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# *For the Holiday Trade:*

**Elgin Watches,**

**GOLD AND FILLED CASES,  
With DIAMOND and PEARL Settings.**

**DIAMOND and other GEM RINGS.**

**Sterling Silver Novelties,**

**GILT CLOCKS,**

and an Exceptionally Fine Assortment of

**LADIES' AND GENTS' UMBRELLAS.**

**THE T. H. LEE & SON CO.,**  
LIMITED,  
TORONTO.



# P. W. ELLIS & CO.,

31 WELLINGTON STREET EAST,  
TORONTO, CANADA.

**SPECIAL AGENTS:**

- Omega Watches.
- Waltham Watches.
- Elgin Watches.
- Ingersoll Watches.
- Century Watches.

- New England Watches.
- Swiss Small Watches.
- Trump Gents' Watches.
- Trump Ladies' Watches.
- Gun Metal Watch Cases.
- Nickel Watch Cases.
- Regal Sterling Silver Watch Cases.
- American Gold Filled Watch Cases.
- Canadian Gold Filled Watch Cases.
- "Regal" Solid 8-10k Gold Watch Cases.
  - " 10k " " "
  - " 14k " " "
  - " 18k " " "

- Diamond and other Gem Set Solid Gold and Gold Filled Watch Cases.
- Waterbury Clocks.
- Mantel Clocks.
- Box of 6 Eight-day Clocks for ..... \$22.50
- Gem Nickel Alarm Clocks, each ..... 1.60
- And many other Clock Specialties.

## 20th Century Jewelers' Herald.

An Up-to-date Watch Price List. If you do not receive it regularly, write for it, as it is yours for the asking. Keep yourself posted by reading the Herald.

Yours truly,  
**P. W. ELLIS & CO.,**  
Watch Department.

## New England Watches.

### New 14 Size Thin Model.

- No. 14—Silver, E. T. Back ..... \$7.50 each
- " 333—Nickel, Plain Back ..... 3.80 each
- " 313—Oxidized Steel, 5.00 each
- " 333—Nickel, Plain Back, Card Dial ..... 4.50 each
- " 313—Oxidized Steel, Card Dial ..... 5.50 each

The Oxidized Steel has Gilt Bow and Crown.

No. 313 is the lowest priced American 14 Size Black Steel Watch on the market and only \$5.00 each.

### Gents' Trump Line.

- No. 11—Nickel, 1/2" Back ..... \$3.50
- " 19—Nickel, E. T. and Engraved Back ..... 3.60
- " 21—Nickel, Scroll Engraved Back ..... 3.60
- " 29—Nickel E.T. Engraved Back ..... 3.20
- " 41—Glass Front and Back ..... 3.60
- " 1765—Black Steel, Plain Back ..... 4.00

No. 1675 is black steel usually called gun metal. Lowest priced Black Steel American Watch on the market, and only \$4 catalogue list.

### Ladies' Trump Line.

- No. 211 in Plain Nickel Case ..... \$4.40
- " 213 in Fancy " " ..... 4.40
- " 223 in Engine Turned Case ..... 4.40
- " 301 in Plain or Engine Turned Gold Gilt Case ..... 5.00
- " 313 in Fancy Engraved Gold Gilt Case ..... 5.00
- " 279 in Black Steel Plain Case ..... 4.70
- " 271 in Black Steel Plain Case ..... 5.00

No. 271 has a seconds hand and is the best value in an American Ladies' Black Steel Watch, only \$5.00 each.

**SPECIAL.**—Send for Blue Book and Price List of New England Watch Co. Small Watch Specialties.



18 Size Open Face or Hunting-Lover Set.

**CENTURY.**  
Price for Movement, \$4.00.

### Price Complete for Century with O. F. Cases.

Century and Special Nickel Case.....	\$ 3 30
" Regular " .....	5 50
" Premier Nickel Case.....	5 60
" 3 oz. Fahys Nickel Case.....	5 60
" 3 oz. " " Gold Inlaid Case.....	6 90
" 4 oz. Fahys Nickel Case.....	5 90
" Gun Metal, S. B. & B.....	6 00
" Waltham Style Nickel Case.....	3 00
" Special Silver Case.....	9 00
" 3 oz. Silver Case.....	11 60
" Waltham Style Silver Case.....	13 60
" 20 Year Filled.....	13 00
" 25 " " .....	17 00
" 30 " Waltham Style Filled.....	20 50

## Ingersoll New Model Watches.

	Each.	Per doz.
<b>YANKEE.</b> } New Model, Nickel Finish.....	\$2 00	\$21 60
" " Gun Metal Finish.....	2 30	25 20
<b>DEFIANCE.</b> } New Model, Nickel Finish, Stem Set and Stem Wind..	2 50	27 60
<b>ECLIPSE.</b> } New Model, Nickel Finish, Stem Set and Stem Wind		
16 Size, Small and Thin.....	2 80	31 20



18 Size Hunting. Engine Turned to Shield Case, same also made in Open Face.

### Regal.

#### Plain Bassine Solid Gold Cases.

##### PRICE LIST.

0 Size, 10k Hunting, 10 dwt.....	\$19.50
0 " 14k " 13 " .....	23.30
0 " 18k " 16 " .....	29.50
6 " 10k " 16 " .....	26.70
6 " 14k " 19 " .....	37.90
6 " 18k " 22 " .....	51.50
12 " 14k " 30 " .....	55.50
12 " 18k " 33 " .....	77.50
12 " 14k Open Face, 25 dwt.....	55.00
12 " 18k " 30 " .....	75.00
16 " 14k " 33 " .....	67.80
16 " 18k " 40 " .....	85.00
16 " 14k Hunting, 42 dwt.....	74.70
16 " 18k " 45 " .....	103.50
18 " 14k " 45 " .....	79.50
18 " 18k " 55 " .....	117.60
18 " 14k Open Face, 40 dwt.....	79.00
18 " 18k " 45 " .....	105.00

Subject to Herald Discounts.

See page 315H August, 1899, Herald for complete Gold Case Price List.

### Regal.

#### Plain Engine Turned Solid Gold Cases.

##### PRICE LIST.

0 Size, 10k Hunting, 10 dwt.....	\$19.50
0 " 14k " 13 " .....	23.30
0 " 18k " 16 " .....	30.50
6 " 10k " 16 " .....	26.70
6 " 14k " 19 " .....	37.90
6 " 18k " 22 " .....	51.50
12 " 14k " 30 " .....	55.50
12 " 18k " 33 " .....	77.50
12 " 14k Open Face, 25 dwt.....	55.00
12 " 18k " 30 " .....	75.00
16 " 14k " 33 " .....	67.80
16 " 18k " 40 " .....	85.00
16 " 14k Hunting, 42 dwt.....	74.70
16 " 18k " 45 " .....	103.50
18 " 14k " 45 " .....	79.50
18 " 18k " 55 " .....	117.60
18 " 14k Open Face, 40 dwt.....	79.00
18 " 18k " 45 " .....	105.00

Subject to Herald Discounts.

See Page 315H August, 1899, Herald for complete Gold Case Price List.

**REGAL** Solid Gold Cases as priced above are standard weight cases which we usually carry in stock. Besides these we have a full line of **REGAL** Solid Gold Handsomely Engraved Cases, both in light and heavy weights. Selection parcels sent on approval for special sales. Special weight cases made to order. Favor us with your watch case business and we will guarantee your satisfaction.

**P. W. ELLIS & CO.,**


All Prices subject to "Trader" Discounts.

Watch Department.



ESTABLISHED 1848.

# VALUE FOR VALUE.

 OUR record of over half a century of honesty and integrity has been appreciated by the trade, and has been sustained in the production of the now celebrated H. & A. S. Chains.

The approval of the trade from the Atlantic to the Pacific has been spontaneous and has been well merited, as the Chains are unsurpassed for quality, workmanship and finish.

Made in Canada by Canadian labor.

## H. & A. SAUNDERS,

THE PIONEER JEWELERS OF CANADA.

SOLE MAKERS OF

THE H. & A. S. CHAINS.

REMEMBER THE ADDRESS,

20 and 22 Adelaide Street West,

TORONTO.



# Saunders, Lorie & Co.,

...67 Adelaide Street West, **TORONTO.**

## GOLD LINKS.

We are carrying this fall a very fine assortment of Gold Links set with Diamonds, Pearls and Opals, in three stone and S. S. stone styles. We feel sure our stock in this line will interest you especially at this time of the year.

## PEARL STICK PINS.

An entirely new line of Pins, of patterns which sell themselves.

## FINE PENDANTS.

We carry always on hand a good assortment of expensive Pendants. Should you have a prospective customer, we are willing to send some on approval to you.



TORONTO, ONT., DECEMBER, 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.



LAW REFORM.

ELSEWHERE in this issue we publish under the above caption an article from the pen of Lieut.-Col. Geo. T. Denison, Police Magistrate of Toronto, on the necessity of reformation in our present system of scintling disputes by law.

It will not be news to the readers of THE TRADER that we thoroughly endorse nearly everything that Col. Denison claims, for we have on more than one occasion in these columns voiced similar opinions editorially. The gallant colonel's description of the quibbles, quirks and delays of the present legal mode of procedure is not only amusing, but it is true to the life; more the pity. Any person who has experienced it and afterwards had the pleasure of perusing his lawyer's bill of costs from five to twenty pages, will be forced to the conclusion that Lieut.-Col. Denison's charges are not overdrawn, and that this is a real abuse that should be ventilated, and if possible remedied.

The concluding paragraph of the colonel's letter contains a very pertinent, and, we think, practical suggestion regarding the matter which is well worth considering. He says: "I think that the State should legislate so that the judges should

"decide disputes quickly and simply without formalities, and without regard to anything except the absolute justice in each case; that there should be only one appeal, which should be final; that musty precedents, perhaps the mistakes of men gone by, should not be worshipped or followed to create injustice.

"If the State did this, did away with all fees of every kind, and hired the lawyers at fixed salaries to assist the judges in bringing forward evidence, there is no occasion why disputes could not be settled in one-tenth of the time and at one-twentieth of the expense now incurred."

The real obstacle in our opinion that stands in the way of any measure of thorough law reform is the fact that a very large proportion of our legislators in both the Federal and Provincial Parliaments are lawyers, and it is to their personal interest to see that law is neither made too cheap or the procedure too simple. It is evident that if Lieut.-Col. Denison's ideas were carried out a very large reduction in law business would ensue, and their occupation would be seriously interfered with in many cases. Under these circumstances it is no wonder that the legal fraternity, as a rule, are averse to any changes which would either curtail the present procedure of law suits or cheapen the cost.

This matter will have to be dealt with sooner or later, but it will never be done thoroughly if left to the lawyers as has heretofore been the case. If it is to be done effectively merchants and manufacturers must take it up in earnest and force it through on up-to-date business lines, leaving to the lawyers only the work of putting their ideas into legal shape.

While lawyers are a necessity in every business community, their sphere should be confined as much as possible to preventing law suits instead of encouraging them, as is now unfortunately too often the case. This is now the guiding principle of many of the brightest and most successful lawyers in the Dominion, and were the practice made practically compulsory by the simplification of legal procedure as advocated by Lieut.-Col. Denison, the balance of the craft would have to adopt a similar course. That the result would make for the general good of the community goes without saying, and we trust therefore that the matter will not be allowed to rest here.

INSURANCE OF POSTAL PACKAGES.

WE are glad to note that amongst the other matters taken up by the Canadian Manufacturers' Association, is that of insurance by the Government of parcels sent by post.

As our readers know, although a person can register a package sent by Canadian parcel post, yet this registration carries with it no responsibility on the part of the Government to deliver the parcel other than that of common honesty, and the knowledge that failure to transmit safely, if common, would soon put an end to the system by destroying public confidence. All that the present registration system insures is that a careful record is bound to be kept and signatures given by every official through whose hands it passes, thus almost ensuring its speedy and careful delivery. If the parcel is lost, however, the



department assumes no responsibility whatever for the loss beyond their endeavor to trace it up and restore it if possible. If it cannot be recovered the whole of the loss falls on the owner. This the Manufacturers' Association very properly considers unfair, and a matter that should be remedied.

We have on more than one occasion expressed the view in these columns that at the present rate charged by the Government for registration, viz., five cents, they should absolutely insure the safe delivery of the parcel to the extent of say \$25 without any extra charge. As a matter of fact the danger of loss to the Government from this insurance would be very small, if we are to judge the future from the past. Out of the 3,675,000 registered letters which were carried by the Canadian Post Office last year only 132 of them went astray, and out of this number 64 were ultimately recovered, thus leaving a net loss to the senders of 72 letters. As this is only one letter to every 51,000, it would seem as though the risk of insurance would not entail a very great deal of expense on the Government while it would vastly improve the service and make it more widespread and popular.

In Great Britain the ordinary charge for postal registration is two pence or four cents, and for this amount each registered package or letter is insured by the Government against loss for \$25. There is also a sliding scale by which insurance can be effected upon parcels carried by post up to the value of \$600, this being the maximum insurance, and effected at a charge of 36 cents.

Of course it is not to be expected that parcels can be carried by post in Canada as cheaply as in Great Britain because of our limited population and the vast distances over which our postal matter has to be conveyed. We think, however, that, as we stated before, it would pay our Government to carry letters or ordinary parcels at the present rate of five cents for registration which should also include an insurance for safe delivery to the extent of \$25. They might also adopt a scale of charges for insurance running from this amount up to say \$500 at prices considerably in excess of those charged by the British postal authorities, and still low enough to increase this business very largely by enabling them to take a considerable share of the business now done by the regular express companies. The records of the British post office in regard to the working of their parcel post system are very interesting and go to prove that the public prefer to send small packages by Government postal facilities rather than by private carriers. This department earns several millions of pounds sterling for the Government of clear profit, and has proved itself one of the most paying ventures it ever undertook. What the post-office has done in Great Britain it can do in Canada, and we are glad to know that our present Postmaster-General, the Hon. William Mulock, is alive to the matter and has promised to put it in practical shape in the near future. We understand that under his direction authority for the establishment of a postal insurance system, such as has been spoken of above, was obtained from Parliament in 1899, but through pressure of business and other causes has remained in abeyance until the present when the department is now preparing to move actively in the matter.

No branch of business will be more interested in this

matter than the jewelry trade, for none use the postal facilities to a greater extent in proportion to their numbers. We are glad to know that the gentleman at the head of the Canadian Manufacturers' Association (Mr. P. W. Ellis) is thoroughly alive to the needs of the trade in this respect, being at the head of one of the largest wholesale jewelry firms in Canada, and one which has had a very large experience with the parcel post system of this country. This being the case it may be taken for granted that he will see that every practical suggestion that will advantage the craft will be placed before the Postmaster-General in time to receive attention.



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.

#### A GREAT HELP.

Editor TRADER.

DEAR SIR,—Having purchased the jewelry business of Mrs. S. C. Roberts, I write these few lines to ask you to forward the TRADER to me. I find in it great help in many instances, and eagerly look forward to its coming each month.

Respectfully yours,

C. L. BROOKS.

NANAIMO, B.C., Nov. 8th, 1900.

#### A DIFFERENCE OF OPINION.

Editor TRADER.

DEAR SIR,—Your correspondent in the November number of your journal should master the rudiments of his profession before he answers letters of inquiry from correspondents. He must plainly see upon a little consideration that he is wrong in saying that a mainspring in an English watch should make three-quarters of a turn in the barrel more than the turns in the fusee.

The upper turns of the fusee are much smaller than the lower, and the lowest is the only one that is about the same diameter as the barrel, so that  $4\frac{1}{2}$  turns is ample for a five-turn fusee and  $3\frac{1}{2}$  turns in barrel for a four-turn fusee, or  $3\frac{3}{4}$  at the outside, and in a new watch he will generally find it in about this condition.

Yours, etc.,

St. John. N.B.

READER.



## OUR MONTREAL LETTER.

*From Our Special Correspondent.*

The series of remarkable demonstrations which have followed Lord Strathcona's recent visit to Canada culminated at the Montreal Board of Trade on Friday, Nov. 16, when a body of his fellow countrymen, remarkable alike in number and quality, offered him the unique honor for a Canadian of erecting a statue to him in his lifetime. The offer was accepted by His Lordship, and another year will witness the erection of this reminder of our greatest citizen. The story of Lord Strathcona's life forms one of the most remarkable and instructive pages in the annals of contemporary history, as was well said at the Board of Trade by the Rev Dr Barclay. From his lonely post in the Labrador, he went forth to assume the highest position of commercial and political activity in the great North-West, and since then there has not been a province from the Atlantic to the Pacific that has not seen and felt the wholesomeness of his life and the generosity of his heart. Everybody joins in the accord of praise, and who could over-estimate a man who erected and endowed a hospital, established schools and colleges, and at a moment's notice equipped and sent out an army, and all this without the slightest breath of ostentation. Nearly eighty years of age and full of well won honors, he stands to-day unique among men, as eager as ever for humble toil and heavenward duty with a heart ever kinder, with sympathies ever broadening, with a mind keyed to the highest pitch of statesmanship, and with all the gifts and character, indeed, which truly raise one man above another.

