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JUNE, 1890.



# T. H. LEE & SON

As we have for over Ten Years carried

## THE LARGEST STOCK OF WALTHAM WATCHES

in Canada, we take this opportunity to inform our numerous Customers that we still continue to do so, and at all times can supply every Size and Grade.  
Also any make of

## *GOLD AND FILLED CASES,*

AT SPECIAL PRICES.

A FULL ASSORTMENT OF SPLIT SECONDS, CHRONOGRAPHS AND REPEATERS, BOTH SWISS AND AMERICAN.

T. H. LEE & SON,

1 WELLINGTON ST. EAST, TORONTO.



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

**31 WELLINGTON ST. EAST,  
TORONTO.**

**WATCHES WATCHES**

**AS AN AMERICAN WATCH HOUSE**

**⇨ WE LEAD. ⇨**

Our assortment is at all times so great that our mail orders have grown large, and with the preparations we have made, we want them larger.

**Remember we supply all American Filled, Silver and Nickel Cases still at old prices as before duty was raised.**

**D**ID you get our Watch Case Price List?  
DID you study the prices and note

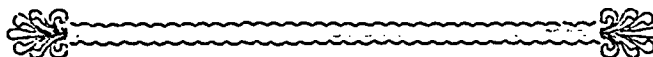


The low quotations upon O. F. Montauk Screw Bezels,

Bates & Bacon Orient Hunting Filled Cases,

Hunting and O. F. Filled Cases of Canadian Manufacture,

Nevada Silver Cases and National Double Stock Cases?



**WE HAVE** { A large stock of Silveroid K. W. Nickel Cases at old prices.  
A large stock of Waltham Silver Screw Bezels and Century Inlaid at old prices.



Your orders are filled by an experienced staff who know the wants of the Trade.

**NOTE—Did you get sheets of our Clock Leaders? Note our material add page 40.**



must do the same, or fall into the pit.

Our list of *Watch Cases* now in the hands of the trade is *the closest* yet issued by a Canadian house. We expect to be able at an early date to make a *further reduction*, and would recommend dealers to *buy sparingly* at present. Especially beware of special (?) drives, of which there seems to be a plethora just now. We will have *plenty of regular goods* at right prices that will pay you far better to put in stock.

**WATCH CASES—**

These goods, as we announced in our special insert of last month, are at last free from the control of the Jobbers' Association, and will now be sold at legitimate prices. We are strong believers in the doctrines of *Free Trade*, and quite satisfied to carry on our business without the assistance of any *legislative body*, political or *commercial*. Trade, like water, will find its level when free and unfettered, and this result will follow by the withdrawal of *artificial* support from the *prices* of Watch Cases; they will be *sold closer* than hitherto, and those who cannot stay in the race will have to drop out. We hear a great deal about "selling below cost," "slaughtering prices," &c., as the outcome of the abolition of a recognised case list. This is all nonsense; the jobbing houses who are trading with their own money are not likely to do any business without a profit, and those not so fortunately situated

**SILVER CASES.**—We have reduced the price of every line, and will quote special discounts for quantity orders.

**FILLED CASES.**—We quote very low prices, in some lines a drop of one-eighth from former Association list. We will have this month a line of **Domestic-Made Hunting** goods that will be better value than any *specials (?)* in the market; wait for them.

**GOLD CASES.**—As usual, we lead in selection and value.

Long-winded open accounts we are not anxious for, believing that short, defined terms and close prices are beneficial alike to Manufacturer, Jobber, Retailer and Consumer.

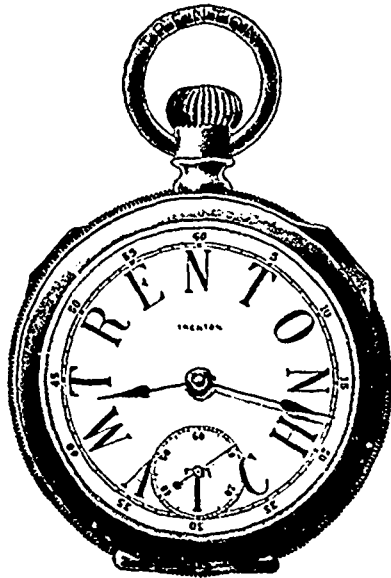


# TRENTON WATCHES.

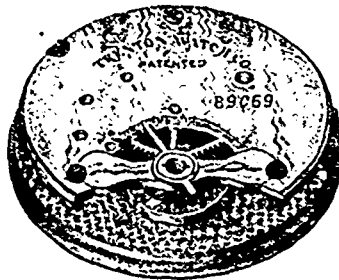
THE BEST LOW PRICED ARTICLE IN THE MARKET.

---

Any jewelry firm who will send us an order for one dozen Watches, we will furnish with an electrotype similar to this cut, to be used in advertising his business.



WE CAN SUPPLY THEM IN  
NICKEL, FILLED, SILVER OR GOLD CASES.



NICKEL OR GILT MOVEMENTS, QUICK TRAIN  
STRAIGHT LINE LEVER ESCAPEMENTS.

---

Agents for Canada, The Goldsmiths' Stock Company of Canada, Limited.



# ENGRAVED BAND RINGS

OF AMERICAN MANUFACTURE.

ORIGINAL PATTERNS.



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Perfectly Finished



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by expert tradesmen,



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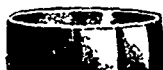


18

and as low in price, quality considered,



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as copied designs.



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Supplied by Domestic Producers.

Selling Agents for Canada, The Goldsmiths' Stock Company of Canada, Limited.



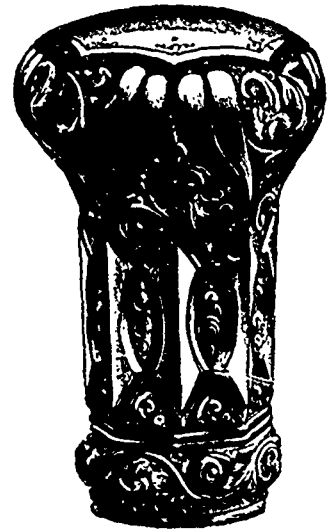
# GOLD AND SILVER HEAD CANES,



207



208



203



POLO CROOK.

A large assortment of select engraved goods in 12k., 14k.  
and 16k., with Ebony, Rosewood or  
Snakewood sticks.

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WRITE FOR OUR ILLUSTRATED CATALOGUE.

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The Goldsmiths' Stock Company of Canada, Limited.



# SIMPSON, HALL, MILLER & CO.,

—MANUFACTURERS OF—

## Artistic and Useful Hollow Ware.

Our Hollow Ware is heavily Electro-Plated upon Fine Hard White Metal, and there is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

**OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.**

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.



Every Piece is Stamped Thus.

TRADE MARK FOR



HOLLOW WARE.

All our Flat-Ware bears this TradeMark.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

And is Fully Guaranteed.

OUR SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN  
**EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.**

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

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





**BUY THE BEST.**

# THE HAMPDEN WATCHES



EXCEL ALL

OTHERS



## AS ACCURATE TIME-KEEPERS.

The Watch Movements manufactured by the Hampden Watch Co. are the best Movements made, and the guarantee on them is almost without limit.

# CAUTION

We have found that it is almost impossible to have an Adjusted Watch reach the dealer in perfect condition when packed in Tin Boxes, and for this reason have gone to the expense of putting Skeleton Cases on all our Adjusted Watches. Since this was done, the Watches have made a most wonderful record for time, and their sale has increased three hundred per cent. during the past year.

We have also found that nine tenths of the so-called Watch Cases now manufactured by the Trust and sold under the various Dust-Proof and Anti-Magnetic names, are not turned true and therefore do not hold the Movement without binding somewhere on the Plates, which pressure on a Pillar Watch throws the Train out of upright and crowds the Top Plate in an opposite direction from the Pillar Plate, therefore causes the Pivots to stick in the Jewels, destroying the factory rating and the running of the Watch.

All Adjusted Watches in Skeleton Cases, please run without taking down, in order to ascertain if injured in shipment. If found perfect, they also ought to keep time as well when put in the Case. If not, the fault is with the Case.

Yours respectfully,

THE DUEBER WATCH CASE MFG. CO.

Address all orders to

# WILLIAM ALLEN YOUNG,

Bank of Commerce Building,  
**LONDON, ONT.**

Sole Canadian Wholesale Agent for the Sale of  
**HAMPDEN WATCHES.**



# WILLIAM ALLEN YOUNG,

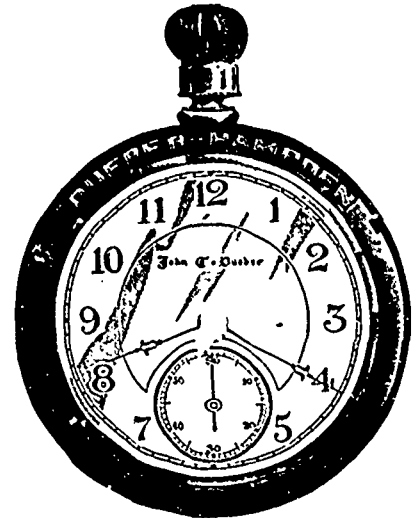
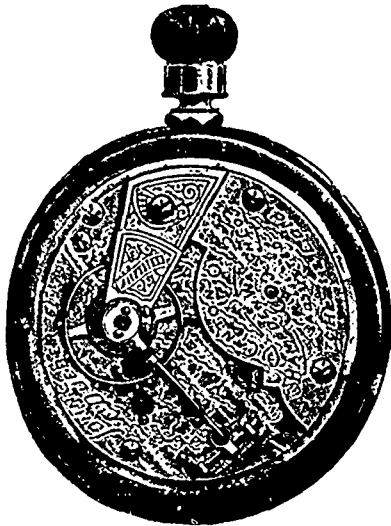
Bank of Commerce Building, . . . LONDON, ONT.

SOLE CANADIAN WHOLESALE AGENT

## HAMPDEN WATCHES.

# 3 THREE NEW MOVEMENTS 3

18 SIZE HUNTING AND OPEN FACE.



**"JOHN C. DUEBER."** Nickel, 15 Ruby Jewels, in settings adjusted to heat and cold, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator. Specially guaranteed to be the best time-keeper in the world for the price, and superior to any other full plate Watch made outside of the Hampden Watch Factories.

**"DUEBER."** Nickel, 15 Ruby Jewels in settings, sunk Seconds and Circle Dial, upright Arabic Figures and Seconds, Breguet Hair Spring, Compensation Balance, Patent Regulator.

**"THE DUEBER WATCH CO"** Nickel, 11 Jewels in settings, Patent Regulator, Roman Circle Dial, Spade Hands.

**NOTHING BETTER MADE FOR THE PRICE.**

Jewelers who are not "BACK NUMBERS" keep the Dueber-Hampden Watches in stock. There is more money for the dealer, and better satisfaction to the wearer in the Dueber-Hampden than any other Yankee watch made.

Write for Price List and Samples of above new Movements if you have not already placed order.

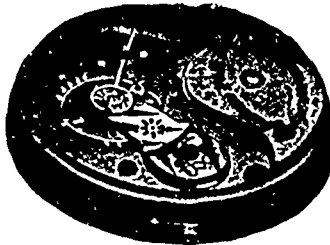
**THE TRADE ONLY SUPPLIED.**

# BUY THE BEST, THE HAMPDEN WATCHES



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18 Size, Gilt.—No. 30, Hunting, or No. 90 Open Face, pendant set, 7 jewels, tempered hair spring, sunk seconds dial.



18 Size, Gilt.—No. 21, Hunting, or No. 91 Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, sunk seconds dial.



18 Size, Nickel.—No. 22, Hunting, or No. 92 Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, patent regulator, sunk seconds dial.



18 Size Gilt.—No. 32, Hunting, or No. 31, Open Face, pendant set, 15 jewels in settings, Breguet hair spring, patent regulator, sunk seconds dial.



