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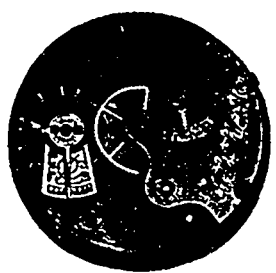


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DIAMONDS & JEWELRY,
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FOR 1900.

Although this year does not open the 20th century, it will inaugurate a great many changes and improvements in our business.

We propose, as heretofore, to head the procession of Canadian jewelry manufacturers, and to furnish the trade with goods that will not only sell at sight, but on which you can make good money.

Our New Lines

are now ready. Our styles are thoroughly up-to-date, our quality and finish are unequalled in Canada, while our prices are always right.

Remember that by buying from us you save the entire duty paid upon similar imported goods.

We invite your inspection, not only of our jewelry, but of our stock of Diamonds, Pearls and Precious Stones of all kinds. Our arrangements in Europe for the purchase of these goods places us at the head of the Precious Stone business in Canada, and we propose to give our customers the full benefit of our facilities.

CALL AND SEE US WHEN IN THE CITY.

SAUNDERS, LORIE & CO.,

Manufacturers of
FINE GOLD AND SILVER JEWELRY,

114 BAY STREET, - - - TORONTO.



TORONTO, ONT., MARCH, 1900.

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

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

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

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

All business and other correspondence should be addressed to

THE TRADER PUBLISHING CO.
OF TORONTO, LIMITED.



DIAMONDS IN ONTARIO.

THOSE of our readers who have either listened to or read that splendid lecture of the Rev. Russell Conway, entitled "Acres of Diamonds," will remember that the keystone of the whole discourse, was the moral of the original story about the discovery of the diamond mines of Golconda, that people are very apt to look abroad for opportunities of advancement whereas perhaps they may be overlooking much better opportunities right at their own doors.

This lecture with all its wealth of illustration and fact, was vividly recalled to our memory the other day by a paper read before the Canadian Institute last month by Mr. Archibald Blue, chief of the Bureau of Mines for the province of Ontario. The subject of Mr. Blue's paper was "Are there Diamonds in Ontario?" and it was a most interesting collection of facts and references in regard to this subject. He described in detail the characteristics of a country in which diamonds are to be found, illustrating this by a description of the mines of Kimberley, South Africa, as an example. He showed that some parts of Ontario exhibit very similar characteristics to that of Kimberley, and their geological formation is of such a nature that it is not improbable that diamonds might some day

become a product of this province. Mr. Blue also told of the finding of diamonds in parts of the States of Wisconsin and Michigan.

Nothing is apparently impossible to Nature, and we should not be one particle astonished if some day this province should be found to have diamond mines equal to those of South Africa or anywhere else. If we remember rightly, geologists told us that it was impossible that the African diamond mines could be any good. They asserted that diamonds had never been found in the hard blue clay such as obtains in the Kimberley mines, and the whole thing was either a mistake or a swindle. The reply of the African miners was, "Well, that may be all right in theory, but how are you going to get over the fact that we are actually getting diamonds in quantities hitherto undreamed of out of a geological formation that you say contains none?"

This was not a theory, but a condition, and, as usual, the scientists had to take backwater when they ran up against facts that could not be disputed. It is just possible that Canada may have diamond mines. Scientists used to tell us that we had no gold mines, yet we have demonstrated to the world that we have plenty of them, and the fact that we are now the fourth country in the world in the production of the precious metals is proof enough that they are not always right. In the meantime, until our domestic diamond mines turn up, we shall endeavor to worry along in the same old way and use the imported article.

THE WANT OF A BANKRUPT ACT.

THE member for East York, Mr. W. F. McLean, last month introduced a bill into the Dominion Parliament for the relief of insolvents, and the equitable settlement of their estates. As our readers are aware, such a measure has been demanded by the mercantile community of this country, as voiced through their various boards of trade, for a number of years past, but notwithstanding all this there seems to be some unaccountable reason why the Government are averse to giving it their sanction and endorsement.

As a matter of fact, it is generally admitted that if a man becomes *honestly* insolvent and *honestly* abandons his estate to his creditors, there is no valid reason why he should not get a clearance from his creditors and be allowed to start afresh again with a clean sheet.

On the other hand looked at from the standpoint of his creditors, all that they want or can reasonably expect, is that the entire estate of the insolvent shall be fairly and economically divided amongst them *pro-rata*.

It surely should not be very difficult to reconcile the differences between the insolvent and his creditors, and as a matter of fact, it is not. It has been arranged time and again to their mutual satisfaction, but the drawback to the passage of such an act seems to come from two widely different sources. First, from the banking community, who practically want to be legislated into a large pull over the ordinary creditors, and second, the farmers, who oppose it because they think that men of their occupation should have exactly the same rights in



regard to the benefit of an insolvent Act as the merchant engaged in business.

In spite of this opposition, however, we think it should not be difficult to frame a simple and inexpensive Act which would be quite sufficient to provide for the fair, economical and rateable distribution of an insolvent's assets, and which should prove acceptable to the banking as well as the mercantile community.

After all is said and done, bankers are only merchants who buy and sell money instead of merchandise, and it should therefore not be difficult to place their claims in such a position as would be fair alike to themselves and the balance of the creditors.

As we have stated previously in these columns, the want of a Dominion Bankruptcy Act is not only hurtful to Canadians at home, but it materially injures our credit abroad, especially in Great Britain, the country with which we are most anxious to cultivate closer trade relations.

As things stand at present, every Canadian province has a different law regarding the distribution of an insolvent's assets, and in several cases, these laws are distinctly unfair and unjust to those creditors who happen to live outside of the province where the bankrupt does business. It would take a smart lawyer all his time to keep pace with the changes regarding insolvents which are passed from time to time by the different local legislatures, none of whom as a matter of fact, really have the right to deal with the question.

What is wanted is a general Act which will apply to every province alike, one that can be readily comprehended by business men as well as lawyers, and one which being simple, economical and just alike to debtor and creditor, may be taken advantage of by a host of honest but unfortunate merchants, to get their affairs straightened up and commence the battle of life afresh.

Such an Act would raise our credit in Great Britain, and materially help to establish the confidence in our integrity which is absolutely necessary if we are to deal more extensively with each other than formerly.

An Insolvent Act such as we have outlined would be a good thing all around. The country needs it, our merchants demand it, and we see no good reason why they should not have it. We trust Mr. McLean will push his bill to an issue.

THE TWENTIETH CENTURY DISPUTE.

AS our readers know, gallons of ink have been used and numberless reams of paper wasted in the attempt to show that the twentieth century commenced on the first day of January, 1900.

If ninety nine cents make one dollar, then this view is correct, but if it takes one hundred cents to make a dollar, then it will take the same number of years to make a century, and we will have to wait until the first of January, 1901, before we really enter upon the new era about which there has been so much discussion and dispute.

However, it is not our present intention to argue this question, as we have already done so at some length in a former issue, but to show our readers that Solomon's saying that "there is nothing new under the sun" appears to be perfectly true in this case, if we may judge by the records of old time disputes upon this subject which have recently been unearthed by curious litterateurs. We do not know for certain, but it is extremely probable that the same dispute has been going on for hundreds of years with just as much vigor and good natured chaff as has characterized the present discussion. Be this as it may, however, we know for sure that it was so one hundred years ago, as the following lines from the pen of Theodore Dwight, who wrote them on New Year's day, 1801, will testify.

"Precisely at 12 o'clock last night
The eighteenth century took its flight.
Full many a calculating head
Has racked its brains: its ink has shed
To prove by metaphysics fine
A hundred means but ninety nine.
While at their wisdom others wondered,
But took one more to make a hundred.
Strange at the eighteenth century's close,
While light in beams effulgent glows,
When bright illumination's ray
Has chased the darkness far away,
Heads filled with mathematics' lore
Dispute if two and two make four.
Go on, ye scientific sages,
Collect your light a few more ages,
Perhaps as swells the vast amount
A century hence you'll learn to count."

WHAT ROBT. A. PINKERTON, THE GREAT DETECTIVE, SAID TO THE JEWELERS' SECURITY ALLIANCE.

THE Jewelers' Security Alliance of the United States has for the past sixteen years retained the services of the Pinkerton Detective Agency, to look after the interests of its members in case of safe burglary; and in a letter to the Executive Committee, dated January 23rd, 1900, Mr. Robt. A. Pinkerton makes a number of statements and comments which are of great interest to the members of the Jewelers' Security Alliance in Ontario, and especially to the jewelers of Ontario who are not members.

Amongst other things he said: "We have the pleasure of congratulating you for the third consecutive time on the fact that *not one of your members has had a safe robbed during the year.* This does not indicate that safe-burglars have retired from business, and that your protection is no longer necessary, for there never has been a time when safe and bank-vault burglars were more active than during the past three years, and especially in 1899, when more than 300 jewelry stores were burglarized and thirty-five jewelers' safes were attacked by burglars.



It is gratifying to notice that not only have your members escaped the attentions of safe-burglars, but they have been almost as free from the loss of goods outside of the safe, which you do not undertake to protect, and this shows the great value of your signs as a general safeguard to the whole store.

Within the past three years a new and dangerous class of burglars, known among themselves as 'yeggs' or 'yeggmen,' have been operating very successfully, and many of them have become such adepts in the use of nitro glycerine that no vault, bank or ordinary jewelry safe can withstand their attacks, if they have an hour's time to do the work.

As the vault and safe robberies by these tramp burglars have been very numerous, and have covered the entire country, it is self-evident that your members have been well protected by the display of your signs of membership, which must have had an effect upon these 'hobo' burglars as well as upon the regular professionals.

"We desire to call your attention to the fact that the burglars who robbed the safe of the bank of Mulwonago, Wis., respected your certificate, which hung over the safe of Mr. Perry P. Camp, jeweler, in the same room, and left it unmolested, although it contained much more value than they obtained from the bank safe. Mr. Camp says this has happened several times now, and he feels safe as long as the certificate remains where it can be seen by the burglars.

"While it is a great satisfaction to us both, that your members escaped from loss, we regret very much to see that other jewelers were plundered during the year for upwards of \$100,000 in value, the greater part of which, we believe might have been saved had they become members of the Jewelers' Security Alliance.

Each additional year of experience gives us greater confidence in the value of your protection, and we feel that no jeweler who has anything to lose should fail to join the Alliance at the earliest moment possible."

The experience and views of this world renowned detective are well worth heeding, and what is true of the United States in this respect is also true of Ontario, excepting that for fifteen years no jeweler in Ontario who displays the Jewelers' Security Alliance certificate of membership has been robbed through many other jewelers have, to large amounts of value.

We should think that no jeweler, large or small, in the Province of Ontario would be satisfied to get along without this certificate conspicuously displayed in his place of business, yet we understand that there are a number of even large jewelers who have not as yet provided themselves with this valuable protection

Of course it is quite possible that they may never be robbed, with or no Alliance, but it is surely worth while investing \$2.00 a year for protection to stock and premises, such as the U. S. A. affords, and which may be the means at any time preventing the loss of hundreds and thousands of dollars.

One of the most interesting features of the Paris Exposition is the restoration of Pompeii. Not the familiar ruins, but the living city will be represented, and arrangements are being made to have the finest spectacular performance in the world, the work is making remarkable progress.



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

OUR MONTREAL LETTER.

(From Our Special Correspondent.)

Everywhere men think and speak of the war to the exclusion of nearly everything else. The novel is no longer read to any great extent, because the war news is so much more interesting and so much more thrilling. Especially has this been the case since Lord Roberts began his forward march, and the way he outwitted the wily Cronje brought joy and pride to the heart of every loyal subject of Her Majesty. It was recognized that the tide had turned and that things were at last beginning to come our way. Undoubtedly too much has been made of the early defensive successes of the Boers, who, for a time, had every advantage of position, arms and men, but who, even then, were unable to take Ladysmith, Kimberly, or even plucky little Mafeking. The shell, however, of the Boer force seems now to have been broken, and it would not be wonderful to see it collapse much sooner than the most sanguine expected a few weeks ago. The placing of a force of nearly two hundred thousand men in the field six or seven thousand miles from home has been a wonderful feat, impossible for any other nation, and what the British army and people will learn from the present operations will be well worth even the heavy cost of blood and money. One of the greatest achievements of this struggle has been the strengthening of the ties that bind the colonies to the mother country, and this in itself was worth almost any price. It has brought the federation of the Anglo-Saxon-Celtic races appreciably nearer.

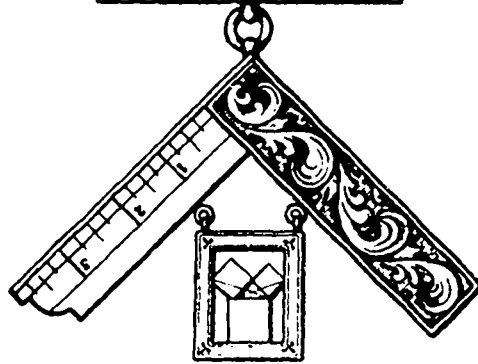
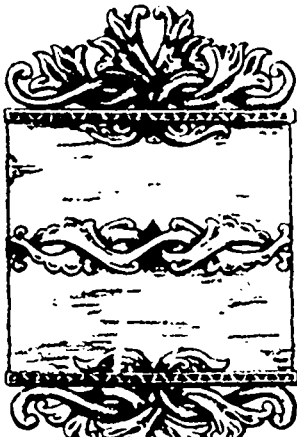
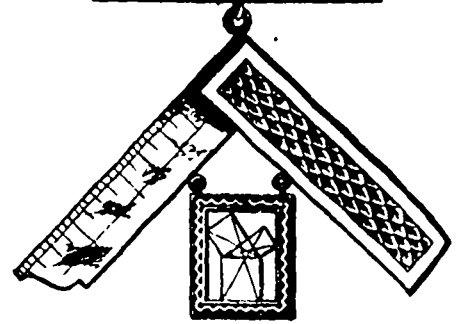
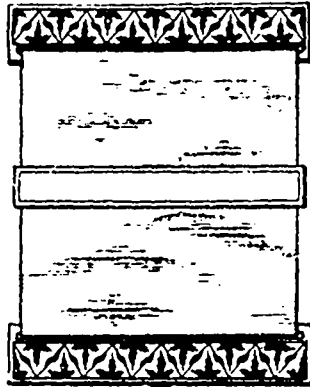
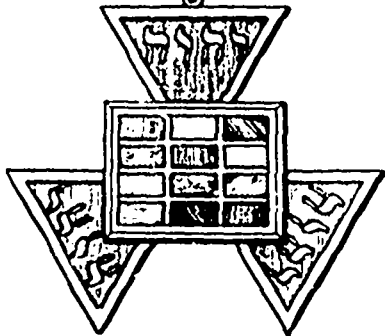
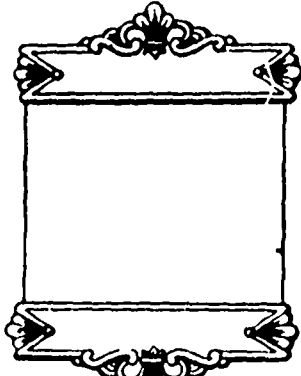
Mr. Edward Eaves has joined the firm of Edmund Eaves, the old established firm of jewelry jobbers, Temple Building, Montreal. Mr. Edward was formerly in the electrical business and is a graduate of McGill University.

Mr. J. B. Williamson, as a result of his business troubles, has been taken to the Protestant Hospital for the Insane at Verdun. Much sympathy is expressed for Mrs. Williamson.

Among the out-of-town retail jewelers recently in Montreal were: Messrs J. E. Hough, Avonmore, and F. T. Munro, Ont.; J. H. Wright, Sorel; A. Robertson, Maxville; J. H. Racicot, St. Johns; F. Hitchens, Beauharnois; J. A. Lachapelle, Joliette; J. Brochu, Valleyfield; Jas. McGowan, St. Martin; B. W. Allan, Huntingdon; P. T. Soucier, Vank



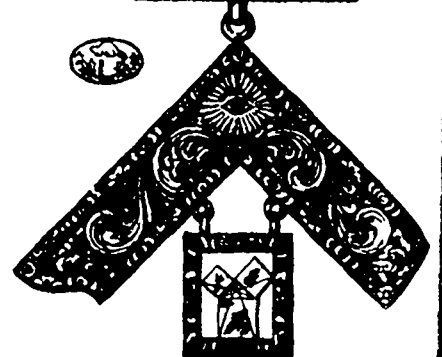
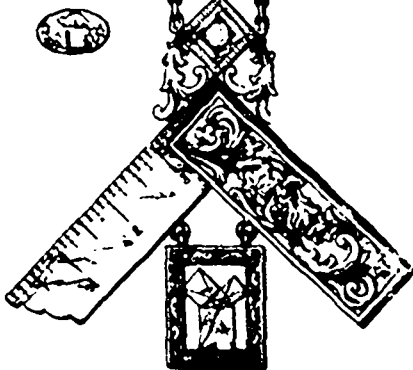
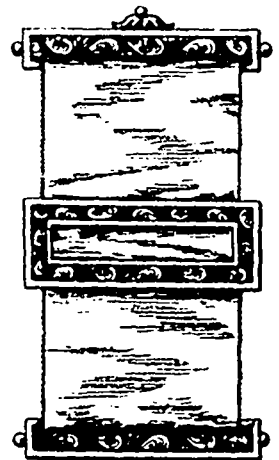
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Geo. H. Lees & Co.,

Jewelry Manufacturers,

HAMILTON.





More or less OLD GOLD comes into every jeweler's hands. In no way can it be better disposed of than by sending it to us. Experience and proper facilities enable us to give accurate valuations, and the returns are promptly made in



If our offer should not be satisfactory the gold will be returned in the same condition as received, so that there is no risk of not getting full value.