Our home-coming boys from South Africa have met with a great reception from Halifax to Vancouver, and Montrealers were not the least in the quality of their reception. Banners waved, drums beat and trumpets blew (Ta-ra-ra, Tan ta ra!) and every man Jack of us shouted ourselves hoarse in our efforts to show our brave lads how proud we are of them. They deserve all the honors that we can shower upon them, for nothing has enlarged the appreciation of Canada in the so much as their gallant conduct. Because of their brave deeds the name of Canada has been shouted far and wide.

The petition of Mr. Frederick J. Smith and Dame Emma Stewart, testamentary executors of the late Mrs. T. H. Harrison, asking that a liquidator be appointed to wind up the business carried on by the deceased lady and Messrs. F. G. Rowe and M. R. de Merle, under the firm name of Hearn & Harrison, opticians, the partnership being now dissolved, has been granted. Mr. John Hyde, who has been appointed liquidator, will carry on the business, which is one of the oldest of its kind in Canada.

Mr. and Mrs. Richard Hemsley have returned from their summer cottage at Pointe Claire to their home at 399 Clarke Avenue, Westmount. Mrs. Hemsley took a prominent part in the proceedings inaugurated by the ladies for the entertainment of the volunteers who returned from South Africa recently.

Messrs. A. T. Wiley & Co., art chinaware, etc., Montreal, have obtained a charter.

The lockets which were presented to the Ottawa and district volunteers who served in South Africa were very artistic.

On the obverse side is the royal shield in raised colored enamel, with a circlet bearing the inscription "For duty to Queen and Empire;" this in turn partly encircled by raised gold maple leaves, and the whole surmounted by the figure of a beaver in gold. On the reverse side, in raised gold, is the city's crest and motto "Advance," and beneath this are engraved the recipient's name and the date of presentation. The lockets, numbering 180 were made by Mr. A. Rosenthal, and cost \$8. each. The next of kin of those who fell on the battlefield will each receive a locket.

Mr. R. J. E. Scott, chief time superintendent of the C.P.R., accompanied by Mrs. Scott, was a recent guest at the Hotel Frontenac, Quebec.

It is a circumstance worthy of noting that there were no jewelry failures in Canada in the month of October.

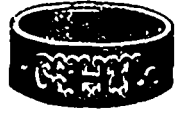
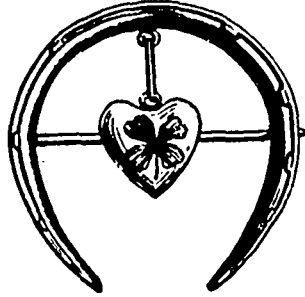
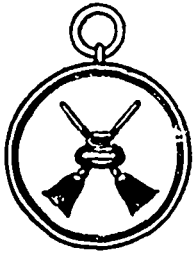
George Baillie, a journeyman watchmaker of Montreal, drank five ounces of methylated spirits one afternoon last month and came pretty near to shuffling off his mortal coil. George is 65 years of age and lived at 19 Sussex Avenue, but he wanted a booze even worse than many a younger man, and failing spirits of the usual flavor, wine or beer, he determined to heat his boiler with naphtha. He was taken to the General Hospital in an ambulance and pumped out and subsequently he was dosed with some anti liquor specific. He thinks that he will be able to satisfy his cravings for mixed poisons with wet groceries in future.

The new clock now in full working order at St. George's Church, Montreal, was made by Messrs. Gillet & Johnston, Croydon, Eng, and the tubular chimes were supplied by Messrs. Harrington & Latham, Coventry, Eng. There are four musical cylinder, each embracing seven tunes, one for every day in the week. Among the selections are the following.—

No. 1 cylinder 'Thou whose almighty word,' 'There is a blessed home,' 'The minstrel boy,' 'Jesus shall reign,' chimes in key of C; 'Above the clear blue sky,' 'Sun of my soul.' No. 2 cylinder 'Hark the sound of holy voices,' 'Kelvin grove,' 'Jesus, the very thought is sweet.' Set of changes on eight bells in key of D. 'Blue bells of Scotland,' 'As pants the hart,' 'Pleasant are thy courts above,' No. 3 cylinder—'Hark, hark my soul,' three changes on eight bells. Key of C, 'Christ is our corner-stone,' 'Vale of Avoca,' 'Morn of morns,' 'In token that thou shalt not fear,' 'Christ is gone up. No. 4 cylinder 'Jesus Christ is risen to day,' 'God save the Queen,' 'The harp that once through Tara's halls,' 'See the conquering hero comes,' 'Canadian boat song,' 'O come all ye faithful,' 'Home, sweet home.' The clock and bells, the whole the gift of Mr. A. F. Gault, have been placed in position at a total cost of about eight thousand dollars. The mechanism is of the most perfect description and the hourly music of the bells gives great delight to all who hear it.

Mr. Chas. Lavellee, a working jeweler of Montreal, recently disappeared, much to the distress of his wife. He has not been fully employed this year and left for New York to work for a firm which had formerly employed him. Taking with him ten dollars only, he left for New York by the Delaware and Hudson train. His wife saw him depart and that is the





1799. PLAIN.

1798. EMBOSSED.

1792. ENAMELED GREEN.

1793. ENAMELED AUTUMN TINTS.

1813. ENAMELED.

1812. ENAMELED.

1794. ENAMELED.



# GEO. H. LEES & CO.,



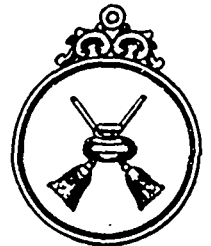
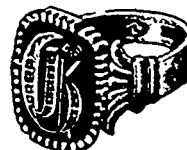
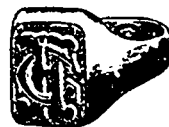
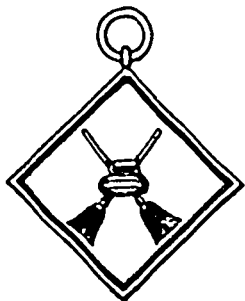
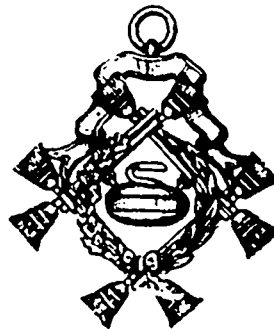
## JEWELRY MANUFACTURERS,



HAMILTON,



ONTARIO.





**While we make most anything in  
the Jewelry line to order, we call  
your attention here to a few  
specialties in which we excel.**

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**Monogram and Initial Rings.**

**Masonic, Odd Fellow, Forester and other  
Emblem Rings in various styles.**

**Presentation Locketts with Engraved,  
Raised or Enamelled Monograms.**

**Masonic and other Presentation Jewels.**

**Diamond Mountings, Rings, Pins, Studs, etc.**

**Initial Letters and Monograms, etc., for Brushes.**

**Initial Plates for Brushes.**

**Heart Bangles and Bangle Bracelets.**

**Garnet Rings, Topaz Rings, Amethyst Rings.**

**Ladies' Ribbon Guards.**

**10k. and 14k. Cuff Links and Bar Buttons.**

**Horse Shoe Brooches, Silver and Gilt.**

**Bangle Pins, Bangle Rings.**

**Maple Leaf Pins and Brooches.**

**Flag Brooches and Pins.**

**Filled Keeper Rings.**

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**GEO. H. LEES & CO.,**

**Hamilton, Ontario.**





# A GREAT SUCCESS

Are the New Fall Styles.

Careful examination and comparison with other makes have resulted in a **Universal Trade Verdict** in favor of the beautiful new Fall styles of

**Rings, Brooches,  
Pendants, Locketts,  
Scarf Pins.**

These new styles represent Rings and Brooches in their highest and richest perfection, and their beauty is backed by an unequalled wear record and guarantee of unquestioned reliability. Don't select your Fall stock without a careful inspection of these goods.

Our Stock is Complete.

**J. J. ZOCK & CO.**

MANUFACTURERS OF :

**Finest Jewelry.**

32 & 34

ADELAIDE ST. WEST,

**TORONTO.**

**Repairs.** Give us a trial with your repairs and you will be pleased with the result. Prompt and neat.

**J. J. ZOCK**



last that has been seen or heard of him. Mrs. Lavellee lives at 786a Sanguinet Street.

The Jaynes Electric Co., of Buffalo, sold and delivered to the Carsley Co., of Montreal, in the months of January and February, 1899, a dial clock, which was fixed by Messrs. Ness, Maclaren & Bate, of Montreal, the whole of the cost being \$147. The clock was sold with the privilege of exchanging it for a key clock, such privilege to be exercised, it was alleged, before March 28, 1899. On June 19 of this year the Jaynes Co. brought an action against the Carsley Co., the clock having been taken out and the other not having been substituted in the given time, and Judge Doherty gave a verdict for the Jaynes Co. Against this judgment the Carsley Co. recently repealed in the Court of Review and the judgment was reversed. The plea upon which the Carsley Co. obtained a verdict was that the clock was not actually purchased but that on the Jaynes Co.'s solicitation the Carsley Co. allowed it to put the clock in its establishment on trial, with the privilege of exchanging it for a key clock within thirty days if so desired; that the clock was fixed by Messrs. Ness, Maclaren & Bate about the end of February, 1899, but was found unsatisfactory, and, after notification, the clock was taken down and removed from the premises; that the Jaynes Co. had not carried out its agreement to substitute a key clock, and that subsequently the order was cancelled. The judgment for the Carsley Co. on this appeal was unanimous.

There have been several cases of stealing jewelry from private residences of late, and one or two quite young boys have been sentenced for theft of this and other kinds. Among these was John Chipman McEwan, only fifteen years old, who was found guilty of stealing jewelry from 4111 St. Catherine Street. Several previous convictions against him were recorded, and he was given the salutary sentence of four years in the reformatory at Sherbrooke.

Mr. E. C. Fitch, of the American Waltham Watch Co., spent a few days in Montreal recently and made a one day's stay in Toronto. He afterwards left for Chicago by the International Limited, of the Grand Trunk Ry., of which service he speaks very highly. Mr. A. R. Harmon accompanied Mr. Fitch as far as Toronto.

Mr. C. H. A. Grant, manager of the Montreal Watch Case Co., has been travelling in Western Ontario.

Mr. R. J. E. Scott, chief time inspector of the C.P.R. service, has been on a visit to Toronto and district getting things keyed up to time.

Mr. Moses Michaelson, of the firm of I. L. Michaelson & Son, has been and gone and done it. That is to say, he has put off the old state of bachelorhood, as he threatened to do, and has put on the new state of benedict, without the hood. His honeymoon was spent in New York and Boston, and the happy married couple paid a visit to the Waltham Watch Company's works, which they found most interesting. Mr. Michaelson is now travelling in Quebec and neighborhood with his bride, and is doing well.

Mr. A. R. Harmon, manager of the American Waltham Watch Co., in Canada, has been to Winnipeg. It was his first visit to that progressive western city, and he was much impressed with all he saw.

Mr. W. E. Boyd, one of the Levy Bros. Co., Hamilton, paid a flying business visit to Montreal recently and hastened again westward.

Mr. F. A. Mansfield was in the city for a few days, having run up from the Lower Provinces on a sorting trip. Mr. T. A. Brady was also in town for a few days from the West.

Mr. E. J. Thompson, of the Montreal Watch Case Co., has left for his usual trip to the North-West.

For the time being, the Mackenzie family has given out, after supplying four shippers to the American Waltham Watch Co., in Montreal, and the place thereof knows them no more. Mr. Eugene Peachey now takes the place vacated by "Tommy," and if he proves as sound fruit as his predecessor, Peachey will be a peach indeed. Tommy has been a good and faithful servant, and has gone up one. That is to say, he has been transplanted (to continue the horticultural simile) to the head office at Waltham.

The patter of Captain Walter Barr's tootsey-wootseys has been heard upon the glassy pavements quite frequently in Montreal of late, and we hope that he has pocketed his full share of the shekels with which jewelers are proverbially so well provided.

Mr. D. Beatty's assistant has been playing the game known as "street car against bicycle," and *vice versa*. The street car won, and the bicycle and rider have been in splints. Fortunately, the past tense can be used.

Since the elections high-priced watch movements have been more in demand than ever, and Mr. Harmon is being offered more business than he can possibly accept.

Mr. B. C. Silver, of the firm of Messrs. B. J. & B. C. Silver, formerly located in Montreal and now of New York, paid a flying visit to the city.

Mrs. N. T. Worthley, wife of Mr. N. T. Worthley, graduate optician of New York, has been spending a few days with Mr. and Mrs. Harmon in Montreal.

Mr. Goldenbloom, so well known to Montreal jobbers, is again in the market buying goods.

The display of the Toronto Silver Plate Co., Ltd., in the Windsor Hotel recently was the best yet, and was a sight well worth anybody's while to see. The goods were all high class, beautifully designed and beautifully finished and beautifully displayed. In fact, as one well-satisfied customer said to Mr. Walker, the able and courteous salesman, "You've only to show them, and they ought to sell themselves." Everybody knows, however, how much is due to the man behind the goods.

Mr. and Mrs. Pilon, of Montreal, are home again after, it is hoped, a final journey to Buffalo connected with the Lasar case. Lasar gets six months as the result of his smuggling, but it is safe to say that his unwilling dupes will anathematize his name long after he has served his much too short sentence.

The jewelry friends of the late Mr. O. W. Coleman, the representative of the Levy Bros. Co., who lost his life on the ill-fated *Monticello*, have been much affected by his tragic taking-off, and extend their deepest sympathy to his stricken family. Truly this is a most tragic instance of the uncertainty of life.



## Every Jeweler

Should keep his valuables  
over night in one of our

**CHROME STEEL LINED**

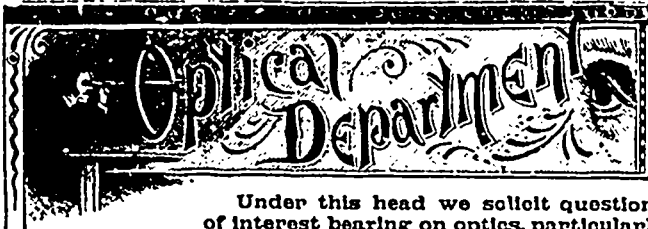
**Jewelers' Safes.**

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.



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."

**H. A., Ont.:**—"I have a case of astigmatism in which some of the lines at 45 degrees, and also some at 135 degrees are more distinct than the remaining lines. This is something which I have never met before, and should be glad if you will inform me how I will proceed to correct it?"

This condition is not common, and yet it is not infrequently met with. In such cases may be found astigmatism of small amount. Supposing the hyperopia is corrected and that the patient when looking at the radiating lines sees the 45 degree lines distinctly, and when vision is directed to the opposite side of the card, the 135 degree lines appear to be the blackest, we would presume there was slight amount of hyperopic astigmatism present.

**T. T. B., Ont.:**—"This patient is a gentleman of 50. He has not been able to use his right eye since he was a young man. His sight was lost at that time through an injury to the eye. Several years ago he received another blow which has left a slight growth or scar, which almost covers the pupil. With the right eye he can see the largest type, but with the pin-hole disc he sees much better. He can read the finest type about three inches from the eyes. What would you advise me to do, to fit him with glasses?"

We would advise you to put on the glasses which gives him the best vision for any distance desired. No one can do any better than this. No matter what the acuteness of vision with the glasses may be, if they do not restore normal vision, the reason why is probably due to the scar, which as the result of the injury you stated he received several years ago.

If he were about 75 years of age, we would suspect from the description which you gave of his pupil, that there would be a cataract in his eye, but judging from his age he is too young for that.

**D. T. O., Que.:**—"I have a patient whose vision with the slit in the horizontal meridian is 20/30 and when it is the vertical meridian 20/30. Is it necessary for plus lenses to improve vision when making this test, or is testing each meridian of the eye in this way similar to the common test with the trial lens?"

When using the slit it should be rotated to the meridian of best vision, which in this instance is the vertical. The meridian poorest vision would then be the horizontal. The vertical meridian should be corrected first by the necessary spherical lens in the same manner as though the slit were not before the eye. While correcting this meridian the patient should be looking at the letters on the distant test card, or the horizontal line on the astigmatic chart. The proper spherical having been determined it should be left before the eye, and the slit should be placed at 180 degrees. Whilst it is in this position the cylinder should be tried with axis at 90 degrees. The strongest convex cylinder which will not dim vision or the weakest concave cylinder which gave good vision would be the

proper one. Whilst fitting the cylinder the patient may be looking at the distant test letters, or the 90 degree line on the astigmatic chart. When this correction does not restore normal vision there is probably some diseased condition present in the eye. The presence of this condition may be determined by means of the pin-hole disc.

**R. F., Ont.:**—"I have a patient who requires a plus one cylinder axis 180 degrees which correct this astigmatism. For reading he requires plus 3 spherical added to this. If I combine these two lenses for reading, would his astigmatism still be corrected?"

The cylinder which you fitted for distant vision renders all meridians of the eye normal, previous to this the meridian of the eye in which you placed the axis of the plus cylinder was normal, whilst the meridian at right angles to the axis was hyperopic, the cylinder having equalized or corrected the distant vision should remain the same for reading. If reading cannot be accomplished with this lens alone, the necessary spherical should be added to it, just as you have done for reading. The patient would then require two pair of glasses, namely the cylinder only for distant vision, and the cylinder and spherical combined for reading.