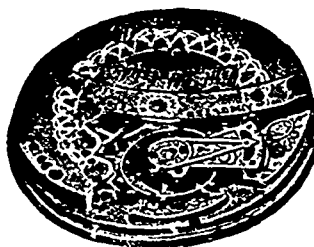
18 Size, Nickel.—No. 31, Hunting, or No. 91, Open Face, pendant set, 15 jewels in settings, Breguet hair spring, patent regulator, sunk seconds dial.



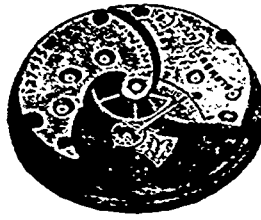
18 Size, Gilt.—No. 41, Hunting, or No. 81, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, sunk seconds dial.



18 Size, Nickel.—No. 43, Hunting, or No. 83, Open Face, pendant set, 11 jewels, upper holes jewelled, tempered hair spring, patent regulator, sunk seconds dial.



18 Size, Nickel.—No. 46, Hunting, or No. 86, Open Face, pendant set, 15 jewels adjusted, Breguet hair spring, patent regulator, double sunk dial, jewels in red gold settings.



6 Size, Gilt.—No. 51, 11 jewels, 4 upper holes jewelled, tempered hair spring, sunk seconds dial.

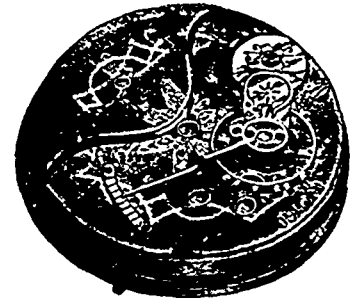


6 Size, Nickel.—No. 55, 15 jewels, adjusted, jewels set in red gold settings, tempered hair spring, sunk seconds dial.

Also No. 50, 6 Size, 7 jewels, tempered hair spring, sunk seconds dial.



18 Size, Nickel.—No. 31, Hunting, or No. 95, Open Face, pendant set, 15 jewels, adjusted, jewels set in gold, Breguet hair spring, sunk seconds dial.



18 Size, Nickel.—No. 27, Hunting, or No. 97, Open Face, pendant set, 16 jewels, adjusted, extra centre jewels, Breguet hair spring, patent regulator, double sunk dial, jewels set in red gold settings.

Also

18 Size, Nickel.—No. 28, Hunting, or No. 98, Open Face, pendant set, 16 jewels, adjusted, jewels set in red gold settings, extra centre jewels, Breguet hair spring, double sunk dial, patent regulator, damaskened in gold and nickel.



18 Size, Nickel.—No. 18, Hunting, or No. 99, Open Face, pendant set, 16 jewels, adjusted to position, isochronism and temperature, finest rubies set in raised gold settings, extra large ruby centre jewel, Breguet hair spring, double sunk dial, patent regulator, damaskened in gold and nickel.



18 Size, Nickel.—No. 47, Hunting, or No. 87, Open Face, pendant set, 16 jewels, adjusted extra centre jewel, Breguet hair spring, patent regulator and sunk dial, jewels in gold settings.

FOR SALE BY

H. ELLIS,

14 WELLINGTON ST. W., TORONTO,

IMPORTER OF

WATCHES, JEWELRY

WATCH & CLOCK MATERIALS, TOOLS, &c.

A FULL STOCK OF COLUMBUS MOVEMENTS  
CONSTANTLY ON HAND.



TORONTO, ONT., JUNE, 1890.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in Jewelry, and kindred goods in the Dominion of Canada. Price to all others \$1.00 per annum, payable strictly in advance.

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

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

67 ADELAIDE ST. W., TORONTO, ONT.

### SPECIAL NOTICE.

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

## EDITORIAL.

### THE OUTLOOK.

**A**LTHOUGH the spring business has been slower than usual, there are not wanting signs of improvement. So far, the weather—although cool and somewhat wet—has on the whole been exceedingly favorable for the growth of farm crops of all kinds, and our farmers are looking hopefully forward to a large return for their labors. Nothing that we know of would do this country more good than a bountiful harvest, especially if it were supplemented by higher prices for farm products than have been obtained for the past few years.

During the past month grain and farm produce of almost all kinds have advanced considerably in value, and the result has been to put more money in circulation and to develop a more hopeful feeling throughout the country.

The jewelry business, dealing as it does almost exclusively in articles of luxury, has felt the effects of the depression more keenly than other branches of trade, but we are glad to say that the past month has shown a considerable improvement over any of its predecessors this year.

Our retailers are wisely buying only for their immediate needs, and taking no risks on the future that they can avoid. In this they are wise.

We regard it as one of the healthiest signs of permanent improvement that merchants should buy only what goods they can pay for when due. The result will be that when the harvest is gathered in and the fall trade opens up, they will be "short" enough of goods and we trust "long" enough on cash to take advantage of the new and seasonable things which will be put upon the market.

While the present state of trade is not as favorable as we would like to see, it shows improvement enough to warrant us in hoping for better things in the near future.

### ACCOMMODATION PAPER.



WE have always held that when a retail merchant purchases a bill of goods on time, he does wisely to close the transaction by his promissory note. Such a course is not only good for the jobber, who is then in a position to make use of the transaction by discounting the note, but it is also a safeguard to the retailer who has paid for the goods with the note, and thus turned an uncertain obligation into a definite contract to pay at a stated time in the future.

When a jobber accepts his customer's note in closing a business transaction, the note is considered payment for the account just as much as if the cash had been paid by him. The retailer then owes for the note, and not for the goods, a thing well worth remembering by every jeweler who buys goods on credit.

While it is important that the retailer should close all transactions by note, it is equally, if not more important for him to see that the note is given for the exact amount due to his creditor. Many retailers regard notes thus given as merely a matter of form, and that as they are given for the accommodation of the jobber, they still owe for the goods they represent. This is a serious mistake, and the sooner their minds are disabused of the idea, the better for their business.

A promissory note is regarded by the law as cash, just as much as a check, bank draft, or bank bill, all of which are merely promises to pay at short dates or on demand. If retailers would thus regard the notes they give, they would, we are satisfied, in many cases be very much more particular about the amounts, and how and when they are made payable.

It is this carelessness in giving notes (arising in the majority of cases from a want of knowledge of their importance) which has crippled many a merchant who was doing well, and caused him to waste years of his valuable life.

Accommodation paper is simply a note given by one person to another for which no value has been received, and although the maker of the note may have received no benefit from it whatever, still he can be forced to pay by any other person than the one to whom it was given.

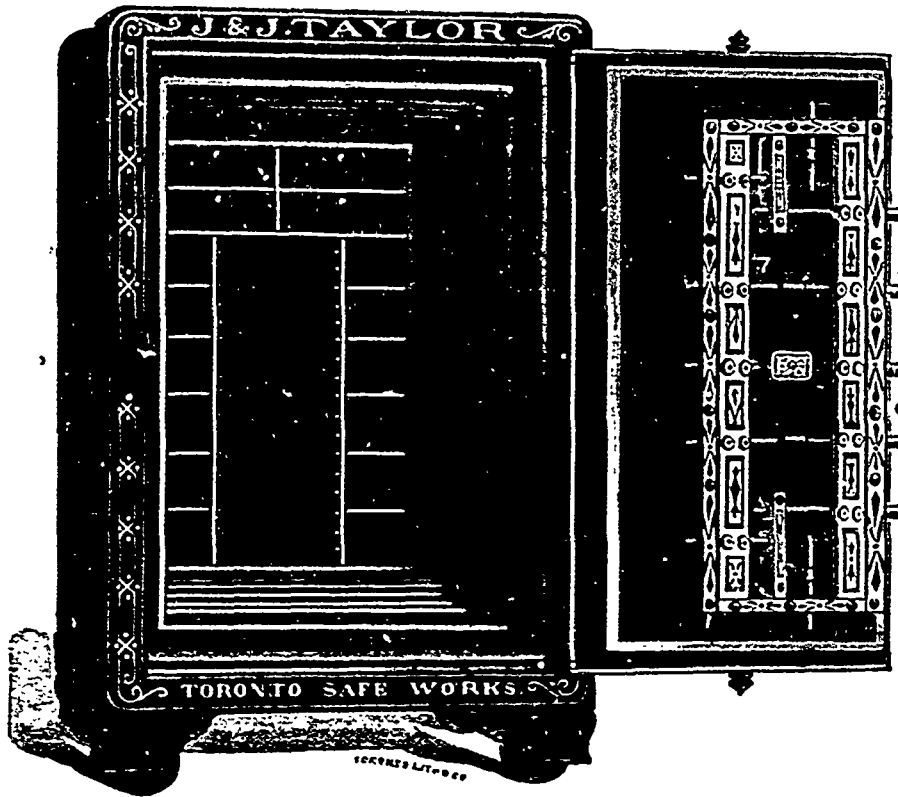
One of the most dangerous features about accommodation paper is the way in which it grows upon some merchants. It may be that when the first note is asked for, the merchant hesitates to give it; he has had no experience of such things, but he has heard that they are unsafe things to meddle with. However, he is persuaded into giving it, the jobber assuring him that he will pay it at maturity, and he need not bother his head about it any more. The transaction comes out just as the jobber predicted. At maturity the note is taken up, the retailer having had no trouble about it whatever, and the result is that after a few transactions of such a kind, he begins to regard the dangers of this kind of commercial "kiting" as liable only to happen with dealers less sharp than himself.

And in all this there is much to excuse the retailer. He does not thoroughly understand the risk he is running; he regards the jobber from whom he buys his goods as perfectly solvent and trustworthy in every respect; and further, in his desire to stand well with the firm from whom he purchases his goods, he may think that by consenting to their desires in



# SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S  
NEW STYLE  
JEWELERS' SAFE,



DOUBLE TONGUE AND GROOVE  
FIRE-PROOF DOORS.

WITHEE

## J. & J. TAYLOR, TORONTO SAFE WORKS.

**I**N ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

### FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

**T**HE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

### DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

### TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR.

and which we maintain is the best fire-proof safe now made.

CATALOGUES AND PRICES ON APPLICATION.

**J. & J. TAYLOR,**  
TORONTO SAFE WORKS,  
117 and 119 Front St. East, Toronto.



this respect, he is putting them under an obligation to him. These are the dangerous features of the thing

As a matter of fact, every retail merchant should be just as careful about giving a note as of paying out the cash. Why? Simply because they are eventually one and the same thing, for as soon as the note matures, it has to be paid in cash.

While, therefore, every credit transaction should be closed by note, care should be exercised that such notes are for the exact amounts due and no more. The simple fact of any jobber asking his customer to give him accommodation notes, should be a warning that he is an unsafe man to do such a favor for. Were he thoroughly solvent, he would never need to ask such a favor from anybody, and the fact that he is compelled to do so is proof positive that his finances are getting shaky, and therefore that he is a dealer either to be avoided or from whom only such goods should be bought as the retailer is prepared to pay for in full when due. As a rule, however, such a person is a safe one to let alone, except in the way of strictly legitimate business.

There are hundreds of retail jewelers in Canada to-day that have at one time or other in their career been bitten by means of accommodation paper, and we think they will heartily endorse every word we have said regarding the evil.

"Once bit, twice shy," and while this comes too late to do more for them than to recall disagreeable experiences in their career, we trust that it may serve to deter some of the younger men in the craft from perpetrating such an act of folly as to give their paper to anybody, or for anything for which they have not received value beforehand.

### WILL IT HELP THEM?

**O**UR esteemed contemporaries, the *Jewelers' Circular* and the *Manufacturing Jeweler*, are having a quiet discussion about the effect of free trade upon the watch manufacturing industry of the United States. The *Circular* seems to take the ground that free trade would benefit the watch industry, while the *Jeweler*, on the contrary, asserts that such a change in the tariff would seriously cripple it.

We must confess that as far as our humble judgment goes, we decidedly agree with the latter, for we do not know of any business in the United States which better illustrates the value of a protective policy in building up native industries, than this very same watch business.