This represents an ingot of Fine Gold, almost 24 karat fine, the shape in which the old gold after being refined goes from the Refining Department into the Jewelry Manufacturing Department. We are at no expense in selling the refined gold but use it all in our Factory, enabling us to give the best possible returns for Old Gold, Sweepings, Filings, etc.

GEO. H. LEES & CO.,

Gold Refiners.

Hamilton, Ontario.



NEW GOODS for 1900.

We desire to inform the jewelry trade of Canada that we are now fairly settled down in our new premises, 50 Bay Street, Toronto, where' we are showing the largest and most complete line of

STERLING SILVER GOODS

ever seen in Canada. These consist of Staple and Fancy Articles in Flat and Hollow ware, specially adapted for the Jewelry Trade. Our styles are the newest and most elegant ever offered to the Canadian jewelry trade, and our prices are right as usual.

WM. ROGERS' FLAT WARE, W^m. ROGERS. ★

as every jeweler knows by experience who has handled it, is the best on the Canadian market. The prices are exactly the same as ordinary goods of other makers, while the styles and finish are unexcelled. They are profitable goods to handle and are sure to make customers for you.

SIMPSON, HALL, MILLER & CO.,

A. J. WHIMBEY, Manager,

**Manufacturers of Fine Electro Plate and
Sterling Silver Flat and Hollow Ware.**

50 BAY ST.,

TORONTO.



leek Hill, A. Cote, St. Thomas, Montmagny, and W. C. Houe, Warwick, P.Q.

It is announced that the business of the late Thos. Allan, St. Catherine Street, Montreal, will continue to be carried on by the family.

The usual dullness has succeeded the briskness of the holiday season, but now that travellers are beginning to go out on the road again with their spring samples, trade is expected soon to become more active.

There is plenty of evidence that the jewelry industries have shared in the general prosperity. The increase in trade has been most marked, as the following import figures will show. There were entered at the port of Montreal for consumption during 1899 jewelry and watches and manufactures of gold and silver to the value of \$357,416, against \$326,443 for 1898, and \$297,849 for 1897.

Mr Thos. Allan, formerly of Montreal and now of Vancouver, who came to his home to attend his father's funeral, has returned to the Pacific Coast.

Mr Emil Jacot, the well-known jeweler of St. Joseph St., Quebec East, died very suddenly of heart failure on the afternoon of Jan. 27th. He had been ailing slightly for a week, but his death was altogether unexpected.

A quantity of valuable plated goods was stolen from the show window of Mr. Ledger St. Jean's jewelry establishment, No 116 Ontario Street, Montreal, in the early hours of a recent Sunday morning. A doctor and another gentleman passing the store at half-past three o'clock noticed that the large plate-glass window had been smashed, and the few articles left had been disarranged in a manner to indicate that a quantity of valuables had been taken. They called up the proprietor and later the police were engaged on the case. Antoine Lemarche, one of the men arrested on suspicion of having committed the crime, has been recognized as a man the police have wanted for a year, on a charge of highway robbery committed on Craig Street. Mr. St. Jean carried insurance on his stock with the Dominion Burglary Guarantee Company, which will cover his loss.

The charge against Abraham Brodsky of stealing diamonds from Mr. Alfred Eaves has been dismissed, the evidence showing that defendant had received the goods on approbation to be charged to his account, as had been the case before.

Much regret has been felt in jewelry and civic circles because of the death of ex-Alderman Dufresne, for many years a well-known jeweler on Notre Dame Street. He retired from business to accept the position of clerk of the works on the repairs to the court house. In 1885, Mr. J. B. R. Dufresne was elected by St. James Ward to the City Council. He remained in the Council until 1891. While a member of that body he was an active member of the Roads, Parks and Markets and Market Committees. On the completion of the repairs to the court house he took up his residence in Longueuil and served a year and a half as town councillor in that place. Mr. Dufresne was thrice married, and his third wife, a Miss H. was also thrice married, being at the time of her marriage to Mr. Dufresne the widow of the late Capt. Bourdon, of the H. & O. Company. The funeral took place from the

deceased's late residence at Longueuil to the parish church, thence to Cote des Neiges cemetery. The attendance was very large.

Mr. R. Hemsley, the well known Montreal jeweler, had on exhibition in his store at 255 St. James Street, a fine shield in enamel, about to be presented to Laval University by some friends of that institution. The shield displays the heraldic coat of arms of the university, and is intended to be placed above the tribune in the hall of the law faculty. It is twelve inches high and at its widest part twelve inches wide, divided into four quarterings, of which the fields are red and blue enamel, alternately. Each quartering bears in raised metal one of the emblems of the various faculties of the university. Theology is represented by a cross, science by the serpents, sacred to the medical profession; law by the scales of justice, and arts by an open book. From the top of the shield, in all directions, spring up rays of gold. On either side of the shield is placed a branch of academic palms, each leaf having been made and enamelled separately, and fixed in its place on the branches. The shield will be mounted on oak and placed ten feet above the tribune. It is a notable art production and reflects great credit upon Montreal workmanship.

There was some spirited bidding at the sale of Mr. J. B. Williamson's bankrupt stock of jewelry at M. Hicks & Company's auction rooms, Notre Dame Street. The stock and fixtures at the Notre Dame and the St. Catherine Street stores were put up in one lot and in a little while was bid up to 37½ cents on the dollar at which price it was knocked down to Mr. J. Barrie, of Halifax. The stock and fixtures inventoried \$31,740, and the price was considered a very fair one. Mr. A. W. Stevenson is the curator of the estate. Mr. Barrie, who bought this stock outright, was formerly a retail jeweler in Seattle, afterwards removing to Winnipeg, where he carried on business with his brother under the name of Barrie Bros. More recently he bought the stock of Levy & Michzels, Halifax, and it is said that he now proposes to bring this stock to Montreal and open up a large business on St. Catherine Street.

Mr. Alfred Eaves is extensively enlarging his Notre Dame premises. He is having a gallery built for office purposes, so that the whole of the floor space may be devoted to the display of his immense stock.

Mr. R. J. E. Scott, chief time superintendent of the C.P.R. system, has returned to his Montreal headquarters from a trip over the line as far as Port Arthur and Schreiber.

Mr. Jas. A. Pitts, jobber, Temple Building, Montreal, has engaged Mr. Rice to represent him in the Lower Provinces.

Mr. M. S. Brown (of M. S. Brown), Halifax, was in Montreal during February for the purpose of attending a meeting of the M. S. Brown Co., and the Montreal Watch Case Co., of both of which he is a director.

Mr. A. R. Harmon, manager in Canada for the American Waltham Watch Co., returned to Montreal about the middle of last month after a trip to Toronto. While in Toronto Mr. Harmon was offered plenty of business, but he was unable to hook it as he could set no reasonable, or, indeed, any stated time for delivery. Mr. Harmon says he never saw anything




JAMES EASTWOOD,

WHOLESALE JEWELER AND MANUFACTURER OF

14 KARAT ROLLED PLATE CHAINS,

NEW GLASGOW, NOVA SCOTIA.



To obtain the best wearing qualities in a chain

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

GENTS' CHAINS. STUDS. LADIES' CHAINS.
 BROOCHES. BRACELETS.
 PINS. LINKS. BUTTONS. ETC.



DON'T FORGET THIS NAME

"The Celebrated Mayflower Main Springs."

BUY NO IMITATIONS.



like the present rush of orders in the whole of his experience of watch manufacturing.

Mr. M. Schwob, formerly of Montreal and now of New York, paid a visit to the city recently by way of Toronto. Mr. Schwob, who attended a meeting of the directors of the Montreal Watch Case Co., expressed himself as well content with present business in New York.

The old-fashioned cameos seem to be coming very much into fashion again in Montreal, and the lucky possessors of these relics are much envied by their less fortunate neighbors. The large shell cameos are especially the vogue for belt buckles, rare ones bringing as much as \$75 each.

Mr. G. Franklin, with the Carter, Hastings & Howe Co., New York, paid a few days' visit to Montreal towards the end of last month for the purpose of seeing his daughter.

Mr. Thos. Wright, manager for Messrs. P. W. Ellis & Co., in Montreal, recently returned from the Toronto headquarters, whither he went for the purpose of replenishing stock. Incidentally, however, he took in the annual drive and supper of the jewelers' clerks, and ably replied to the toast of the ladies.

Mr. Alex. Sterling, formerly with Mr. J. B. Williamson, has opened a jewelry store on St. Francois Xavier Street. His many friends will wish him good luck.

Mr. John Eaves, of Edmund Eaves, the well-known jobber of the Temple Building, Montreal, has been suffering with a sore face, which now, happily, is better. It has been a painful matter to Mr. Eaves, but some of his curling friends have made a joke about it, and insist that he must have struck himself with one of the "stones" while trying to make a "high shot." Thus do the ungodly make merry even concerning our afflictions!

Mr. James Beatty, for many years with the Montreal Witness newspaper, and father of Mr. D. Beatty, jeweler, St. Peter St., has been very ill, and hardly expected to recover, but he now, happily, has taken a turn for the better.

Mr. G. W. Reid, representing Mr. Jas. A. Pitts in Toronto, has been in Montreal preparing his samples for his coming spring trips. Mr. Pitts has also been at home on a like errand.

Mr. T. W. Coleman, representative of the Levy Bros. Co., Hamilton, was a recent visitor to Montreal.

Mr. W. Walker, representing the Toronto Silver Plate Co., had a fine display of the company's wares at the Windsor Hotel during part of February, and was seen chasing the elusive order with his usual persistency and diplomacy.

The assets of Mr. W. Barbeau, jeweler, Quebec, were sold on Feb. 13.

The sale of the stock of Messrs. P. E. Poulin & Co., jewelers, Quebec, has been withdrawn.

Mr. Henri Scott has registered as proprietor of the firm of Messrs. A. Scott & Co., jewelers, Montreal.

A couple of weeks ago, about noon, two men went into Mr. Faber's second-hand shop, Montreal, and asked the proprietor's wife, who was serving, to show them some rings. They looked over those shown them, but finally left without making a purchase. As soon as they were gone, Mrs. Faber says she missed a box of rings, and, running to the street, she

seized one of the men, and held him while a policeman was telephoned for. Constable Cox arrived and took the man to No. 8 station, where he gave his name as James Rielly. No rings were found upon him. His companion had "flown."

Some of the most audacious burglaries that have ever taken place in Montreal were perpetrated during last month, the desperadoes going so far as to "hold up" several storekeepers and their staffs while business was in progress and while citizens were passing by. It is to be trusted that the villains who robbed the bank at Sherbrooke, and who are now under lock and key, are a part of this gang, and that their punishment will be long and heavy. It is intolerable that citizens should be exposed to such dangers and loss.

HOCHELAGA.



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

W. T. Que. "Can there be muscular weakness of one eye and not of the other? Could the rectus muscles of one eye be weak without affecting the other? Should both eyes be tested separately for muscular weakness?"

It is possible to have a muscular weakness of one eye and not of the other, but such a condition usually occurs where there is a paralysis of one muscle such as the external rectus. In ordinary cases of muscle trouble the rule is that when a muscle of one eye is weak its opposite in the other eye is also weak. Both eyes should be tested together for muscular weakness. The examination is made to ascertain whether the eyes are equally balanced or are set straight in the head. It would be rather difficult to decide positively whether one eye was set perfectly straight by examining it alone, although such cases may be met with.

D. R., Ont.: "When examining a patient of 45 or 50 for Presbyopia and for distant vision and correcting the same, would it be of any use to test for Astigmatism, and if it were present, could it be corrected satisfactorily at that age?"

As a rule astigmatism should be corrected regardless of the age of the patient, but in cases of this kind, it has been our practice when fitting a patient particularly for reading, when they required a cylindrical lens, to try each eye separately for reading with the full correction and then remove the cylinder. If reading vision is as good without the cylinder as with it and if the patient did not complain of weak eyes until presbyopia set in, we have no doubt that the glasses would be satisfactory without the cylinder. An optician must use his best judgment in cases of this kind. Should there be a small amount of astigmatism and the patient can see as well without the cylinders, we think no harm would be done to leave them off.



NOTICE OF REMOVAL.

We will vacate our present quarters on the **FIRST OF MARCH**, and occupy our new premises at

24 ADELAIDE STREET WEST.

The building we have secured for our future home consists of four floors of nearly 10,000 square feet of floor space, which has been rebuilt to suit our requirements and the whole of it retained by us for the manufacture and merchandising of Spectacleware and Optical Sundries.

This step has been rendered necessary by our largely increased connection, whose loyal support we have long felt was entitled to greater consideration than was possible under present conditions.

Our increased facilities in the matter of improved machinery will enable us to live up to our traditions of accuracy and promptness and our new warehouse will permit us to offer greater conveniences to callers.

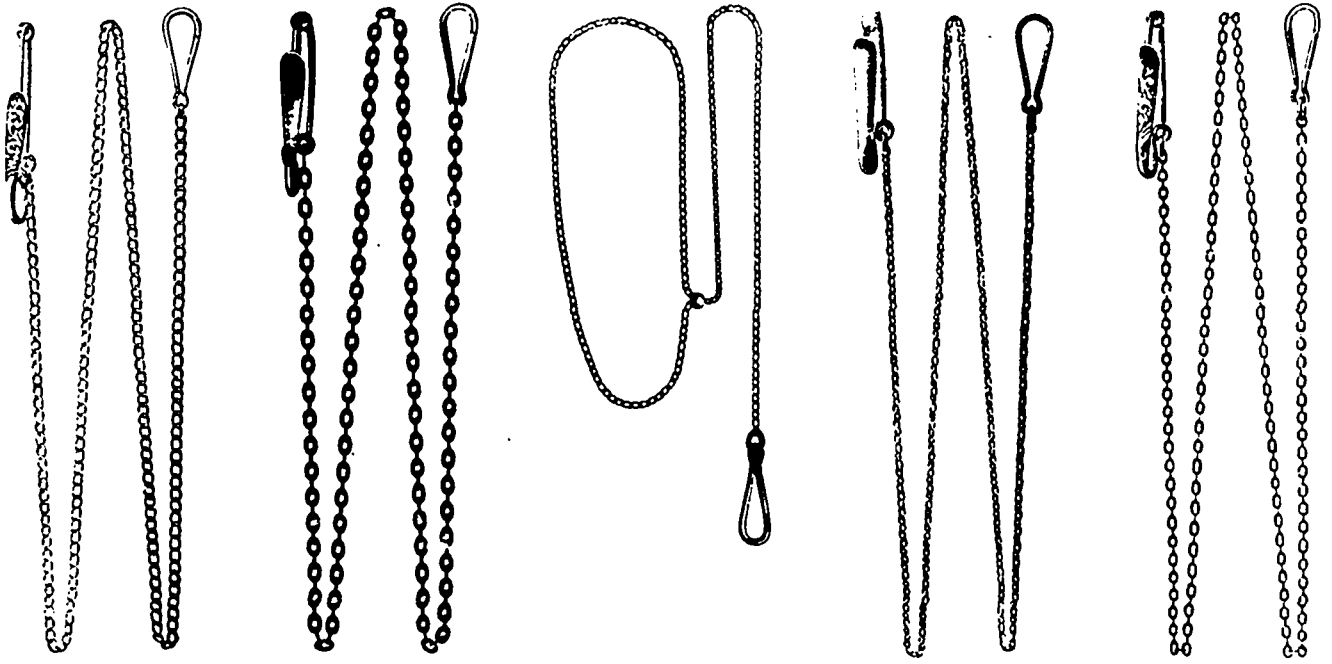
THE COHEN BROTHERS, LIMITED,
24 ADELAIDE STREET WEST, TORONTO.



WE SELL THE EYE GLASS CHAINS AND HOOKS OF THE
FAMOUS MAKE OF

BALLOU & CO.

THE QUALITY OF THE BALLOU CHAIN IS UNQUESTIONABLE.
THE FINISH OF THE BALLOU CHAIN IS UNEQUALLED.
THE STYLES OF THE BALLOU CHAINS ARE UNIQUE.



MONTREAL OPTICAL COMPANY,

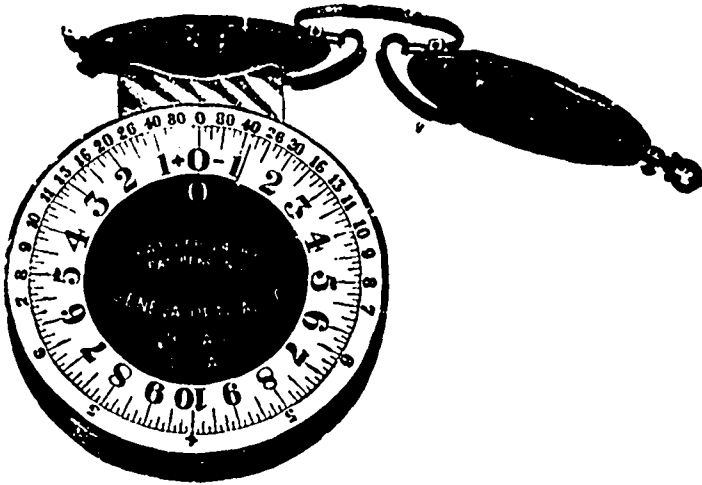
MANUFACTURING OPTICIANS,

MONTREAL, - - QUE.





Geneva Lens Measure.



Gauges
Spherical Power,
Cylindrical Power
and Axis.

REDUCED TO
\$7.50.

The COHEN BROTHERS, LIMITED.

Refraction and How to Refract,

By JAMES THORINGTON, M.D.,

Offers a thorough up-to-date course in optics by one of its greatest exponents, the inventor of the Thorington System of Retinoscopy.

300 pages of solid sense.

200 telling illustrations.

The biggest book value ever offered to an optician.

Price, \$1.50.

For sale by
The COHEN BROTHERS, Limited,
TORONTO.

Ophthalmic Record Book.

Designed by MR. L. G. AMSDEN.

500 BLANKS,

Recording all essentials and no more.