#### TESTING EYES BY THE PULSE.

Edward Claudel, of E. & L. Claudel, the well-known opticians, of New Orleans, related an amusing experience the other day. He said: "A while ago a gentleman came in and introduced himself as 'professor.' He said he was an oculist. 'Ah,' said I, 'professor, you are a grade higher than I. I merely carry out the diction of the oculist.' He seemed pleased at the compliment and talked for some time. While he was here an old customer of ours came in and I jestingly took his arm and felt his pulse. Without saying a word I handed him his glasses. 'How did you do that?' queried the 'professor,' in astonishment; 'what has his pulse to do with it?' 'Oh, everything,' I answered. 'I know that the pulse of a man of 40 and at 70 years old beats differently. By striking a medium according to age I have no trouble whatever in deciding what is needed.' The 'professor' was much impressed and went away believing that I had made a new discovery and that he had profited by it. He was one of those traveling fakirs, and doubtless he is going about testing eyes by the pulse now."

**SMUGGLED DIAMONDS AT AUCTION.**—Niagara Falls, N.Y., Nov. 12.—On Thursday the diamonds innocently smuggled into this country from Canada at this port by Mrs. Victor Piton, of Montreal, when on her wedding trip, at the request of Max Lasar, of New York, were sold by auction at the Custom House. They were valued at \$37,000 and were in fifteen packages. The first bid was \$5,000, and the next \$15,000. The bids continued to advance until Samuel Selvy bid for L. & M. Kahn & Co., of New York, \$31,000, and Deputy United States Marshal Weaver handed the stones down to him. Other New York dealers were present. It was estimated that they had formed a syndicate for the purchase of the diamonds.



*To the making of  
Perfect Spectacle Frames  
our success is due.*

*The keynote of our success as manufacturers of spectacleware is our scrupulous care in sending out perfect goods.*



*Our frames are durably constructed and faultlessly finished.*

*In gold we do not make light-weight, low-grade goods, because they will not give satisfaction. 10 carat is low enough. We recommend 14 carat, and always urge our customers to buy medium and heavy weights.*

*If an article gives satisfaction the price is soon forgotten. An unsatisfactory article is dear at any price.*

**The COHEN BROTHERS, Limited,**  
*Makers of High-Grade Spectacleware,*  
**TORONTO, CAN.**



L. G. AMSDEN, PRINCIPAL.

## OUR CORRESPONDENCE COURSE IN OPTICS.

For the benefit of those who are unable to leave their business for the time necessary for the regular Course, we have arranged a **Correspondence Course.**

We use the same lectures as are given in our regular Course, and the Correspondence is under the direction of the same instructor.

The Course will cover everything necessary to the correction of ordinary defects of sight.

The Diploma of the College will be awarded to competent students.

**Tuition Fee :** \$15.00 for Correspondence Course only, or \$25.00 with the privilege of attending any regular Course, **without extra charge.**

ADDRESS :

**L. G. AMSDEN,  
24 ADELAIDE STREET WEST, TORONTO.**



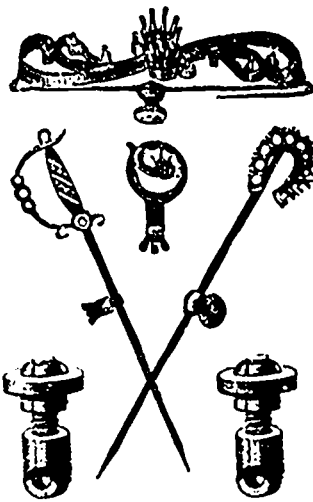
# Patent Safety Guards

FOR SCARF PINS, STUDS AND LACE PINS.  
THE MOST PRACTICAL AND ADJUST-  
ABLE ONE INVENTED.

## Geo. H. Lees & Co.,

Hamilton, Ont.,

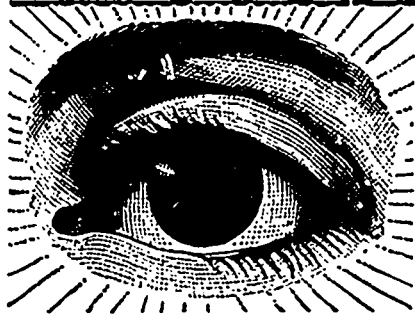
SOLE AGENTS FOR CANADA.



Price, Gold Plated,  
\$3.50 doz., 40c. each,  
list prices.

Price, 10k., \$22.00  
doz., \$2.00 each, list  
prices.

M. Crohn, maker  
and inventor, 48 and  
50 Maiden Lane, New  
York.



# DETROIT OPTICAL INSTITUTE.

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

FOR PARTICULARS ADDRESS

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

**23 EAST ADAMS AVE., DETROIT, MICH.**

## The Canadian College of Optics....

Has only one aim and object, viz.: To turn out good,  
practical opticians. Six years' teaching has brought about per-  
fection in results. Hundreds of students will testify of our  
success.

We do not pretend to compete with cheap schools and  
diploma mills. The interests of our students are too sacred to us.

Two courses—COLLEGE and CORRESPONDENCE.

NEXT COLLEGE COURSE JAN. 15, 1901.

CORRESPONDENCE COURSE ANY TIME.

For full particulars, address,

**W. E. HAMILL, M.D., Oculist,**

**88 Yonge St., TORONTO.**



## J. H. JACKSON & CO.

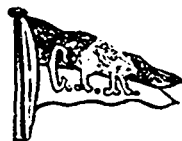
Jewelry Engraving  
and Enameling in all branches

Special attention to Society Emblems, Jewels,  
Rings, Flag Pins, Charms, Etc.

Monograms, Inscriptions, Crests, Seals and  
Ornamental Work.

Dies Cut for Enamel Work.

MAIL ORDERS promptly attended to.



9 1/2 Adelaide Street East, TORONTO.



## LIQUID AMBER.



Liquid Amber is sold in Canada by the  
following list of well-known jobbers,  
alphabetically arranged:

- P. W. Ellis & Co.,  
Toronto and Montreal.
- James Eastwood,  
New Glasgow, N.S.
- E. & A. Gunther & Co.,  
Toronto.
- J. A. Knox & Co.,  
Toronto.
- Levy Bros. & Co., Limited,  
Hamilton.
- H. R. Millard,  
Montreal.





## ENQUIRY COLUMN

No. 17

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.

**Quarter Seconds writes:** I have an old-fashioned quarter-seconds stop-watch in to repair, and the quarter-second hand has what I might call a double action, that is, instead of marking the quarter divisions on the dial only, it falls on the divisions and then follows on a little past the divisions, these really making eight moves for one revolution instead of four. I have not been able to discover what the matter is, but suppose the little four arm piece which acts in conjunction with the little gold wheel on its 'escape pinion is defective in some way, but I do not feel like attempting any alterations until I know for sure what to alter, so thought you would be good enough to enlighten me.

Your decision not to experiment is admirable, and if there was less experimenting on watch movements by those who are inexperienced much botch work and mutilated movements would be less common. The old proverb "be sure you're right, then go ahead," is a good one to be hung up over the watch bench, and we might suggest another maxim, "what you don't know ask about," and Enquiry Column will answer the queries as well as it can.

The trouble with your watch is in the little gold wheel on the 'escape pinion you refer to. It presumably has become shifted slightly. It must be so placed that when the 'escape wheel tooth drops off the pallet jewel, the star wheel arm, or "four arm piece," as you call it, will also drop off the gold wheel on 'escape pinion; move the balance wheel around slowly until the 'escape tooth escapes, and note the position of the star wheel arm on the gold wheel, and then you will see the extent to which you will have to move the gold wheel around in order to have the arm escape from it at the same instant the 'escape tooth drop off the pallet jewel.

**Solder writes:** Can I solder steel together and afterwards temper it?

Yes, if you use 18 karat gold solder.

**Winding Stem writes:** How am I to get the winding stem out of a movement made by the United States Watch Company? There does not seem to be any way of removing it as far as I can see by the ordinary methods. I noticed a screw fitted in the upper plate something similar to that on some Waltham movement, but when I screwed it in the stem does not release, nor when I screw it up either; it appears to have some connection with the winding as there is apparently no other use for it. Will you kindly explain the action to me?

The screw referred to is there for the purpose of removing the stem, but the arrangement is different than in other movements. If you turn this screw in you will bind it against a side of the winding square and thus prevent it from turning, then if you turn the crown to the left you will unscrew the

crown stem from the winding square in the movement. The winding square has its outer end threaded and the crown stem is tapped to fit it, and when the winding stem is prevented from turning, the crown stem can, of course, be unscrewed from it.

**Jewel Opener writes:** Are the holes in watch jewels enlarged in the watch factories to fit the pivots of the different pinions or do the jewels come from Switzerland with the holes all the one size to suit the various pivots? If they are enlarged at the factories how is it done?

Jewels can be procured having holes of a predetermined size. We think that to-day they are so ordered as a rule, but some enlarging is still done as follows: Diamond broaches made from fine brass and copper wire filed tapering, and diamond dust of different grades is embedded in the broaches, those filled with rather coarse diamond dust are first used to enlarge the hole, other finer ones to do the polishing. The jewels are set up in the lathe and revolved at a very high rate of speed. After the fine polishing broaches are used the edges of the holes are finished with an ivory stump, cone shaped at the end, a little very fine diamond dust is placed on end of stump, which is held against the jewel hole.

**Brooch writes:** How can I get soft solder off a gold brooch? It has been mended with a plate soft soldered to the back and the solder has spread so that it is unsightly.

Scrape off all the superfluous solder you can and then lay the brooch in muriatic acid. The remaining solder will gradually be removed by the action of the acid.

**Ruby Pin writes:** Should or should not the ruby pin or the fork notch be oiled? I have been told that it should by one watchmaker I worked with, and another says no oil is required. I have also seen in print the question decided both ways, so there seems to be a difference of opinion. What do you say about it?

As a rule no oil in the fork is necessary or should be used. We never found it to be required in American watches having a jewel roller pin, but in some cheap low grade movements which have a steel or brass pin instead of a jewel it is necessary to *very slightly* oil the notch. Occasionally you will find in some Swiss watches that friction rust powder has been generated by the action of the roller jewel in the fork, and when you find that to be the case you had better use a smear of oil there also, but ordinarily do not use oil in the fork; make no mistake, however, about the pallet jewels and 'escape teeth as oil is absolutely necessary there as the conditions are entirely different, but care must be used in applying it. If carelessly done or an excess supplied the oil will extend to the pallets and fork and thus be drawn away from the jewels where it is required. Put a *very small* drop on each of three or four of the 'escape teeth at intervals, and this will be quite sufficient and better than a greater amount.

**Silverware writes:** Will you please give me a receipt for polishing silverware so that it will not scratch? I find that the ordinary chalk solution leaves the surface rather scratchy.

Try the following: Dissolve 3 or 4 drachms of cyanide of potassium and 8 to 10 grains of nitrate of silver in 4 ounces of water. Apply with a soft tooth brush, wash the article thoroughly in water, dry with clean soft cloth and polish with chamois skin.



# MISSIONARIES OF OPTICAL PROGRESS.

Our travellers are, and have been, Canada's missionaries of optical progress.

They were the first in Canada to preach the advantage of interchangeable frames and lenses.

They were the first in Canada to urge the opticians to take up the scientific study of optics.

They were the first to teach the advantages of pushing high-grade spectacleware, and most particularly of the artistic and financial advantages of rimless ware, and now they are urging the opticians of Canada to consider facial appropriateness, because it is only by so doing that all the prejudice against spectacle wearing can be removed.

The one eye size is not all-sufficient.

Hundreds of people who have been fitted with the one eye size will purchase O or OO eye.

Fashions change.

Large eyes are now fashionable.

A proper proportion must exist.

We have a large stock.

We supply all sizes of eyes in all sizes of frames.

**THE MONTREAL OPTICAL COMPANY,  
MONTREAL.**



# **A Few Lines of Our Stock of Optical Sundries which form Desirable Xmas Presents.**

## **Opera Glasses.**

Our collection is varied and complete.

## **Field Glasses.**

In these days of travelling, a Field Glass is always a welcome gift.

## **Thermometers.**

Some of our Thermometers, gotten up in fancy designs, form desirable presents, to be sold at reasonable prices.

## **Clinical Thermometers.**

We have Clinical Thermometers in handsome cases, especially desirable for presents. The Clinical Thermometer is a hygienic necessity in every household.

**The Montreal Optical Co.,  
Montreal.**

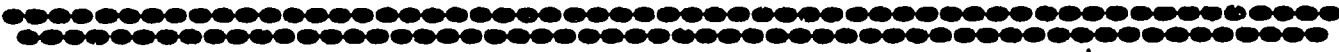


# JAMES EASTWOOD,

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.



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.)

Some months ago I published, through the *Canadian Optician*, a small booklet, entitled "Your Eyes and Our Optical Department."

One hundred and fifty thousand were sold in Canada alone. This booklet was designed principally to advertise opticians in the small places, to whom, considering the small numbers required and the large first cost, the printing of such a booklet would be out of the question. I was much surprised to find that most of the orders were from dealers in the cities and large towns, and who were already enjoying large and remunerative practices, while the orders which did come from the smaller places were invariably from successful opticians. The same might be said of the advertising plates which I placed on the market some months ago. My inference is, that by constantly embracing judicious advertising schemes, backed, no doubt, by a thorough knowledge of refraction, these successful men have built up their large practices. A business which does not obtain new trade is bound to go backward. Certain of your old customers will

desert you "just for a change," others will be attracted by more enterprising competitors, some will become dissatisfied in spite of every effort to please, and those loyal customers, whose trade no inducements can detract—and their names are not legion—will die. They all must be replaced with new customers, or your business will gradually fall to pieces.

Another reason why business expansion is imperative today: Every year the public demand greater stocks to select from, and in order to make larger stocks pay, a larger patronage is essential.

I have arranged to issue another edition of "Your Eyes and Our Optical Department" early next year, as I am positive that booklets of this nature will prove to be paying advertisements to dealers in small places. I mean to use my leisure in working up booklets on the lines suggested in my previous article, satisfied that if followed out properly they will be of great service to the retailers. The subject matter, with illustrations, I hope to set forth in future numbers of this series.

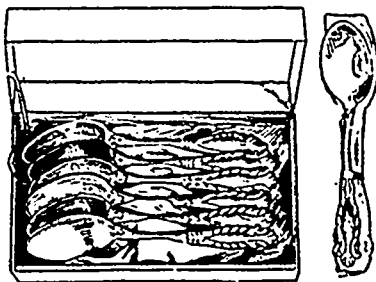
The most important feature in booklet writing is to tell the public what is to its interest. For instance, in an optical booklet a scientific text book is not necessarily a "spectacle seller."

Technical diagrams look learned, yet are mystifying. Simplicity is wanted.

"A relative elongation of the antero-posterior diameter of the eyeball" is the definition of myopia, or nearsightedness, in an advertising booklet which had a large sale in the United States.

How, by the aid of this definition, can the casual reader of an advertisement know if he is nearsighted? Are not the chances against his being able to understand the meaning of the words used, or are we to expect that the recipient of these advertising booklets will become fascinated by their mystical language, and not rest till he has mastered each

### Silver Plated Table Ware



Our Purchasing Motto is "Not how cheap, but how good."

As no Expert, except by actual assay, can judge of the thickness of the plate on which the durability depends,

We confine our purchases to the houses whose reputation has been established, and whose guarantee is unquestionable.

The Boxing of our Silverware adds to its Attractiveness as presents.

**JAMES SMITH,**  
Scientific Optician,  
**MOONSTOWN.**  
No. 64.

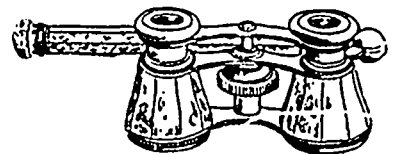
### What is Murine?



We Sell MURINE at 50c. per bottle.

**RICHARD ROE,**  
Ophthalmic Optician,  
**JONESTOWN.**  
No. 65.

### Opera Glasses



form a particularly appreciable present at this season.

In them the Useful is united with the Ornamental. Our collection is rich and varied.

Our assortment of the renowned "Lemaire" being particularly complete.

**JOHN DOE & CO.,**  
Jewelers and Opticians,  
**SMITHVILLE.**  
No. 66.



# *“Silverware that Sells.”*



*Each succeeding year demonstrates, if possible, more fully than the preceding one the truth of our claim that we make “Silverware that sells.”*

*Every month of our business shows a very decided increase over the corresponding month of previous years.*

*We are pleased with such a showing, it demonstrates to us that our customers like our goods, and that they approve of our principle of making fair-priced goods, the quality of which is guaranteed and the finish satisfactory. “Junk” is cheap and it may sell—once, but it won’t make for you a satisfied customer, and we think that that is what you want in the long run. Don’t you?*

*Buy Our Goods and be Happy.*

*Standard Silver Company, Limited,*

*31-43 Hayter St., TORONTO, CANADA.*

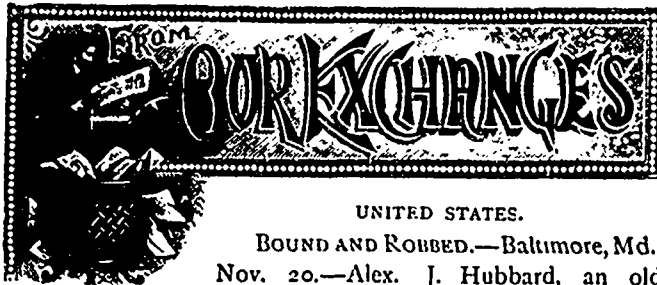


word? And assuming that he has mastered the meaning, how is he going to know that there is a "relative elongation" of the antero-posterior diameter?