The watch industry of the United States is largely an outgrowth of protection, for by no other means that we know of could it have ever got a start in the face of the competition it was subjected to from the products of the cheap and skilled labor of Europe.

Without doubt the greatest market for watches in the world is the United States, and this home market they are able practically to hold against all comers by virtue of the excellence of their own manufactures and the tariff wall over which foreign goods are compelled to climb. Take away this protection and the American manufacturers would lose just so much of their home trade, and therefore would be compelled to export just so much more goods to foreign countries in order to keep up

their present volume of business.

That it would be any advantage to the American manufacturer thus to throw away a good paying certainty for a problematical uncertainty we very much doubt, and we think that the legislation which enables them thus to control their own home market, while they are gradually building up a foreign trade with the surplus goods their own country cannot consume, is not only sound in theory, but will be approved of by the practical tests of time and experience.

So far as we can see, the American watch industry has a great future before it, but we think that they would be unwise in their anxiety for foreign trade to endanger their home market, which has been and now is the very foundation of their greatness and success in this particular branch of manufacture.

## CORRESPONDENCE.

### WHO CAN BEAT THIS?

**Editor TRADER—SIR:**  
**O**N going to repair a Waterbury watch not long since, I found what to me was an unheard of thing, viz., the spring in eighty (80) pieces. Would like to know if anyone who reads THE TRADER has ever seen anything of the kind.

JEWELER.

Knowlton, Que.

### CAN SOME OF OUR READERS ANSWER?

**Editor TRADER—SIR:**  
**R**EADER wishes to know if you can give any information on how to give gold plating the color of 10, 14 and 18 karat gold. If you cannot give the desired information will you please inform me where I can procure a book treating on gold plating and the price of same  
 Ohlge,

Dundas, May 13th, 1890.

ROBERT SMITH.

### APPROVES OF OUR REMARKS.

**Editor TRADER—SIR:**  
**I**AM much pleased with your remarks headed "What shall we do with the Botch," and your suggestion as to forming an association to institute and operate a horological school.

Such an association should be easily formed, and just as easily supported. Every man in the trade should support such a scheme. Even the botches may be made good use of in this way, and if they cannot do good work at the bench, they can do it by assisting, with a small annual subscription, to raise the rising generation above the degrading title of "botch."

Yours very truly,

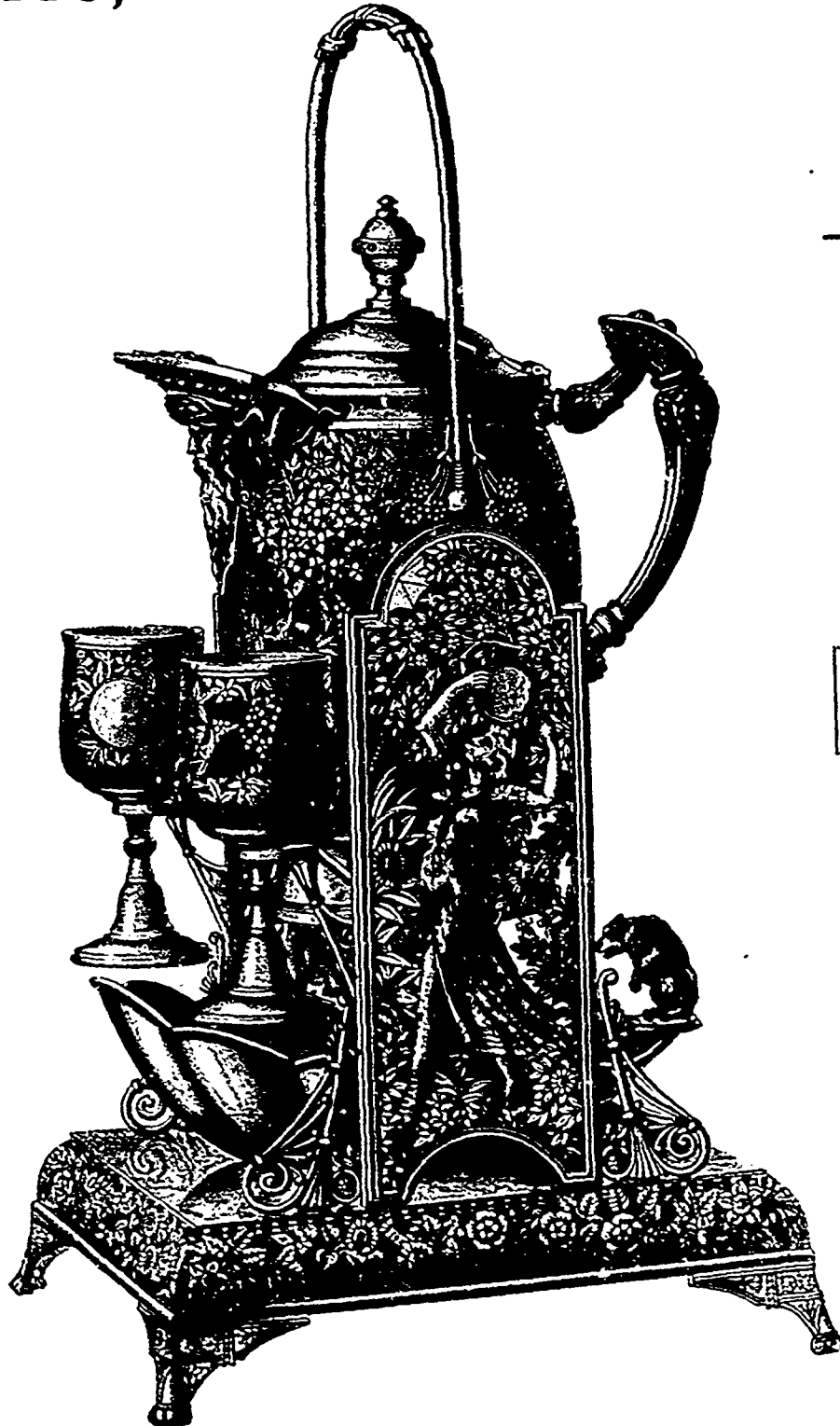
Prince Albert, Sask., April 19th, '90.

R. B. WY



# MERIDEN BRITANNIA CO'Y

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MARK  
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TRADE MARK  
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1847, ROGERS BROS., 211.  
For Genuine Rogers Goods.

NO. 65. BROCADE, EMBOSSED TILTING PITCHER SET, \$75.00.

Manufactories : Meriden, Conn., U. S., and Hamilton, Ont., Canada.

**MISSSES IT VERY MUCH.**

*Editor TRADER—SIR :*

**W**ILL you kindly send me THE TRADER to the address given below, as I miss it very much, and only receive a copy once in a while, on account of its being sent to my former address, 159 King Street west, Toronto, and oblige,

Yours truly,

712 Main St., Winnipeg, Man., M. H. SAUNDERS.  
April 30th, '90.

in favor of any trade would be made. We must look then to private enterprise for such an establishment if it ever comes. For years I have been an interested reader of your valuable paper (which you kindly send free to retailers), have benefited by the perusal of the instructive articles it always contains and have never yet said "thank you." I do so now, and wish you every success that your enterprise deserves.

I am, sir,

Yours respectfully,

T. H. ROBINSON.

Toronto, May 23rd, 1890.

**INVESTIGATE THIS!**

*Editor TRADER—SIR :*

**T**HERE was a suspicious character asked me my opinion of a very fine watch which cost over \$200. 18k. cases, Swiss, fine ruby pale jewels in solid gold settings and E. S. in case No. 27595. Gold settings, nickel movement No. 4045. I did not give a very favorable account of the watch to the person, who apparently wished to hide it on his person. I gave the numbers of the watch to the police and who had it.

Respectfully,

Hamilton, Ont. C. MOODY.

**IT HAS MATERIALIZED.**

*Editor TRADER—SIR :*

**I**HAVE received several letters and many requests from friends and members in the trade wishing me to start a Horological School. I may say that it has been my intention for the past two years to do this sooner or later, but I did not think that the time had yet arrived when one could be successfully carried on. However, the discussion *re* the "botch," which is receiving so much attention from the trade in general, as evidenced by the large number of letters in THE TRADER, plainly indicates that there is a universal desire for a Horological School.

On careful consideration, I have come to the conclusion that to operate such an institution satisfactorily to all parties concerned, too much attention cannot possibly be devoted to it. I therefore decided it would be necessary to make some other arrangement regarding my present business, and offered Mr. Henry Playtner, a friend of mine, whom I know to be a first-class watchmaker, a partnership, which he accepted, and we are now in a position to devote the necessary time and attention to the Horological School. We hope to announce in the next issue of THE TRADER that all arrangements are completed, and the School in active operation. It will be started on the lines suggested by me in my letter in the April TRADER, subject to such modification as may be deemed necessary. In the meantime those interested will on application be cheerfully furnished with full information regarding terms, instructions, facilities, etc.

Yours truly,

E. BEETON.

**MUST HAVE IT.**

*Editor TRADER—SIR :*

**T**HE majority of the letters regarding the "botch" question favor a horological school. I, and several others whom I know, trust with Mr. Hepinstall that Mr. Beeton can be induced to start such a school as he outlined. All those who desire to become masters of their trade should interest themselves in this matter and demand a school. No doubt then we will get one.

ONE WHO WANTS TO IMPROVE.

**WHAT IS WANTED?**

*Editor TRADER—SIR :*

**A**S you have invited replies to the query "What shall we do with the Botch?" I would say that it seems to me very little can be done with him if he belongs to that class of whom the proverb said, "let him alone." But something can be done for those who are willing to avoid such a reputation. A horological school is what is wanted, one such as described by Mr. Beeton would fill the bill. They are a success on the other side, and surely one properly conducted and equipped would meet with support from those who have the interest of the trade at heart.

I do not agree with those who hope for government aid in this direction, because I think it unlikely that discrimination