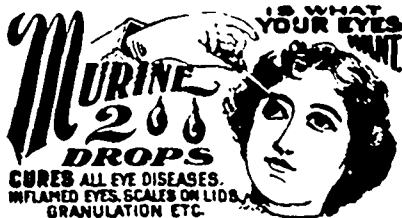
Bound in Half Leather.

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A most perfect Record Book.

Price, \$1.50.

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The COHEN BROTHERS, Limited,
TORONTO.



MURINE has an eye curing record. Cures inflamed eyes, rests tired eyes. One trial convinces.

THE COHEN BROTHERS, LIMITED



Filling Complicated Prescriptions Our Specialty.

Our **SURFACE GRINDING DEPARTMENT** has been completely reorganized and is in the immediate charge of our **MR. ANSELL LEO**.

We are not satisfied with "nearly right." To us a quarter dioptic deviation on a Compound Cataract Lens is a serious consideration.

WE DEMAND EXACTNESS.

We make a specialty of Compound Cataract Lenses, Compound Tinted Lenses, Prismatic Combinations of all kinds, and Compound Bi-focals.

WE GUARANTEE SATISFACTION.

Montreal Optical Co'y,
MONTREAL, P. Q.

When writing to Advertisers please mention **THE TRADER.**



THE OPTICAL INSTITUTE of CANADA



aims at giving students the necessary knowledge to make them successful opticians. Ten years' experience has developed a course of instruction not surpassed on the continent. **THE GRADUATES OF THIS INSTITUTE**, in the aggregate, as to ability, are not equalled by any other Institute in the world.

NEXT CLASS commences 2 p.m., March 12th.
Secure your seats in advance. Tuition
fee \$25 on entering.

Write for free prospectus and see what
hundreds of past students have to say
about it. Address,

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



DETROIT OPTICAL INSTITUTE.

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

FOR PARTICULARS ADDRESS

JOHN S. OWEN, M.D., PRINCIPAL,
23 EAST ADAMS AVE., DETROIT, MICH.

THE Jebb Optometer

is an instrument capable of diagnosing defects and **accurately measuring** the refractive errors in the eye promptly, and without the use of a Mydriatic.

Simplicity and accuracy are the two leading features.

Correct results arrived at by a simpler and quicker method.

Simplicity and accuracy in testing children's eyesight.

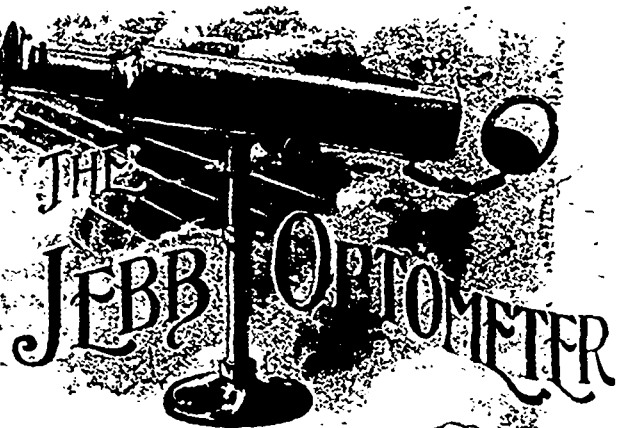
All other instruments aim at the correction of imperfect vision, but the **Jebb Optometer** reveals the true condition and makes it easy and quick to select the correct lens.

The only Optometer made confining the whole within itself, as the instrument renders rays of light parallel within the length of the tube, thus making the twenty feet usually used for test cards superfluous.

NO ONE CAN AFFORD TO BE WITHOUT IT if he desires to keep pace with refractive science.

For Sale by All Leading Jobbers, or address the Inventor,

THOS. B. JEBB, = = = = = **ORILLIA, ONT.**





E. I. W., Ont.: "Which side of the Maddox rod test should be towards the eye?"

Either side of the test may be placed towards the eye, providing it does not interfere with the eye lashes. Should the glass rod be large the tester may be placed on the outside of the trial frame and the trial prism placed over the opposite eye. The small glass rod in the tester is more desirable than a large one, because then the tester may be placed on the inside of the trial frame without interfering with the eye lashes.

T. T. S., Ont.: "Is the method of testing the ocular muscles with a single prism reliable?"

We do not consider the single prisms test worth the time it takes to make it. Of all the various methods of testing the muscles this one is probably the most unreliable and unsatisfactory. By placing a 10 degree prism before the right eye, base down, a vertical defect of 10 degrees is produced. When such a condition is created it is hardly to be expected that we will find a normal condition manifested in the horizontal muscles. It has been established beyond a doubt that a vertical inco-ordination whether produced by a prism or an actual muscular insufficiency, will produce more or less horizontal inco-ordination, therefore it is not to be expected that satisfactory results could be arrived at when using this method of diagnosing muscular irregularities. In our practice we have discarded the single prism test and would advise everyone else to do the same.

B. H., Que.: "Does the cornea act like a convex lens or does it act like a glass over an opening? Has it any magnifying power?"

The cornea is similar in shape to a periscopic convex lens. It is thick in the centre and thinner towards the outer edge, and if removed from the eye it will refract light in a similar manner to a periscopic convex lens. In the normal eye the cornea therefore, has a refractive power of about thirty dioptries or in other words three-fourths of the refracting power of the eye. The cornea therefore, has a magnifying power and it is this which makes the pupil appear larger than it really is. It also magnifies the small lines that may be noticed in the iris.

PATHOLOGIC CONDITIONS A DIOPTRICIAN SHOULD RECOGNIZE.

Styes are the result of suppurative inflammations of the connective tissue of the glands in the margins of the eyelids. Pus gathers around the follicles of the eyelashes. A sty is an indication of derangement of the gastric and generative organs, of anisotropic states of the eyes and from exposure during inclement seasons. The removal of the eyelash around which the matter gathers or an incision made directly into the sty may be all that is required. Application of poultices and remedies indicative to hastening the suppurative processes may also be in order.

Chalazion or meibomian cysts are small movable tumors within the eyelids, characterized by a non-inflammable state. It is easily removed with its sac by making an incision into the lower surface of the lid after washing the part by means of pure soap (Pear's) followed by a saturated solution of borax and hot water. Snellen's lid clamp will hold the lid firmly and the incision should be made by means of a medium sized scalpel.

Cancerous diseases of the eye receive the same treatment as cancers in general, they should always be referred to the family physician.

Pannus or chronic Trachoma is usually treated by instilling a solution of Jequirity into the eyelids and an acute catarrhal inflammation is produced and treated as all acute inflammatory diseases are treated of an acute character.

Iritis is treated by means of atropine sulphite, grs. iv (4) Aqua Distil. fluid ounce (1) Mix. Sig. Three drops in the eyes every two hours until the pupil becomes perfectly round. For internal treatment remedies are identical according to the diseases. Iodide of potassium, 10 grains three times daily, is usually given.

Cyclitis characterized by a zone of inflammation of a purplish hue, located upon the sclero just inside the sclero-corneal margin, which occur chiefly among young adults, caused by gout, syphilis, rheumatism and trauma. There is a marked diminution of vision, but little pain or photophobia and the ophthalmoscope may reveal a number of small dots located upon the posterior layer of the cornea, buff colored patches may also locate themselves at the dependent part between the cornea and iris. Treatment consists of rest. Atropine four grains to the ounce of water, one drop three or four times daily unless there is tension of the eyeball. If tension is persistent, iridectomy is indicated. Iodide of potassium is also employed for internal use. A preparation of iron will be required if a patient is anaemic.

Sympathetic Ophthalmitis may result from a bad cyclitis in which instance the diseased eye may be enucleated. During the active stages however it is not advisable to operate, the prognosis is always gloomy. The operation calling for iridectomy is as follows: The patient lies in a recumbent position, the operator stands behind the patient's head. Cocaine, ten grains to the ounce of pure water instilled into the eye, one drop every two minutes until five drops are taken. Ether or chloroform may be used for an anaesthetic. The instruments employed should be boiled in water and then brought to you in a tray containing a strong solution of borax and water, as much borax as the water will soak up. The instruments consist of a pair of fixation forceps held by an assistant, a triangular keratome, stop speculum, bent iris forceps, a spatula, a curette and iris scissors.

The fixation forceps will hold the eyeball from rolling and will take a strong hold upon the conjunctiva near the cornea. The triangular keratome enters the sclero-corneal margin until the triangle is formed and then withdraw. Care is taken so that the iris and lens are not injured. The iris forceps enters the wound and a portion of the iris withdrawn and a loop cut out by means of the scissors. The spatula will smooth out and relieve the iris from becoming entangled into the wound. The speculum is removed, both eyes are bandaged, after washing the eyes and then covered by means of oiled silk, overlaid by pads of cotton wool, and a four tailed bandage or a roller bandage covers the eyes. The dressing may be changed daily for six days, care should be taken even then as the wound heals very slowly.

*R. H. Knowles, M.D., New York City,
in the Optical Journal.*



Every Jeweler

Should keep his valuables
over night in one of our

CHROME STEEL LINED

Jewelers' Safes.

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

J. & J. Taylor,

Toronto Safe Works,

— Toronto.



IT IS SAID AMONG OPTICIANS

That men exercise the best judgment in the selection of a cigar, when in the choosing of a wife or a pair of spectacles they often go it blind

That even the blind can often see how glasses might have saved their sight.

That, if the eyes require arrest, shut them up.

That a blow can close the eye but not the mouth.

That their business is out of sight.

That "Looking back, I see as I never saw before" is a paradoxical way of expressing satisfaction with your optician.

That men who are blind to beauty need glasses.

That some people see double for want of glasses, but more see double because of too many.—But then the glasses are different

That ear-rings are good for the Eye-talian (Italian)

That a glass eye and an eye glass are not the same.

That optics is a light study.

That it is a bad case of Diplopia in which a person will accept a one dollar bill for two.

That seeing a joke does not depend on the sense of sight, but on the sense of humor.

That specs on the eye—teeth do not improve vision.

That glass eyes are not usually sold in pairs.

That, in cases of headache, putting the head through the window will remove the pane, but properly adjusted glasses effect a permanent cure.

That men who trust to luck in fitting spectacles should expect fits.

That an eye in the head is worth two on the surgeon's table

That it is a blind teacher who has not at least one pupil.

The Canadian Optician.

TO REMOVE GOLD FROM GLASS.

For removing the gold from articles of glass or porcelain, it suffices to put them for some time in aqua regia, that is to say, until the gold has completely disappeared. If one has to treat broken objects, they have to be reduced into very small pieces in order to put them into an earthen strainer as is used by the glider, and allowed to remain in aqua regia as above mentioned. Next they are to be washed several times in clear water, the water from the first washing being added to the aqua regia, so as not to lose the gold which might be in the wash-water.

TO CLEAN OLD COINS AND MEDALS.

The following process is recommended for cleaning coins or medals of silver or bronze without impairing their numismatic value. Prepare a bath composed of nine parts of rain water and one part of sulphuric acid. Place the coins in this bath for the time required to dissolve the sulphide which has blackened them. Five to ten minutes are usually sufficient. After removing them, plunge them into clear water; next wash them with soap, using a soft brush. When they are clean move them about once more in the water, dry them with a soft cloth and finally give them another treatment with chamois cloth without rubbing too hard.

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

"H. H. H." writes: Please answer through your Enquiry Column how to make a small copper plating bath for iron and steel, and greatly oblige.

P. S. You answered a similar question some time ago which proved very satisfactory.

Coppering bath for wrought or cast iron and steel articles.

(1) 1000 parts distilled water, 58 of yellow prussiate of potash, 15 of chloride of copper, 40 of tin salt, and 40 of sodium hyposulphite. Pour the above in a cast iron boiler and heat over a moderate fire. The metal to be coated with copper is connected with the cathode of the galvanic battery, and submerged in the bath, using as an anode a piece of the metal that is to be deposited. The metals to be coated must first be thoroughly cleansed.

(2) Melt in a crucible 1 part of dry chloride of copper, and 5 or 6 parts of cryolite, combined with chloride of barium to make it more fusible. This mixture will give a permanent coating of any desired thickness to the articles according to duration of their immersion.

"Watch Dial" writes: Would you mind describing the process followed in the manufacture of watch dials. I have no intention of trying the job but just "want to know."

The dials are prepared with a backing of thin sheet copper having raised edges to receive the enamel in powder which is fused. After cooling the lettering and figuring are printed on the plate with soft black enamel by transferring. The dial is again placed in a muffle to fuse the enamel of the lettering. The white enamel used is composed of white lead, arsenic, flint glass, saltpetre, borax and ground flint reduced to powder fused, and formed into cakes.

"Optician" writes: I have often wondered how artificial eyes were made and the cost of them. If you will kindly answer these questions in your Enquiry Column I will be greatly obliged.

When an artificial eye is specially made to order for the wearer, a wax model of the cornea, fitting accurately into the orbital cavity, is placed in plaster of Paris paste. When hardened the wax model is taken out, the pupil removed from it, and after coating with caoutchouc solution replaced in its cavity in the plaster of Paris mould. The concave bottom of the mould is then entirely covered with caoutchouc and vulcanized. The eye thus prepared is placed in alcohol and exposed to the sun, whereby the color of the artificial cornea becomes like that of the natural one. The pupil consists of glass or enamel, the cornea of 2 parts each of oxide of zinc and caoutchouc and 1 part of sulphur. The red caoutchouc used for imitating the blood veins of the cornea, consists of a mixture of 2 parts each of caoutchouc and cinnabar, and 1 part of sulphur. The cost ranges from \$2 to \$3.



**EDITORIAL FROM THE
"SOUTHERN TRADE RECORD,"
CINCINNATI, OHIO.**

In response to inquiries this paper says: *If any of our subscribers are in need of facts or desire information in any line, our experienced and trained staff of reporters, investigators, and correspondents in all parts of the United States are at their service, these reports may be relied on as being unbiased and unprejudiced, as without favor the worthy will be endorsed and the unworthy condemned.*

A RELIABLE HOROLOGICAL INSTITUTE.

The Accuracy of a Former Recommendation Fully Confirmed.

It is with some feeling of satisfaction that the Southern Trade Record sees a vindication of former indorsements of worthy firms, individuals, corporations, schools, etc. We have always given careful attention to inquiries received from subscribers, and furnish them reliable information on any desired subject free of charge. The Southern Trade Record has the largest circulation of any trade journal in the country, and no other publication of its class could employ such a large staff of experienced editors to make these expensive investigations, solely in the interest of its subscribers. A number of months ago we received several letters, asking us to recommend the best school to learn the art of making watches. We fully realized the importance of the subject, and the confidence which would be reposed in our answer. We made a careful investigation locally, and also referred the matter to our representatives in all the principal cities, and we found that the Canadian Horological Institute, of 115 King St., E. Toronto, Canada, was the acknowledged leader in their line. We made editorial indorsement accordingly. Only recently we received similar inquiries from other of our subscribers, and to verify the correctness of our former decision, we placed the matter in the hands of other of our investigators, who knew nothing of our former decision, and, after the most exhaustive research, they also have reported in favor of the Canadian Horological Institute, which proves conclusively that they are doubly worthy of patronage and confidence, and also that the trained reporters of the Record never do anything by halves. In this institute the range of instruction covers all requirements. One is taught to repair, plan, design and make fine watches and chronometers from the solid metals, purely for educational purposes.

We have no interest in this school except to recommend it as the best, and we are proud of the fact that an unreliable or purchased indorsement has never appeared upon the pages of the Southern Trade Record.

Extract from a letter, written to us by an expert in the United States, who has been instrumental in sending us three students:

"It affords me great pleasure to think that I have been of some assistance to you. It grieves me to think there are so few men in our trade who are interested or can appreciate a worthy master. Your graduates will not hurt me and I feel sure they will be a credit to the profession."

This is the spirit which animates really good workmen—of everyone who is not only *considered* to be a good one but who really *is* one.

Poor workmen, with fictitious reputations, who have no real merit to back them up, often assail the merits of good workmen coming from a school. All that this means is, they are simply afraid of the possibility of every prospective student of ours being a future competitor of theirs.

The young man who *thinks* for himself and desires to have something to say regarding his own future should send for our circulars.

**Canadian
Horological Institute,
115 King Street East.
TORONTO, ONT.**

H. R. PLAYTNER, Director.



EDITED BY M. M. COHEN, TORONTO.

All communications intended for this department must be addressed to the Advertising Department of The Trader Publishing Co., Toronto, Ont.

(Continued.)

The wilful stream carrying the destructive spring floods in its bosom can be so directed that its forces of evil are turned to good.

The ruinous enemy becomes the useful servant.

The soil which it once damaged, it irrigates.

The power which destroyed, grinds corn, saws wood, generates electric power, produces light.

So with women's tongues. I say women's, because women are the buyers, the shoppers, not only for the household, for their families' needs and the needs of their own persons, but in most cases purchasing the clothing for their husbands and sons.

If it suits the "women folks," the men are mostly satisfied. The men's attention is taken up mostly with the "getting a living." They are interested chiefly in the markets, crops or shop. They attend to the "getting" and leave the spending to the women.

As men covet being considered successful, so women desire to be thought "good managers," and by "good managers" is understood, getting the greatest possible service or value out of each dollar.

There are no, so called, advertising schemes powerful enough to overcome the force of women's tongues, turned against a merchant.

What a merchant says in "blowing his own horn" counts for little against "the disinterested opinions of one's personal acquaintances."

The merchant who would succeed must consider this force. He must direct it to serve him.

He must appear just and generous.

We should be guided by other people's sense of justice. Wide awake merchants realize this, and give their customers every "particle of a shadow of a doubt."

It pays better to be considered "easy," than to be thought "sharp." Indeed, I think that is one reason why so many apparently very bright men do not succeed. They are too bright

to be imposed upon occasionally. It pays. In the long run it is "pretty hard to beat a man at his own game."