It is not reasonable to expect that he will remove one eye, and with the aid of the other and the "relative elongated" diagrams shown in the booklet, determine if he wants his "eyes examined free of charge."

To the ordinary reader, all that is necessary for him to know, particularly with the view to interesting him in spectacles, is, that if he can at a certain near point with either eye see clearly while his distant vision is poor, he is myopic, or nearsighted. He should be impressed, however, with the fact that "the great danger of nearsightedness is that, if neglected, it grows worse, and that the progress of nearsightedness is the forerunner of blindness", and, most important of all, that the advertiser can perfect his sight and prevent further progress of the defect.

(To be continued)



UNITED STATES.

**BOUND AND ROBBED.**—Baltimore, Md., Nov. 20.—Alex. J. Hubbard, an old diamond setter, of 216 N. Charles Street, was sandbagged, bound, gagged and robbed of a large quantity of goods at mid-day by two men. Everything of value in the place was taken. No arrests have been made.

**BALTIMORE POLICE ASLEEP**—Baltimore, Md., Nov. 20.—Three men entered the jewelry store of John J. Hubbard, this city, this morning, assaulted the proprietor, left him for dead, and literally gutted the place of its contents. The assault occurred within a block of Police Headquarters, in one of the most frequented parts of the city, and within a stone's throw of the City Hall, shortly after ten o'clock in the morning. Mr. Hubbard says the man came in and asked to be shown some diamonds. As he turned to get them he received a blow on the head and fell senseless. He will probably die.

**SERIOUS ACCIDENT.**—Newark, N.J., Nov. 19.—A tank containing 10,000 gallons of water near the roof of the jewelry factory of Ungar Bros., 412 Halsey Street, burst with the weight of the water, Saturday morning, causing a great commotion. Over 400 persons, most of them girls, are employed in the factory, and the plant was in full operation getting out Christmas goods. A few minutes before 9 o'clock a sound as of an explosion was heard, and then the water poured in a flood down a shaft beneath to the top floor, where about eighty persons were at work in the cut glass department. The floor was flooded, and as the operatives hurried down the stairs the water pursued them, and poured into the floors below, causing a panic among the girls. All, however, got out in safety.

**SALE OF BOCK'S PEARLS.**—Some time ago, the Custom officials in New York arrested one, Francois Bock, on the charge of smuggling dutiable goods in the form of artificial pearls. Bock was engaged in business on Burnett Street, and was supposedly manufacturing these goods by some new and cheap process. His reduced prices aroused suspicion that he was actually importing goods from Europe, and the New York officials were consequently warned to be on the lookout for him, as he was expected to return from Paris. Upon his arrival in New York, a large quantity of the goods were found in his possession and he was placed under arrest. He secured bail, but the goods were seized and held subject to further investigation. Bock has since then escaped his bail and is reported now to be in Paris. On Wednesday of this week, these goods, which consisted of 275,500 half pearls, which had been held for more than a year without a claimant, were sold at public auction at the Custom House building on South Main Street. The government value of these goods, including duties and other charges, would be about \$580. Leeder & Bernkopf, of this city, were the purchasers, at \$120.

GREAT BRITAIN.

**THE GEM MARKETS.**—London, October 29. The month has been fairly favorable. On looking all the way round one is tempted to believe that the next few months will prove fairly remunerative to our dealers. The fact that the war is coming to a close is no doubt responsible for the increasing brightness of business, whilst now that many wealthy families are going into half mourning, and will soon be taking a greater interest in festivities of one kind and another, trade will undoubtedly receive a further impetus, but the rumored increase in the price of the rough may put a damper on our expectations. For the moment the stone that seems to be coming most steadily into favor is the turquoise, and the kind most to be favored seems to be American. Whether this is because the Azure Mining Company managed to secure the Gold Medal at the Paris Exhibition for their little exhibit, I do not know, but the fact remains that they have been pushed to the front rather more lately, and I think will be doing well with their particular stone, which is certainly a very clear color. Emeralds still remain in favor, whilst fine pearls do not lose their status. This is not to be wondered at since they are, perhaps, the only gem that can be worn with mourning, whilst they are never out of place with any color. Rubies have had a fairly good demand, whilst opals still retain a very large amount of the public favor.

**Amsterdam, October 27.**—Business has been fairly favorable during the month, and there has been a fairly good demand for different qualities and sizes of brilliants, especially in fairly good quality small *mêlés* and two or three grainers. Cheap *mêlés* were also asked for and still in small quantities, but there was not much available of cheap quality. Fine quality roses found a fairly good market, but sold in small quantities. There was not much demand for large brilliants. *Kappen* and *Enden* sold readily, especially towards the latter part of the month, but the rough are still very scarce. The strike is now practically over, and most of the polishers are back at work, and there is a good prospect of plenty of work for the next month or so.





**The Canadian Horological Institute receives ten calls for every workman it can supply—Its Students hold the best paying situations in Canada and no one in good standing need look up a job—Investigate!**

**TESTIMONIALS.**

H. R. PLAYTNER, Toronto.

ARNPRIOR, ONT., Oct. 31st, 1900.

Dear Sir,—Re my opinion of the Canadian Horological Institute, I must say that I would much prefer answering the question to someone else, as should I tell you how highly the Institution stands in my estimation I am positive you would think I was trying to flatter you, so I will give you, personally, a mild opinion, but would be pleased to answer any communication giving intending students my experience while attending the Institute and the priceless value that course has been to me since going out into the world.

You can form a pretty good idea of my opinion of the Institute when you remember that since leaving you I have been instrumental in sending you five other students. A man cannot make a cart horse trot in two minutes, neither can you make a watchmaker out of a man who has no mechanical abilities, but anyone with the average amount of such ability could not take your shortest course, *and take it honestly*, without being pretty well charged with watchmaker electricity.

As I before said, if there is anyone who wants fuller particulars about the Institute and its Principal, I would be more than pleased to tell him my candid opinion, based on experience "Before and after taking."

Yours sincerely,

G. F. GOODWYN.

MR. H. R. PLAYTNER, Toronto, Ont.

TORONTO, ONT., Sept. 22nd, 1900.

Dear Sir,—I attended the Canadian Horological Institute some nine years ago and can highly recommend it to anyone who desires a correct knowledge of watch repairing. Before entering the school I worked in a trade repair shop in the United States. I find that neither repair nor trade shops offer anything like the many advantages of your school, and I cannot but wonder why every young watchmaker does not attend it, to me it seems clear that they cannot afford to miss it.

I have often had proof that your interest does not end with the payment of fees.

318 College Street.

I remain, yours truly,

W. W. HAYWARD.

MR. PLAYTNER.

RICHMOND HILL, Oct. 25th., 1900.

Dear Sir,—I deem it my duty to write you how I have been progressing since leaving your Institute a year and a half ago. So far I have mastered every job presented to me for repairs.

I turn all staffs and set all jewels I have to replace in watches and have found my work very satisfactory.

A great many of my customers tell me their watches time closer than they used to. Quite frequently I refer to our theory and drafting lessons in order to arrive at the result of a job before commencing it.

Having no previous experience before entering your school I consider the above certifies that the principles taught at your Institute are the keystone to success for watchmakers.

Wishing you continued success, I remain,

Yours respectfully,

JERRY SMITH.

MR. H. R. PLAYTNER, Toronto.

HALIFAX, Oct. 29th, 1900.

Dear Sir,—I have long considered it my duty to inform you of the esteem in which I hold your instructions and of the value they have been to me and would be to any workman who will apply himself under your tuition.

When I think of my own case, taken from the Collegiate and the farm and in the space of two years taking my place confidently among men of ten years or more experience at the bench, and at a salary much in excess of the majority of my fellows, I feel I cannot too highly recommend your course. It enables a workman to work intelligently and with confidence of better results, which makes work a pleasure and not worry.

I should be pleased to answer any correspondence from prospective pupils regarding the actual cost of my course and as to why I would recommend your course from a financial point of view as well as from a mechanical one.

I believe your school to be worthy of a great measure of success. Its aim is not only a high but a worthy one.

Thanking you for your kindly interest, I remain,

Yours respectfully,

LORNE TOTTON.

181 Barrington Street, Halifax, N.S.

Canadian Horological Institute.

PROVIDENCE, R.I., Oct. 12th, 1900.

Mr. H. R. PLAYTNER.—Dear Sir,—I realized after serving three years as an apprentice with a first-class house, that systematic instruction was necessary if I hoped to become a thoroughly proficient watchmaker within a reasonable length of time, time otherwise being sacrificed, as the modern apprenticeship is of little value when considered from a Horological standpoint.

I was convinced, after careful investigation and comparison, that the Canadian Horological Institute was far in advance of any on this continent and therefore I took a one year "Improver's Course" under your instruction, and am now putting what you taught me to practical use at a bench where only the finest work is required.

I cannot speak too highly of your instruction and methods, for they have certainly proved to be of the utmost value to me.

Yours very respectfully,

ARTHUR K. CHATAWAY.

WITH TILDEN-THURBER COMPANY.

**A mistake is not made by attending, the mistake is made by not doing so—Our circular is yours for the asking—Ask to-day.**

**CANADIAN HOROLOGICAL INSTITUTE,**

H. R. PLAYTNER, Director.

115 to 121 King Street East,

TORONTO, ONT.



# Can the Canadian Horological Institute not do for you what it has done for others?—Give yourself and it a chance—Investigate!

## TESTIMONIALS.

To The Canadian Horological Institute, Toronto.

NELSON, B.C., Oct. 5th, 1900.

MR. H. R. PLAYTNER.—Dear Sir,—Although this testimonial is quite unsolicited, I deem it a duty and a pleasure to express in a few words my appreciation of the great benefit I have derived from a short course taken in the Horological Institute in 1892. I am fully convinced from my own personal experience that it is the *best* institution of its kind on this continent and the *one* which a young man of courage and energy should attend in order to completely master the profession.

I cannot fail each day to see the necessity of young men who are studying Horology to make it a means of livelihood, and the only sound, solid foundation to a successful business following these rules: 1st. To go into their work with a firm determination to overcome all obstacles which may stand in their way. 2nd. To consecrate to their work all their time, mind and energy, especially those who have the opportunity of spending a few years at the school, those especially have the greatest advantages to draft and put into practice their ideas.

Comparing the cost of the course to the amount of revenue which I receive, it is comparatively insignificant.

I shall never forget even the short time I spent in the school, for I may say truthfully that it was the most precious time of my life, for *there* was handed to me "The Key to Success."

I would advise any young man who contemplates taking a course in the art of watchmaking not to hesitate for a moment but to enter the Canadian Horological Institute.

Yours very truly,

J. O. PATENAUDE.

H. R. PLAYTNER, Director Canadian Horological Institute.

NELSON, B.C., Oct. 2nd, 1900.

Dear Sir,—I want to let you know that I fully appreciate what you did for me at the Institute. The knowledge I acquired while there has been of infinite value to me, and I consider that the cost was a mere nothing.

It has not only been of practical use in my every day work during these two and a half years since I left, making work a real pleasure, but it has given me a good foundation for thought on mechanical things in the future.

I was fortunate indeed that I had the opportunity of studying in such a school and am proud in the possession of my Fourbillon Chronometer as a souvenir of those days.

Yours sincerely,

W. L. SMITH.

WITH PATENAUDE BROS.

The Canadian Horological Institute, Toronto, Ont.

FERNIE, B.C., Sept. 28th, 1900.

MR. PLAYTNER.—Dear Sir,—I'm only too glad if anything I can say will influence anybody, for if so, it certainly will be for their own good.

Since leaving the school it has never been any trouble to secure a good situation and also no trouble to hold it, besides having the assurance that I could accomplish any piece of work that might come in, for which I have to thank the Canadian Horological Institute. Having been at the business for three and one-half years before entering it, I soon found out how little I knew and gave me the desire to become a first-class watchmaker. It is a number of years since I left the school and I have been in business for myself for about two years and find the experience I received at the Institute, not only helpful in my repairing but also in the selling of watches, having a good knowledge of the theory of a watch it is much easier to explain the difference in watches, as in low and high grade, the advantage of good adjustment, etc.

A case occurred in the repairing department a short time ago and had I not had a knowledge of theory, I should certainly have had to make good excuses. A customer came in with a fine Key wind watch (one he had given to him from his father) and wanted it changed to a stem winder, I could not possibly have done this work had I not attended your school.

Yours respectfully,

A. C. LIPHARDT.

H. R. PLAYTNER, Director Canadian Horological Institute, Toronto.

WHITBY, ONT., Sept. 20th, 1900.

Dear Sir,—On leaving the Canadian Horological Institute I expressed to you my satisfaction with the progress I had made during my years' course at the Institute. After a year and a half of work at the bench I wish to say to you that I have found that the knowledge and experience gained by the practical work at your school has been of the greatest value to me. By your method of teaching watch work I obtained more both practical and theoretical knowledge than I could have learned in years of experimenting or in doing the ordinary work of the trade. I might add that I consider the theoretical work equally as valuable as the practical, as no one can work to advantage without a fair amount of theoretical knowledge, which can only be learned in a school such as yours, equipped with appliances for that purpose. Having served an apprenticeship under a good watchmaker I know just how much can be learned in a shop during a four years' apprenticeship. Between that and a term at your school there is no comparison.

Yours truly,

L. S. ARNOLD.

MR. H. R. PLAYTNER, Director Canadian Horological Institute, Toronto.

CLEVELAND, OHIO, Sept. 24th 1900.

Dear Sir,—I take much pleasure in saying that the work done by students at your Institute is highly creditable to their instructor in the science and art of horology, they having been awarded first, second and third prizes at Philadelphia, will show the class of work that is turned out by the students.

As to the benefit and higher knowledge I received while attending the school, it seems as if I cannot express myself enough as to how much the Institute has helped me.

When I first entered the school it was just like going into a new world, one certainly gets to know what a watch really is.

The lectures and the drafting lessons alone are worth the tuition, the drawings that are made can be applied right to the practical work at the bench, my own experience has proven it.

When I first entered the Institute my intentions were to stay only for six months, but I must say that the drafting, lectures and the practical work kept me there for another half year. I soon found out that even with the seven years' experience that I had in watchmaking outside the school, that I did not have hold of the ground principles, but soon got hold of them at your Institute and I want to say this that if a student follows you out, that is, to do what you tell him, he will never sink as a mechanic; the fault is, I think, that so many do just the opposite after leaving the Institute, but my experience shows that the genuine mechanic always tries to go up a step higher.

Respectfully yours,

JOS. J. SCHUSTER.

WITH BOWLER & BURDICK COMPANY.

Advanced Workmen enter in January—Circulars on application—Write to-day.

# CANADIAN HOROLOGICAL INSTITUTE,

H. R. PLAYTNER, Director.

115 to 121 King Street East,

TORONTO, ONT.



THIS IS

# DECEMBER.



Mr. Jeweler,—

Are you ready for Christmas?

Have you all the Boxes and Sundries you require?

Such as,

Jewelers' Cotton,

Paper Boxes,

Rubber Bands,

Velvet Boxes,

Cards, Tags,

Leather Boxes,

Sawdust,

Leatherette Boxes,

Gift Cards,

Polished Trays,

Tissue Paper,

Oak Cabinets,

Repair Bags,

Plain Trays,

Wrapping Paper,

Watch Trays,

Twine,

Ring Trays,

Etc., Etc.

Etc., Etc.



**THE J. COULTER CO.,**  
LIMITED.

130 KING STREET WEST,

- TORONTO, ONT.





# THE DUEBER HERALD

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

Vol. II.

CANTON, OHIO, DECEMBER, 1900.

No. 8.

## TO WHOM IT MAY CONCERN.

### Hampden Watch Company Wins.

THE HAMPDEN WATCH CO., after a long litigation in the Patent Office with the American Waltham Watch Co. and Webster C. Ball over the right to the word "Railway" as a trade-mark, has obtained a final decision in its favor, and a certificate of registration has been issued to it, confirming its right to this trade-mark which rests upon its use by it and its predecessors in business for over a quarter of a century.

The American Waltham Watch Co. has registered the words "Railroad Regulator," claiming the right to use the word "Railroad" either with or without the word "Regulator," and Webster C. Ball has registered the mark "Railway Queen." Thereupon the Hampden Watch Co., claiming priority of right in respect to the word "Railway," made its application for registration, asserting that its use preceded that of either of these parties. The Patent Office held that the several marks so interfered with each other that only one party was entitled to the registration, and declared an interference to enable the several parties to contest the right to the use of this word "Railway" as a trade-mark, whether with or without accompanying words. Much evidence was taken on the part of the Hampden Watch Co. to establish its priority of right as dating from about the first of the year 1875. A large amount of evidence was taken on the part of the American Waltham Watch Co. in opposition, and an elaborate effort was made in its behalf to defeat the claim of the Hampden Company to this word as a lawful trade-mark. The case was fully argued in the Patent Office and taken under advisement.

