a rich client of his has just died, and he was afraid the heirs would get the property.

THE latest novelty in purses in Paris is a baby's foot crocheted in silk, and furnished with a ring and clasp, like the old-fashioned long purses that a few persons still use.

A Buffalo physician, when asked the best preventative of smallpox to carry in the pocket, is said to have answered, "Camphor gum." It is the best thing to have on the person for that purpose and most all doctors use it.

THE microscopic edition of Dante, printed at Padua in 1873 was thought to be the smallest book in existence, but has had to give the place of honor to a newly-discovered "Officium" (Venice Giunti, 1630), which in the original cover measures only 33 by 48mm, about an inch and three tenths by one inch and eight-tenths. This last book may be described as the smallest volume in the world.

ON some of the German postal cards is a printed formula designed to save time in imparting news transmissible by this medium. It runs as follows: "Only a few lines to-day," then follows five lines, on which to write, then, "God be thanked, I am in good health and hope to hear that you are also. The weather is— write soon, and give my love to all. In haste, and here follows the signature. There is even place reserved for a postscript.

THE latest municipal returns of Toronto are very gratifying and show that the city is rapidly increasing both in population and commercial importance. The population is now 111,800, an increase during the year of 7,524, and the assessment, upon which next year's taxation will be based, reaches \$72,721,559, an increase of about three and a half millions over and above the figures of 1884. Since 1879 the assessed value of property in Toronto has increased by no less a sum than \$23,000,000.

Jewelers' Safe

COMBINATION LOCK.

Size Outside:—5 Feet High; 3 Feet, 4 Inches Wide and 2 Feet, 6 Inches Deep.

FOR SALE,
CHEAP.

LOWE & ANDERSON
TORONTO.

C. W. COLEMAN,

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

WATCHMAKER TO THE TRADE

AND DEALER IN

Watch Material, Tools, Spectacles, &c.

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

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

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

Samples of above three lines sent prepaid for 50 cts.

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

T. WHITE & SON,
MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

—FOR THE TRADE.—

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

E. & A. GUNTHER,
Importers and Wholesale Jewelers,
COR. JORDAN & MELINDA STS.

Our Stock of Fall and Xmas Importations has arrived, and in addition to our very large and well assorted Stock, we are offering Specialties in

Marble and Marbleized Iron Clocks,
Black Ebony and Walnut Clocks.

Also Special Inducements in a Large Line of Regulators

A CALL SOLICITED.

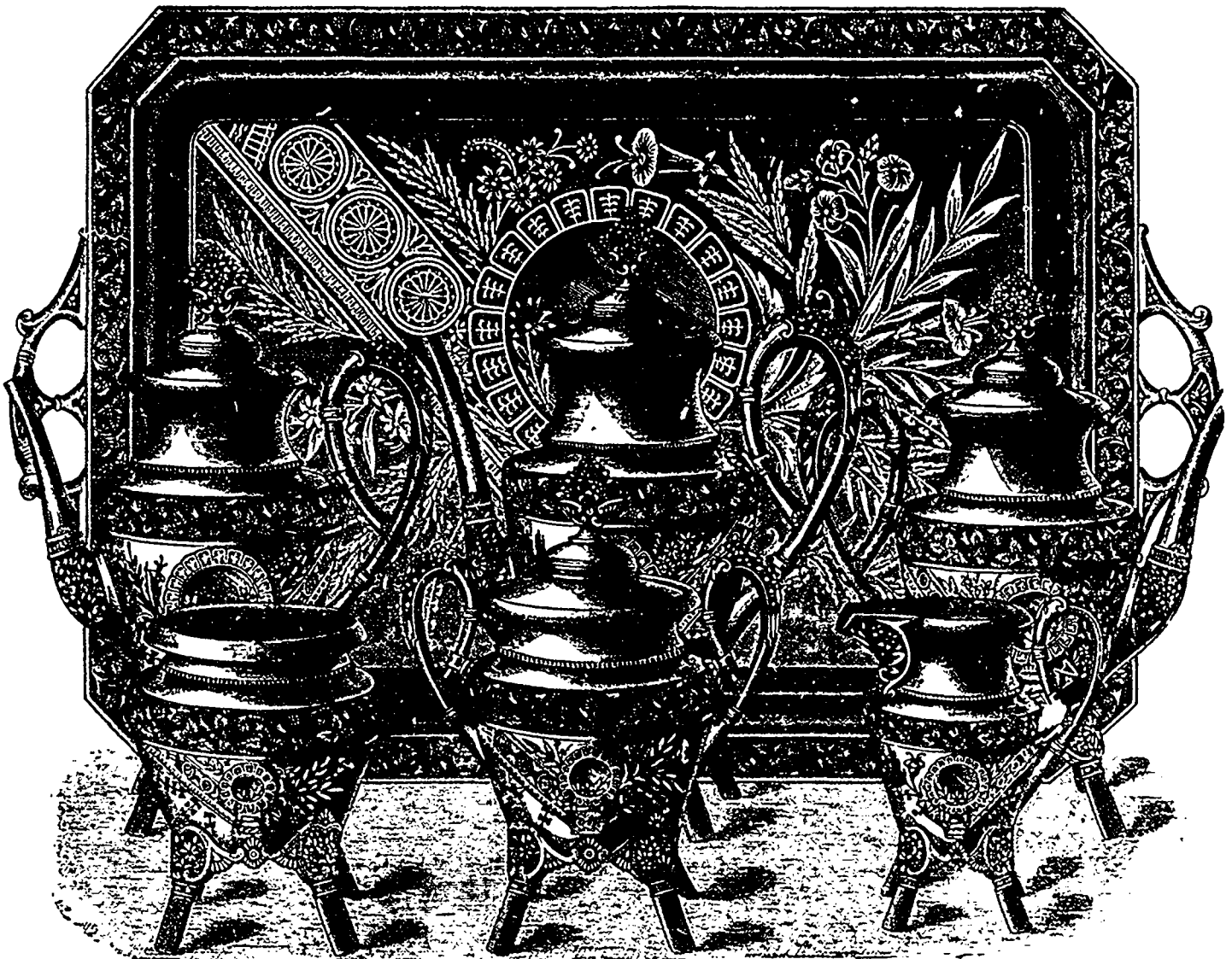
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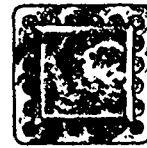
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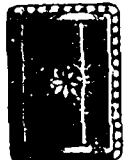
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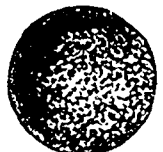
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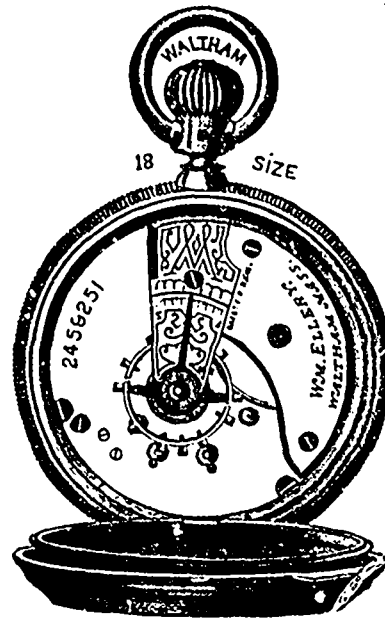
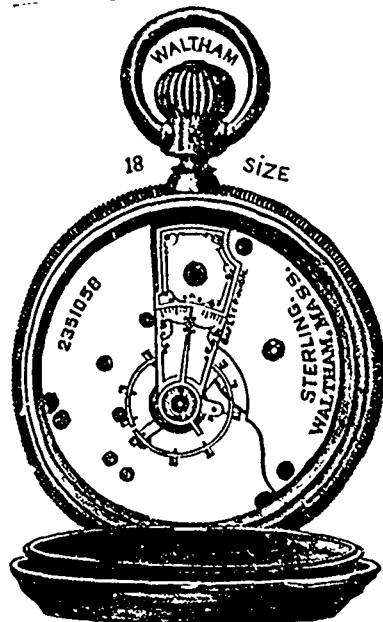