I know of a case where a dress was purchased from one of the large Philadelphia stores. The silk "cut." The purchaser came back complaining. She was told "Yes, madam, we realize we have had a number of complaints of that lot of material. It was misrepresented to us, and we hold the manu-

facturers accountable. We have endeavored to get back all we could, and, where, as in your case, the goods were made up the firm authorizes the refunding of the price of the goods together with the cost of making."

"That is very generous, but what am I to do with the dress" she asked.

"If it is of any use to you at all, we ask you to accept it in consideration of the inconvenience you have been put to."

That woman entered the store hoping to get *some allowance*. Possibly she expected to have been told that they had sold dozens of dresses of this lot and that hers was the first complaint. Their generosity completely overcame her. They retained her trade and their ultimate gain exceeded many times their loss on the dress.

Then think of the advertising the store received from the frequent repetition of this story.

Generosity is the long sighted policy of long headed merchants.

Do not "dicker" with your customers.

Give them the benefit of every doubt, and give it to them quickly.

The old-time dickering may have been all right when you had old-time merchants to compete with. The up-to-date merchant affiliates his customers' interests with his own.

This policy does not spell ruin. It has been successfully established by the experience of successful merchants.

(To be continued.)

THE WEEK OF THE THREE THURSDAYS.

To express an impossibility we have the popular saying: "This will happen in the week of the three Thursdays" After all, such a week is by no means an impossibility. The globe makes a complete revolution on its axis every 24 hours; given a point on the surface within that time passed through the periphery of a circle, that is, 360 degrees, or 4 degrees a minute. If two travellers set out from the same town, one proceeding eastward and the other westward, the first will witness the sun rising four minutes sooner every day for each degree passed over; the experience of the westward traveller will be just the reverse. These differences will go on accumulating until the return of the travellers to their point of departure.

The time of the former will then be slow by 360 times 4 minutes or 24 hours, while that of the latter will be equally fast. The sun will have passed over the firmament one time more for the one, and one time less for the other than the revolutions for the denizens of the place where the two travellers have met anew. According to the illusions of their senses, one must fix the day of their arrival as Thursday, for example, and the other a day later than the local Thursday, thus there will be three consecutive Thursdays.

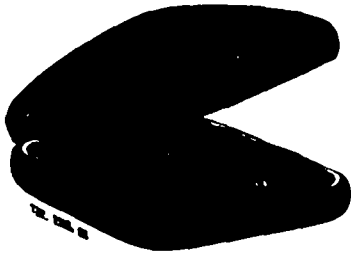
Such a miscalculation by the navigators who first made a tour of the globe gave rise to the saying to which we have adverted. From this cause timepieces in the Philippines, which were discovered by vessels sailing from New Spain (Mexico), were made to vary a day from those in the mother country, until the Government established a uniformity during the present century.



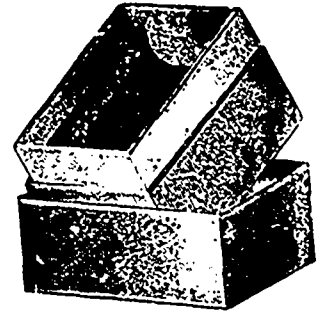
WM. RADCLIFFE,
PRESIDENT.

March, 1900.

W. W. COLE,
VICE-PRESIDENT.



THE J. COULTER CO.,
LIMITED,
130 King St. W.,
TORONTO,



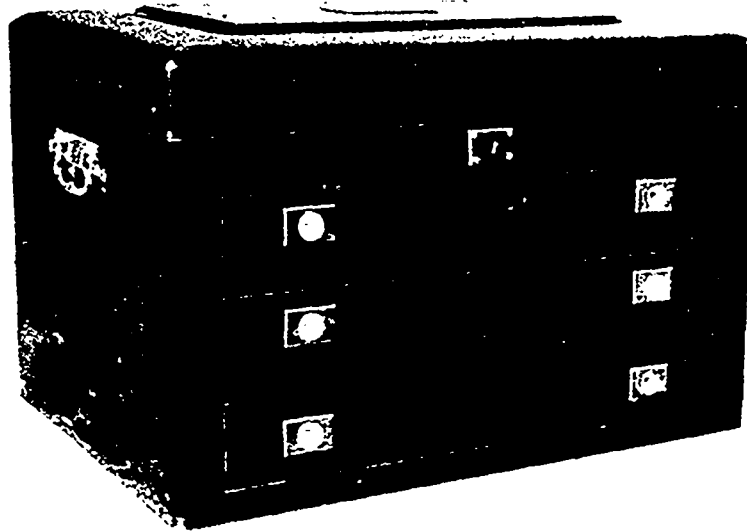
MANUFACTURERS
OF :: :: ::

Jewelers' Boxes

OF EVERY
DESCRIPTION.

Velvet, Leather, Oak and Paper Boxes, Silverware Cabinets.

THE MOST
UP-TO-DATE AND
LARGEST
FACTORY OF ITS
KIND IN THE
DOMINION OF
CANADA.



We employ skilled
labor only.
Perfect Silverware
Cabinet Making
is an art. We
have the best
Artizans obtain-
able for this work.

We are in this business intending to succeed and we have reason to believe that the jewelers of Canada have already and will still further appreciate our efforts by giving our representatives, who are now on the road, large orders (mail orders will have our prompt attention).

We live to learn, and shall be always open for any pointers our customers may suggest.

THE J. COULTER CO., Limited,

130 KING STREET WEST,

TORONTO.

J. COULTER,
Managing Director and Secy.-Treas.

Successors to the
HEMING MFG. CO.



UNITED STATES.

THE capital of the Tucker-Parkhurst Silverware Co., at Ogdensburg, N.Y., has been increased from \$25,000 to \$500,000.

NARROW ESCAPE.—Chicago, Ill., Feb. 5.—Fire starting in the basement of the American Express Co.'s building, Sunday night at 10 o'clock, burned through the floor of the hallway on the second floor, occupied by the Elgin National Watch Co., before it was subdued by the firemen. Fortunately the only damage sustained by the watch company was a burning out of the electric light plant, necessitating the use of tallow dips.

GEORGE CROUCH, founder of Crouch & Fitzgerald, and one of the pioneer leather goods manufacturers of this country, celebrated his 83rd birthday recently. He was born in London, Eng. in 1817, and came to this country in 1834. He immediately found employment in the trunk business, and three years later started in business for himself. In 1839, with Andrew Fitzgerald, he formed the firm of Crouch & Fitzgerald, who for so many years have supplied the jewelers of New York with trunks and leather bags.

ROBBERY IN PHILADELPHIA.—Pinkerton detectives, the police throughout the country, and the Jewelers' Protective Alliance are bending all their energies to capture the thief that robbed the safe of Joseph K. Davidson & Son, 716 Sansom St., recently of \$6,000 worth of diamonds and \$100 in cash. Alvin J. Williams, a confidential salesman of the firm, who disappeared at the same time, is being hunted for the crime. He had been left alone in the office with the valuables, and when young Mr. Davidson returned he and the diamonds were gone.

CONFESSED TO PECULATION.—Chicago, Ill., Feb. 10.—Horace I. Clark, of the material department of Lapp & Pershem, and employed by that firm more than twenty-two years, was arrested last week charged by his employers with larceny of jewelry worth \$600. Owing to his long connection with the firm Mr. Clark was implicitly trusted, and his detection was a surprise to the firm and employees as well. He confessed he had been systematically stealing small pieces of jewelry for a number of years. He was tried before Justice Peck and held in bonds of \$1,000.

NEW FACTORY.—Bristol, Conn., Feb. 7.—The directors of the N. Welch Mfg. Co. met and considered the bids submitted for the construction of the company's new plant. The bids were received, and B. H. Hibbard, New Britain, was awarded the contract, as his was the lowest bid. A contract was immediately signed and contractor Hibbard agrees to complete the work within seventy-five days from Feb. 5. The new building which will be erected on the site of the one destroyed by fire, will be 50 feet wide and 200 feet long. The structure will be three stories high and the mechanical equipment will be modern in every respect. The

output of the concern will be enlarged and the number of employees necessarily increased.

INCREASE OF CAPITAL STOCK.—Waterbury, Conn., Feb. 2.—The capital stock of the New England Watch Co. has been raised from \$400,000 to \$600,000, arranged at a meeting. Of the additional \$200,000 of capital stock the greater portion is subscribed for by Benedict & Burnham Mfg. Co. The new amount, added to their previous holding of stock in the watch company, brings their ownership to a par value of \$400,000. This stock is being distributed by the Benedict & Burnham company to their stockholders as a dividend. The result thus secured is the complete divorcement of the two concerns. The watch company were organized by and have always remained under the protection of the Benedict & Burnham Mfg. Co.

NEW COLUMBUS WATCH CO.—Columbus, O., Feb. 6.—At the annual meeting of the stockholders of the New Columbus Watch Co. the following board of directors were elected for the ensuing year: Wm. Reel, Ralph Lazarus, Chas. W. Haldy, Otto C. Klie, Fred. Lazarus, W. W. Owen, Chas. A. Klie, C. T. Pfaff, C. F. Glock, and Erwin W. Schueller. Upon organizing the following officers were re-elected: Chas. A. Klie, president and treasurer; Ralph Lazarus, vice-president; Wm. Reel, secretary and general manager; W. W. Owen, superintendent. The watch company have had very good success in the sale of their watch movements within the past year or more, and the stockholders were very much elated over the declaration of a liberal cash dividend. The future success of this very important industry of Columbus seems to be assured.

WE HAVE already referred to the buffet car enterprise at Chicago; further particulars are now at hand. The cars will seat twenty persons, and the excess fare will be five cents. The crew consists of a conductor and porter, who will have charge of the small lunch counter and urns. Under this system, says the *Street Railway Journal*, a man may take his friends and customers to luncheon and show them the city at the same time. It will be very advantageous for the theatre goer who lives far out, and would like a supper after the performance ends. He may not wish to stay down town and wait for the cooking of a supper, especially as he and his party may miss the last car. In the buffet car he will not only be getting what he wishes, but will be taking his party home at the same time, and will probably save the cost of a carriage and other expenses. The cars will be conducted as well as any trans-continental dining car.

STRIKE AT WATERBURY.—Trouble over imperfect Ingersoll watches at the Waterbury Clock Co.'s factory resulted in 120 men quitting in a body. The foreman, Ernest H. Horn, precipitated the strike. It is said that the manager of the clock company, H. L. Wade, is not in sympathy with the actions of the foreman. They are for the most part men who are paid at the rate of \$2.50 per day, and none get less than \$2 per day. The trouble is not in regard to the rate of wages, but regarding a rule that has been in vogue at the factory for twelve years past, making each man responsible for his own work. The particular complaint is in regard to the rule concerning "stoppers." "Stoppers" is the term applied to the



WE DARE DO IT.

Most manufacturers do not have confidence enough in their goods to put on their trade mark.

We dare do it because we know our goods are of fine quality and are made to wear.

Every piece of jewelry and sterling silverware made by us has our



stamped on goods, card or tag.



168. Engraved and Set with Rubies, Pearls and Opals



166. Gold Filled Vest Chain, fully guaranteed.



167. Engraved and Set with Pearls and Opals.

Our Chains and Lockets are all made by our own special process, leaving the gold on the surface bright and hard just as it comes from the burnishing rolls, and will wear for years and look as well as solid gold, the finish being fully equal both inside and outside.

Remember, we can lay these goods on your counter, duty paid, cheaper than any other house in the country.

Ask our salesman to call on you and show his samples.

THEODORE W. FOSTER & BRO. CO.,

Our Canadian Representative,

MR. GEO. E. SMITH,

350 King Street, KINGSTON, ONT.

Successors to FOSTER & BAILEY,

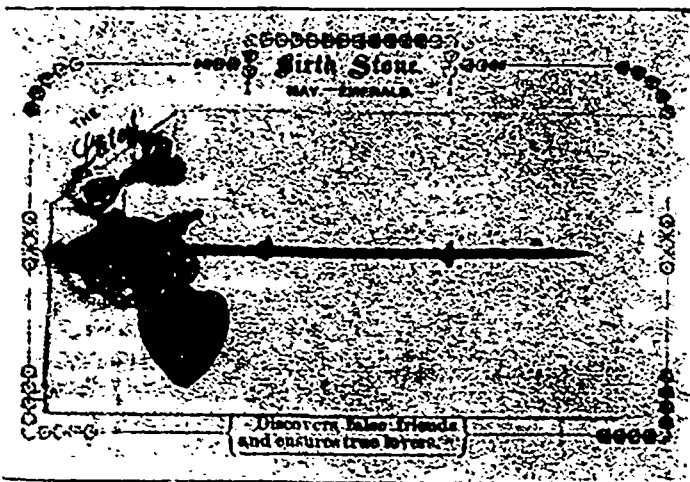
100 Richmond Street,

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

BIRTH STONE BANGLE RING.



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



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

KLONDIKE BANGLE RINGS.



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

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

You will make no mistake in ordering some of these.

Prices subject to catalogue and cash discounts.

S. BREADNER, MANUFACTURING JEWELER,

CARLETON PLACE, ONTARIO.



works of clocks that after adjustment and inspection are found faulty and stop. It is a test of the workman's skill to adjust the works that pass through his hands so that there will be as few stoppers as possible. The order for the strike came from the adjusters' union, the order being the first intimation that the company had that there was such a union in existence. The matter has not yet been settled.

FORMED A UNION.—New York, Feb. 5, 1900.—The American Watch Case Manufacturing Association was formed one evening last week at the Astor House. The following manufacturers were represented, and all joined the association: Keystone Watch Case Co., of Philadelphia; Crescent Watch Case Co., of New York; Couvoisier-Wilcox Manufacturing Co., of New York; Roy Watch Case Co., of New York; T. Zurbrugg & Co., of Philadelphia; Du Bois Watch Case Co., of New York; American Watch Case Co., of New York, and the Camm Watch Case Co., of New York. The following officers were elected: Irving Smith, president; T. Zurbrugg, vice-president, and G. E. Fahys, secretary and treasurer. The objects of the association are mutual protection and furthering the interests of the watch case business. The immediate reason for the formation of the organization was the strike of engravers now going on at Fahys works in Sag Harbor, and in a shop of the Keystone works. The first act of the association was the passage of a rule that no manufacturer would employ a workman unless he brought a recommendation from his last employer. This is to prevent manufacturers from employing men who are on strike in other factories. It is said that the Fahys strike was precipitated by the discharge of four men, the others striking for the purpose of forcing the concern to re employ the four men in question.

DIVIDEND ON PREFERRED STOCK.—The directors of the International Silver Co., at a meeting in New York, January 31, declared a dividend of $1\frac{3}{4}$ per cent. on the preferred stock, payable April 1. The directors took no action as to continuing dividends, further than to fix the first days of April, July, October and January as the dates for making such payments. Charles A. Hamilton, third vice president of the company, however, said on this point: "The declaration of the dividend today means that regular payments have been commenced on the preferred stock, as we would not begin dividends unless we expected to continue them." No financial statement was given out by the directors. It was reported in Wall Street that the earnings for the past year were about \$750,000, which accords with other recent estimates. The company have about \$3,900,000 bonds outstanding on which the 6 per cent. interest would amount to \$234,000, while the 7 per cent. dividend on the preferred stock, of which about \$5,000,000 is issued, would require about \$350,000 more. This would, therefore, leave about \$170,000 for the common stock, of which about \$11,000,000 is issued. It is claimed that the company's expenses in 1899 were heavier than they will be this year. The International Silver Co. organized in November, 1898, as a consolidation of the several silver plated ware companies and firms. The annual meeting of the company will be held March 22.

GREAT BRITAIN.

(From *Watchmaker, Jeweler and Silversmith.*)

THE GEM MARKETS.

Antwerp, January 27th.—Trade is very dull and quiet here. The war is of course responsible for this stagnant condition of our trade. We look forward, however, to the boom, which, we think, must come when the war is over, but that is not in sight yet. Meanwhile our work people are workless and our factories practically idle.

London, January 30th.—Trade is very dull, and very little changes hands. Prices are, of course, high, and there is little possibility of their being lowered. The war makes trade exceedingly quiet. This, of course, is owing to the many deaths among the officers at the front. It is to be hoped that for all concerned, the war will soon be over, and peace restored to our country and prosperity to our trade.

Amsterdam, January 25th.—Business in diamonds was very unsatisfactory again this month, and showed very little improvement, if any, on the last. There was a good demand for very fine small brilliants, and a few large parcels of these were sold at fairly good prices. Larger brilliants, that is, 2, 3, and 4 grainers, were in demand, but there were very few to be had. On the whole, the state of the market has changed very little, and most of the polishing factories are still closed, and large numbers of workmen are still without work. Of the rough, very little seems to come to the market, as the London Diamond Syndicate have not shown any new goods since the middle of December. It is generally hoped that the New Year will soon proceed more favorably for our business, as a great deal of misery is reigning here amongst the diamond workers owing to large numbers of them having been without work for three months or more.

Paris, January 28th.—The diamond business in our city was again very quiet this month. There was a fairly good demand for fine *m/k's* and small brilliants, a few parcels of these goods being sold. Fine 3 and 4 grms. were also in demand, but not many of these sizes were available. Roses are at a standstill. There is no doubt that the present war in South Africa is very harmful to our business, as large transactions should have taken place and much be doing for the Exhibition of this year. Colored stones and fine pearls were in some demand for local use, but little was exported.

HOW TO MAKE CHINESE CEMENT.

This cement will join porcelain, glass, fancy work, jewelry, etc., so strongly that they will break anywhere else rather than where cemented. Take of finest pale orange shellac (broken small), four ounces; strongest rectified spirits, three ounces, and digest them together in a warm place until dissolved. It should have about the consistency of molasses.



LARGER AND BETTER THAN EVER.

During the Past Month

our increasing trade has compelled us to enlarge our factory premises and add a quantity of the latest and most improved labor saving machinery.



Our New Lines

for the Spring trade are well in hand and will be with our travellers in a few days. We aim to give you

“New” Goods,
“Natty” Goods,
“Salable” Goods,

and goods on which you can make a good profit.