After full consideration the questions both of fact and of law were decided in favor of the Hampden Watch Co., the opinion concluding with the finding that—

"THE RIGHT OF THE HAMPDEN COMPANY TO THE TRADE-MARK IN ISSUE HAS BEEN THOROUGHLY ESTABLISHED, AND CANNOT BE OVERTHROWN BY ANY FACT DEVELOPED BY THE RECORD.

"JUDGMENT OF PRIORITY OF ADOPTION AND USE OF THE TRADE-MARK IN ISSUE IS AWARDED TO THE HAMPDEN WATCH CO."

This decision not having been appealed from, and the time for appeal having expired, a certificate of registration was issued to the Hampden Watch Co., as above stated.

Having thus litigated its right and obtained judgment in its favor, the Hampden Watch Co. is entitled to have its exclusive right to the use of this word as a trade-mark on watches and watch movements fully respected.

It therefore notifies all manufacturers and dealers who have used this word, either alone or in connection with other words, to desist therefrom, warning them that by either making or selling watches or watch movements bearing such mark, they incur liability to prosecution for infringement.

**HAMPDEN WATCH CO.**

**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.

MR. J. A. CARR has purchased the jewelry business of Mr. Jas. Carr, Halifax, N.S.

MR. D. H. CUNNINGHAM has removed his jewelry business from Florence to Newberry, Ont.

FIRE.—Jeweler H. R. Francis, of Grand Valley, Ont., was burned out last month; partially insured.

MR. F. L. KHAN, who has recently returned from the Maritime Provinces, is at present hustling for orders in Ontario.

NEXT regular class of the Canadian Ophthalmic College commences January 15th. Correspondence courses commence at any time.

MR. T. BUTLER, the energetic traveller for the Montreal Optical Co., is completing his fall trip to the Maritime Provinces. He reports business satisfactory.

MR. GEORGE CHILLAS, of Montreal, spent a few days in Toronto last month on business, and if one might judge from his looks is as fit as ever for his work.

MR. FORSYTHE, of the Montreal Optical Co., is again visiting the Ontario trade after a successful trip through Manitoba and the North-West Territories.

THE BUSINESS of the late Chas. Potter is advertised for sale. Those interested should communicate with the Toronto General Trusts Corporation, Toronto.

A CHANGE.—Mr. C. L. Brooks has purchased the jewelry business of Mrs. S. C. Roberts, of Nanaimo, B.C., and will carry it on as before in the same premises.

MR. SIDNEY LEE, of the T. H. Lee & Son Co., Limited, returned home on Friday last from a very successful business trip extending through the North-West as far as Victoria, B.C.

MR. J. S. BARNARD, jeweler, of London, has recently completed extensive alterations to his premises and store fixtures and fittings which makes his place one of the most attractive in that city.

MESSRS. H. & A. SAUNDERS report that their Mr. F. Le Fabvre is having a most successful trip through Manitoba and the North-West with his magnificent stock of fine pearl and diamond jewelry.

MR. JOHN F. LOGAN, the popular traveller of the Goldsmiths' Stock Company, is one of the happiest men on the road these days. A charming little daughter who arrived about a month ago explains it.

THE LARGE stock of electro plated goods carried by the Simpson, Hall, Miller Co., at Montreal, amounting, it is said, to nearly \$30,000, has been sold by that company en bloc to the firm of Henry Morgan & Co., of that city.

WE LEARN THAT MR. A. MARKS, the "Chain man," has done so well with nothing but the H. & A. S. chains this season that the firm has now decided to let him take the same line through the country next year.

MR. N. N. COLE, of The J. Coulter Co., Limited, did a splendid trade in Western Ontario, and is now travelling through Quebec and the Eastern Provinces, and is having his usual success. He reports trade in a splendid condition.

THE SPLENDID time system of pneumatic clocks, which is so much admired by visitors to our new City Hall, was installed by Messrs. Ambrose Kent & Co., the well-known jewelers of this city, who were the successful contractors.

MR. BENJAMIN KENT, the well-known retail jeweler, of Toronto, was last month elected as one of the directors of the Lorne Park Company at its annual meeting. Their report showed that last year was the most successful in their history.

THE J. COULTER CO. report that they have never been so busy since they commenced business as they have been during the past year. They have kept a full staff on hand all summer, and are now working overtime and doing a very large trade.

MR. W. G. MARKLE, for many years with Mr. W. H. House, of Dundas, has accepted a position with T. Porte, of Winnipeg. Mr. Markle's specialty is optics, and Winnipeg, no doubt, will afford him ample opportunity of showing his ability in this line.

THE Optical Institute of Canada expects to have a large class in January. Those in the eastern part of Canada seeking to perfect themselves in optics will do well to communicate with this institution. Courses can be obtained in either French or English.

THE chateleine cases shown by the Montreal Optical Co. this season are particularly attractive, and will prove great sellers for the Christmas trade. They form a neat and inexpensive present, and are particularly appropriate for spectacle wearers.

MR. GEO. H. LEES, the manufacturing jeweler, of Hamilton, struck Toronto (accidentally he says) on the day Toronto welcomed her soldier boys home, and he was not less enthusiastic than any Torontonian in giving them a hearty cheer as they swept by.

IS IT TO your interest that there should be a strong association of opticians in Canada? If it is, and we think it is, send in your application without delay to Mr. Ammon Davis, Secretary, 109 Queen St. East, Toronto. A large number of our readers are joining this.

MISS E. E. ERNEST, daughter of Simeon Ernest, Bridgewater, N.S., is now in the United States studying medicine. She is determined to become an oculist. She is a clever refractionist and will, no doubt, make her mark in whatever field she exercises her talents.

MR. JACOB LEVY is at present working down in the Maritime Provinces to finish up the trip of the late Mr. O. W. Coleman, who was drowned on the Monticello. He expects to be through and back upon his own regular territory again about the 10th of December.

FELL OFF A LADDER.—E. A. James, a plumber, who lives at the corner of Trinity and King Sts., was fixing a chandelier at Cohen Bros.' optical goods manufactory last month, when he fell from a ladder, sustaining a severe concussion of the brain and a number of bruises.

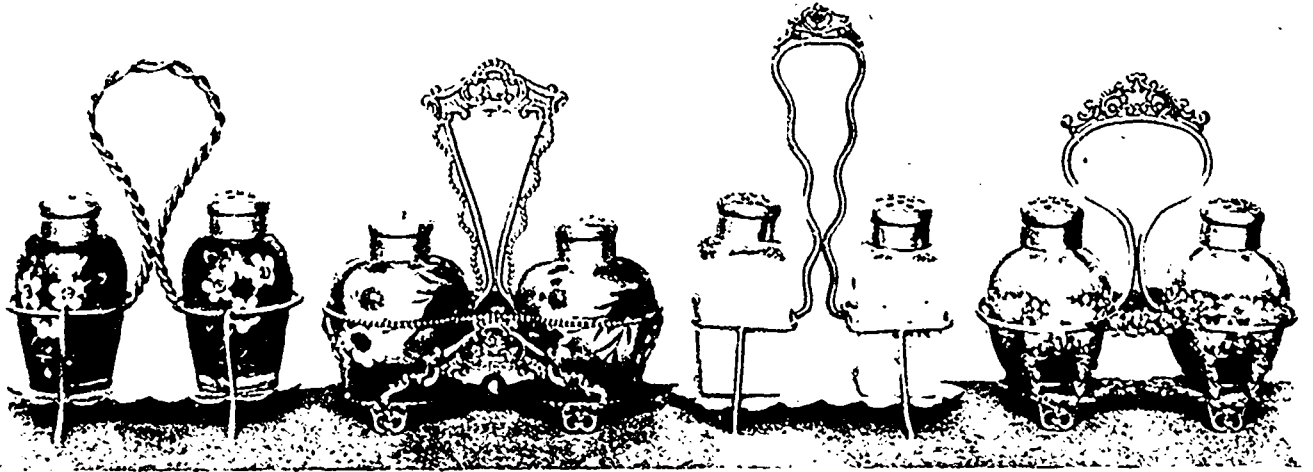
MR. ALBERT KLEISER is one of the Toronto jewelers who make it a point never to miss a week's deer hunting every year during the season. His outing in the woods this year was productive of plenty of sport and as many deer as the law allows any one individual hunter to shoot.

THE following students have just completed a course of instruction at the Canadian College of Optics, under the tuition of Dr. W. E. Hamill, all of whom secured diplomas. Mrs. R. C. Holcombe, Welland; W. G. Matheson, Norwich; E. F. Boerst, North East, Pa.; Miss E. M. Perrin, B.A., Lindsay. The next class will commence on January 15, 1901, at the College, although the correspondence course can be taken up any time. See advertisement on another page.



# THE TORONTO SILVER

ELECTRO SILVER PLATE.

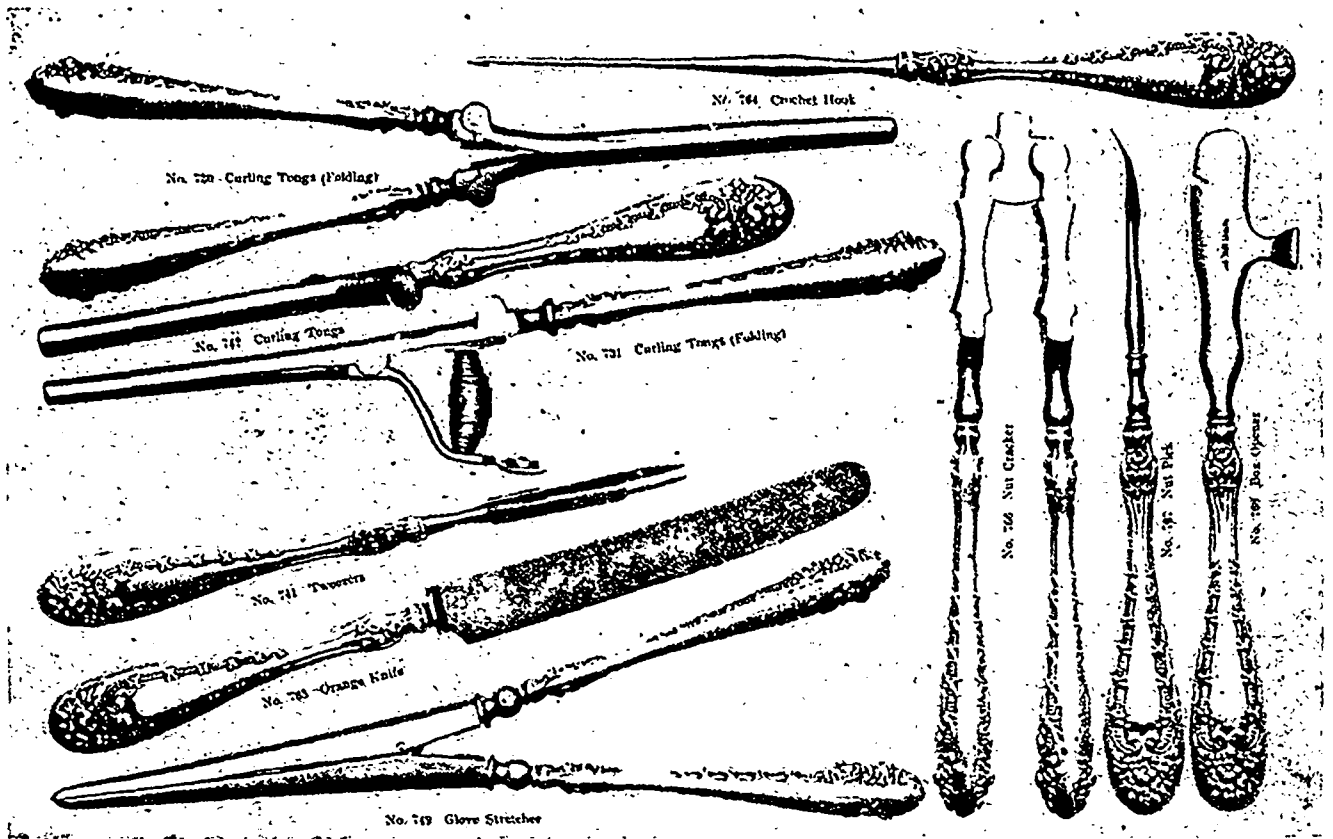




# PLATE CO., LIMITED,

SILVERSMITHS AND MANUFACTURERS OF **ELECTRO SILVER PLATE.**

STERLING SILVER.



If interested in our line, write for new illustrated Catalogue.

We make everything, to use a hardware expression, from a needle to an anchor.

It is hardly necessary for us to say that we are not in the Trust or members of any Silverware Association or Combine, a comparison in prices is sufficient evidence of this.

**Factories and Salesrooms:**

**King St. West, Toronto, Canada.**

**E. G. GOODERHAM, Managing Director.**





# THE DIANA

## STERLING SILVER FLATWARE.

DAINTY. GRACEFUL. ELEGANT.



Five O'Clock  
Tea Spoons.

Small Tea  
Spoons.

Regular  
Tea Spoons.

Dessert  
Spoons.

Table Spoons.

Dessert Forks.

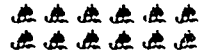
Table Forks.

Made in all  
weights, with a  
complete line  
of Fancy  
Pieces.



Fancy Pieces  
are made of  
good, service-  
able weights,  
without being  
unnecessarily  
heavy or  
expensive.

Oak or Mahog-  
any Chests of  
the highest  
grade, to hold  
any possible  
combination of  
the Diana  
Pattern, fur-  
nished to order.



As a timely suggestion, we would advise our friends to place orders early, and prevent possible disappointment at the last moment. s s

# Meriden Britannia Company,

## HAMILTON, ONT.



MR. WM. TOMS, one of the old stand by's of the P. W. Ellis & Co. firm, returned last month from his visit to England. To say he enjoyed himself and had a good time would be a feeble way of expressing it. It was simply great. He looks as though the outing had agreed with him.

MESSRS. GEO. H. LEBES & Co., of Hamilton, report that they are having a very busy Christmas season, but with their enlarged and improved factory and increased staff they are keeping well up with their orders, and expect to turn out a great amount of work still between now and the holidays.

MR. A. C. MERRETT, the Eastern representative of Messrs. H. & A. Saunders, is now on his way home from a three months' trip through the Maritime Provinces, after having a most successful season. His Toronto friends are now looking forward to his return in time for the Yuletide festivities.

ONE OF THE BIGGEST gold locket orders ever executed in Canada was that given to Saunders, Lorie & Co. last month by jeweler Rosenthal, of Ottawa, for the lockets presented by that city to their volunteers returned from South Africa. They were much admired and justly so on account of their finish.

THE SALE of the Interchangeable Perfection Bi-focals, gotten out by the Montreal Optical Co., are proving a great success. Their convenience is apparent to every optician. The Montreal Optical Co. urge that those who have purchased these sets shall replace the lenses as they are sold, so as to keep their boxes complete.

BRANCHING OUT.—It is said that Messrs. Henry Birks & Sons, of Montreal, have made arrangements to open a branch of their business in Ottawa, Ont. They have already secured the lease of central and commodious premises which they propose to fit up in first-class style and be ready to open for business about May next.

MR. BENJAMIN CHAPMAN, the respected Treasurer of the Jewelers' Security Alliance of Toronto, fell last month, which caused concussion of the brain and kept him confined to the house for some weeks. We are glad to know that he is improving and expects to be about again as usual very soon. He has the good wishes of the trade generally.

DIAL IS TOO SMALL.—Ambrose Kent & Sons, the contractors for the time system of the City Hall, Toronto, think that the dial in the main entrance is too small, and suggest that a 36-inch polished plate glass, bevel edge, would be more in keeping with the corridor and would be better seen. The price for the larger dial and movement would be \$75.

MR. E. O. FELT, of Felt Bros., jewelers, Oshawa, died last month. The deceased was well known as an expert watchmaker and had perfected several original inventions in connection with American watch movements that in the opinion of some of the leading manufacturers possessed much merit. The business will be carried on by the surviving partner.

ASSURING to users of J. & J. Taylor's safes. We clip from an American exchange the following: "A detective agency has investigated the use of electricity for breaking the vaults of banks and safes. The report states that there has never been a successful burglary of a bank vault or safe by electricity, and that there is no necessity for alarm on this score."

AMONGST THE well-known jewelers who in one official capacity or another took part in the great procession in honor of the return of our Boys from South Africa we noticed Mr. P. W. Ellis, President of the Manufacturers' Association; Mr. R. Y. Ellis, marching with the veterans of 1866, and Capt. Walter J. Barr, in uniform along with the Queen's Own veterans of 1885.

ON FRIDAY EVENING, November 16th, the Cohen Bros., Limited, entertained their employees at Forum Hall with a dance, musical entertainment and supper. Mr. L. G. Amsden, the Secretary, addressed those present on the formation of a Mutual Benefit Society among themselves, and Mr. M. M. Cohen, Vice-President on the relation of employers and employees.

MR. A. R. HARMAN, of the Waltham Watch Company, spent a few days in Toronto last month on business. He states that their trade shows no sign of falling off, and that although Canadian dealers may think that they are not getting their share of the goods, as a matter of fact the company have never before sent so many movements into this country in any single year.