**A WORD ABOUT CLOCKS.**

*Editor TRADER—SIR :*

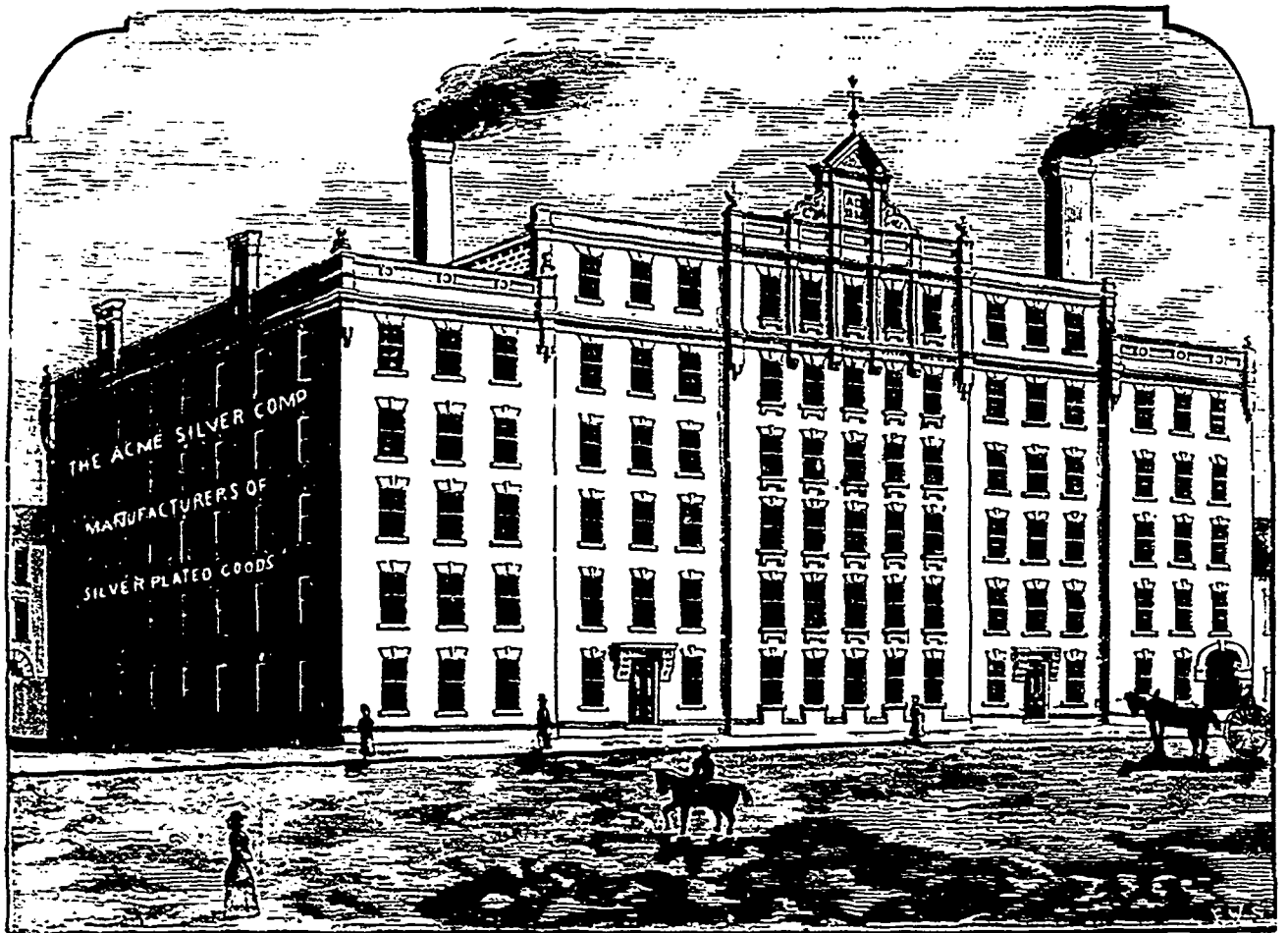
**F**OR some time past we have been the only manufacturers of clocks in the Dominion of Canada, you will perhaps like to know how the new tariff will affect the clock business. For over two years we endeavored to secure a reduction in the duty on clock movements from the Canadian Government, and early this year became discouraged of securing the needed assistance. Last fall we started a branch factory in Plattsburgh, New York, which has proved a very successful venture, and feeling uncertain that





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The Largest Silver Plate Factory in Canada and  
the Third Largest on this Continent.



*We expect to occupy the above Building in July.*

# THE ACME SILVER COMPANY,

TORONTO.



our claim for a reduction on clock movements would be recognized at the late session of Parliament, we decided about two months ago to close our Canadian factory, at least temporarily, as the spring trade was about over, and there would not be much done until fall, besides which we wished to concentrate our energies in extending the operations of our Plattsburgh factory. We are manufacturing some novelties which have been so successful that we are burdened with orders for them. Now that we have secured the long hoped for reduction in the tariff on clock movements, we expect to be able to successfully compete in the Canadian market with American made goods, and it is therefore our intention in the latter part of the summer to re-open our Canadian factory with a better equipment of machinery and appliances for turning out first-class goods than we had in Montreal. The Canadian trade will remember that we put on the market last year some novelties in clock cases which we called Composite Mantels. These being the first goods of the kind produced, we naturally had to overcome some difficulties, and could not therefore put as perfect a case on the market as we will soon be enabled to do. We have adopted an entirely new method of manufacture of our specialty "Wood Fiber," and by this means can produce some elegantly finished goods at very reasonable prices. Once we get ahead of our orders for the American trade, we will again push business in Canada, and the trade may expect to hear from us in the early fall.

Yours truly,

EDW. P. BAIRD & Co.

Plattsburgh, N. Y., May 21st, '90.

### A GRIEVANCE AIRED.

Editor TRADER—SIR:

I HAVE a grievance I would like to air through THE TRADER, and it is this: Last week a traveller for a wholesale house came to our town, and I bought a bill of goods from him. After he had left town I found that he had sold the hotelkeeper a watch and chain for himself, and a gold brooch and earrings for his wife. Now this hotelkeeper is a customer of mine, and had been talking to me for some time past about buying these goods from me, so that I have been euchered out of my profit on this sale. Not only that, but the hotel man bought the goods so much cheaper than I asked him for them, that he swears I was going to cheat him, and I have probably lost his custom for good. Now, sir, you are never afraid to say what you think about such things, will you kindly give your advice as to how I should act in this case. Trusting that you will give this kick space in your valuable journal, I am,

Yours truly,

May 14th, '90.

KICKER.

[NOTE.—The only advice we can offer in this case is exactly the same as we have offered through these columns a dozen times before, and it is this: Acquaint the house represented by the traveller complained of with all the particulars of the case, and if they back him up and refuse to do the square thing by you in the matter of commission on the sale complained of,

why your only recourse is to stop dealing with the house. A wholesale jeweler is supposed to sell exclusively to the legitimate jewelry trade, and as a rule most of our wholesalers adhere to this principle. If any of them prefer to cater for the public instead of the trade they have the right to do so, but the trade on the other hand have the right to say, you have chosen to sell to my customers, therefore you cannot sell to me. This is a fair and honest position to take, and it is one, moreover, that almost every jobber and manufacturer concedes to be right in principle. We don't believe in "boycotts," except in the individual fashion outlined above, but in such a case we would consider it not only justifiable, but good common-sense business.—ED. TRADER.]

### MODERN WATCH REPAIRING IN A MODERN WORKSHOP.

BY E. BEETON, TORONTO.

MAKING A POTANCE FOR AN ENGLISH LEVER.

It is not often that one finds it necessary to make a new potance for an English lever movement, but occasionally a case is met with where the potance has been botched up, usually for the purpose of preventing the balance with an imperfect balance staff from rubbing on the plate. Sometimes it will be scraped and filed on the under side without meddling with the steady pins, again, the steady pins will be driven out and either replaced so as to leave the potance jewel hole out of upright with the balance rock hole, or else left out entirely on the principle that "everything goes," and I have seen cases where the potance was soft soldered and shellacked to the plate, but such are, happily, rare. When a defective potance is met with it is far better to make a new one at once than to attempt to make the old do, because in nine cases out of ten the new one can be made in less time.

In the first place get a solid piece of brass slightly larger every way than the finished potance is to be, lay it on the plate so that it covers all the steady pin holes in the plate and also the hole the balance staff and roller goes through, holding the brass against the plate firmly with the fingers, with a small countersink make a centre mark on it through the hole in the plate that receives the screw that holds the two together. Drill a hole through the brass plate from the centre mark about the same size as the potance screw that is to go through it, then cement the brass plate on to an old watch plate and by means of the slide rest turn one side of it perfectly flat, remove it, clean off cement, and placing it in universal head with the unfinished side outward, turn out a sink to receive the screw head, of such a depth that the thread will project through the other side sufficiently to screw it to the plate. Remove from universal head and screw to plate and mark the positions for the steady pins through the steady pin holes in the plate, drill the holes and tap them, then put a piece of brass wire in wire chuck in lathe and turn the steady pins to size and tap them to fit the tapped holes in brass, fit the steady pins, then screw the potance blank to the plate, then put the plate in universal head with potance blank outward and turn the face of it off true and sufficiently to be properly clear of the centre wheel. The blank is now in readiness to have the jewels fitted which



# GEORGE CHILLAS.

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WATCHES.



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*I make a Specialty of Caseing all 3-4 Plate Movements  
in Silver, Filled and Gold, thus saving the  
Retailer the trouble of fitting.*

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Original Designs of Engravings procured from best makers  
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SWISS WATCHES.

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is done as follows:—Screw the balance cock with the hole jewel in place, to the plate and insert plate in universal head centering from the balance jewel hole in cock, then make centre mark in potance blank and drill a small hole through it. This hole of course is perfectly true with the jewel hole in cock, next cut out the hole in potance blank to fit the potance hole jewel and cap jewel. 18-size American (or smaller if necessary) jewels had better be used as it is much easier to fit an American cap jewel in setting than to file a dovetail and fit a dovetail slip, besides it makes a neater job. Next remove the plate from lathe, take off the balance cock and take out the potance jewels and replace the plate with potance attached in the universal head with the upper side of plate outward, and centering from the hole in potance turn away the surplus metal to accommodate the table roller and fork and then afterwards file the end of the potance away opposite the fork so that the fork can be inserted in its place between the banking pins. Next screw the potance again to the plate and place in universal head and centering from the hole in barrel bridge turn away the side of the potance next the barrel so as to clear the fusee chain from rubbing against it, next centre from the fusee pivot hole in plate and turn away that part of the potance that would otherwise touch the fusee, next centre from the fourth jewel hole and turn the potance away to clear it from the fourth wheel, the little part left between the two last cuttings can be filed away. It only remains now to drill the holes, tap and countersink them for the jewel screws in potance. The countersink can either be turned out with slide rest or a cutting tool can be made to fit in tailstock spindle of the requisite size and shaped at the end like a screw driver or chisel, and after having centered by the jewel screw hole, feed this cutting tool against the potance and cut the screw head sink to the proper depth so as to leave the head of screw flush with the potance. The potance can now be smoothed off with water and stone, scatch-brushed and gilded.

## PRACTICAL HINTS ON WATCH REPAIRING.

BY EXCELSIOR.

THE DUPLEX ESCAPEMENT.—CONTINUED.

(488) In drawing the wheel and roller action, first lay off a straight line  $db$ , Fig. 31. Next set the dividers to thirty times the radius of the repose wheel, and draw the curve  $xx$ . By making our drawing on a scale of thirty times the real dimensions, we secure clearness and exactness, and when done we have only to diminish to  $\frac{1}{30}$  and we have the actual size of any part. The repose wheel having 15 teeth, the points will be  $\frac{1}{4}$  of  $360$ , or  $24^\circ$ , apart. Supposing one tooth to be on the line of centres  $db$ , its point at  $o$ , we next draw the lines  $dO$ ,  $dO$ , from the centre  $d$ , and  $24^\circ$  each side of  $db$ . The crossings of these lines and the curve  $xx$ , locate the points of the two other repose teeth, whose front faces will be in the lines  $dO$ , running to the centre. In some cases the sides of the teeth incline each way from the radial line through their points, forming what are called star teeth. To find the length of the repose teeth, we will suppose the size of the impulse wheel to have been fixed upon, (514), set the dividers to 30 times its radius, and draw the curve  $yy$ . Then finish the repose teeth  $O$ ,  $o$ ,  $O$ . This completes the re-

pose wheel—that part of it which suffices for our figure. The impulse teeth are half way between the repose teeth and their points in the circle  $yy$ , therefore the lines  $dp$ ,  $12^\circ$  each side of  $db$ , will cross curve  $yy$  at the proper places for the points of the impulse teeth, at  $P$ ,  $P$ .

(489) We will take the roller to be  $\frac{1}{3}$  the distance between two repose teeth. Divide the arc  $Oo$ , at the left of  $db$ , into six equal parts, and set the dividers to one of those parts, which will be the radius of the roller. There are two ways of drawing the roller and getting it properly applied and fitted upon the repose wheel circle. First, take a separate piece of stiff paper, and, with the dividers set as before described, draw the circle shown in the small cut at the left of Fig. 31. Through the centre  $e'$ , mark the line  $db'$ . The roller having a small lift of  $30'$ , we draw the lines  $ew'$ ,  $ew'$ ,  $15^\circ$  each side of  $db'$ , and  $30^\circ$  apart. Now, with a fine needle point, prick the paper exactly at the crossings of the lines  $ew'$  and the circle at  $a$  and  $c$ , then cut the paper out as shown by the dotted lines, cutting very accurately upon the lines which run from  $w'$ ,  $w'$ , past the points  $a$  and  $c$ . Place this slip over the drawing before made, keeping the line  $db'$  exactly over the same line in the large figure, and slide it down along this line till the points  $a$  and  $c$  are exactly upon the curve  $xx$ . Hold the slip there, and, with the needle point, carefully mark, through the slip, the points  $a$ ,  $c$  and  $e$ , and remove the slip. If this has been properly done, the points  $a$  and  $c$  upon the curve  $xx$  will be  $30'$  apart, measured from  $e$  on the line  $db$ . From  $e$  as the centre draw the circle of the roller, and from  $e$  through  $a$  and  $c$  draw lines  $ew$ ,  $ew$ , as on the small slip.