If You Want Rings,

of any style, whether set with Diamonds, Pearls, Opals, Olivines, or any other kind of stone, remember that we are the leading ring manufacturers of Canada.

Our styles are the newest and nattiest, our stock is the best assorted and our prices are always right.

We are also showing a specially fine assortment of Pendants, Lockets and Scarf Pins, all of the newest designs. They are up-to-date goods and no live jeweler's stock is complete without them.

J. J. ZOCK & CO., Manufacturers of Fine Jewelry.
Repairs promptly attended to.

34 Adelaide Street West, TORONTO.



THE INVISIBILITY OF THE SOLDIER.

The adaptation of color to the ground is one of the most interesting operations of nature, by which wild animals and insects are protected from destruction by their natural enemies. It has been amply demonstrated by naturalists that birds, reptiles, beasts, and insects are, so to speak, clothed in colors which strongly resemble those of the ground, herbage, or country in which they have their dwellings. This is called "protective coloration." Nature, which so carefully protects animal life from injury, teaches man a valuable lesson regarding the color of uniforms with which to equip soldiers when proceeding on active service in the field. In ancient days this was of little consequence, as when armor was worn the "dangerous zone" was limited to the effective range of weapons of offense of those days. With the introduction of firearms came a revolution in fighting. At first, however, the effective range of these weapons was also extremely limited, and some of them would carry no further than the bolts from a crossbow. In these early days the opposing armies were well within visual range before they fought each other. In time field artillery came into use, which also increased more and more the distances between the combatants. It was only the introduction of rifled artillery and rifled small arms which necessitated a decided revolution in tactics. Battles were now fought at greater distances and without the opposing armies necessarily coming into close contact with each other, though, of course, this contact does occasionally occur, as in assaults when bayonet charges are made, or in the days of old when the pikemen also made assaults. Blackwood's Edinburgh Magazine recently published a most interesting article on the invisibility of the soldier, by Lieut.-Col. C. H. Powell, of the First Goorkha Rifles, from which we condense the following: The great nations are now in possession of new magazine rifles of small caliber with a range up to 2,000 yards and over, and field and mountain artillery of a range of over 4,000 yards. Troops may be killed or put hors de combat at distances never thought to be within the bounds of possibility until the middle of the present century, so that it is evident that battles are now fought, or at least begun, at a distance far beyond visual range, so that fighting nowadays is very different from that which occurred even in the Franco-Prussian war, which proves the absolute necessity for dressing soldiers in a color which will make them as invisible as possible. The predominant uniform of the British army has always been scarlet, and no difference was made in the dress even in such a climate as India, where the troops sweltered under the tropical sun. Fortunately it has become a recognized fact that scarlet should no longer be worn by troops in active service, as presenting too distinct a mark for the enemy's artillery and rifle fire. The

authorities looked about for years before they found a fabric suitable in color and texture with which to clothe the troops for active service. A color has at last been found in the shape of "Khaki," which name is derived from an Indian word for a particular dye. It is a dye of a yellowish hue, and has always been much used by the natives. The fabrics which have been colored in India were found to be inferior, owing to the fact that the color was not fast and became lighter with each successive washing, so that it was almost impossible to keep the uniforms of the men of the same shade. The result was that the regiments after a time presented a motley aspect and looked untidy. The Indian army was the first to adopt this color, and most of the native regiments had their own dyes. The color increased in popularity and in time the military authorities in India decided to equip the British regiments with uniforms of this khaki color. At first it was only used for fatigue duties, but now it has entirely replaced white, even, for ordinary parades, the white uniforms being retained only for church parades and walking out. In 1884-85, two Englishmen, Messrs. Lemann and Gatti, were successful in discovering an absolutely fast dye, and the result has proved a benefit to the whole army, and it can be applied equally to woollen and cotton cloth. Lord Roberts, in 1885, took up the subject of khaki in an energetic manner and was easily convinced of the suitability of this color for uniforms in the field, and even went further. He issued an order to have the whole equipment of the field and mounted batteries, including even the wheels and guns themselves, painted khaki. The troops sent out to Egypt to take part in the reconquest of the Soudan, and now the army corps which are being dispatched to the Transvaal, have all been fitted out with khaki, including covers for their white helmets, haversacks, and water bottles. The leggings and the spats of the kilted regiments are all of khaki, and even their boots are an unblackened leather. The old days when soldiers spent hours of their time pipeclaying their belts are now passed, and, in fact, the fighting soldier of to-day presents a striking contrast to his predecessor of a century ago. Certain regiments in the service are allowed to retain a distinctive uniform, for instance, the Highland regiments adhere rigidly to their tartan kilts, which, being of a dark color, stand out in striking contrast on a veldt or mountain side. One of the Boers who was taken prisoner stated that the soldiers wearing kilts were very easily seen, but those wearing khaki were very difficult to locate. The kilt is not only picturesque, but is highly practical and sensible for campaigning in a mountainous country, but the color is against it and renders the men needlessly distinguishable. Sir Archibald Campbell has suggested a reversible kilt of tartan on one side and khaki on the other. This material would probably be very thick, so that it would hardly commend itself to the Highlander. The distinction between the various Highland clans does not seem necessary on the battlefield.

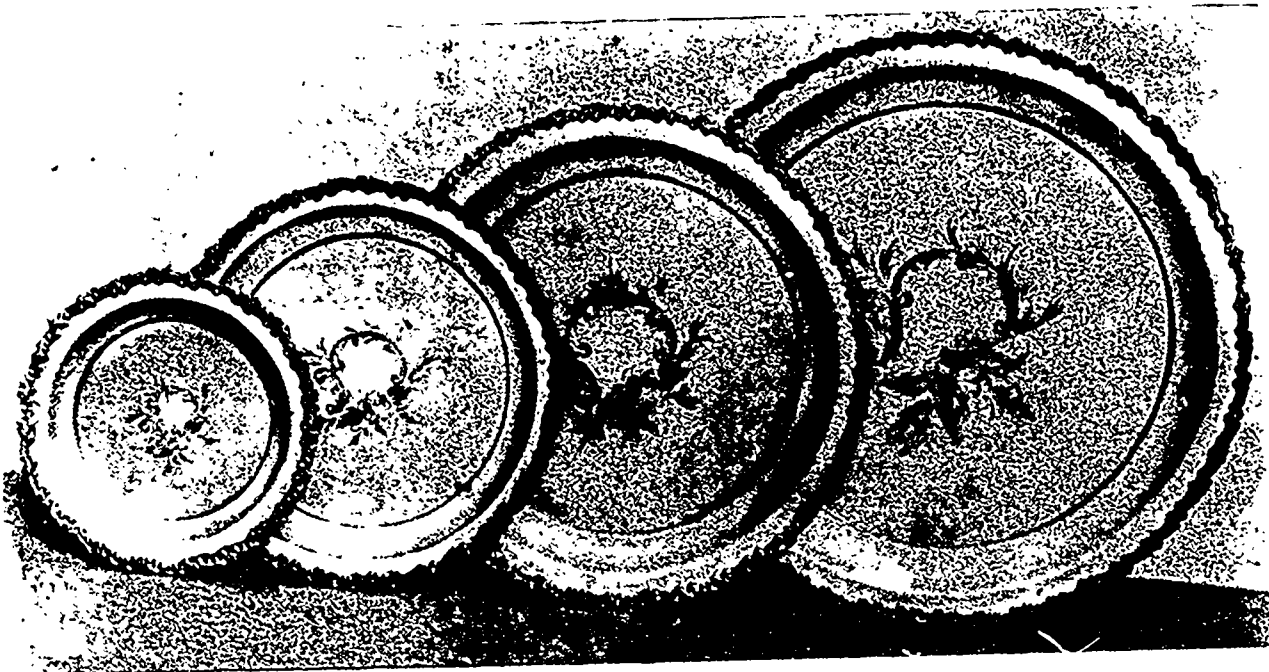
It is a lamentable fact that the percentage of killed and wounded officers in the several opening battles of the Transvaal war is very high, and this may, in many cases, be traced to the uniforms which the officers wear. It was one time considered necessary for the officer to be as differently dressed from his men as possible, so that the rank and file would be

THE TORONTO SIL

Although we have not illustrated STERLING SILVER in our last two advertisements in this paper, the department is having equal attention with that of our Electro Plate Department, and we shall shortly have many new designs to bring before the notice of the Trade.



CAKE PLATES - SATIN BRIGHT CUT.
No. 100 - \$3.75 list. No. 101 - \$3.75 list.

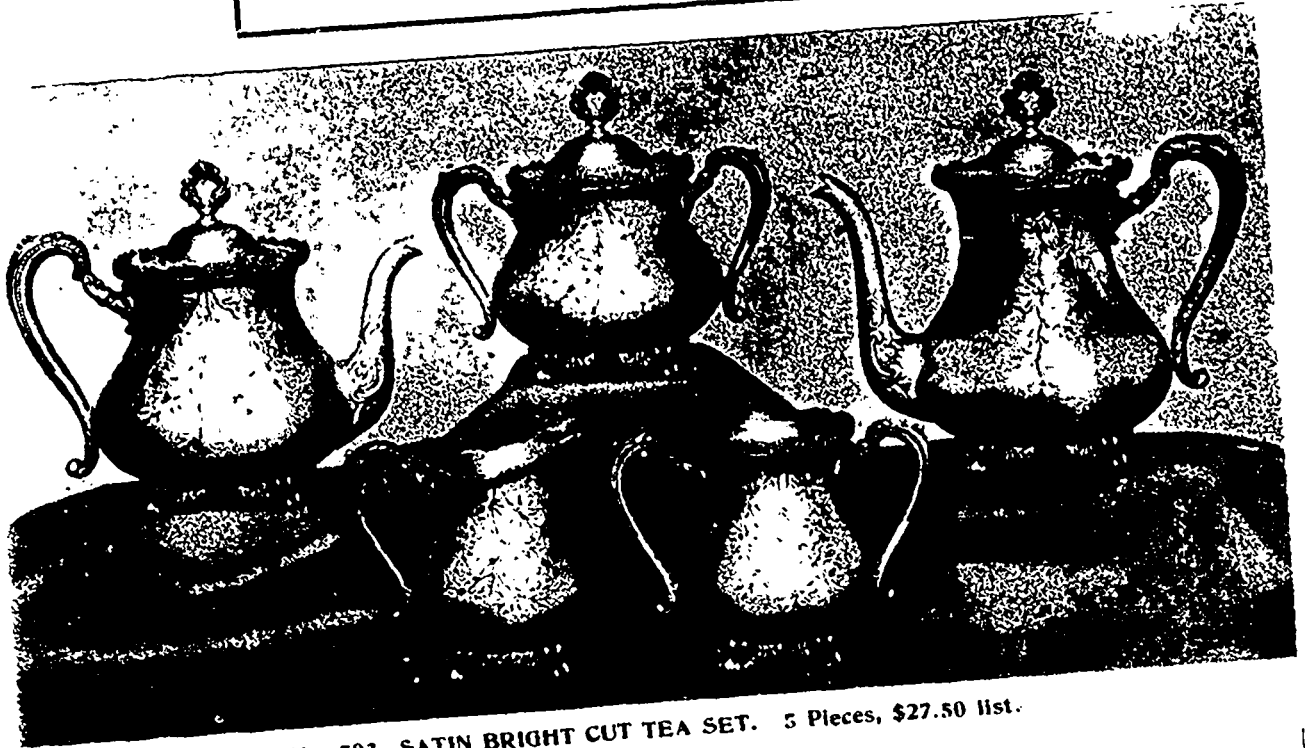


No. 1376 WAITERS.
6 inch \$2.50 list. 8 inch \$3.25 list. 10 inch \$3.75 list. 12 inch - \$4.50 list.

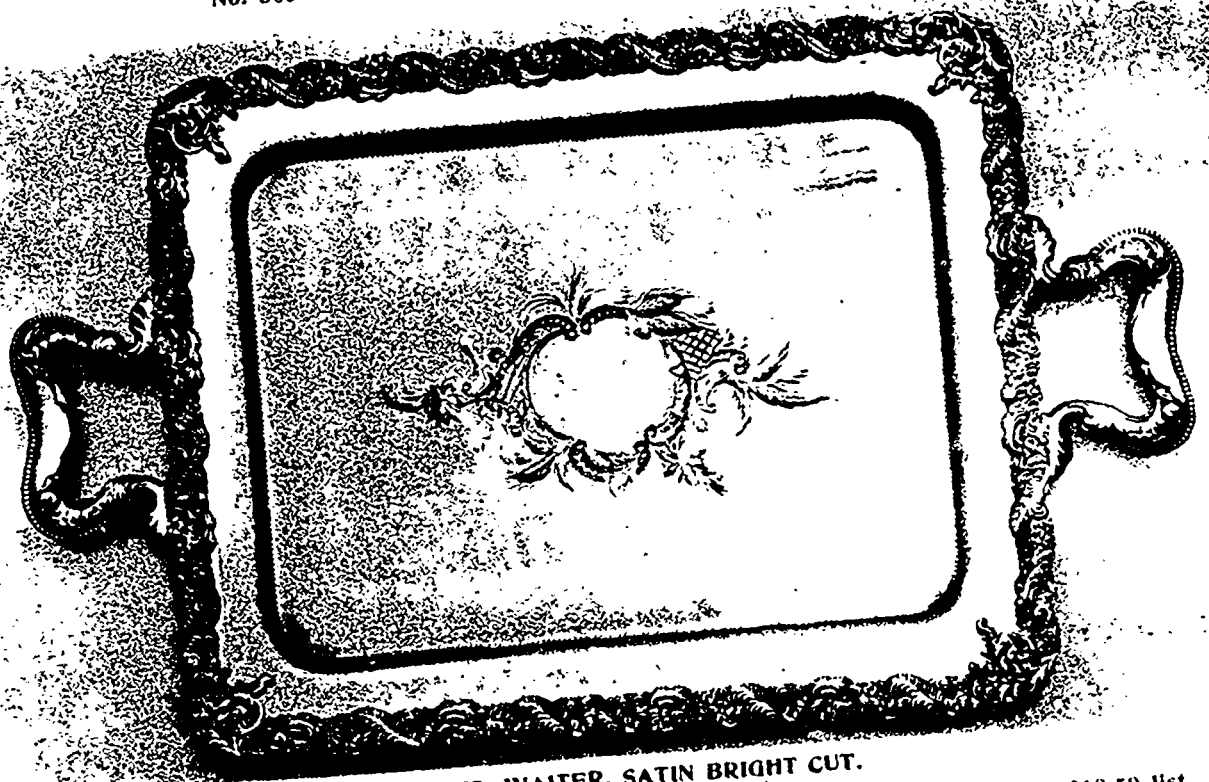
VER PLATE CO., LIMITED,

Silversmiths and Manufacturers of

Electro Silver Plate.



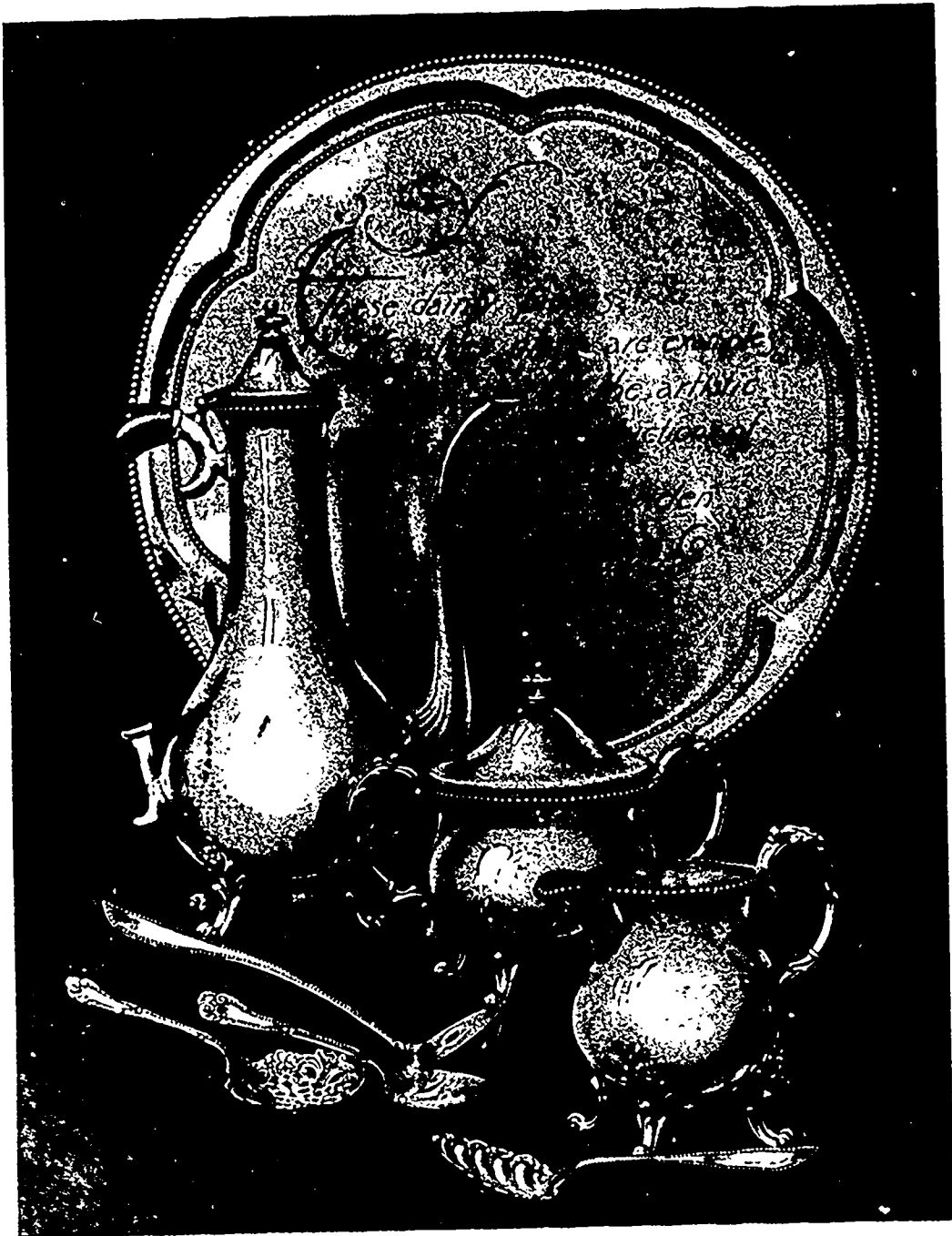
No. 503--SATIN BRIGHT CUT TEA SET. 5 Pieces, \$27.50 list.