VALUE FOR VALUE.—We call the attention of the trade to the advertisement of Messrs. H. & A. Saunders on the first page of this issue and would say that this firm has long been in the foremost ranks of the wholesale jewelers of Canada. With their new venture, the H. & A. S. chains, the firm has had most wonderful success, the sales having so far exceeded their expectations that they were forced to add several new hands to their already large staff in order to keep up with their orders.

HYMENIAL.—At the residence of W. J. Mahood, Kingston, Ont., on the 7th Nov., his daughter, Miss Nellie M., and John E. Wilmot, jeweler, Ottawa, were married by the Rev. Mr. Macgillivray, under an arch of smilax and flowers and in the presence of intimate friends. The bride was in white; her sister, Miss Isabel, as maid, in pale blue. Mr. Graham, Ottawa, was groomsmen. The couple left for Montreal and New York on their wedding tour, and will on their return reside at 85 James St., Ottawa.

A SUDDEN DEATH. Mr. T. F. Butcher, the well known jeweler, of Brandon, Man., died very suddenly from apoplexy on the 12th of November. He was one of the best known and most respected jewelers in Western Canada and had established a very large and profitable business. With the wholesale trade he was always a favorite and nearly every traveller on the road counted him as a friend as well as a customer. At the time of going to press the future of Mr. Butcher's business has not been definitely settled.

THE SUPREME COURT of the Dominion of Canada has decided the case of Michaels vs. Michaels by reversing the decision of the Supreme Court of the Province of Nova Scotia. The Supreme Court of Canada decides that the note sued on, one for \$10,000 made by A. L. Michaels, of the firm of Levy & Michaels, to his wife, Jennie Michaels, and payable on demand, was personal property of the wife not reduced into possession, and the action could be maintained under the married woman's property acts of Nova Scotia by the wife against her husband.

THE GORHAM MFG. CO., of Providence, R.I., the largest manufacturers of sterling silver flat and hollow ware in the world, have, we understand, completed arrangements to open up a branch of their works at Montreal, Que. A Canadian Board of Directors will have the supervision of their Canadian factory and trade. They are all business men of experience and under such auspices it is expected that the manufactures of the "Gorham" factory in Canada will soon become as well and as favorably known in this country as they now are in the United States.

IN the death of Mr. Charles H. Hubbard, which occurred on the 16th November, Toronto loses one of its most respected merchants and the jewelry trade one that was personally known to each of them who purchased bullion in any form. Mr. Hubbard had for many years been in the dental supply business, but to this he had added that of a broker in gold and silver bullion, and in this capacity he came in contact with most of the manufacturing jewelers and silversmiths of the city. He was in his 66th year at the time of his decease, and leaves, besides a widow, two daughters, both of whom are married to well-known business men of this city.

CORRECTION.—In our last issue we printed an item in these notes to the effect that Mr. W. H. Mallet, the well-known jeweler of Brandon, Man., has sold out his business in that town. Mr. Mallet writes us to say that this is not the case as he is still in business in Brandon as heretofore, and that the report has evidently been circulated by some evil disposed person in order to injure him. As far as THE TRADER is concerned the item was published simply as an item of news and without any desire whatever on our part to injure Mr. Mallet, and we therefore gladly make this correction and draw the attention of the trade to it.



**F&B.**  
TRADE MARK  
REGISTERED

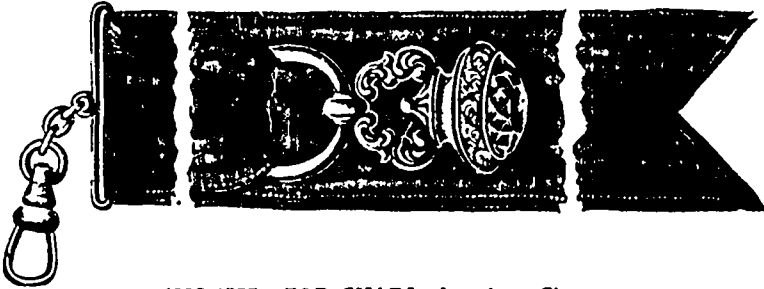
# A Great Reception

**F&B.**  
TRADE MARK  
REGISTERED

was given the "BOYS. Like th us to make only such goods as a ve years of study to perfect, finish them

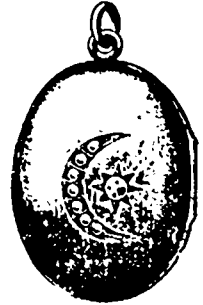


goods, "they have been tried and have proven their worth." It is a matter of principle with STRICTLY HIGH GRADE in every particular, made by our special process which has taken so they are equal in appearance to solid gold, and guarantee them to give entire satisfaction.



1238-1755. FOB CHAIN—Amethyst Charm.

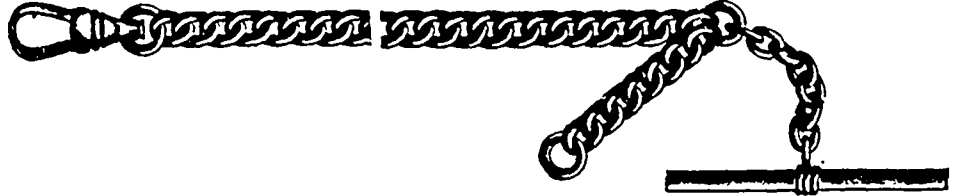
We make  
VEST CHAINS,  
RIBBON CHAINS,  
LOCKETS,  
BRACELETS,  
SLEEVE BUTTONS,  
PINS, EARRINGS  
and HAIR CHAIN  
MOUNTINGS IN  
ROLLED GOLD  
PLATE.



1677. LOCKET—Engraved and set with Pearls and Opals

We make a full line of TOILET and MANICURE GOODS and SETS; also DESK SETS, SHAVING SETS and NOVELTIES IN STERLING SILVER.

REMEMBER, we can lay these goods down on your counter, DUTY PAID, cheaper than any other house in the country.



966. FULL LENGTH VEST CHAIN.

Our Canadian Representative—  
MR. GEO. E. SMITH,  
350 King St., Kingston, Ont.

**THEODORE W. FOSTER & BRO. CO.,**  
Manufacturing Jewelers and Silversmiths, 100 Richmond St., PROVIDENCE, R.I.

## A LEADING LINE OF NOVELTIES IN ENAMEL BROOCHES.

*The Maple Leaf Forever.*

Warranted  
Hard  
Enamel

NO. 145

Something new every day. . . . .  
Our line for the coming season will be O.K. . . . .  
Don't forget us. Trade work a specialty. . . . .

*The Latest.*

NO. 145

The Finest Yet.

**THE BREADNER MFG. CO.,**

BANK STREET,

OTTAWA, - - - ONT.

A Large Variety of Heart Brooches.



**A NEW OPTICAL COURSE.**—The Canadian Ophthalmic College have in deference to numerous and repeated requests arranged a correspondence course in optics, the announcement of which appears on another page of this issue. The fact that the new course is in charge of the old staff and that the same illustrations and lectures that are used in the regular course are available is a guarantee that the results will be entirely satisfactory. While a course of this kind is less desirable than a personal course, it is certainly far more desirable than attempting eye work without any instruction whatever, and the scale of charges enables the students to avail themselves of any subsequent regular course without extra charge.

**MR. W. H. KERNEY**, jeweler of Renfrew, Ont., was burned out for the third time in seven years, on the 12th of last month. The fire originated in a shoe store next door and spread so quickly that Mr. Kerney's place was soon ablaze, and although he managed to save his stock, the building was completely destroyed. The store was owned by Mr. Kerney, who had an insurance on it of \$1,000, while the loss on the stock will be covered by the insurance. As if to accentuate his loss and prove the truth of the old saying "that misfortunes never come singly," the shock to his wife was so great that she died the day after the fire, from heart failure. Mr. Kerney will have the sincere sympathy of the entire trade in the afflictions through which he has been compelled to pass.

**IS THIS YOURS?**—As an illustration of how mistakes sometimes happen in business we publish the following which explains itself: "Some months ago the Goldsmiths' Stock Co., Limited, of Toronto, received through the mails a 14k hunting 16 size B. W. C. Co., gold case, No. 167389, and in the same package a sterling movement, No. 2328124. No correspondence accompanied this, nor was there any way by which the sender could be identified. They are desirous of hearing from the rightful owner, as it is more than likely some serious misunderstanding has arisen from these articles going astray." It is more than probable that the sender of this watch has been wondering what on earth has become of his watch, and whose fault it is that it has gone astray. We trust that this item will be the means of restoring the property to the rightful owner.

**BURGLARY.**—The hint we gave our readers a couple of months ago regarding the danger of loss by burglary appears to be only too true if we can judge by the large number of them that are being reported from day to day by the press. In the majority of these cases, the stores have been broken into and only such goods that are left outside of the safes have been stolen, showing that the work is that of tramps and not that of skilled burglars. All the same it often entails serious loss, and our readers, especially in the smaller places, cannot be too careful about how their premises are secured and guarded. The inexpensive precautions, recommended in **THE TRADER** on more than one occasion, such as lights in the store and a good watch dog on the premises are simple and easily effected and many a burglary would have been avoided had they been taken. We cannot too strongly impress the importance of this matter upon our readers as the jeweler's store in any town or village is always a mark for the would-be-robber.

**MR. E. C. FITCH**, president of the Waltham Watch Company, spent a day in Toronto last month en route to Chicago, during which he visited the principal jobbing firms and looked up the condition of the Canadian watch trade generally. Mr. Fitch is well pleased with the business done by his Company in Canada, more particularly with the fact that the trade are demanding a higher grade of watches on the average than in former years. This, he thinks, will grow, on account of the heavy demand from railroad employees for high grade goods, and be of much advantage to the jewelry trade generally. His Company are increasing their capacity as fast as possible consistent with turning out a first-class product, and he is well satisfied with the business outlook. Mr. Fitch says that the new labor saving machinery during the past couple of years has been so great as to have almost revolutionized the trade in some departments, and has enabled them to turn out high grade goods profitably at the remarkably low prices they have been selling them at.

**DEATH OF MR. C. B. DOHERTY.**—On the 3rd November there died in Toronto after a long illness Mr. Chas. B. Doherty, senior member of the firm of Nerlich & Co., wholesale fancy goods dealers. Mr. Doherty was born in Ireland, and came to Canada when a lad. He was connected with the firm of Nerlich & Co. for forty years, and during his life time was a license commissioner and a justice of the peace. He was a Liberal in politics and a regular attendant at St. Michael's Cathedral. He was also a member of several Catholic societies. He is survived by six sons and two daughters. Although not directly connected with the jewelry business, Mr. Doherty was well known to the majority of the Canadian retail jewelry trade on account of the large line of fancy goods they handled that were used by jewelers generally. He was an excellent man of business and exceedingly popular with the firm's customers, and those of the trade who know him personally, and they were many, will hear of his demise with much regret. His funeral was largely attended by leading citizens of Toronto.

**THOSE BIG BELLS.**—The bells for the great clock in the tower of Toronto's new City Hall reached here about the middle of last month, but there has been considerable delay about getting them hoisted into position on account of their great weight. The large bell, "Big Ben," weighs nearly seven tons, and has a hammer 824 pounds in weight; the second bell weighs nearly two tons, with a hammer 440 pounds in weight; the smallest bell of the three weighs about one ton, and has a hammer weighing 70 pounds. The cost of these bells is estimated at about \$4,000, and they paid a duty of \$730 on entering the country. At present these musical monsters are lying in front of the new City Hall, awaiting a hoisting apparatus strong enough to yank them up to the great clock tower, 220 feet above the pavement. The only machinery in Ontario fit for the job seems to be that used by the constructors for the stone work of the City Hall, and we understand the English firm of clockmakers, who have under their contract to place clock and bells in position, are negotiating for its use. They expect to have the clock installed and going, and everything in readiness to ring out the old century and usher in the new one.

**IN A DILEMMA.**—As our readers are aware, by the system adopted by all the railways in Canada and the United States, the country is divided into "time belts," the difference between each of them being exactly one hour. As the time in each belt is the same all over, our readers can readily understand that at the divisional lines between the belts there must be a straight jump of exactly one hour, and that in certain places this arrangement tends to complicate matters. Thus at the St. Clair River, which is the dividing line between two time belts, the City of Windsor in Canada on the Eastern side has its time exactly one hour faster than that scheduled for the City of Detroit just across the river. Of course this is an arbitrary arrangement, seeing that their solar time is both the same. However this has raised quite a lively discussion in Windsor, the citizens of which city are divided over the question of adopting standard time. Some favor the course of following the example of Detroit, since the council of that city will likely adopt the slow time. There are others who think Windsor should change to eastern standard. The Grand Trunk and Canadian Pacific run on fast time and the Michigan Central on standard, which is one hour slower. Windsor is half way between, or sun time.

**AN OLD FRIEND IN A NEW GUISE.** It is like old times for **THE TRADER** to welcome back into its advertising pages the Hemming Manufacturing Co., of Toronto. Few firms in Canada are better or more favorably known than the Hemming Co. For sixteen years their jewelry cases were sold from one end of Canada to the other, and many were the expressions of regret from their customers when some eighteen months ago they disposed of their case business to the J. Coulter Co. For the past year and a half, the company have been quietly working up a business in the manufacture of jewelry which bids fair before long to be one of the strong firms of the Dominion in this line. They appear to have spared neither time nor expense in procuring plant and factory facilities generally, while their aim is to turn out only the best grade of goods in such lines as



# LEVY BROS. CO., HAMILTON, Limited.

IMPORTERS AND  
MANUFACTURERS OF

## Quick Selling Novelties.

### Diamond Merchants

Dealers in all kinds of Precious Stones.

#### FINE RINGS.

Diamond, Single, Twins, 3 and 5 stone  $\frac{1}{2}$  hoops.  
Emerald and Diamond, Twins, 3 and 5 stone  $\frac{1}{2}$  hoops.  
Ruby and Diamond, Twins, 3 and 5 stone  $\frac{1}{2}$  hoops.  
Sapphire and Diamond, Twins, 3 and 5 stone  $\frac{1}{2}$  hoops.  
Pearl and Diamond, Twins, 3 and 5 stone  $\frac{1}{2}$  hoops.

Emerald, Ruby, Sapphire, Pearl, Clusters,  
and numerous designs, embracing combinations of all the  
Stones now in favor.

### Watches from Switzerland.

#### American Movements.

American Watch Case Co.'s Celebrated Cases.

Wait for our Travellers.

Send your Orders for our Prompt Attention.



they may make a specialty of. Their specialty is the "Secret Society" line. Their years of connection with the Dominion Regalia Co. (now we understand quite a separate concern) has given them an experience which makes them an authority on the many fine points of emblems, colors and distinctions too numerous to mention. In their enamelling department they have the best of skilled help and are certainly turning out beautiful work. Enamelled silver novelties also form an important department, and as in the past the trade may look for originality from them. We wish the company success, and our readers may hereafter look for a series of spicy advertisements of the old time "straight from the shoulder" kind.

**THE OUTLOOK.**—The outlook at the present time of writing is particularly encouraging in nearly every line of trade. The prices of nearly all agricultural products show an upward tendency, and, generally speaking, money is more plentiful with the farming community than usual at this time of year. In the jewelry trade the demand for better goods still continues, showing that the public have more money to spend. Silver goods of all kinds are still in active demand, and it looks as though their sale during the coming holiday season would be larger than ever. In this class of goods, like many others, prices have a decided upward tendency, particularly in flat ware, on account of the increased price of silver bullion. In the watch trade, American movements continue to be about as scarce as ever, the prices ruling the same as last month. In the watch-case business there is also a shortage in the staple lines of gold-filled and silver goods, while solid gold cases are bound to be very hard to obtain before Christmas, as the stocks in the hands of manufacturers and jobbers are, generally speaking, very light. The volume of the clock trade has been well maintained, and prices rule same as last month. In general jewelry, while there are a good many lines to be had, stocks, generally speaking, are light, and desirable goods should be picked up as speedily as possible. Taking it altogether, it may be safely said that jewelry stocks of all kinds are more than usually low, prices are well maintained or inclined to stiffen, and the demand is such that in many lines there will be a scarcity before the holidays. Money is also coming in freely, and accounts are being met more promptly than usual.

WE UNDERSTAND that there is a disposition on the part of the newly-formed Canadian Association of Opticians to refuse any assistance from the wholesale and manufacturing opticians of the Dominion. From the standpoint of an outsider, we should say that this was a very unwise step. It is imperative, we think, that the Association should be managed and controlled by the retail opticians of the country, but this should not prevent their receiving every encouragement and assistance that is in the power of the wholesale trade to afford, and which they are only too willing to give them. As we understand it, the wholesalers don't ask for the control, or even for membership in the Association, but only that they may be allowed to aid the good work which has been so successfully inaugurated, to the best of their ability. If this modest request is refused, it will, we are afraid, evidence a spirit of intolerance which augurs but poorly for the future of the Association. As we have stated on several occasions, the real fighting work of the Association is still in the future, but when it does come, as come it must, and it may be nearer than we at present expect, the retail opticians of Canada will want every help that they can bring to bear upon the Local Legislatures to maintain their right to practice their chosen calling. This is why we think it is unwise of the new Association to reject the assistance of the wholesale trade, and we think that when they come to reflect upon the matter they will probably see it in this light. Canadian opticians, whether wholesale or retail, are all in the same boat in some things, and they will learn by experience, sooner or later, that "what is the concern of one is the concern of all," and that only in union is there strength.