(490) Another way is to mark upon the slip the circle and the lines  $ew'$ ,  $ew'$ , as before, to find the points  $a$  and  $c$ , where they cross the circle of the roller. Then, with the dividers, very carefully transfer the distance between  $a$  and  $c$  to the curve  $xx$ , having one-half on each side of line  $db$ . Next, set the dividers from  $a$  to  $c$ , on the slip, put one point on the mark  $a$ , which we have just made on the curve  $xx$ , and with the other point strike a short curve across the line  $db$ . Then set one point on the mark  $c$ , and strike another curve across  $db$ . Where these curves cross will be upon the line  $db$ , if properly done, and will give us  $e$ , the centre of the roller from which we draw the roller circle, etc., as before.

(491) The notch can now be drawn, between the lines  $ew$ ,  $ew$ . The tooth  $o$ , being on the line of centres, is supposed to be in the notch. But if the notch has gone back and around up to  $b$ , the point of the repose tooth will be at  $a$ , locked on the roller. When the notch comes down, the tooth drops into it and presses the roller around till the acting lip reaches  $c$ , when the tooth passes out, and an impulse tooth engages with the finger. Therefore the angular distance between the lines  $da$  and  $dc$  indicates the forward movement of the wheel during the small-lift, while, during the same time, the roller has gone over the angle included between  $ew$  and  $ew$ , or  $30^\circ$ .

(492) The foregoing process is easily modified for drawing this escapement in the Chinese duplex, by dividing the circle of the repose wheel into as many equal parts as there are groupes of teeth—say 6,  $60^\circ$  apart. Let the small cut at the right of Fig. 3. be one pair of teeth,  $db$  the line of centres, and one tooth resting on the repose of the roller at  $a$ . Measure off on the curve  $xx$  the distance necessary to give proper clearance to



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AMERICAN WALTHAM WATCH CO.

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the roller used, say  $10^\circ$ , for the last tooth. This leaves  $50^\circ$  between the front tooth of this pair and the last tooth of the next pair, which, being halved, will locate the point of the impulse tooth between. I would say here that the figures are not drawn in the proportion stated in the description,—the roller for instance, being much larger than described, in order to secure clearness without having the drawings too large. The points of the repose teeth would also be quite broad, instead of sharp as those shown. We are now prepared to examine the wheel and roller action in the watch with any required minuteness, and, if necessary, to replace defective parts with others which will be correct, and suited to the peculiarities of the case. The method of testing the duplex escapement with the anglemeter will be deferred till we have also considered the wheel and pallet action.

(493) Supposing that we have to select a roller jewel, first see that the balance staff is true; or, if not, that the part which carries the jewel is so. Then the hole through the roller should

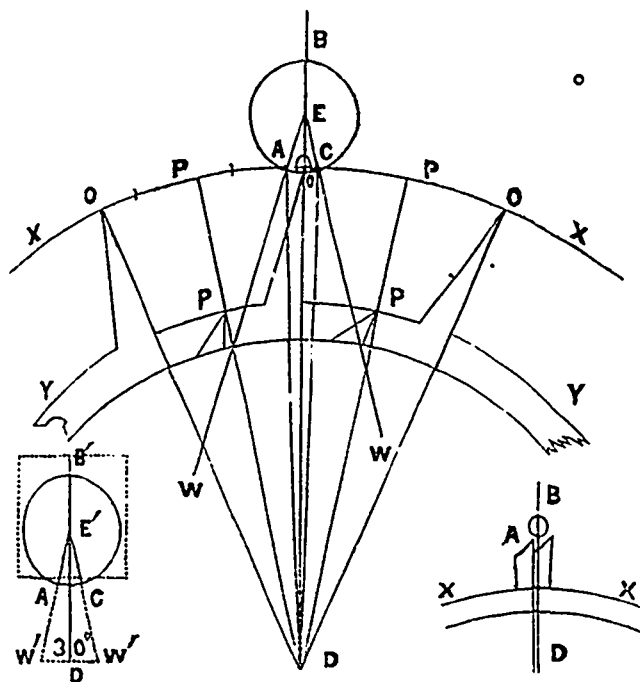


Fig. 31.

fit the staff well, but not go on tightly, as the greater expansion of the metal would sooner or later split the jewel, and probably in cementing it on. If the staff is too large, it can be turned or filed down in the lathe, and should be left rough, as it holds the cement better than if polished. If the staff is too small, it can often be enlarged a little to fill the hole by cleaning off all cement, rest that part on some level surface, then press a sharp knife edge upon it and roll it over, holding the edge inclined so as to cut a spiral instead of a ring. If the staff is quite soft it may be rolled between two sharp files with hard pressure, being careful not to mar the pivot. A few fine cuts with a sharp chisel edge may raise slight burrs upon the staff. But a soft staff is unsafe from its weakness, being liable to split the jewel by springing in it, and its trembling will affect the action of the tooth upon it, and render close regulation impossible. If the lower pivot is bent, never undertake to straighten it with the roller on, as the springing inside the jewel

is almost certain to split it. If the shoulder of the staff is not square, but tapering, or has a "lump" in the corner, do not force the jewel up while cementing it, as the wedging in the hole will pry it apart. If the roller ought to go higher up on the staff than it will while fitting loosely, always turn or file a square shoulder before putting the jewel on.

(494) The common rule for the diameter of the roller is to take  $\frac{3}{4}$  the distance between the points of two repose teeth, (485), or  $\frac{1}{16}$  the diameter of the repose wheel. But, as already stated, in large watches with wide and stiff mainsprings a larger roller is proper, and with a weak spring a smaller roller is advisable. The notch should be highly polished, (as well as the exterior,) not too wide, and the lips sound, and not too much rounded, (487) The length of the roller should be as great as will allow the washer, when cemented on, to be well clear from the hole jewel. If too long it can be ground off on diamond laps, or even on prepared glass or cornelian plates, with diamond dust. Cement the jewel firmly in a piece of hollow wire, with the poorest or most ragged end projecting out of the wax the distance it is to be ground off, and first take off around the edges, finishing by leveling down the centre.

(495) For cementing the jewel on, we want a temper-drawer long enough to project well beyond the balance rim, say  $\frac{1}{2}$  inch, made of copper wire nearly  $\frac{1}{16}$  inch in diameter, bent so as to clasp the impulse collet or on the staff between the balance and the impulse finger, tightly enough to hold itself up free from contact with the balance rim. With care a jewel can safely be cemented fast without removing the hair-spring from the staff. Hold the bow of the temper-drawer (295) in the edge of the flame of the alcohol lamp till the washer and roller can be moved freely, slide the roller up and down on the staff to get the cement well in the hole, then push it down to its place, slip the washer on, adjust the position of the notch, then with the tweezers in the bow throw it off, and let the whole cool. No more heat must be used than just enough to make the cement flow freely. To apply the cement, while the bow is warming, melt the cement a little and touch the soft part to something, when it will stick and can be drawn out into a thread. Raise the roller a little, touch this thread to the staff between the roller and its shoulder, and the heat of the staff will melt the cement, which can be wound around it, both above and below the jewel, then push the washer down to make all the parts fit closely together. If there is no washer, its place can be supplied with the cement, getting on just enough, and by holding the staff vertically it will readily flow into a handsome conical mass, tapering from the size of the roller to that of the pivot. If too much or too little cement is used, correct the quantity and try again, till you get a smooth uniform cone. Finally clean the wax off the roller and pivot with a brass knife-edged tool, that will not cut or scratch the pivot, and pick out the notch with a sharp brass point.

(496) In adjusting the roller on the staff, it will be a great convenience to always place the notch exactly under one of the balance arms. This makes it much easier to see that it is in beat, and to know where the notch is when adjusting the position of the impulse finger. The common way of doing this is to hold the jewel with a pair of fine tweezers, whose points are straight inside, with one point resting on the two lips of the notch. The central line of the notch will thus be brought



# ELGIN NATIONAL



*NEW ISSUE.*



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# WATCH COMPANY



at right angles to the inner surface of the tweezer point, which should be adjusted at right angles to the balance arm, and the centre of the notch will of course be under the centre of the arm. Any one with a mechanical eye can get the tweezers "square across" the arm without trouble, but it will take but a moment to make a guide mark on the rim, at right angles to the arm. To find where the notch is, by the eye, get the parts in such a position that you can see both lips plainly, then turn the balance till they are seen to be in the centre of the roller, and note the point of the rim which is in a straight line between the notch and the eye. Some workmen adjust the position of the notch by holding the balance with the arm pointing to the eye, then move the roller by a fine pin point till the notch is exactly between the eye and the centre of the staff, while the cement is soft. When the roller is once correctly made fast, it is not to be changed, but the hair-spring and the impulse finger must be moved, in making any of the adjustments of the escapement.

(497) Before leaving it, test if the roller is concentric on the staff, by whirling it in the calipers. If not, find the cause. No matter what that is, the defect, if serious, must be remedied, as the action would be untrustworthy and unsafe. If the foregoing directions have been followed, there cannot be any material error, but when cleaning or repairing a watch, the roller will often be found out of centre. Should the fault be slight, and caused by the staff being too small for the hole in the jewel, it may be corrected by merely softening the cement and pressing the jewel in the right direction. What that direction is depends on the depthing of the repose wheel in the roller, (479, 527). If the depthing is shallow, the roller should be pushed towards the letter *x*, in the left of Fig. 31. That is about where the tooth strikes upon the roller at the end of the large-lift, and makes the depthing safer at that point and on the repose at *a*. If the depthing is already too deep, as shown by too much small lift, (479, 503), the roller may be pressed directly backwards towards *b*, along the line *db*. Having fastened the temper-drawer on and softened the cement, hold the balance with that side upward against which you wish to press, put the tweezers in the bow and throw it off, then immediately rest one point on the jewel at the highest side, while the other point rests on the pivot pressing the washer up against the jewel—otherwise the swelling of the cement might move the roller and washer down on the staff. Be careful to press directly *downward* only, and not either forward or backward, as that would turn the jewel on the staff. Hold the tweezers perfectly still for a moment, till the cement begins to cool, then lift them off directly upward, but the balance should be held in the same position till the shellac is solid. Be sure that there is plenty of cement, and both the jewel and its washer firmly fixed on the staff, supporting and strengthening it from the shoulder of the impulse finger to that of the pivot.

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PARIS officers going to seize the goods of a woman against whom a judgment had been obtained found her lying apparently dead and prepared for burial in her rooms. They were about to retire when one of them could not resist the temptation to pinch the plump arm of the woman. The supposed corpse promptly sat up on the bier and gave the impertinent officer a regular dressing down before she remembered that she was dead to her creditors.

## SELECTED MATTER.

### JIM SMITH, THE JEWELRY DRUMMER.

#### CHAPTER I.

INTRODUCTORY—STARTING OUT ON A LONG TRIP—THE RIVAL TRADESMEN—HOW ONE WATCH CLUB MADE TWO DEALERS UNHAPPY, AND HOW ANOTHER MADE EVERYTHING A SERENE AGAIN—THE ASPERITIES OF BUSINESS FORGOTTEN IN THE AMENITIES OF A QUIET LITTLE PARTY.

WILLIAM COOPER IN *The Manufacturing Jeweler*.



SMITH, good bye, send us home all the sales and orders you can."

Such were the parting words of Mr. Nathaniel Jobson to James Smith, who, with hat in hand, was making his adieus all around the office, no one escaping his kindly parting grasp and cordial good wishes for their welfare.