No. 1377--WAITER, SATIN BRIGHT CUT.
Made in 12, 14, 16, 18 and 20 inch.

12 inch, no handle, \$7.00 list. 14 inch, no handle, \$8.50 list. 16 inch, with handles, \$18.50 list.
18 inch, with handles, \$21.00 list. 20 inch, with handles, \$24.00 list.

KING STREET WEST, TORONTO, CAN.



Silver-Plate That Wears.

Do not experiment with new or untried values in Silver Plate. Wares bearing the trade-marks here shown have been sold for half a century, and can safely be looked upon as staple. Past reputation has made them a reliable and salable quality, and will continue to make them brands sought after by the consumer.

To stimulate the sale they have been largely advertised, and in the future will be kept before the public by attractive announcements in all leading periodicals, ensuring an ever-increasing demand. The dealer will be materially benefited by having a good assortment of these goods to show possible customers.

TRADE MARK
ON
TEA SETS

PTB

MADE AND
GUARANTEED BY



TRADE MARK
ON
SPOONS.
ETC.

"1847
Rogers
Bros."

Meriden Britannia Co.,

MERIDEN, CONN.

HAMILTON, ONT.



able to distinguish their leaders; but this idea seems to be more or less exploded, and very rightly so. The officer's voice is quite sufficient, and there is no excuse whatever for the soldier not recognizing their leader, no matter in what garb he is dressed. The officer is a valuable factor and should be preserved, as far as circumstances will permit, from danger, and Lieut.-Col. Powell makes some practical suggestions regarding their equipment, in which he recommends that all parts of the uniform be made as inconspicuous as possible, even the belts, and suggests also that all the accoutrements, wherever possible, be made of khaki. In days gone by the sword was doubtless a very useful weapon of offense as well as defense, but nowadays it is universally recognized that an officer would rely more on his revolver than his sword and many officers are of the opinion that the sword belonging to them should be left behind when he goes into action. The sword is more of a decided encumbrance to an officer's free movement when moving on hilly ground, and as a matter of convenience he generally takes it out of his belt and uses it as a walking stick, and it is a very inferior one at best. Lieut.-Col. Powell recommends that they carry a small carbine, which will give the officer a useful weapon of offense should he find himself in a tight corner. Badges on the helmet should also be discarded, for as one writer has stated, they shine like a diamond in the African sun, and more than one officer has remarked that he would infinitely prefer carrying a good stick into action than a sword.—*Scientific American*.

THE STRENGTH OF GLASS.

The extensive use of glass in construction renders definite information about its resistance under various conditions of stress desirable, but, with the exception of the ultimate strength under direct compression, but little has been known about the subject until recently.

A series of experiments upon the resistances of glasses to tension and to flexure has recently been made by M. Grenet, the details and results being published in the "*Engineering Magazine*." The glass tested was of two varieties, manufactured by the well known works at Saint Gobain, one being the grade known as No. 4, and the other the so called "cathedral glass," and there being but little difference between the two shown by chemical analysis.

In the flexure tests the specimen was placed as a beam supported on knife edges and with the load applied in the middle, the weight being a bucket suspended from a cross bar and arranged so that water dropped regularly into it from a separate vessel. The load could thus be applied at a uniform rate without the possibility of shock, and the rate of application kept under perfect control. By applying the usual formula for rectangular beams loaded in the centre, the tensile strength per unit of cross section was determined. The most interesting feature which was developed by these tests was the marked effect produced by variations in the rate with which the load was applied.

It is well known that for nearly all materials a rapidly applied load will show an apparent resistance much greater than appears when the stress is applied more slowly, but in the case of these tests on glass the effect is especially marked. Thus the tensile

strength of a number of specimens averaged 6,000 to 7,000 pounds per square inch when the load was applied at a rate which caused the rupture to occur in 15 to 20 minutes, while when the duration of application was increased about three times, so that rupture occurred in about 45 minutes, the strength ranged between 5,000 and 6,000 pounds per square inch. When the water dropping device was arranged for very slow loading, and the breaking load was attained in 10 to 12 hours there was a marked diminution in strength, the resistance per square inch being only about 4,200 pounds.

In order to show the reverse effect some tests were made with loads applied very rapidly, and the effect was most marked, the mean of three trials giving an apparent strength of 10,000 pounds per square inch. A number of flexure tests were also made by M. Grenet upon glass rods and these showed the same general results as regards the effect of rapidity upon application of load. The actual strength of the rods however, was higher than that of the plates, which was probably due to differences in the method of manufacture.

Thus when the rupture was produced in about 15 minutes, the strength of the rod was nearly 11,000 pounds per square inch, while when the time was extended to 45 minutes the resistance fell to about 9,000 pounds, and for the 12 hour tests the breaking strength was but 5,700 pounds. In order to carry this feature of the tests to an extreme limit, M. Grenet suspended various weights to rods and allowed them to remain for a number of days. The result showed that for loads of 3,000 to 3,500 pounds per square inch no rupture occurred even after the expiration of three months, but when the loading was increased to about 4,000 pounds, rupture took place in one or two days.—*London Optician*

THE IMPORTANCE OF JEWEL BOXES.

One of the most important cares of the jeweler is to arrange the jewelry he has prepared in boxes the best adapted for exhibiting its beauty. From his sagacity and intelligent harmonizing of the colors of the richest wares, his good taste is judged. There are many considerations to be taken into account, the nature of the jewelry, the circumstances under which it is offered, the taste of the person for whom it is designed, none must escape the attention of the jeweler. He ought to keep them in view, in order that his jewels may be fully appreciated, as well as to guide his customer in the selection.

A slight error of taste may be sufficient to spoil, or at least diminish the effect of a present. The person who receives it ought to be not only satisfied, but charmed from the outset by the delicate care, the attention, the taste evinced in the make-up of the jewel box, which is the most convincing proof of the pleasure sought to be imparted. The engagement ring is offered in rather a modest box, while the richest cases are reserved for the ornaments to be given at the time of the wedding. When there are pearls, they are set off by a lining of blue. For diamonds and colored stones other hues are chosen, according to personal taste.

The fashion of white cases, without being an absolute rule, is still in favor for wedding jewelry. For the most beautiful jewels it is customary to affix an inscription in silver on the case.



THE DUEBER HERALD

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

Vol. 1.

CANTON, OHIO, MARCH, 1900.

No. 7.

“EXPLANATORY.”

A merchant once overdraw his bank account.

* * *

On the following day he called upon the cashier of the bank and gave him a plausible explanation of how it happened.

* * *

“Your explanation sounds reasonable,” said the cashier, “but, Mr. Man, what we want are the accounts that never require explanation. There’s a debit and a credit side. Accounts ought to explain themselves.”

* * *

Watches, like bank accounts, ought never to require “explanations.” A watch is made to show the time of day. If it discharges this duty faithfully and accurately, what need of “explanation?”

* * *

The Dueber-Hampden watch, like the properly conducted bank account, explains itself. The movement is made TO KEEP TIME; the case, to protect the movement, to be an ornament and to contain the exact amount of precious metal paid for.

* * *

The Dueber-Hampden watch has no peer. It is the proudest achievement of America’s watch industry.

THE WATCH AND PUBLIC SAFETY.

One inaccurate watch can cause more railway accidents than all the block systems in the world can prevent.

We have before us the records of two fatal railway accidents, both of which were caused by inaccurate watches,—watches fitted with devices that were unsafe, though undoubtedly accompanied by lucid and interesting “explanations.”

Notwithstanding these facts, many railroad managers permit themselves to be “explained” into entrusting the watch inspection on their roads to incompetent, and, moreover, interested persons, who do not shrink from “explaining new watches upon the employees for no other reason than to force the sale of a “new” movement, supplied with “new” inventions, duly “explained.”

Such procedure is manifestly wrong.

Let the retail jeweler enlighten the public and the public will have an opportunity of enlightening the managers of railroads.

+ Elmira, N.Y. +
+ Have carried my 17-jewel Dueber Hampden +
+ watch for three years. Would not change it +
+ for any on the road. It has not varied over +
+ half minute in months, in fact, it is always right +
+ EUGENE H RIBBLE, Engineer, +
+ N. Central R. R. +

A QUESTION AND SOME FACTS.

There are men who would “kick” if you sold them a gold dollar for 95 cents.

* * *

Of these, the least said, the better. We would like to ask you a question about the other kind; the kind who come into your store, buy a good article and if wholly satisfied with it, have the manhood to tell you so.

* * *

Have you ever met one of that kind who, after buying a Dueber watch case, came to you and said: “This case is not as represented. I’m dissatisfied?”

* * *

The one glaring peculiarity of Dueber watch cases is that they are exactly as represented. If you sell one, you are sure of a satisfied customer.

* * *

We heard of a retail jeweler once who said that to sell a gold-filled watch case was like “skating on thin ice.” Poor, misguided man! He didn’t sell Dueber’s.

* * *

The Dueber mark on cases is like the Hall-mark of England on silver.

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



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

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

MESSRS. KLEIN & BINKLEY, of Hamilton, Ont., have added an ophthalmic cabinet to their outfit.

MR. FORSYTHE, the Montreal Optical Co.'s traveller, is sending in orders from Manitoba and the North-West.

MR. N. J. AELICK has removed his jewelry business from Manitowaning to Little Current, Ont., which will be his address in future.

MR. S. LORIE spent about a week over in New York and Newark last month purchasing new machinery and getting filled up with ideas.

MR. CHAS. D. MAUGHAN, of the Goldsmiths' Stock Company, is now west on his initial trip for 1900, and is meeting with great success.

MR. F. L. KAHN, the genial traveller of the Cohen Brothers, Limited, has just returned from a successful trip to the Maritime Provinces.

THE STORE formerly occupied by M. S. Brown & Co., of Halifax, the oldest jewelry store in that city, has been put upon the market in order to wind up the estate.

THE MONTREAL OPTICAL COMPANY report a steadily increasing demand for 0 and 00 eye frames. Many of the leading opticians are carrying one, 0 and 00 eye spectacles.

OWING to the continued increase in their repair and special ordered work department Messrs. H. & A. Saunders have had to take on three extra hands for this work alone.

THE COHEN BROTHERS, LIMITED, have gotten out a set of filled F. G. frames in a beautiful oak tray, velvet lined. It is what they consider the best possible all-round assortment.

MR. PAUL PEQUEGNAT, of Berlin, has purchased the jewelry business of his brother, Arthur Pequegnat, of that place, who is going into the manufacture of bicycles exclusively.

MR. FRED WESTERN, north-western representative of P. W. Ellis & Co., who has been in the house for the past month selecting new stock and samples, is now covering his territory and doing a first-class trade.

A FINE EXHIBIT of society emblems, pins, charms and regalia has been forwarded to the Paris Exposition by Ambrose Kent & Sons, of Toronto, who have for some years past made a specialty of their manufacture.

MR. H. MICHAELSON, of Montreal, passed through Toronto on the 1st of last month, en route to Vancouver, B.C., from which place he will work his way home on his regular Western trip, taking about three months.

THE TORONTO SILVER PLATE CO. was awarded the contract of supplying the hollow ware for the "Chateau Richelieu," the new palace hotel that is being built by the Richelieu Navigation Company at Murray Bay, Que.

MR. LEDOS, President of the Ledos Manufacturing Company, of Newark, N. J., was in the city last month on business for his Company. He says that they are more than busy and have a great year's trade ahead of them.

MESSRS. H. & A. SAUNDERS are meeting with great success in their new line of artistic gold jewelry, having been compelled to run their factory every night since February 1st to keep up with the orders for their fine pearl goods.

SUDDEN DEATH.—Mr. George Burnham, the well-known jeweler of Whitby and a nephew of His Honor Judge Burnham, died very suddenly last month. The cause was said to be from an overdose of morphine, which he was using to relieve pain.

MR. W. A. MITCHELL, jeweler, of Brampton, assigned last month after a long and honorable business career in that town of nearly thirty years. We trust that Mr. Mitchell will obtain a favorable settlement and be enabled to continue in the business.

MAJOR R. G. ELLIS, of the firm of P. W. Ellis & Co., was last month the recipient of a war medal from the Imperial Government as a recognition of his services with the Queen's Own Rifles during the Fenian Raid of 1866. Well deserved, but a long time in coming.

THE DOMINION OPTICAL COMPANY opened up last month at 63 Yonge Street, Toronto, where they propose to do a general optical business. Mr. H. Weichert, well known to the Canadian optical trade, will have charge of the business department of the company.

THE LIPPY BROS. CO., LIMITED, Hamilton, Ont., ask the special attention of our readers to the splendid line of enamelled silver jewelry which they illustrate in their advertisement elsewhere in this issue. It is natty and novel, and they claim for it that it sells on sight.

MR. M. C. ELLIS is now one of the most enthusiastic curlers in Toronto, and almost any night he can be found with his rink at the Granite Club "sooping her up" in great style. Connoisseurs say that M. C. is going to make his mark at Curling as he has done in other lines.

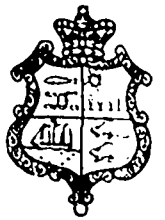
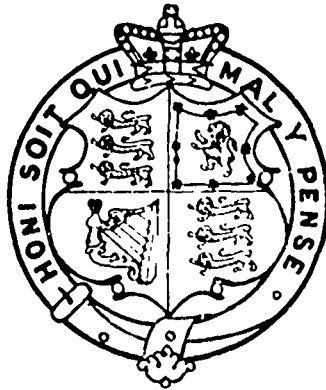
THE *Canadian Optician* has published an "Ophthalmic Record Book." It is beautifully gotten up, containing 500 record blanks and index, and is bound in half leather. It was designed by Mr. I. G. Amsden. It is offered for sale by the *Canadian Optician* at \$1.50 a copy.

WE DIRECT THE ATTENTION of our readers to the announcement of gold wire jewelry advertised by Mr. S. Breadner, manufacturing jeweler, of Carleton Place, on another page of this issue. He illustrates some novelties in this line that are well worth the inspection of the jewelry trade.

MR. ALFRED BROWNE, of Halifax, for some years a watchmaker with his father, a well-known jeweler of that city, and latterly chief clerk in the Intercolonial Railway Mail Service out of Halifax, died suddenly on the 5th February. He was popular and highly esteemed by all who knew him.

ACCIDENT.—William Lewis, a well-known working jeweler, 84 King Street East, Toronto, accidentally fell down a stair at the Goldsmith's Stock Company on Yonge Street last month and received such injuries to his head that he had to be removed to the Emergency Hospital.

TORONTO JEWELRY EMPLOYEES to the number of about forty held their annual sleighing party (on wheels this time) on the 9th February, and had a very pleasant time. After their ride they indulged in a supper, over which presided Mr. James Bailey, the well-known and good natured salesman of the J. E. Ellis Company, Limited, who filled the office as usual with dignity and acceptance. The speeches were all witty and well received, and the participants say that they are bound to make it an annual affair.



"HEMSLEY SOUVENIRS"

"SELL THEMSELVES."

ALL YOU HAVE TO DO IS TO MAKE THE DISPLAY AND TAKE IN THE MONEY.



THE ENTIRE LINE HAS BEEN REMODELLED AND IMPROVED.



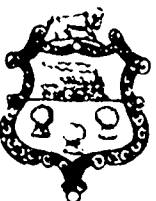
PRICES REDUCED, QUALITY AND FINISH INCREASED.



OUR TRAVELLERS CARRY FULL LINE OF SAMPLES.

LEVY BROS. CO., Hamilton, Ont., LIMITED.

SOLE SELLING AGENTS.





MR. AVRON LEVY, who formerly represented the Levy Brothers Company, Limited, of Hamilton, in Eastern Ontario, is now covering Western Ontario and is doing a first-class business. While his many friends down East will miss him, the jewelry trade of the West will be glad to make his acquaintance.

MR. BROCK WILKINS, the well-known jeweler of Galt, Ont., is about to move into a larger store about half a block below his former premises. He is hard at work getting the place fitted up, and when he moves in he will have one of the finest and best appointed jewelry stores in the town.

MR. M. SCHWOB, now of New York, but formerly senior partner of the firm of Schwob Bros., watch importers, Montreal, spent a few days in Toronto last month looking up old acquaintances and incidentally doing business. He looks natural and happy as usual, and New York seems to agree with him.

TORONTO'S TOWER CLOCKS. - City Solicitor Caswell last month received advices from Gillett & Johnson, contractors for the tower clocks at the City Hall, notifying him that the clock bells would be delivered in June and the movements a month later. It is proposed to ring in the new century with the bells.

MR. E. G. GOODERHAM, manager of the Toronto Silver Plate Company, spent about ten days amongst the United States factories last month looking up new ideas and goods. He reports a great improvement in trade this year, and says they are getting out a very fine line of new goods for their spring trade.

MR. A. R. HARMON, of Montreal, Canadian representative of the Waltham Watch Company, spent a few days in Toronto during the early part of last month on business. Mr. Harmon says that his company are increasing their product as fast as possible and are doing their utmost to keep pace with the growing demands of the trade.