**A RELIC OF NAPOLEON.** Probably of all the human beings that ever lived, none, taking them all in all, ever equalled the great French Emperor Napoleon. Certainly no man ever filled so great a place in the world's history and none has left so deep an impress upon mankind. Napoleon is a great force to-day, not only in the

France he loved so well, but all over the civilized world he commands the admiration of millions of thoughtful men, who if they cannot admire all that he ever did, are yet ready to pay a sincere tribute to his transcendent genius. Napoleonic relics are not scarce, and although Canada possesses but few of them it is not because of any lack of appreciation either by our French-Canadian or British citizens. We are glad to learn, however, that the Boer war will be the cause of at least one valuable relic of the "Great Emperor" finding its way to this country, for amongst the valuable souvenirs brought home by Lieut.-Col. Pelletier from his trip to South Africa is a clock formerly the property of Napoleon I. during his captivity at St. Helena. Upon leaving Cape Town with the first Canadian contingent, Lieut.-Col. Pelletier received instructions to stop at St. Helena to hand over 200 Boer prisoners to the military authorities at that place. While on the island Lieut.-Col. Pelletier visited the Roman Catholic chapel at Longwood, and upon leaving the sacred edifice met Father Danes, the chaplain. The latter, upon learning that the brave colonel was a Canadian, seemed to take great interest in him, and escorted him over the place, showing him, among other things, the quarters formerly occupied at Longwood by Napoleon I., his bedroom and the bed which the French Emperor occupied while a prisoner on the island. As the colonel was about taking his departure Father Danes presented him with the clock, which is accompanied by a parchment, which perfectly establishes its authenticity.

**THE ELECTION** of William McKinley as President of the United States by such a sweeping majority was received throughout Canada and the British Empire generally with satisfaction. The McKinley administration have not only provided good clean government for the people of the United States, but they have been manly enough to acknowledge the help Britain afforded them during the Spanish-American war and to return it in kind when the South African conflict afforded them an opportunity; and this in spite of the fact that an attempt was made to stampee a large section of the Republican party on account of their friendship to Great Britain on this occasion. Canadians are glad to know that under President McKinley's administration the relations between the British Empire and the United States have become far more cordial than ever before, and although there is no written treaty of alliance between the two countries their interests in many questions are so identical and closely interwoven as to make them allies in fact, if not in name. Speaking upon the result of the United States elections at the recent Lord Mayor's banquet at London, Lord Salisbury said, speaking for the British people generally: "We believe the cause which won is the cause of civilization and commercial honour. We believe these principles lie at the root of all prosperity and progress in the world. Therefore, I claim that we have as much right to rejoice as the Ambassador." This speech may not have been very orthodox from a diplomatic point of view, and this the British Prime Minister evidently thought when he apologized to Mr. Choate, the American Ambassador, for making it; all the same, however, it expressed the real sentiments of the British Government as well as of the British people, and is all the more noteworthy on that account. We trust both the United States and Canada, having got through their elections for another four years at least, will continue to go ahead and prosper.

**THE ASSESSMENT** Commission appointed by the Government of Ontario to examine into and report upon the question of municipal assessment, held sessions for about a week during the past month at the Parliament Buildings, Toronto, and during that time heard a great deal of evidence regarding the matter they have in hand. It is pretty safe to say that every assessment crank and every faddist in the province was on hand to post the Commission on the proper way to raise taxes equitably. The single taxers, the income taxers, likewise the old line taxers who want to cover everything, all were there, and one and all obtained a patient hearing from the Commission. So far as we can learn the consensus of opinion amongst manufacturers and business men generally was that the personalty tax should be abolished, as it opened the door to frauds of all kinds and was unjust to the honest man. The favorite substitute for the





personality tax appeared to be one based upon the rental value of the building occupied by the merchant or manufacturer. This system has been in operation in Montreal and Winnipeg for many years, and has worked out very satisfactorily. Indeed as the evidence plainly showed, so far as the personality tax affects the wholesale trade of Toronto, they are badly handicapped as against Montreal and Winnipeg from this very cause. Of course this system may not be quite so acceptable to the retail merchants as to the wholesalers and manufacturers, but we think the principle could easily be applied so as to make an equitable tax on all concerned. One thing is certain, the present system is not popular, and it is also open to great abuses; abuses so flagrant as to make it eminently unfair to the honest man, who resorts to no quibbles or evasions to escape the tax. However when the whole evidence is in we shall probably have a finding from the Commission, which will tend to clear away the cobwebs from this much vexed question and put it on a sounder footing than it has heretofore occupied.

**AN INTERESTING CASE.**—Last month in Court of Appeal the following interesting case was decided as below: Bank of Hamilton v. Imperial Bank of Canada.—Judgment on appeal by defendants from judgment of MacMahon, J. The action is to recover \$495 from defendants. One Carl Bauer having an account with the Bank of Hamilton with a credit of \$10.23, drew, and had marked good, a cheque for \$5. He then raised the cheque to \$500, and deposited in defendant's branch at the corner of Queen and Yonge Streets in Toronto, where he opened an account and then drew out \$485. The trial judge held that the fraudulent alteration of the cheque by raising it constituted a forgery, and the condition of the cheque when certified to by the bank afforded ample opportunity for the commission of the crime, but under the law as now settled by the House of Lords a drawee bank in certifying to a cheque is under no duty to take precautions against fraudulent alterations in a cheque after certifying the same any more than an acceptor of a bill of exchange is under a duty to take precautions against fraudulent alterations in a bill after acceptance; and also that the claim of the plaintiffs against the defendants in respect of the excess of the sum appearing on the cheque over the amount at which it was certified was not in any way prejudiced by the rules of the clearing-house. There was no negligence on the part of the plaintiffs, as the course they pursued in regard to certified cheques was the one universally adopted by the banks since the establishment of the clearing-house, and the defendants were not deprived of any rights, nor their position altered by reason of notice of the forgery not having been given until the following day. In other words it was held that the Imperial Bank was entitled to find out that the cheque was genuine before they accepted it and paid the money out, and that if there was any loss on the transaction they must shoulder it, and not the Bank of Hamilton. The appeal was therefore dismissed with costs. Armour, C.J.O., dissenting. Leave to appeal to Supreme Court of Canada granted.

**ONE OF THE SADDEST EVENTS** that we have ever been called upon to chronicle is the death of Mr. O. W. Coleman on the 10th November by the wreck of the steamer Monticello in the Bay of Fundy. As most of our readers know, Mr. Coleman was traveller in the Maritime Provinces for the Levy Bros. Co., Limited, of Hamilton, and it was in pursuance of his duties in this capacity that he took passage on this ill-fated steamer. He had with him on this trip three trunks containing jewelry samples; of these one has been washed ashore and the remaining two will probably never be heard of again. Mr. Coleman's body was one of the first to come to land and was as soon as possible conveyed to his home in Moncton, N.B., for interment. Mr. Coleman was a young man in the prime and vigor of manhood, and his sudden taking off has cut short a very promising career. He was capable, honest and energetic, and his employers regarded him very highly and feel his death very keenly. Mr. Coleman, who was only 34 years of age, was born in the Maritime Provinces, and was the son of a Baptist clergyman. After leaving school he learned the trade of watch making and afterwards carried on a retail jewelry business in the town of Moncton, N.B.,

in partnership with a Mr. Elliot, afterwards selling out and removing to New Glasgow, N.S., where he entered the employ and subsequently travelled for Mr. James Eastwood, the well known manufacturing and wholesale jeweler of that place. Some three years ago he entered the employ of the Levy Bros. Co. as their traveller in the Maritime Provinces, and performed his duties so satisfactorily as to win their confidence and approval. Speaking to another traveller in the same line only a few days before his death, Mr. Coleman expressed his delight at the fact that he had rounded the financial corner and his prospects ahead were so bright and encouraging. He was building a new home for himself at Moncton, N.B., and expected to have it finished, and occupy it in the near future. He leaves a young wife and a baby only a few months old to mourn his loss, and we feel sure that they will have the heartfelt sympathy, not only of Mr. Coleman's many personal friends and customers, but of every member of the craft throughout the Dominion.

**THE FORMAL OPENING** of Ryrie Bros.' new jewelry store on the 3rd November was one of the trade events of the year so far as the city of Toronto is concerned. The firm issued a special invitation to their friends and the public generally to drop in and inspect the premises, promising that they would not be asked to buy anything, but only to see and enjoy themselves. A first-class orchestra provided music for the occasion which was graced by a large number of Toronto's most fashionable people. As our readers are aware the firm have been engaged for the past six months upon the alterations which have just been completed, and as a matter of fact, the whole building has been almost rebuilt. In the short space at our disposal it would be hard to accurately convey what decided improvements have been made. Of the inside, it is finished in the nouveau style, which is distinctly French, and created so much favorable opinion at the Paris Exposition. The decorations are simple, comprehensive, but magnificent, being chiefly shells, leaves and fruits. An idea of the size of the premises now occupied is obtained when it is learned that they cover as much floor space as that of the Gorham Manufacturing Co. of New York. In the rear of the store is what is called a "board room," where the proprietors and staff meet once a week to exchange confidences and ideas. Messrs. Ryrie Bros. believe this confidence between them and their assistants to be of the best advantage and help to the harmonious carrying on of the business. Another new departure is the installation of the pneumatic cash tubes. The offices, which are in the rear, have also received attention, being fitted like a bank. A new optical parlor has also been fitted and is one of the most complete on the continent. The business in this department has developed so rapidly recently that it is necessary to keep two experienced opticians constantly at work. The ground floor of the building is devoted solely to the retail trade; the upper floors to the mail order and repair departments. Not one department in the store has been overlooked. The firm have spent thousands of dollars in the purchase of new goods for each one. Handsome show cases exhibit the various articles to the best advantage. In all its appointments the store is complete, roomy and exquisitely decorated. It is safe to say that the measure of success attendant upon the firm in the past will not only continue, but exceed all past records.

**OOM PAUL IN EUROPE.**—Oom Paul's visit to Europe has afforded an opportunity to the Boer sympathisers, as well as to the enemies of Great Britain, to show that country, in a roundabout way, how much they detest her. Our French friends will for the next couple of weeks have an opportunity of working off their superfluous energy in welcoming Ex-President Paul Kruger to their country, and having him understand how profoundly they sympathise with himself and his people. This is probably as far as it will go, for the Government of France will hardly care to officially recognize him in any way, seeing that he is now only a "has been" and a private citizen representing nobody but himself and the few malcontents that are yet carrying on a guerilla warfare in South Africa. John Bull can afford to wait, and will no doubt sit still and quietly watch this performance, and he will chuckle to himself over the diplomacy of France which can tickle the vanity of Oom Paul and his compatriots





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Atomizers, cut glass, sterling mounts.	Gravy boats.	Soap boxes.
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Berry bowls (or salad bowls), cut glass, sterling mounts.	Jewel stands.	Shaving soap boxes.
Bon bon dishes.	Knife rests.	Shaving brushes.
Bread trays.	Letter or bill fyles.	Shaving cups.
Butter dishes.	Letter holders.	Sugar sifters.
Butter plates.	Lavender salts bottles.	Sugars and creams.
Blotters.	Loving cups.	Salt sets and sellers.
Biscuit jars, cut glass and ster- ling mounts.	Match safes.	Smokers' sets.
Cigar jars, cut glass and ster- ling mounts.	Mucilage pots.	Smokers' lamps.
Cigarette and marmalade jars.	Mustard pots.	Shoe horns.
Claret jugs.	Meat dishes.	Soup tureens.
Cups.	Manicure goods.	Syrup jugs.
Candlesticks.	Napkin rings.	Tea sets.
Crumb trays and scrapers.	Pen wipers.	Tete-a-tete sets.
Celery trays.	Pen racks.	Tea bells.
Cork screws.	Pen trays.	Tea caddies.
Coffee sets.	Puff boxes.	Tea strainers.
Cologne bottles.	Prize cups.	Tea balls and holders.
Flasks, silver or cut glass.	Perfume bottles.	Taper holders.
Funnels.	Peppers and salts.	Trays.
	Pitchers.	Vegetable dishes.
	Punch bowls.	Vases.
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Also Seven Patterns in Flatware, from a Salt Spoon to a  
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by a few receptions and high-sounding speeches, while in the end it will really mean nothing. Oom Paul's triumphal procession through France and Holland will be like that of the Boer embassy to the United States last year. He will get plenty of fine talk and sympathy, but nothing else. That any European power would interfere at this stage of the game, after both the Orange Free State and the Transvaal have been conquered and formally annexed, is to assume that they want to pick a quarrel with Great Britain, which we very much doubt. If any of them had ever intended to interfere, the time was nearly a year ago, when things looked as though they were going in favor of the Boers. It cannot be considered as an unfriendly act so long as these demonstrations in Mr. Kruger's honor are unofficial and confined to the people. The British people have done exactly the same thing on more than one occasion, notably in the cases of Louis Kossuth, the Hungarian hero; Garibaldi, the liberator of Italy, and later in the case of Jeff. Davis, ex-president of the Southern Confederacy during the great War of the Rebellion. In all of these cases the demonstrations, although unofficial, were hearty and spontaneous, and showed that while the British Government desired to remain on friendly terms with the nations who had forced these heroes into exile, the popular sentiment of the people was very strongly in their favor. What was lawfully done by the British people in those days will be equally lawful to the French and Dutch now, and we Britishers may as well make up our minds to take it gracefully and smilingly. By all means let the sympathizers of Oom Paul in Europe fete him all they wish—the hotter the war the sooner there will be peace, and as, in their case, the more demonstrative they are the sooner their enthusiasm will effervesce and bring them back to cool common sense again.

**OUR BRAVE BOYS HOME AGAIN.**—The main body of the first Canadian contingent to South Africa, officially known as the "Royal Canadian Regiment of Infantry," returned to Canada early last month and all along the route from Halifax where they landed they received a perfect ovation, and just here we might observe that in the French-Canadian cities of Quebec and Montreal the welcome was not less hearty and enthusiastic than in the Province of Ontario. The Toronto Company, under the command of Capt. Barker, reached this city at one o'clock on the afternoon of Monday, November 5th, and as the day had been proclaimed a civic holiday by the Mayor the whole population of the city turned out to do them honor. The train drew in at North Toronto C.P.R. Station, and from that point along the entire route of the procession their march was an ovation that must have done much to compensate them for the hardships they have endured during the year they were away in South Africa. The troops belonging to the Toronto city garrison turned out to a man to welcome their comrades back, and had the procession been confined strictly to the military there is no doubt that it would have been one of the grandest pageants ever seen in Canada. As it was, however, the enthusiasm was so intense and the desire of all to welcome the returning heroes so hearty that the committee, we think unwisely, allowed the procession to embrace civic and other organizations, not to say anything of several hundreds of students, who were ambitious to paint the town red on such a memorable occasion. However, even with these defects, it is not to be supposed that the reception was a failure. By no means. It was a huge success. The city was decked out in gala attire. Bunting was draped and flags fluttered everywhere. Every street along the line of march was a mass of color from start to finish, and to cap the climax every foot on both sides of the streets along their six mile route was lined with well-dressed and good-natured citizens who made the echoes ring with the heartiness of their cheers of joy and welcome. It was a great day for Toronto and a great day for Canada too, for the bronzed and travel-stained men in khaki whom this vast concourse of people honored have brought undying fame to our Dominion and given us a prestige abroad that we have never before enjoyed. Their march ended at the armouries where addresses of welcome and congratulation were delivered by the Mayor and other prominent citizens, and later with civic medals commemorative of the event. The Ontario Government has also announced its intention of making each of the

South African volunteers recruited from this Province a full grant of 160 acres of land in recognition of their services on behalf of their country. It was a glorious occasion, and every citizen seemed to feel just about the way the old American war song put it—

"When Johnny comes marching home again, Hurrah, Hurrah!  
We'll give him a hearty welcome then, Hurrah, Hurrah;  
The Men will cheer, the Boys will shout,  
The Ladies, they will all turn out,  
And we'll all feel gay when Johnny comes marching home!"