"Jim" was just starting out on his long autumnal trip, commencing with the West and finishing up down South.

The house for whom he was senior traveling salesman was of high credit and fine commercial standing, and were accredited as one of the very leading firms in the wholesale watch and jewelry trade, carrying on an extensive and high class business in Virgin Lane, New York. But, although enjoying such an exceptional reputation, and that too from long years of just and honorable trading, they were beloved neither by employee nor client, being too cold and selfish, with no warmth or geniality in them. Their clerks they regarded as mere machines to be worked at their discretion and in accordance with their own despotic will, while the customers were treated as though Messrs. Jobson, Watchem & Screwit were the only firm of watch and jewelry dealers in existence, and from whom to purchase it was compulsory. While possessing many good points, they were a soulless firm. The partners, even though connected with each other for many years, were most freezing in their manner and icy in their mode of addressing one another, standing on the most exacting terms of politeness even to haughty austerity. Dollars and cents were all they lived for and constituted their little world of love. Oh, how they loved their ledger and worshipped its silent pages of secret wealth? Sacred shrine, thrice holy to them from its annually increasing amounts! It was their Alpha and Omega.

As can easily be imagined, their inadequate staff of clerks and much overworked travelers led lives by no means to be envied. With them it was slave and toil, drudge and grub, from Monday morning till Saturday night. But of them all, "happy Jim" had by far the easiest lot. He was so good-natured, so easily pleased, so hard to offend, so pleasant and agreeable to all, that a kindly nod, a witty joke, a smart repartee, made him everywhere beloved, and his thirty-six years to sit but lightly upon him.

"Well, good bye boys, and don't forget to send me some





# HAVE YOU SEEN OUR NEW LINE OF - VELVET CASES?

**D**URING the last twelve months we have been diligently at work on a New Line of Velvet Jewelry Cases. It is at last out in full blast and everyone is delighted with them. We have chosen as our models the very best English and French designs, improving the shapes and styles wherever possible. They are superior to the best make and cheaper than the poorest batch. We have sunk large sums of money in the machinery and appliances, and trust that what we are conceited enough to regard as enterprise will be repaid by the jewelers of Canada. In durability, a velvet case will outlast two plush cases, besides looking richer all the time. Here are the prices:

Watch,	- - -	\$12.00	Dozen.
Sett,	- - -	12.00	"
Brooch,	- - -	7.00	"
Lacepin,	- - -	8.00	"
Large Earring,	- - -	7.00	"
Small,	- - -	6.00	"
Scarf Pin,	- - -	8.00	"
Cuff Buttons,	- - -	7.00	"
Links,	- - -	8.00	"
Single Stud,	- - -	6.00	"
Ring,	- - -	6.00	"
Bracelet,	- - -	13.00	"

Our old prices for boxes not so gracefully shaped were for Watch, \$18, Earring, \$16.50, Ring, \$12, &c., &c., so the enormous reduction will be readily appreciated. We will prepay Expressage or postage on parcels to those desirous of obtaining samples. Send for a complete line.

**THE HEMMING BROS. CO., LTD.,**  
76 YORK STREET,  
TORONTO.



of those new 'Flukelien' filled cases just as soon as you get some."

"All right, Smith," answered Mr. Watchem. "Say, I think I could get you a sample or two soon if you think you could place them by orders. You see, it would save us so much in not carrying a stock of them."

Mr. Watchem had charge of the horological department, and it was a frequent boast with him, how he managed to get the maximum of trade from the minimum of stock, an antiquated idea suited to a decade ago, but not to the present day and its live notions of advancement, show and large display. Hence poor Jim was often driven to the last extremity of equivocation in apologizing for his poorness of stock, or a last resort "fairy tale" to secure his hard earned order, but downright "fibs" Jim would never tell, greatly detesting a liar, even though a business liar.

So once again, nodding his numerous farewells, and grasping his well filled "grip," he jumped into the waiting cab and was soon rattling along on his way to the depot. Arriving there he quickly bought his ticket, saw his trunks safely into the baggage car, and casting anchor in a comfortable seat in the smoker was before many minutes whirling away towards his first stop at Cherokee, N.Y., some 150 miles from the great metropolis itself.

Now his customers here were two old accounts of the firm. The first and most important one was a Mr. Julius Hockstadersmith, an old Black Forest clockmaker, though a Fatherland absentee of forty years. The other one was a decent little jeweler named Green, a true born Yankee, and proud of his native soil. But the two tradesmen did not assimilate, a strong professional jealousy existed between them, especially so, as they were "next door but one" neighbors, and each one's customers often made the mistake of entering the other dealer's store.

Jim knew full well of the existing bad feeling and long standing feud, but, as a sensible salesman, never interfered or carried gossip from one to the other. Both were friends to him, and to each he was mutually obligate, so that when a favorable opportunity occurred he always tried to conciliate and pour oil upon their troubles and contentions. Further than that he felt most warmly attached to each, and claimed the privilege of being a welcome guest and friend.

"Ah, dere, my fren, Schmit, how you was? Why, vat was bring you round so zoon again? It zeems only like last veek you vas here."

To this Jim playfully assented, though protesting that it was fully four months since, and then proceeded to enquire how he had fared during that long period, and also how his trade had been.

"Trade, did you zay? Why, dere vas none, and den you see, to make c om things vorse, dat tam tief, Green, him vas startd a vatch klub. He zay he give dem a better vatch for \$50 dan I can sell dem for \$65, but I fix him, de tief."

Poor Jim listened in fear and trembling, for he himself had taken Green's order for fifty 19 dwt, 14k. cases at no making, with \$4 rebate for top and bottom engraving and no charge for springs. So, fixing a time to show the old German the stock, he quietly slips in to see the competing Mr. Green. The usual salutations over, that worthy at once proceeded to un-

burden his bosom of the wrongs inflicted by "that dog goned Dutchman next door. Just fancy, Smith, those elegant cases your house sent me being put down by the old humbug as 'cheap jack trash.'" He then explained how he had started a new kind of watch club, each member to pay twenty five cents per week for ten years for a fifty dollar watch, and how well he had done till somebody had taken one of the club watches into his neighbor, and how that worthy had come out with some great and vicious German oaths, and offered to sell the customer a "genuine better watch for twenty-five dollars," never to pay for it till they pleased, and give them a written guarantee to keep it in order for fifty years. Further than this, he offered to give a seventy pennyweight, 14k gold chain to all such purchasers as could spell his name in three letters.

"The consequence is," said Green, "my club has gone down, and I shall have to return you some of those cases." This was sad news to Jim. Promising to think it over, he rushed back to the hotel, and sought comfort in the fragrant weed. For a long time did he sit thinking, ever and anon, between the puffs of smoke, endeavoring to propound some new scheme that should bring peace and friendship and mutual trade to the irate competitors. At last, as if by inspiration, a happy thought struck him that seemed to fill the bill and gave promise of healing their sore and wounded feelings.

The early morning found him showing Mr. Hockstadersmith through the contents of his trunk; three "telescopes" had been gone through with but poor result. It was easy to see that the storekeeper was cross and irritable, and was anything but pleased in having to look through Smith's stock.

"Tan: it all, I don't vant to puy noting; der bissnez does look so plack and plue; I don't tunk I sall ever zell any more vatches. I shall vish that tam Green to the debil."

"Well," answered Jim, "why don't you try and come to some agreement with him so that you could have a watch club too, and yet neither of you interfere with one another. It could be done easily, and you know you must not be too greedy, my friend."

It was as though an electric shock had shaken the good old German all to pieces, and had brought back again his better self

"How, vat's dat you zay? Me have a vatch klub? But dere vas not no room for dwo."

Oh, yes, but there is. Now you see, Mr. Green's club is for gentlemen and for the sale of gentlemen's watches. He seldom sells a lady's watch, while you sell a great number. Now suppose you start a lady's watch club."

"Yah, but den I dink dat Green would try and run me out on dem dwo."

"Oh, no. I'll try and arrange that with Green. S'pose I agree with him on your behalf that you won't sell any gentlemen's gold watches in your club, provided he won't sell any ladies' gold watches in his club."

This seemed to strike the old man's fancy immediately. His eyes twinkled again with merriment, while his whole face broke out into a broad, good humored smile. So it was agreed that Jim should try and suggest the experiment to Green. He at once replaced his telescopes, locked up his trunks, and hurried in, to see that worthy himself. Cool and self-possessed he talked on various topics till an opening occurred for him to



# EDMUND SCHEUER

SNAP LOT No. 1.

**\$5.00**

6 DOZEN ASSORTED GENUINE AMERICAN HANDS.  
6 DOZEN ASSORTED STEEL SWISS HANDS.  
6 DOZEN ASSORTED COMPOSITION SWISS HANDS.  
6 DOZEN ASSORTED SWISS MAINSPRINGS.

SUBJECT TO 6 PER CENT. DISCOUNT FOR CASH.

TORONTO.

AMERICAN <sup>AND</sup> CANADIAN

FILLED CASES

AT LOWEST PRICES.

WALTHAM, ELGIN, COLUMBUS, N. Y. STANDARD, LEADER AND PRINCESS  
MOVEMENTS.



introduce the object of his mission. At first Green was decisively opposed to it, treating the suggestion as an encroachment on his rights, prerogatives and liberties; but gradually under the forcible and logical arguments of Jim, he yielded step by step, and finally agreed to all the propositions on the distinct understanding that "the Dutchman" should act honestly up to his promise.

Hurrah! Jim felt quite a hero, for was not he about to make two men friends who had long been bitter foes and enemies? The rest of the day was spent by first one and then the other in going through Smith's stock. There was no angry sentiments and suppressed ill feeling now; it was actually a pleasure to show them goods, and the day's business result was most pleasing and gratifying. The German had suggested that the treaty should be celebrated by an evening party and "feed." Mr. and Mrs. Green were to be the guests of honor and had duly intimated their acceptance and appreciation of the kindly deed. Smith was bound to stop, for he himself had promised to assist them both in framing rules and regulations and in writing up some attractive advertisements. It is needless to say that the party was a great success. The two competitors became great friends, and swore eternal friendship and honorable conduct towards each other for ever.

"Say, neighbor," suddenly exclaimed Green, "should anybody come to you and say that I had said anything against you, or say that I had tried to undersell, don't believe them, but come and tell me, and I will always do the same to you." This spoke volumes to which the good old German replied with a deep guttural "yah" and a hearty shake of hands. And thus the happy evening sped; even the ladies who never used to know each other became the closest and dearest of friends, and so with music and singing, with wit, laughter and good cheer, a lifetime breach was healed, and all through a "Jewelry Drummer."

(To be Continued).

### A RING AND ITS SETTING.

**P**ROBABLY the most curious ring in New York is worn by the wife of a wealthy and well-known lawyer. She has three handsome, manly sons, but only one daughter, who made her debut into society this season, and was much admired. This girl is the idol of her parents, and the ring worn by her mother is a testimony to their affection, though a very eccentric one. When the girl was ten years of age the father presented to the mother at Christmas a ring in which were set two semi-translucent white stones surrounded by diamonds, and for a long while resisted his wife's entreaties to tell him what sort of stones they were, she never having seen anything at all resembling them. Finally he confessed to her a little shamefacedly that when their small daughter had lost her pretty little milk teeth he had saved the front ones and carried them about in his pocketbook for a long time until the idea occurred to him of utilizing them in this way. The wife laughed at him a good deal, but continued to wear the ring and still wears it, though very few persons know the story of its setting.—*Brooklyn Eagle.*

### ROBBING A SAFE.

HOW A SUAVE BURGLAR OUTWITTED A SPECIAL PATROLMAN IN DENVER.