J. J. ZOCK & Co., manufacturing jewelers of Adelaide Street West, have been more than busy during the past month. Their travellers on the road report large sales of their new lines of jewelry and Mr. Zock is exceedingly pleased with the business they have done so far this year and with the outlook for the coming season's trade.

CORRECTION. - We have been informed by Messrs. H. & A. Saunders that an article which appeared in our last issue stating that Mr. F. LeFebvre had started in business in New York is incorrect. Mr. LeFebvre is at present representing the above firm in his usual territory, that is Manitoba, the North-West Territories and British Columbia.

CUSTOMS DECISION. - The Customs Department at Ottawa last month decided that goods of British origin, consigned from the United Kingdom to any part of Canada via Hamburg, will be allowed rates under the preferential tariff. This decision will lessen the possibility of certain steamboat lines securing a monopoly of the Canadian business.

MESSRS. H. & A. SAUNDERS report that the sale of their H. & A. S. quality chains is increasing so fast that they now have difficulty in keeping up with their orders, and ask the indulgence of the trade for a little while, but hope soon to be in shape to fill all orders promptly. The sale of their rope chains in both solid gold and filled qualities has been phenomenal.

MR. M. M. COHEN, of the Cohen Brothers, Limited, spent a few days of this month in Philadelphia and Baltimore, and reports optics to be booming across the line. Rimless goods seem to be used to a much greater extent in the United States than in Canada. The American opticians are evidently awake to the source of profit which these goods offer to the repair department.

MR. LORIE, of Saunders & Lorie, says that their business for the months of January and February was fully double of what it was a year ago. They are more than busy in every department, and are so crowded for room, Mr. Lorie says, that they will soon have to remove to larger quarters again. Mr. Saunders is at present in Europe and is not expected back for about a month.

MR. JOSEPH DAVIS, the well-known retail jeweler, of Yonge Street, Toronto, who was compelled to give up business last summer on account of ill health, has so far recovered as to be around again, looking almost as well as ever. Muskoka, with its splendid fresh air, seems to have done wonders for him, and all his friends are congratulating him on his rapid recovery.

REMOVAL. - By the time that this issue reaches our readers, the Cohen Bros. Co., manufacturing opticians, will have removed to their new premises, 24 Adelaide Street, almost immediately opposite the Grand Opera House. We may take the opportunity of giving a detailed description of their new premises in a later issue. Meanwhile, our readers may make a mental note of their new number.

MR. ELI MILLER, who for many years conducted a drug store at Dresden, Ont., but more recently resided in Detroit, died suddenly of pneumonia at Essex Centre, Ont., on February 7th. Mr. Miller had completed a course on optics at the Detroit Optical College a week before his death, at which time he was enjoying the best of health. Mr. Miller's sudden death is greatly mourned by his many friends.

MR. WILLIAM ALLEN YOUNG, Canadian agent for the Dueber Hampden watches, says that the outlook for his company is more than promising, so far as the demand is concerned. He has just been advised by the company that they refused an order for 150,000 18-size 7-jewel movements in January last, and the opinion of Mr. Dueber is that it will be impossible for them to supply more than half of the demand this year.

MR. E. J. MACINTYRE, the aggressive and enterprising jeweler and optician, of Chatham, spent a few days in Toronto. While here he purchased a full line of 00 eye spectacles. Mr. MacIntyre believes that the size of the eye should bear proper relation to the size of the face. He carries one, 0 and 00 7/8 in stock. He also placed an order for as handsome an optical cabinet as has ever been constructed in Canada.

A LONG DRAWN OUT CASE. Notice of appeal to the Supreme Court at Ottawa has been given by the Dueber Watch Case Company in their action against Charles Campbell, of Toronto, which arose out of the F. S. Taggart & Co. failure. The company is appealing from a certificate of the Court of Appeal, which dismissed the appellants' motion to admit some new evidence in a suit between the same parties now before the Supreme Court.

A CANADIAN MINT. - Mr. McLines, one of the members for British Columbia, has given notice in the Dominion Parliament this session to establish a Canadian mint. The gist of the bill is, "That in the opinion of this House, it is desirable and expedient that the Government should at the earliest possible date establish a mint in Canada for the purpose of coming all the gold, silver and copper necessary to meet the commercial requirements of the country."

MR. RICHARD RUSSELL, president and general manager of the Fairview Corporations, Limited, arrived in Toronto on the 10th of February, direct from the Fairview mines. Mr. Russell says that, despite all reports to the contrary, the mine is looking first-class, and he is satisfied that it will turn out to be one of the biggest and best paying investments in British Columbia. He has unlimited faith in the property, and thinks that none of the shareholders should sacrifice their stock.

THERE HAVE BEEN RUMOURS going the rounds of the press last month that the Dominion Government were proposing to increase the preference on British goods from 25 per cent. as at present, to 35 per cent. This is contradicted in ministerial circles, however. We think it would be bad policy to tinker with our tariff at present, unless it would be to raise it in some respects as against certain lines of goods which we import largely from the United States and on which they charge a considerably higher rate of duty on Canadian importations than we do on their goods. The country is prospering at present, and it would be unwise to do anything which would disarrange present conditions. It is a very ticklish business to meddle with the tariff. It is about as bad a thing to monkey with as a buzz saw, and sometimes has about as bad an effect.



THE FULTON JEWEL MFG. CO., LIMITED,

MANUFACTURERS
AND IMPORTERS OF **JEWELLERY,**

Have just received from the Factories a well-assorted line of the following goods: Rings, Bracelets, Links, Chains, Brooches, Cuff Buttons, Sash, Belt Buckles, Lorgnettes, Stick Pins, Hat Pins, Blouse Sets, Cyrano Chains, Scarf Pins, Thimbles, Silk Alberts, Cut Glass Bottles, and Leather Goods of all kinds.

Prices and styles cannot be beat. Mail orders promptly attended to.

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



LOOK OUT FOR THEM.—We notice that quite a few bogus 25 and 50 cent Canadian coins are in circulation at the present time, especially in Western Ontario. They are made of hard metal, white in color, and a fairly good imitation in every way, except that they hardly take the same fine polish as the regular silver coins and have not as perfect a ring to them. However, in a hurry they will be mastered fairly well, and quite a few merchants have been deceived by them.

AN OPTICIAN HONORED.—Mr. W. G. Kinsman, the well-known optician employed by Messrs. Wanless & Co., Toronto, last month received word from New York that he had been appointed a member of the Educational Committee of the American Association of Opticians. Mr. Kinsman is the second Canadian to be honored by an official appointment in this association, Mr. L. G. Amsden, the principal of the Canadian Ophthalmic College, being a member of the Executive Committee.

MR. N. GARLAND, of Portage la Prairie, Man., has purchased the old Indian clock which formerly graced the front of Messrs. Kent Bros. jewelry store on Yonge Street, and since their dissolution the front of the Bon Marche drygoods store on King Street. This old clock, which is one of the best, as well as one of the best-known, public clocks in Canada, was manufactured nearly twenty years ago by the Howard Clock Co., of Boston, and has ever since, through sunshine and storm, tolled off the hours, to the delight of Toronto youngsters.

LANDED IN SOUTH AFRICA.—The first detachment of the Canadian Artillery, consisting of "D" and "E" batteries, under the command of Major Hurdman, (formerly of Olmstead & Hurdman, the well-known jewelers, of Ottawa,) arrived at Cape Town, South Africa, on the 17th of February, all being well on board. They had a splendid reception from the citizens on landing, and expect to go to the front as soon as men and horses get their land legs again. These splendid batteries are a credit to Canada and should give a good account of themselves if they ever get a chance to go into action. We wish them luck, anyway.

THAT THE JEWELRY TRADE are pretty well represented upon the management of the Canadian Manufacturers' Association may be gleaned from the fact that at the annual meeting held last month Mr. P. W. Ellis, of P. W. Ellis & Co., was re-elected first Vice-President; Mr. Roden, of Roden Bros., Chairman of the Reception and Entertainment Committee; G. H. Lees, manufacturing jeweler, of Hamilton; E. G. Gooderham, of the Toronto Silver Plate Co., and W. K. George, of the Standard Silver Co., Toronto, members of the Executive Committee, and W. K. McNaught as a member of the Executive Committee and one of the Association's representatives to the Industrial Exhibition Association.

AS AN EVIDENCE of the wide reaching effects of the present war in the Transvaal, a despatch from Antwerp, under date of February 7th, says: "Distress among the diamond-cutters of Antwerp, whose occupation the Boer war and the consequent suspension of the Kimberley diamond mines have destroyed, grows daily more acute. Two thousand men are now without sustenance, and the relief committees appointed to aid them are powerless." If present appearances count for anything, it looks as though Kimberley being relieved and the Boers driven out of that part of South Africa the diamond mines will soon be at work again, and although it may be some months before there is any stock ahead, it is bound to come.

DUTY ON COMMISSIONS.—During the visit of the Hon. William Paterson, Minister of Customs, to Toronto last month, he was waited on by a special committee from the Toronto Board of Trade who pointed out to him that the present law strikes only at merchants who do not import direct. It was pointed out to the Minister of Customs that a law which imposed a tax on the commission of the foreign agent, in addition to the duty on the market value of the goods imported to Canada, was plainly a discrimination

against merchants who were not in a position to import goods direct. The Minister of Customs listened very attentively to the grievances of the merchants as presented to him by the members of the committee. While promising to give the question his most serious consideration, he held out no hope that the duty would be abolished.

AN INNOVATION in postage stamps has been adopted recently by the United States that our Postmaster-General would do well to copy. It is explained in the following news item from Washington: "Postmaster-General Smith and Third Assistant Postmaster-General Madden have been perfecting a plan to sell postage stamps in book form. It is proposed to offer for sale two-cent stamps in books of twelve stamps, at a cost of 25 cents each. The books will be of a size convenient to slip into the vest pocket, with wax paper between the stamps, and with the division of mail matter into classes, the rates of postage, and other kindred information printed on the outside. The one cent charged for the binding and wax paper will net the Government a profit of \$6 for each 1,000 books sold. If one-eighth of the two-cent stamps used are sold in such books the net profit to the Department would be not less than \$230,000 annually."

A SON of Thomas H. Lee, Harry A. Lee, goes to South Africa with the Strathcona Horse. He has been for seven years a member of the North-West Mounted Police. We hope he will show himself worthy of his family's past record as a defender of his country, Mr. Lee's grandfather being a cavalry officer at Waterloo, and he being in possession of the pistols used by him on that memorable occasion; Mr. Lee's father, being a militia officer, turned out at the time of the Rebellion; he himself being one of the first to join the Q. O. R. on their formation, Mr. Lee's brother, Major Lee, was in the same company at Ridgeway with McEchrem, who was killed; his nephew, A. Burdette Lee, paymaster of the Q. O. R., going with the North-West expedition. We think the City Council will be pleased to recognize the loyalty and patriotism of this family by giving the young volunteer the gifts same as the other Toronto boys received who have preceded him in their devotion to the Empire.

MR. PEQUEGNAT'S NEW VENTURE.—As our readers already know, Mr. Arthur Pequegnat, of Berlin, one of the best known retail jewelers in this province, has disposed of his business with a view of going exclusively into the manufacture of bicycles. The Berlin & Raecyle Manufacturing Company, Limited, is the name of the new firm which succeeds the Canadian branch of the Miami Cycle Manufacturing Co., of Middletown, O., and Arthur Pequegnat, manufacturer of the Berlin wheel. Both of these famous bicycles will now be manufactured in the factory on Frederick street, Berlin, Ont. Mr. Pequegnat returned from Toronto after completing the negotiations with the Miami representatives, and was accompanied back to Berlin by Mr. W. E. Houghton, late manager of the Miami Company's Canadian branch. Mr. Houghton will manage the new company, and has already started on his new duties. He has a complete understanding of all departments of the business.

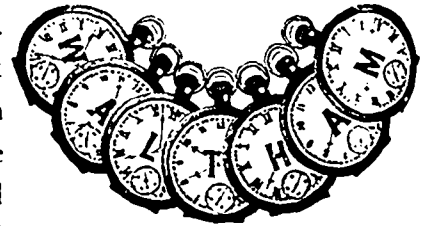
IS THIS IGNORANCE OR FORGETFULNESS?—It is a common thing with people of the United States, when writing to Canada and enclosing a stamp for prepayment of return answer, to enclose either a two-cent United States stamp or an envelope stamped with the U. S. postage stamp. If such people would stop to think just for one moment they should surely know that Canada, being a foreign country, United States stamps cannot be used for the prepayment of letters. They might just as well expect to be able to pay the postage on a letter mailed in the United States with a Canadian stamp as to pay the Canadian postage with one of their own stamps. We take the view that such things are done more through want of thought than ignorance, and the matter only needs to be brought to their attention to have it stopped. As this is a matter of common occurrence, we would be glad if our exchanges in the United States would make a note regarding it so as to draw the attention of their readers to the matter.



The Perfected American Watch.



A GOOD watch is a necessity of civilization. Many a man has lived to a ripe old age without taking closer note of time than he could from the sun's advance or the recurrence of his desire for food. So, many have dwelt within sound of the locomotive without ever having travelled



by railroad train. Such persons are as milestones by which the surrounding community marks its progress. Everyone may not always feel the need of a good watch. The same may be said of bread or of meat; but there often comes the moment when a reliable watch is master of the situation. That is the necessity; and the point is the possession not only of a pocket time-piece, but of a good one. With a good watch one need never be late nor hurried. A poor watch is worse than none.

The order of our daily doings is regulated by the little monitor that tells the moments. It may be accurate when we are not, but it is seldom wrong without misleading. A poor watch is dear at any price; a good watch is worth its cost. A reliable watch is a splendid investment. It gives better return and depreciates less in proportion than any other article of personal wear or use. Like the human heart, it works unremittingly. If treated with common care and cleaned as occasion requires, it will, excepting accidents, outlive its wearer. Though the case be thinner at the end of twenty years than it was when new, the movement, if originally good, will be as vigorous and exact as the day it left the factory. Moreover, it never goes out of vogue. How much is an overcoat that cost you \$40 worth after five years' wear, compared with a watch that cost the same?

We are speaking now about the WALTHAM watch, and to the person who is not carrying one. Eight million people have them. To such the watches have told their own story.

SELLING AGENTS,

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



VIASO CASE, which will interest the Canadian jewelry trade on account of its connection with Mr. Frank Stanley, formerly Eastern representative of P. W. Ellis & Co., was last month decided in the case of Stanley vs. Thompson. In the appeal entered by the Stanley Piano Company of Toronto, Limited, at Osgoode Hall, to restrain defendant piano company from making any copy of their patterns and scales, which have proven so wonderfully successful with Toronto people, the presiding judges have given unanimous decision in plaintiff's favor. The Stanley Piano Company are to be congratulated upon the above decision, as they produce distinctly original scales on which to work. The art of scale drawing, as possessed by Mr. Charles Stanley, is a rare talent, and something he, in particular, has a continental reputation for. The suit of the Stanley Piano Company was brought to prevent George B. Thompson, formerly in their employ, from using a patent piano scale. A. Marcy & Co., now employing Thompson, were co-defendants. Defendant's solicitor tried to do justice to the decision of Chief Justice Armour, who formerly dismissed the action, but the Divisional Court overruled his arguments.

THE JEWELERS' LEAGUE, of New York, held their annual meeting last month, when Mr. Henry Hayes, of the Brooklyn Watch Case Company, was again re-elected President. The other officers elected are all tried men, and it seems as though the League were entering upon a new lease of life as well as an enlarged sphere of usefulness. The financial position of the League has been steadily improved and its reserve fund now amounts to the sum of \$225,860.54; this, with its membership of 2,109, makes it a very strong institution, capable of doing an almost infinite amount of good to its membership and their beneficiaries. As a proof of its usefulness in this direction, we might mention that the League paid out for deaths in 1899 no less than \$132,000, and since its organization the gigantic sum of \$2,138,235.85. Although these figures are imposing they convey but a faint idea of the relief to widows and orphans, who in many cases had only this insurance to keep them from want. The Jewelers League, of New York, is an organization that deserves the hearty support of the entire trade, and our readers by becoming members of it will not only be helping to strengthen a deserving trade guild, but will be laying up for their families something for the day of trouble, which is sure to overtake them sooner or later.

DROP LETTER POSTAGE.—A deputation from the City Council, of Toronto, waited upon the Hon. Wm. Mulock, Postmaster-General, last month to urge upon him the reduction of the rate to one cent on drop-letters, but met with very little success. The object of their interview was outlined by the Mayor and Controllers Sheppard and Spence, and in reply Hon. Wm. Mulock said he did not know whether the Governor-General would be prepared to sanction a reduction. The question Parliament would have to deal with was whether the general taxpayer outside of the cities would be willing to help pay for the advantages enjoyed in cities. He had been very severely criticized over the reduction of the postage from three to two cents, it being urged that it was helping the business class at the expense of the country, and he must ask them to do a little missionary work in the direction they indicated, and that he, personally, favored. He believed that the increased volume of business would rather lighten than increase any charge on the general taxpayer. Without anticipating whether the House would take up the question this session or wait, as he thought would be advisable, for another year, until the people got educated up to the idea, he did not wish it understood that he would allow it to stand over indefinitely.

THE CITY'S GROWING TIME. The new directory for the City of Toronto shows that this city has been enjoying a very prosperous year during the past year. From the large number of buildings (including dwelling houses) that were being erected it was evident, to the most casual observer, that we were having a very large increase in population. The publishers, in their statement, say that the directory contains 87,029 names, exclusive of names of firms or corporations, which is an increase of 5,502 over last year. In past

years the publishers have been in the habit of multiplying the names in the directory by three in order to ascertain the population. Now they conclude this would make the population of Toronto higher than it really is, and used 27% as the multiple. This shows a population of 250,209, exclusive of the suburbs. Taking into consideration the large number of new houses and buildings that have been erected during the year 1899, it is a source of gratification that there are fewer vacant houses, stores and offices than there have been in any year for ten years past. In 1891 the directory contained 64,339 names, while there were 3,133 vacant houses, and 422 vacant stores and offices. This year there are 87,029 names recorded, and the number of vacant houses has dropped to 1,255, and vacant stores and offices to 316.