**THE DOMINION ELECTIONS**, which have recently been held, although disturbing business for a few weeks, are now a thing of the past, and although the results do not appear to have been entirely satisfactory to either party, still the Government certainly has the best of it and its supporters can afford to do some crowing even if they have been disappointed in the verdict of Ontario, the banner province of the Dominion. We do not propose to discuss the result of the elections from a political standpoint, the politicians have been and are attending to that part of it, and you can pay your money and take your choice of opinions, but simply look at how the result will be likely to affect merchants and manufacturers generally. The noticeable feature of the campaign was the practical absence of any discussion as to the future of the Canadian tariff. Apparently the Liberal party of Canada have wisely come to the conclusion that a certain amount of protection is absolutely necessary for the preservation of our domestic industries, and although some of their supporters still declaim against the inequity of the system, it may be pretty truly said that the cry of tariff reform was practically absent during the recent political struggle. In its place there was the questions of reciprocal preferential trade within the British Empire, and the unfortunate race question which was used with effect in certain parts of the Dominion by politicians who cared more for their own success than for the real good of the country. It is to be deplored that the race cry should ever have been raised at all, and those who are responsible for it will find a day of reckoning sooner or later. This is a British country and it proposes not only to remain so, but to draw closer the ties which unite us to the great Mother Country and the rest of the Empire. The events of the past year should furnish food for thought to every man who loves his country, for it shewed the trend of public opinion towards Imperialism by the determination of the masses irrespective of party to send speedy and substantial help to the Empire in its hour of need, no matter what position politicians were prepared to take. Fortunately for the country and themselves the Government were wise enough to read the signs of the times, and bowed gracefully to the inevitable, with the result that Canada has not only proved that her citizen soldiers are born fighters, the equal of any in the world, but this country has taken a place amongst the nations that will hereafter entitle its views to considerably more weight than they ever had before. What has been thus gained by the sacrifice of Canadian blood and treasure our people do not propose to part with, but rather to go boldly forward in the path that they have marked out for themselves. Closer union of the Empire is in the air, and those who for a moment imagine that they can turn backwards the hands of progress upon our national dial will find that they have been reckoning without their host. There is no need, and certainly no room for race rivalry in this Dominion of ours. Our French-Canadian fellow-subjects of the Province of Quebec will doubtless remember that they are entitled to and should occupy exactly the same position towards the country from which they sprang, as do the English, Irish, Scotch or German Canadians of the Dominion. No sensible person should find fault with any of these Canadians being sentimentally attached to and proud of their origin, but this is a far different thing from attempting to make themselves *as a race* the dominant factors in Canadian political life or the arbiters of its political destinies. On the contrary, citizens of every race should remember that they are Canadian and British subjects first, and last, and all the time. There is only room for one national flag in Canada and that is the British Flag, and although Canadians of English, Irish, Scotch,



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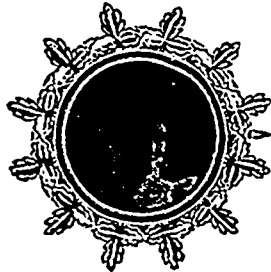
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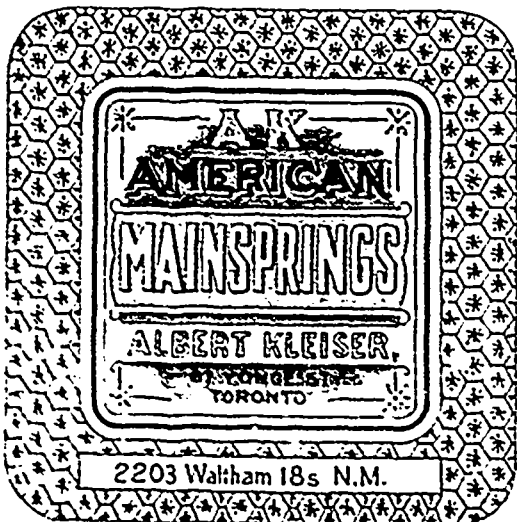
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French and German origin may be allowed to fly their distinctive flags on gala days or for decorative purposes, they should all remember that their obligations of citizenship demands a whole-hearted devotion to the flag under whose shadow they secure not only protection, but liberty and justice. Race cries, from whatever source they emanate, are dangerous to the state, and if Canada is ever to become a great and united country it must be by the thorough fusion of all the races within our borders. Instead of endeavoring to accentuate the differences between the various races, our efforts should be to bring them into closer and more harmonious relationship for only by this means can we become a nation with an individuality and a character of our own. But enough of race and its differences. The other great question under discussion, that of Reciprocal Preferential Trade, was in a great many places lost sight of on account of the appeals to racial passions, but where it was calmly discussed it gained many friends and will, without doubt, be heard from again in the political discussions of this country. All Canadian politicians are agreed upon the fact, that if such a thing could be brought about between Canada and the Mother Country it would be a splendid thing for this country. Where they differ is regarding the chance of getting Great Britain to consent to such an arrangement. Now, however, that it has been made a live issue in Canadian politics we venture to prophecy that it will not down until it has been brought about in some form or other. Although it may not come about just in the same way that we now desire, it is bound to provoke public discussion in Britain and the people who favor it will gradually grow stronger in numbers until they are able to influence public opinion so as to have it moulded into some practicable shape. Ventilation will not do the matter any harm, on the contrary the more it is discussed the better, we think, will be its chances of public favor. The people of Britain will have to be educated up to it in exactly the same way as they were to the abolition of the Corn Laws, and Free Trade, but the day will come when they will have a different standpoint from what they do at present, and the practical closing to them of present markets by means of hostile tariffs will teach them by the stern logic of events that while absolute free trade is all right in theory, it will not meet the conditions that are rapidly developing in the mercantile world. When the day comes, and it is coming, and perhaps sooner than many of us expect, we think their reply to the offer of reciprocal preferential trade from her colonies will be very different from what it is to-day.

### LITERARY NOTICES.

**MOOSWA.**—The following is an extract taken from W. A. Fraser's great story, "Mooswa," and will give the reader a taste of the author's wonderfully vivid style:

Silver Fox had been caught in a trap, and the big-hearted Moose in order to keep Francois, the trapper, away until the fox could make his escape, approached the shack in the morning, and of course Francois, forgetting everything but the bull moose, started in pursuit. By arrangement, the Blue Wolf and his pack were to meet the tired moose at the Pelican Portage.

"The dusk was beginning to settle down as Mooswa struck straight for Pelican Portage, though it was only four o'clock in the afternoon. Would Blue Wolf be there to turn back the pursuer? If by any chance his comrade missed, what a weary struggle he would have next day with the blood-thirsty breed on his trail. As Mooswa neared the portage, a low, whimpering note caught his ear. Then another answered close by; and another, and another joined in, until the woods rang with a fierce chorus—it was the wolf-pack's call of the killing:

"Wh-i-m-m-p! buh-h! buh-h! O-o-o-o-h-h! O-o-o-o-h-h! That was the wolf cry, sounding like silvery music in the ears of the tired moose.

"Hungry, every one of them!" he muttered. "If Francois stumbles, or sleeps, or forgets the man-look for a minute, Rof's pack

will slay him." Then he coughed asthmatically, and Blue Wolf bounded into the open, shaking his shaggy coat.

"Safe passage, brothers, for Mooswa," he growled with authority "also no killing for the hunt-man, for the hunt is of our doing."

Francois heard the wolf-call too, and a chill struck his heart. Night was coming on, he was alone in the woods, and in front of him a pack of hungry wolves. Turning he glided swiftly over the back trail.

"The kill-call, brothers," cried Rof, his sharp eyes seeing this movement of the fleeing breed. Once again the death-bells of the forest, the Blood Song of the Blue Wolf, rang out: "W-a-h-h-n," snarl-fastening of teeth in flesh, the gurring choke of blood in the throat, and the satisfied note of victory.

"The hunter became the hunted, and into his throat crept the wild unreasoning terror that Mooswa and every other living animal had known because of his desire for their lives. What would avail a rifle in the night against Blue Wolf's hungry brethren? True, he could climb a tree—but only to freeze; the starlit sky would send down a steel-pointed frost that would soon bring on a death-sleep, and tumble him to the yellow fangs of the gray watchers.

"Mile on mile the half-breed fled, nursing his strength with a woodman's instinct. How useless, too, seemed the flight; those swift-rushing merciless wolves would overtake him as soon as the shadows had deepened into the night. He had his buffalo knife, and when they pressed him too close, could build a fire, that might save him—it was a bare possibility.

"With the thirst for Mooswa's blood upon him, his eager straining after the fleeing animal had been exhilaration; desire had nourished his stomach, and anticipated victory kept his throat moist; now the death-fear turned the night-wind to a hot fire-blast; his lungs pumped and hammered for a cooling lotion; his heart pounded at the bone-ribs with a warning note for rest. The thews that had snapped with strong elasticity in the morning, now tugged and pulled with the ache of depression; going, he had chosen his path over the white carpet, coolly measuring the lie of each twig, and brush, and stump, now he travelled as one in a thicket. Small skeleton spruce shoots stripped of their bark by hungry wapoos, and dried until every twig was like a lance, reached out and caught at his snow-shoes; drooping spruce boughs, low swinging with their weight of snow, caused him to double under or circle in his race against the Blue Wolf's pack.

"All nature, animate and inanimate, was fighting for his life, eager for his blood. Even a sharp, half-dead limb, sticking out from a tamarack, cut him in the face and sucked a few drops of the hot fluid. Startled into ejaculation, Francois panted huskily: "Holy Mudder, sabe me dis time. I give to de good Pere Lacombe big offerin' for de mission." And all the time swinging along.

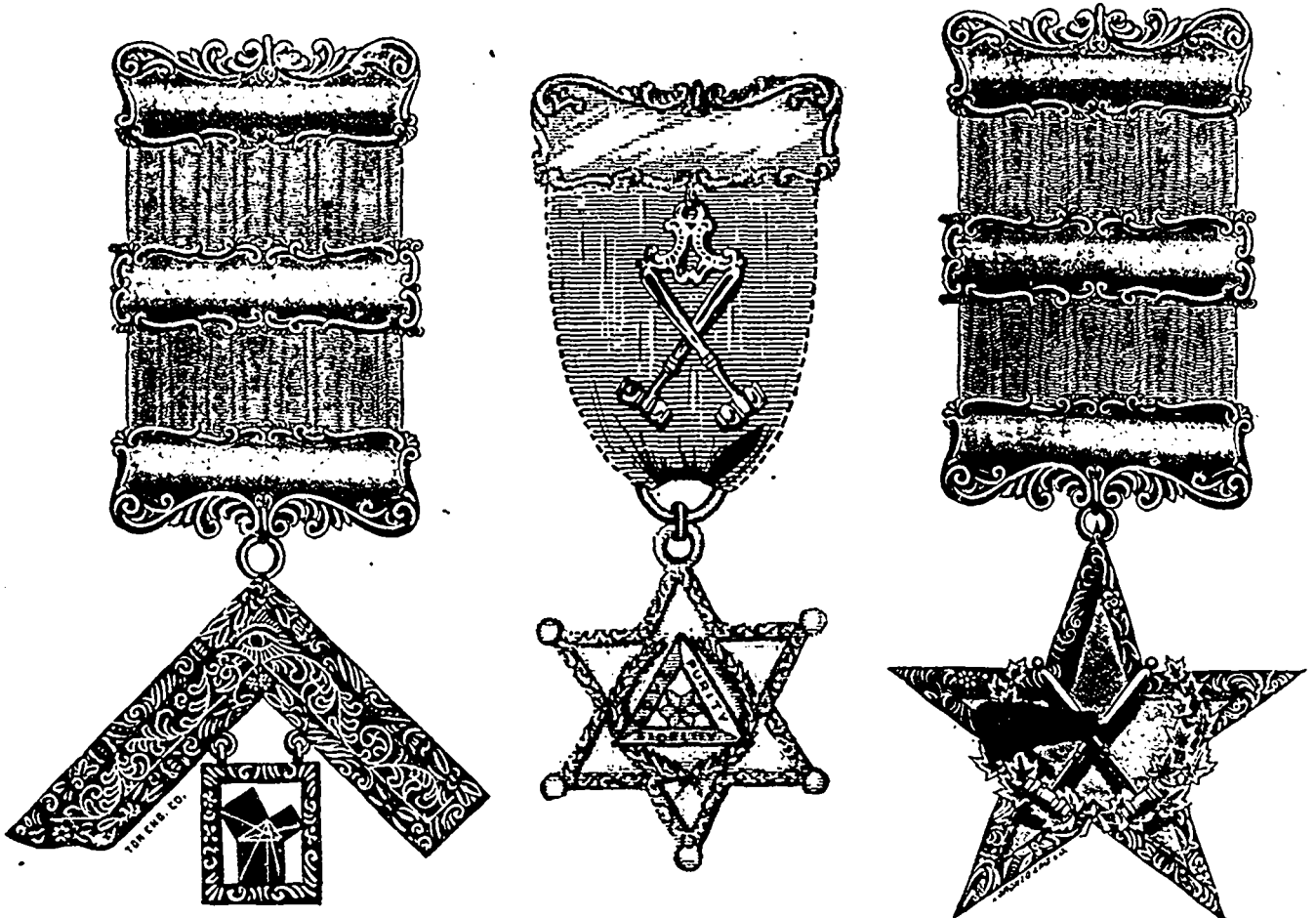
Memory pictures of animals that had stood helplessly at bay before his merciless gun flashed through his mind. Once a moose mother had fronted him to defend her two calves—the big almond eyes of the heroic beast had pleaded for their lives. He had not understood it then; now, some way or other, it came back to him—they glared from the forest with avenging spirit eyes, as he toiled in the hunt-race to leave that wolf-call behind." Toronto, William Briggs, cloth, gilt top, \$1.50 nett.

**DR. NORTH AND HIS FRIENDS.**—By Dr. S. Weir Mitchell, author of the great American novel—"Hugh Wynne." Dr. North and his friends are charming people to know. From a quiet corner in the shadowy background, you listen intently to their brilliant conversation, fearful of losing a word, or of missing one changeful expression of countenance. Here are no stiff portraits, no cold statuary, but warm living people with whom you want to talk—to agree or argue as fancy tempts, only the thought of being an uninvited guest making you silent, checking speech that fain would come.

Review the circle: Mrs. Vincent and Mrs. North, side by side, gentle, quaint ladies—no new-women they; Clayburne, the profound,—and a capital foil for the beautiful, poetical, reckless St. Clair; the legal Mr. Vincent; and Clayborne's little country-bred cousin, guileless Sibyl Maywood, a lovely lily on a broken stem, bodily deformed, but with an exquisite head—perhaps fit compensation—and a haunting



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voice described as one of those speaking instruments more rare than any voice of song. You nearly overlook Dr. North, so persistently does he sit in the shadow of his friends; but they all love him (and so will you), that large kind man of mental and bodily healing; Mary North, the fitting child-life of the company, the dear glad little girl who loved big, wicked Xerxes Crofter, in whom her child heart saw nothing that was not good; here we have the master character of the book, the huge Crofter, who "plays bear" so perfectly with baby Mary that the critical mind has relapses, forgetting the man's badness, and thinking perhaps this unusual man has only been "playing bear" to terrorize an adult world.

The subjects selected by the author are so vital with interest, so nicely discussed—and *Sibyl Maywood's* love-story is alone worth reading the book for. No theme is neglected, from the secret of fly-fishing to the fate of a nation. Mr. Vincent gives a daring opinion regarding the success of Canada as a colony, and whether we Canadians like it or not, we would read it, and arise to prove the sayer wrong.

Here are some bright sayings overheard in the circle:—

Men are losing their instincts, and not getting brains fast enough to supply the loss of animal talents.

The thing is to make folks curious. You print a placard upside down or spell a word backward, and every second man will be mad to read them.

The worst of being a fool is that experience is of no use.

When you present a man with a true picture of himself, he no more believes it is he himself, than does a monkey who first sees himself in a mirror.

We may divide great men into two sets, those who die too soon, and those who live too long.

Now when this artless child said "beautiful," it acquired a fresh value, like worn gold re-issued from a royal mint.

Genius is a glad freak of nature in a good humor. It has in a sense neither grandfather nor grandchild.

"Oh, tact," said I, "is a gift of nature, unteachable. A duke may miss it, a mechanic have it."

I returned that there was no insurance against the fire of genius and that other folks were apt to get a trifle singed.

Usually in these days of concealment and self-control, only a part of a man's nature gets written clearly on his face. This is the interest of the sixteenth century portraits. The time unmuzzled all passions, all personal qualities. It was fatal to Italy; it was fortunate for the artist.

"Selling is a particular talent," said I. "Yes some men can sell anybody anything. I once sold a threshing-machine to a confectioner. I could sell ice in Greenland, or hot-air furnaces in Ashanti." Published by The Copp, Clarke Co., Limited, Toronto.

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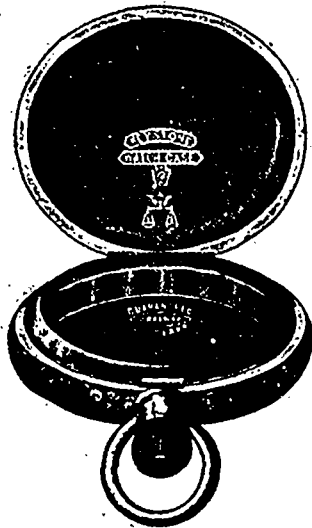
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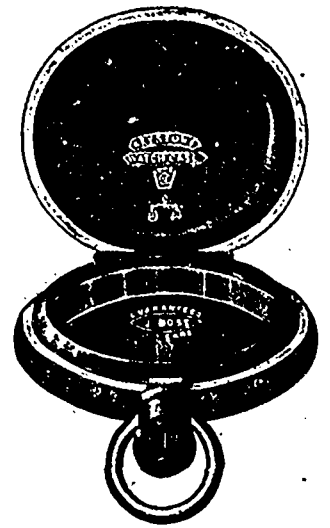
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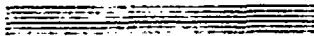


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