**A** NIGHT watchman who was employed to protect a jewelry store in Denver against the ravages of thieves was neatly outwitted by the notorious Billy Forrester some years before his death. The firm carried an immense stock of gems, and kept them in a large, old fashioned safe. Forrester had by long years' experience become so familiar with safes of that pattern that he could tell when to reverse and when to turn the knob forward by placing his ear close to the door above the combination, and in this way could open the safe in a short time. By taking a wax impression of the keyhole he made a key for the front door. Having previously located the safe in the store, he was now ready to begin. It was a cold, snowy, stormy night, about ten o'clock, and Forrester walked up to the store with an air of ownership and unlocked the door. He carried a small sample case in his hand. Going in, he turned up the gas in the rear of the store and then shook down the stove. He leisurely worked the combination of the safe, and in less than half an hour he had before him thousands of dollars' worth of costly jewels and gold watches. At this very interesting point the night watchman came in.

"Good evening," said the cordial burglar, as he continued to remove valuables from the safe to his sample case. "Come back to the fire and warm yourself: it is very cold out to-night."

The patrolman allowed that it was, and sauntered back to the stove.

"I'm packing up my samples," went on the thief suavely. "Going out on the road in the morning, and thought I would get ready to-night. There! isn't that a beauty?" he asked, holding out an elegant Jurgensen for the watchman to examine.

In this way Forrester packed over \$9,000 worth of gems and watches into his sample case, chatting cheerfully with the night watchman all the while.

As he was about to close the sample case he stopped suddenly as if struck by a happy thought, and then picked up a very pretty ring. Turning to the watchman he asked him if he had a wife. The watchman had, and with a careless laugh Forrester tossed him the ring, saying: "Give her that, and tell her it is a mark of appreciation for the faithful services rendered by her husband."

The brilliant guardian of other people's property was delighted, and was unusually wide awake all the rest of the night. It was not until next morning that he became aware of the hoax that had been practised upon him. Forrester by that time was well out of the way, and his connection with the robbery was not discovered till a few days before his death, when he confessed it.—*Exchange.*



# THE ILLINOIS WATCH COMPANY

Have placed upon the Market

**A SEVEN JEWELLED, SIX SIZE, NICKEL MOVEMENT, KNOWN AS  
No. 149.**

---

# THE ILLINOIS WATCH CO'Y

Will THIS MONTH place upon the Market

A SEVEN JEWELLED, FOURTEEN SIZE, GILDED MOVEMENT, PENDANT SETTING,

KNOWN AS No. 120.

---

# THE ILLINOIS WATCH CO'Y

Will Next Month place upon the market a Movement

**PARTICULARLY ADAPTED TO THE CANADIAN TRADE.**

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### AMERICAN SILVERSMITHING.

IN keeping with the remarks in the May issue of THE LEADER upon the rapid strides which have of late years been taken by American Silversmiths, we herewith present to our readers a photo engraving of the "Sterling" testimonial, which gives enough evidence of artistic excellence to secure for it a prominent place amongst the celebrated productions of this continent.

For the following description and facts relating to this testimonial, we are indebted to our esteemed contemporary the *Jewelers' Circular* of New York:

The Sterling Company, of Providence, R. I., have during the past two years become prominent as manufacturers of an extensive, attractive and salable line of sterling silver small wares. The Company's force of designers and artisans have directed their efforts exclusively in this channel, but that they are capable of more exacting work, is evidenced by the hand-

The interior is divided into twenty-four spaces, twenty-three of which are to hold cigars, while the remaining one is left blank and marked "excused," because of the custom of drawing twenty-four jurymen and excusing one in order to leave an odd number in the body.

Herman Schiener, one of the jurymen, on receipt of the urn, wrote the Sterling Company that he considered it a grand success, the beauty of the work seeming to increase every time he looked at it.

### FACES IN WATCHES.

THE LATEST FAD AMONG THE SWELL NEW YORKERS.

"Try and bring out the soft expression of the eyes, and be sure to have the hair deep brown, as in life, won't you?"

A swell young grain broker stood in a John street, New York, jeweler's, talking with the head of the house, says the *New York Journal*. As he spoke he snapped the chain from



some cigar urn illustrated below which is the first large piece of silver ware the Sterling Company have turned out.

This commendable piece of silversmithing was ordered by the members of the grand jury of Essex County, New Jersey, to be presented as a testimonial to their foreman, Charles A. Sterling. The urn is about eight inches in height, while the cover is six inches in diameter. As it is intended as a memento of the pleasant association of the members of the jury, the judge of the court, the sheriff and the court officers, the body of the urn is divided into six oval panels, on which are etched in fac simile autographs the names of these gentlemen. The piece is decorated with repoussé chasing, is oxidized, and on the cover, modeled by the Company's superintendent, Mr. Wientge, is a bas relief profile of Mr. Sterling, which is said by his intimate friends to be as near a perfect likeness as it is possible to produce in metal.

his heavy gold watch and placed the time piece on the counter.

"We will make a perfect likeness of the young lady; have no fear of that," said the jeweler. With another injunction to be exceedingly particular about the eyes, the produce exchange man left the store.

"Photographs in watches are becoming very popular," said the manager of the house. "The young gentleman whose order we have just taken wishes the portrait of his intended wife placed in his chronometer. The face of the young lady will be photographed directly on the inner case of the watch."

"What does it cost to put a man's best girl inside his watch?"

"About \$15. All our work is done by a French photographer up town, and once a pretty face is placed in a watch by his method it will remain as long as the watch lasts. And another thing," said the jeweler, with a sly wink, "once a fellow places the picture of his sweetheart, or, if he is married, his wife, in his watch, the chances are 90 to 1 that it will never find its way to a pawnbroker's."—*Jewelers' Catalogue*.



TRADE



MARK.

# MONTREAL WATCH CASE COMPANY

Address: P. O. Box **1093**. Factory: White's Lane, off 123 Vitre Street, **MONTREAL**.



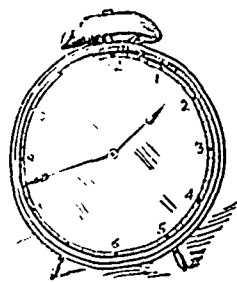
## TO THE TRADE

In thanking you for the very liberal patronage extended to us so far, and asking for a continuance of your favors, we would call attention to some of our special styles.

**Princess or Filed Shell Cases,  
Howard Style Cases,  
Pateck Phillippe & Co. Cases.**

N. B.--We guarantee our production equal in quality, style and design to any case produced in the market, including American or Swiss.

## THE CLOCK'S SECRET.



**H**ARD work I found it to build up a doctor's practice in such an out of the way Southern town, but I held on and hoped for the best. Annie taught in the public school there, and said she was content to wait if it was ten years until we should be able to marry.

I was just beginning to despair, when I heard of my uncle's death in the North. He had left me nothing, however, but his old manor near the town where I lived, a mouldy old structure inhabited by an old colored caretaker, and for years the upper floors had never been lived in. I took Annie down one Saturday to look over the place, for after all it was something to own a house and be free of rent when we should marry.

"If I was you," said the old negress when we explained the reason of our visit, "I wouldn't go up them windin' stairs. The upper floors is full of ghosts and ghostesses. Why, my brudder went up one day, and he was found nigh dead the next mawn."

I only laughed at her superstitions, and started up the fatal stairs. When about half way up the most horrible sounds greeted us. It was, as the old woman had said, as though a host of demons were groaning and gnashing their teeth, and the sounds seemed to envelop us. They were horrible enough to make the stoutest heart quail, for they seemed to increase after they had once commenced. I turned to Annie as quickly as I could, and, seeing by her face that she was likely to faint, put my arm about her to support her as I seated her on a lower step, for the sounds ceased as we stepped back.

"Do you mind waiting for me downstairs?" I asked, "while I examine into this, or would you prefer to have me wait and come out another time?"

"No, I am going upstairs with you," she said, bravely. "I am ashamed of my want of courage just now." As she spoke she leaned back and rested one elbow on the step above her. Instantly the horrible sounds were heard again, but as Annie moved forward they suddenly ceased.

"You had better let me take you down," I said quickly, as I saw her face lose color again.

"No," she said, in a half subdued voice, "I felt something give way just then, Tom. See what it is."

It did not take me many minutes to remove the carpet, but in doing it I found that I could at will render the horrible sounds audible or inaudible. Annie became as much interested and excited as I, and when I raised the loose board that seemed to cause it all, she peered with as much interest as I into the cavity it revealed.

"I'm not afraid of anything now," she said when I hesitated to remove it. "I must see what it is, Tom."

What we did see was a conglomerate mass of machinery. There were wheels so put together that they grated frightfully when touched.

"What do you suppose this was for?" asked Annie.

"I do not know, unless my uncle used it as a sort of watch dog to keep from being molested while upstairs. He sur-

rounded himself with mystery to make himself and everything about him a terror to both black and white during the war."

We examined the machinery and its connection and found that each step above it was connected with some part of it, so that the sounds kept increasing as one proceeded up the stairs; but just as I was about to restore the plank to its place, she stopped me, and drawing out a slip of yellow paper, read:

"Behind the clock on the stairs." Above us, still and silent, stood the old clock on the landing. Slowly and with a feeling of awe, we went to it and moved it, wondering what new mystery was about to be explained; but apparently there was nothing unusual. We examined the clock itself and then the wall, having some visionary ideas of secret panels, but all was of no avail, and we were about to give up the search when the sun came out again, and shining through a broken shutter, showed a solitary speck that glittered like a diamond in the old-fashioned paper. Eagerly we worked at it until we could understand the mechanism, and then—yes, there was our secret panel, and there was my uncle's money box. Taking it into an adjoining room and examining it, we found papers and money amounting to \$5,000, which had been hidden during the war for safe keeping. As the money was all in gold, it would have been a godsend to someone had not my uncle, by his eccentricities and mysteries, kept everyone at bay. He did not live to enjoy it himself, and it was left for me.

Annie and I decided immediately to make our home there, and it is a very happy one, for the winding stairs send forth none but pleasant sounds now.—*Jewelers' Weekly.*

## THE BIRTH OF THE OPAL.

BY ELLA WHEELER WILCOX.

The Sunbeam loved the Moonbeam,  
And followed her low and high.  
But the Moonbeam fled and hid her head—  
She was so shy—so shy!

The Sunbeam wooed with passion—  
Ah! he was a lover bold—  
And his heart was afire with mad desire  
For the Moonbeam, pale and cold.

She fled like a dream before him—  
Her hair was of shining sheen;  
And oh that fate would annihilate  
The space that lay between!

Just as the day lay panting  
In the arms of the Twilight dim,  
Sunbeam caught the one he sought  
And drew her close to him.

But out of his warm arms, startled  
And stirred by Love's first shock,  
She sprang afraid, like a trembling maid,  
And hid in the niche of a rock.

And the Sunbeam followed and found her,  
And led her to Love's own feast;  
And they were wed on that rocky bed,  
And the dying Day was their priest.

And lo! the beautiful Opal;  
That rare and wondrous gem;  
Where the moon and sun blend into one,  
Is the child that was born to them.



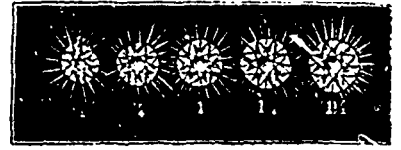
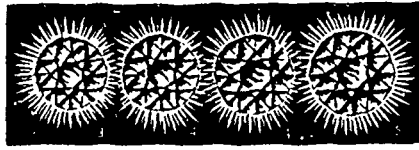
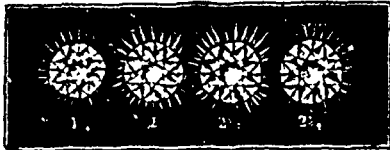


# MAX SAUNDERS,

DIRECT IMPORTER OF

## DIAMONDS - AND - PRECIOUS - STONES,

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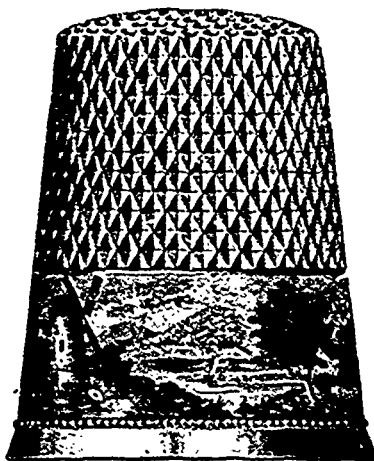


An Assortment of Mounted Goods Always on Hand. Goods sent on Approval to Responsible Dealers.