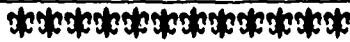
THE WAR in South Africa seems to have reached the turning point, and the operations of General Lord Roberts around Kimberley and Bloemfontien, and General Buller at Ladysmith, look as though they would both be crowned with success. With Kimberley and Ladysmith relieved, the British armies will be free to concentrate their strength upon whatever part of the Transvaal or Orange Free State they think offers the best opportunity of inflicting a blow upon the Boers. So far they have been forced to fight the Boers upon ground of their choosing; now, however, they will have something to say as to where battles shall be fought, as witness the fight with General Cronje's army, by which the Boers have suffered the worst reverse of the war. The Boers will now find that the British Army, tied down to relieve beleaguered towns such as Kimberley and Ladysmith by almost inaccessible routes entrenched and armed against them beforehand, is a very different quantity to reckon with than the same army when it is free to adopt their own tactics and methods of warfare. We shall probably see hereafter a very different state of affairs from what has hitherto obtained, and we shall be very much surprised if the strategic movement of General Lord Roberts has not the result of changing the whole face of the campaign and bringing success and victory to the banners of Britain.

THE STRATHEONA HORSE. The magnificent regiment of mounted scouts, organized amongst the Mounted Police, cowboys and ranchmen of the Canadian North-West, through the liberality of Lord Strathcona, who defrays the entire expense of their organization, equipment and transport to South Africa, has already been fully recruited, and before this reaches the eyes of our readers will have been mobilized at Ottawa and ready to take passage as soon as the transport is ready. Lord Strathcona has consented to the basis of the organization of his Contingent, proposed by Hon. Dr. Borden, Canadian Minister of Militia and Defence. Strathcona's Horse as now organized will number 25 officers, 36 non commissioned officers and 470 men. The total number of horses to be taken will be 563. The Contingent will be divided into three complete squadrons, with three Maxim guns. The Elder Dempster steamship, "Monterey," a very large boat, has been chartered as transport. Although the bulk of the recruiting has been done in the Territories, a few qualified men have been enrolled in the East who have had experience in the special work they will have to do. The Mounted Police have supplied a proportion of the officers, and others have been taken from the ranks of ranching civilians, who have served either in the police, the Imperial Army, or the Canadian Militia. Commissions will also be given, it is expected, to Eastern Canadians who are qualified.

ANNUAL MEETING OF THE HOLMES PROTECTION CO. The thirteenth annual general meeting of the shareholders of the Holmes Protection Company, of Toronto, Limited, was held last month at the offices, Ellis Chambers, Melinda Street, and was well attended. Mr. W. Barclay McMurrich, Q.C., presided, and Mr. A. S. Wigmore acted as secretary. The annual statement presented by the directors for the year was received and adopted by the meeting. The results were highly satisfactory, showing a steady increase in the Company's revenue and a large increase in the number of subscribers employing the Holmes system. A hearty



For Spring Trade.



*We have the most complete line carried in Canada.
In addition to our regular line of*

HOLLOW WARE,

*to which we are adding a number of new and salable
designs, we have the goods of the*

**Meriden Silver Plate Co., the Victor
Silver Co. and the Derby Silver Co.**

*We also carry a full line of Sterling Silver, both
Hollow Ware and Flat Ware.*

*The goods of the Meriden Cut Glass Co., which we
carry, are too well and favorably known to the trade to
require any comment.*

*In Flat Ware we have added some of the newer
patterns of the Star Rogers Bro. Goods, of Waterbury,
among them being the latest designs, the "New Cen-
tury" pattern. Kindly give the lines a look over when
our travellers call. They will certainly interest you.*

Standard Silver Co.

TORONTO, CANADA.



vote of thanks was tendered to the President and Managing Director for the very efficient manner in which the affairs of the Company had been managed during the past year, and it was gratifying to know that their efforts had resulted in such a favorable report. Mr. McMurrich replied, expressing the pleasure it gave him to acknowledge the kind remarks that had been made, and thanking those present for their expressions. He further stated that the efficiency of the Holmes staff was a matter of no small moment, the major portion have been with the Company since its inauguration, and were a credit to the Company. The following gentlemen were elected Directors: W. Barclay McMurrich, Q.C., Thomas G. Blackstock, F. A. Ritchie, L. K. Cameron, A. S. Wigmore, A. J. Pattison and Bernard Jennings. At a subsequent meeting of the Board, W. B. McMurrich was elected President; F. A. Ritchie, Vice-President, and A. S. Wigmore, Managing Director.

DEATH OF MR. THOS. B. STEACY.—By the death of Mr. Thomas B. Steacy, of Brockville, on Sunday, February 4th, Canada loses one of her oldest and most enterprising retail jewelers and Brockville one of her best known and most respected business men. Mr. Steacy's name had been almost a household word throughout the wholesale jewelry trade of Canada for the past thirty-five or forty years, and by them he was always highly respected on account of his long business career and honorable dealing. Mr. Steacy was only ill about a week, his death being due to pneumonia, brought on by a severe cold. The following account of Mr. Steacy's career we clip from a Brockville exchange: "Thomas Boyd Steacy was a son of the late John Steacy, architect and contractor. He was born at Brockville, January 22nd, 1838. At an early age he learned the jewelry business, and when quite a young man commenced business on his own account. By sterling integrity and business tact he soon achieved an enviable position in the mercantile life of Brockville. The business conducted by him up to the time of his death was one of the best of the kind in Ontario. Deceased married Miss Dickieson, sister of the late Sheriff Dickieson, of this town. She died some years ago. By this union there were two children, both of whom survive. They are Mrs. W. A. Johnston, Montreal, and Mr. F. B. Steacy, of this town. The deceased is also survived by four brothers and four sisters. They include Mrs. McKenzie, of Buffalo, N.Y.; Misses Elizabeth, A. J. and R. J., of Brockville; Messrs. John G., of New York; R. G., of Yonge; Geo. & B. D., of Brockville. He was a Conservative in politics and an Anglican in religion, being an active member of St. Paul's church."

AMERICAN WATCH MOVEMENTS are already becoming more plentiful than before the holidays, although the supply cannot be said by any means to be equal to the demand. It is safe to say, however, that the next few months will see a considerable improvement in the situation, as all of the large American watch movement companies are straining every nerve to increase their production. One feature of the situation that calls for remark and congratulation is that the stringency has taught a great many of our jewelers that when they are put to it they can sell moderately high-grade movements just as freely and easily as seven-jeweled movements. This lesson has been badly needed for a long time by some of our jewelers, and now that they have learned it by experience we trust that they will not readily forget it. It is all right to sell a seven-jeweled movement if your customer either can't or won't afford to buy anything else, but if you can sell him a high-grade watch it will not only be a better investment for your customer, but do your business good in the long run. Nothing that we know of helps to build up a first-class jewelry business more certainly than selling high-grade watches at a fair and reasonable profit. Usually a person buys only one watch in a lifetime, and the jeweler should see that it is as good a one as he can afford to pay for. If he is only going to get one watch sale from each of his customers, he should see that it is high enough in price to afford him some profit, for on the high-grade watch he ought to make at least double the profit he does on the cheap one. In addition to this extra profit, the saving in repairs and the satisfaction that it gives the purchaser are all

factors in the jeweler's business and either help to make or spoil it. As we said before, if this scarcity of watch movements does nothing else than teach jewelers to sell high-grade goods, it will have been a blessing in disguise.

THE NEWS from South Africa, on the 21st of last month, that twenty of our Canadian Contingent had been killed and sixty wounded in the attack on General Cronje's forces at Modder River is at once the saddest and most satisfactory that Canada has heard for many a long day. Sad, indeed, because so many young Canadians have offered up their lives for the honor of their country, but satisfactory because our men departed themselves like veterans under extremely trying conditions, and worthily upheld the best traditions of the race from which they sprang. Indeed, so gallant was their conduct on this occasion that they were honored by a special message to the Canadian Government from the Commander-in-Chief, General Lord Roberts, in which he commended their conduct under the murderous fire of that bloody day at Modder River. The Royal Canadian Regiment may now be classed as thoroughly efficient and they will without doubt worthily uphold and add to the honors they have already won. Our satisfaction in their gallant achievements is, however, tempered by the thought that so many of their bravest and their best were killed in this action, and that their death will bring sorrow and desolation to many a fond Canadian heart. To all such, the knowledge that they have the heartfelt sympathy of every man, woman and child in the Dominion should, and will no doubt, bring some comfort, but our united prayers should be that the great God, who is "too wise to err and too good to be unkind," will comfort and solace them in this hour of darkest trial.

"On fame's eternal camping-ground
Their silent tents are spread,
And glory guards with solemn sound
The bivouac of the dead."

Canada's brave sons may sleep beneath the African veldt, but their memory will ever live and their heroic death will ever serve as an inspiration to the youth of this Dominion to emulate their deeds whenever the country's honor demands their service. The effect of these losses on the country has been to brace up the people's nerves and, after the first shock was over, to determinedly decide to furnish as many more men as may be necessary to see this thing through. Offers of active service are pouring in from men all over the country, and the Government could without doubt raise ten thousand additional Canadian troops did the occasion demand it.

THE RELIEF OF KIMBERLEY, which took place on the 17th of February, after a hard siege of over four months, is one of the notable incidents of the present war, and is of more than usual interest to the jewelry trade of the world at large, inasmuch as it brings the diamond mines of that place, which dominate the world's markets in this line, measurably within reach of the public again. As our readers are aware, the possession and ownership of the celebrated Kimberley diamond mines was one of the things with which President Kruger baited the hook which tempted the Orange Free State to take sides with the Transvaal and declare war against a country against which they had no grievances whatever, and which had always treated them with the utmost fairness and consideration. The Boers aimed to get possession of Kimberley, with its valuable mines and the immense accumulation of uncut diamonds which the DeBeers Company were supposed to have stored away in their vaults. In addition to this, they were very anxious to get possession of the person of the Hon. Cecil Rhodes, ex Premier of Cape Colony and the principal owner of these mines—the man who above all men they blame for thwarting them in their plans to drive the British out of South Africa altogether and turn it into a Boer country. So vindictive were the Boers against Mr. Rhodes that they had arranged after the capture of Kimberley to convey him to Pretoria as a prisoner and hold him for a ransom of \$10,000,000. But they reckoned without their host, or rather without General Roberts, for within three days after he had put his troops in motion Kimberley had been relieved and the Boer army under the command of General



Cromie in hot retreat for Bloombfontein, with the victorious British troops hanging on to his flanks and rear and harassing him the whole way. Within three days of the time that General French entered Kimberley, that section of the country had not only been cleared of Boers, but railroad communication had been opened with Cape Colony, and things were reported to be fast assuming their normal anti-siege condition. Without doubt the mining industry, which is the principal mainstay of the place, will quickly be started up again, and it is only a question of a few months before the output of diamonds will again reach the regular average. It can hardly be expected, however, that prices will come down to the old anti-bellum figures for a considerable time to come, as the damage to the mines and machinery by artillery fire and their non-use must be paid for somehow, and will increase their cost to an appreciable extent. The siege of Kimberley is of such interest to the trade that the following particulars regarding it will be found of interest to our readers. It was invested by the Boers more than four months ago, and within the besieged town were 10,000 to 15,000 white people and as many blacks. At their command its wealth so vast the ordinary mind cannot grasp it. Stored in vaults are at least \$40,000,000 worth of diamonds. Each day \$100,000 could be taken from the earth in gems. Yet, with all this vast wealth, the people of Kimberley had been living on horse and mule meat since January 8th, and all rations had been cut to the minimum. During these four months the Boers had made no attempt to capture Kimberley by storm. Their purpose evidently was to starve the people out. There can be no doubt that they wanted possession of Kimberley. Had they captured it they would have had the wealth of its diamond mines—enough to pay the expenses of the war a dozen times over. The Boers also wanted Cecil Rhodes, who went there just before the breaking out of hostilities, declaring that he would be as safe there as in Piccadilly, London. The personal hatred of the Boers centres upon Rhodes. They recognize him as their arch enemy, the real cause of the war. They realized the importance of capturing the man of whom W. T. Stead wrote: "He is the greatest personage in the British Empire, bar two—the Queen and Lord Salisbury. He is the greatest man in the British Empire, bar one." Kimberley is 647 miles from Cape Town by railroad. It lies in a plain that stretches for miles in every direction, and is unbroken save towards the east, where there is a line of low hills. Its area is out of all ratio to its size. The streets are wide and the houses are detached, surrounded by yards. Land has little value save when diamonds are found. The town really surrounds a huge hole, the Wessleton mine, an opening 2,000 feet wide and 612 feet deep. Of course, everyone knows that the diamond trust formed by Cecil Rhodes in 1885 owns or controls nearly everything in Kimberley, in addition to the mines, which are enclosed in a great wire netting. The native workers are compelled to live in a compound, in order to minimize theft.



EXPERT WATCHMAKER and Engraver, also Optician; thirteen years experience, age 27; salary \$20 per week, thoroughly competent and reliable. Pacific Coast preferred. Address "Jeweler," 1015 4th Avenue, Seattle, Wash.

FOR SALE.—A very fine all nickel jewelry show case, ten feet long, two feet three inches wide and thirteen inches high, in good condition, price \$25. Thos. C. Johnson & Sons, Halifax, N.S.

JEWELRY and optical business for sale. Right man will make money; business well established, fine store, best stand in town of 1,300, best reasons for selling. Address A. Kleiser, 67 Yonge Street, Toronto.

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SITUATION WANTED by a young man to learn the watch and jewelry trade, strictly temperate. Address G., Box 270, Collingwood, Ont.

SITUATION WANTED by young man as watchmaker, first class, can also do engraving; best of references. Address Watchmaker, care of Empress Hotel, Toronto.

SHOP FURNITURE, counter cases, desk and regulator, in the stand so long and successfully occupied by me at Whitey, for sale cheap. Apply to John S. Barnard, 170 Dundas Street, London.

SITUATION WANTED by a watchmaker who has had ten years experience at the bench, also experience as salesman, have good references and my own tools, with an American lathe. Address, H. A. B., 35 Midcaster Street, Barrie, Ont.

SITUATION WANTED.—As improver, by young man of 18 years, has had one year's experience at bench under first-class watchmaker and jeweler; wishes to get with good man to finish his trade, best of references from present employer. Address "Watchmaker," Box 288, Simcoe, Ont.

TO RENT—In the rising seaport town of Collingwood, which, by its geographical position, is destined to be a city in a few years, a watchmaker's and silversmith's store, on the best business street and on the best business side of the street. The store has been in that line of business for more than 20 years. Fixtures in store. Rent \$8 per month; free of taxes. First month to a young man free to help him on in the world. Apply to J. Greaves, 56 Melbourne Avenue, Toronto, or to A. W. S. Cunningham, Town Hall, Collingwood.

WANTED.—A fairly good second-hand guitar. Write giving description and price. J. A. Vandewater, Yarker, Ont.

WATCHMAKER.—Strictly temperate; state experience, references, wages, etc.; steady work. A. M. Cooke, Port Arthur, Ont.

WATCHMAKERS' American Lathe and Attachments, etc., first-class order, at a bargain. For particulars, etc., apply W. Blake Dobson, 58 Homewood Avenue, Toronto.

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WANTED.—Position as watchmaker, jeweler and optician by first-class man, with twelve years' experience, very best references given, Toronto preferred. Apply W. Blake Dobson, 58 Homewood Avenue, Toronto.

WANTED.—A young man, unmarried, who has served his time with a competent watchmaker, also having some idea about repairing jewelry, he must be able to give good references as to character and workmanship, also furnish his own tools. Apply to D. K. Cook, Russell, Ont.

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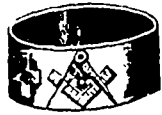
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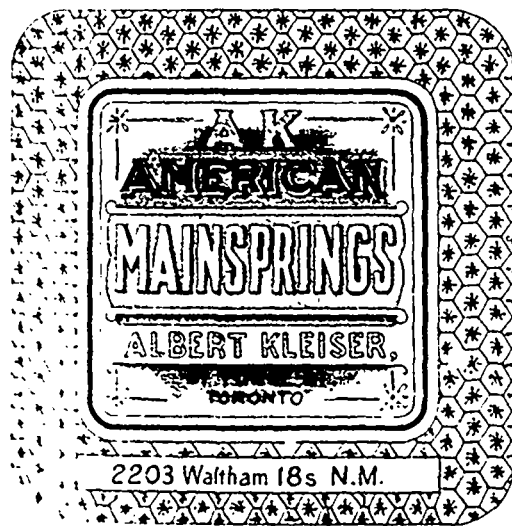
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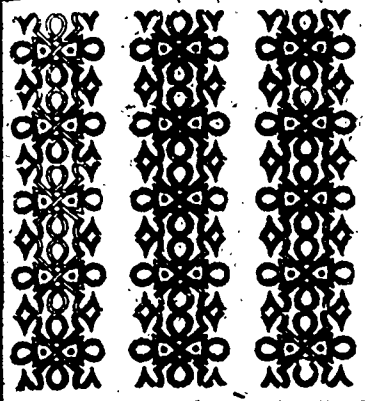
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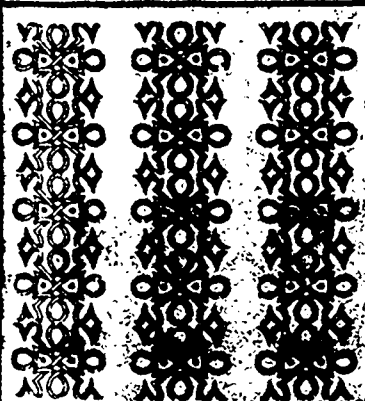
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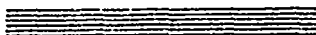


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