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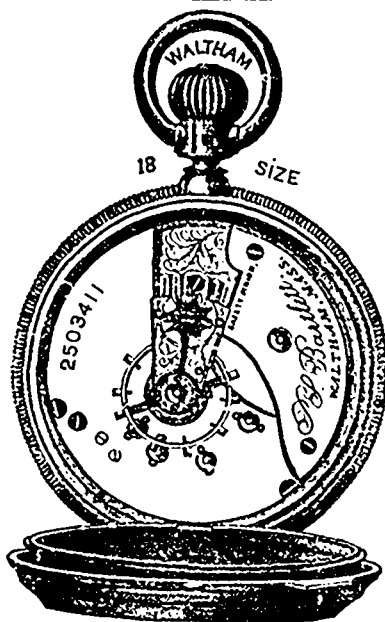
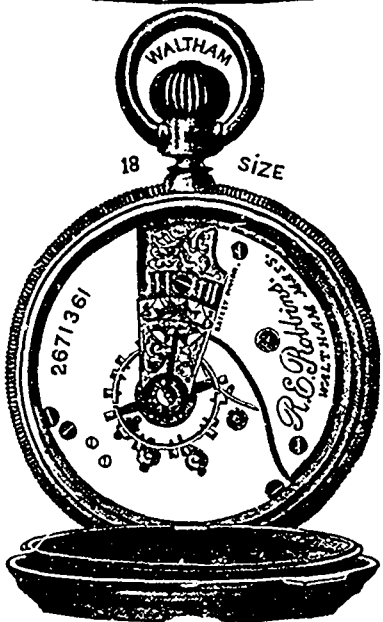
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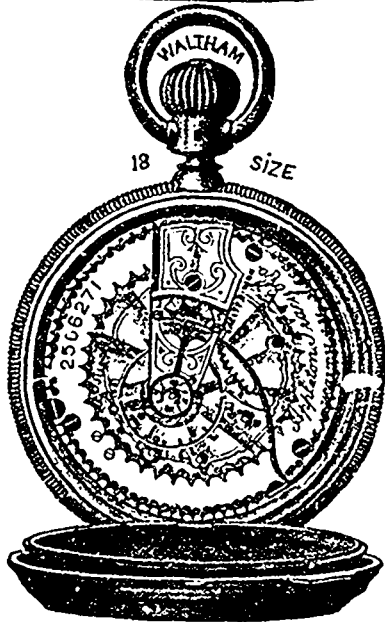
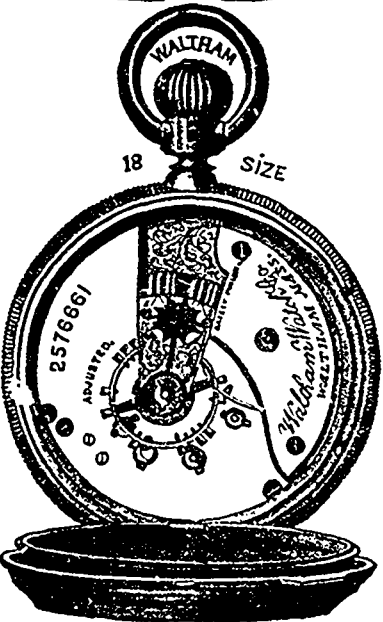
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