# SIMONS BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

*Canes, Thimbles, Jewelry, Chains, Umbrella Mountings*



N.Y. Office. 20 Maiden Lane.  
Address all Orders to Factory.

## WATCHES AND DIAMONDS

Established 1840.

TRADE  MARK

611 & 613 Sansom St., 618 Chestnut St.,  
PHILADELPHIA, PA.

*Our Canes and Thimbles for sale by  
Leading Jobbers.*



No. 573.  $\frac{3}{8}$  in.



## PATENT RIGHT CRANKS.



HO was the worst crank you ever saw?" was asked of a lawyer who makes a specialty of the patent business.

"That's a pretty difficult question to answer, but one of the crankiest fellows with whom I have had to deal was the inventor of a revolving pulpit. The man had a box containing a small model of his invention. He believed that all of the churches in the world would buy his pulpits. He wanted me to ob-

tain a patent and assist him in organizing a company to manufacture and sell the invention. 'Millions in it,' he said, and when I told him that he was a fool and that if he didn't skeddaddle I'd help him down-stairs, he was as mad as a hornet. His invention was indeed unique. The idea was to have the church circular in form, with the pulpit in the centre. The pews were to be arranged in rows surrounding the pulpit, the latter being slowly revolved by an electric motor. Thus the preacher, without exertion on his part, would be turned so as to face the different portions of his congregation successively. The last I heard of the inventor he was in an asylum for the insane.

Among the cranks who are the greatest annoyance to the lawyer are the individuals who think they have discovered the secret of perpetual motion. These persons have not quite perfected their inventions, but each is anxious to protect his machine by a patent and prevent others from stealing the fruit of his wonderful discovery.

"A man once gravely informed me," said the lawyer, "that he knew how to make a watch that would never run down. Now, such a timepiece would be a godsend to any person. No winding, no key, no running down, no trouble! I asked the inventor if he could show me a working model. He replied that he had no model handy but that he would explain his theory. I had the janitor bounce him from the office without waiting for the proposed explanation. Any person of sense knows that no machine can be constructed which will create power in itself. There must be some chemical or other natural force to supply motion. I have heard of a man who believed that gunpowder could be made a cheap and effectual agent for propelling machinery. His idea was to ignite the powder, a small quantity at a time, in a cylinder, the expansion of gas thus created working a piston. I presume an ocean steamer

could be propelled by means of a gunpowder engine, but it strikes me it would be a little awkward for the passengers in case the fire happened to get to the main magazine."

"I suppose very few women cranks trouble you," said the reporter.

"I wish your supposition was true," said the lawyer, "but I'm grieved to say that it is not. There are plenty of women who imagine that they can make their everlasting fortunes in the field of invention. As a rule, a woman crank is ten times more to be dreaded than a man crank. She cannot be bluffed. When one of her kind comes to my office I resign myself to cruel fate. There are women who have invented fly traps, cradle-rockers, carpet sweepers, and goodness only knows what not. Some of their inventions have been successful. Mechanical and inventive talent is by no means confined to the male sex. The most that I have against a female crank is her proclivity to talk a man to death. Whenever one of them enters my door I mentally ejaculate, 'Heaven preserve me!'"

"What is your advice to people who have a hankering to distinguish themselves in the field of invention?"

"I would recommend that they make use of common-sense. Let them begin by making sure that the article which they intend to have patented is both novel and useful. There are thousands of patents which either never resulted in profit to the owner or involved actual financial loss. I know of a person who devoted twenty five years and a large fortune inherited from a deceased relative in constructing a steam man. His idea was to have his man made of iron, the body composing a boiler and furnace, and the legs being worked by a steam engine. Well, his machine was finally perfected to such an extent that it actually walked. The invention was patented, but the owner soon found that the public demand for steam men was very small indeed. I believe he did manage to sell a few of the machines, but they were of no practical use to the purchasers except as an amusing toy."—*Jewelers' Weekly*.

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## THE CLOCK DECEIVED HIM.

A man walked west on Madison street at 10.30 a. m. the other day. He was clad in a faded ulster and carried in his right hand a satchel made principally of Brussels carpet. He was gazing in at show windows and appeared to have a great deal of time at his disposal until he happened to notice a clock overhanging the sidewalk. It was a "dummy clock" that always marks 11.15, but when he saw it he gathered up the skirts of his ulster and started west on a dead run. People who saw him coming lost no time in getting out of his way. He chased across Madison street bridge and tore south to the Union depot. "Where's my train?" he yelled to the gateman. "What train?" was asked. "Why, the 11.20 train for the West," he replied. The gateman looked disgusted. "It's now only 10.40," he said, "and you've got forty minutes yet." The countryman fell into a seat thoroughly exhausted. He wondered how the clock which had given him warning could mark 11.15, and he never realized that he had caught sight of a timepiece which was painted to represent 11.15 o'clock all the year around.—*Chicago Herald*.



*"You Cannot Check Manitoba."*

## NO GOODS AT RETAIL.

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*Some of our would-be competitors have been dishonest enough to try and injure our business by stating to our Customers that we sell goods at Retail.*

*Now, we wish it distinctly understood that we protect our Customers, always have and always intend to do*

ONLY A WHOLESALE TRADE,

*Belong to NO COMBINATION, and sell goods to suit OURSELVES and our CUSTOMERS.*

*We have now removed to our large and commodious new premises at 433 and 435 Main Street, where we shall be pleased to see you when in our city, and show you the finest Wholesale Jewelry Warerooms in Canada.*

*Yours truly,*

*Winnipeg, Man.*

W. F. DOLL.



**BOLT & CO.** of **FINE**  
**MANUFACTURERS**  
**WHITE'S LANE** **ROLLED PLATE**  
 off **Vitré Street.** **CHAINS**

**Montreal**

**BOLT & CO.**  
 MANUFACTURERS.  
 P. O. Box 189.  
 Montreal, June 1st 1890

Dear Sir, Time will tell is an old but true adage and time is telling the story that our "B" Chains are all we claim for them and as good an article as has ever been produced in the line.

Yours truly,  
*Bolt & Co.*

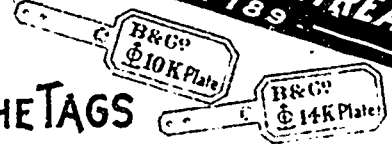
(See back of page.)

**B**

We claim for our **B** chains  
**PERFECTION**  
 and will fully guarantee  
 the Quality of  
 every chain made by us.

ENQUIRIES FOR SAMPLES AND PRICES ARE INVITED AND WILL BE PROMPTLY ATTENDED TO BY  
**BOLT & CO.**  
 White's Lane  
 P.O. BOX 189  
 MONTREAL.

WE HAVE REGISTERED AT OTTAWA THE  
 LETTER **B** FOR ROLLED PLATE CHAINS  
 OF ALL GRADES MADE BY US, AS WELL AS THE TAGS



SOMETHING OF REAL INTEREST TO THE TRADE.

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Lack of space in our letter form prevents our making a few remarks in this month's issue of the "Trader," which we may as well do here, relative to the Rolled Plate Chains manufactured by us.

We have made several claims for them on the score of quality and finish which, by the retail trade that have handled them, have been fully endorsed. Amongst such retailers who have written us high testimonials as to the merits of our manufacture, we have the names of many practical men, in good standing, who have made careful tests and comparisons. Granted that we are offering an article which will compare most favorably with the best American made goods, We feel that we deserve the hearty support of the trade as we have established at great expense a new industry in Canada, and spared no pains to produce a bona fide first class article which can only reflect credit on the man who sells it to the public. If you really desire to encourage home manufacture, and at the same time study your own interest by buying as good a rolled plate chain as can be produced, ask the house you deal with for the "B" Rolled Plate Chain and don't be persuaded to buy any other.

Yours truly,

BOLT & COMPANY.

Montreal, 1st June, 1890

## AN INVINCIBLE GUARD.

HOW THE PRECIOUS JEWELS AND SILVER PLATE OF TIFFANY & CO. ARE SHIELDED AGAINST THEFT.



HERE has always been more or less curiosity exercised, says the *Morning Journal*, as to the manner in which Tiffany & Co., the well known jewelers, protected themselves from wholesale robbery and petty theft. Their whole success is summed up in one word—system. Throughout their vast establishment affairs are run in a groove, well oiled and of so perfect a nature that losses are well nigh impossible. A reporter visited the store yesterday and saw Mr. Hyde, who has charge of the watchmen employed in the build-

ing. On him rests the responsibility of guarding many hundreds of thousands of dollars' worth of property.

"I must impress you with one thing," he said, "and that is that the employees of Tiffany & Co. are from the outset supposed to be men of integrity. We have men here who have been with the firm for over thirty-five years, and in a number of cases whole generations are employed in the house."

Mr. Hyde dwelt at length on the honesty of the firm's employees and their many years of service.

"We are as well protected both in and out as it is possible to be. Exteriorly our building is positively fire and burglar proof. Only in case of a mob of 1,000 or more persons could entrance be effected to the building."

"You have watchmen outside as well as in?"

"Yes, but it is on those within that we principally rely. The men outside are so placed as to watch suspicious characters who may be lurking about. Inside we employ eight or ten watchmen. These are assigned to different sections on different floors."

"How do you know that the men do their duty?"

"By a simple contrivance known as a time-clock. These clocks are placed throughout the building and must be wound at regular intervals during the night. In this way in the morning we are enabled to tell if each man has done his duty. Such means are, however, hardly necessary, as we place implicit trust in our watchmen."

Instead of mammoth safes weighing many tons, Tiffany & Co. place their diamonds at night in little iron compartments behind the counter. These are made of steel and solid masonry and are really as burglar proof as other larger and heavier safes. The usual hour for closing is 6 p. m., when the diamonds and other precious stones are placed in the small safes. The many other cases containing thousands on thousands of dollars' worth of silverware are simply locked. All the keys are then turned over to Mr. Hyde. Unlike many other large establishments carrying large and valuable stocks of goods, Tiffany & Co. place no offensive espionage over their

employees. Each clerk is not suspected of being a criminal. In speaking on this subject, Mr. Hyde said:

"While the fact will not cause offence to honest men, I must say that every known offender against the house has been prosecuted, and there are now men in State's prison who regret their desire to defraud us."

"Then you have convicted dishonest employees?"

"Yes. But such cases are so isolated as to be unworthy of notice. A few years ago we had a young man who stole goods to a small amount. It was at once discovered and punished."

"How do you protect yourself against shoplifters and others of a peculating turn of mind?"

"Here again the beauty of our system is seen. A jewelry clerk becomes so skilled in time that it becomes almost impossible to rob him. For instance, suppose you wish to buy a diamond ring. It is not necessary in such a case for you to look at diamond necklaces; so the clerk simply places one tray of rings before you. Let me say right here that there is never a vacant place in any of our diamond trays. As soon as a piece of jewelry is sold it is replaced by a duplicate. As each tray is filled and as the faculties of the salesmen are made acute by many years of experience, it is almost impossible to rob him."

As a further test of the employees of Tiffany & Co. an account of stock is taken each morning. This is done by the salesman who has charge of a department. It is possible under these circumstances to discover whether or not anything is missing half an hour after the store opens for business. Each article, be it ever so small, is entered and must be accounted for. If it is sold the books show that such is the case. If, on the contrary, it has been stolen—well, then there is an investigation and the store detective force is set to work. The three or four quiet, unostentatious gentlemen who stand idly about, sometimes with and sometimes without their hats and overcoats on, are detectives. These are lynx-eyed, and nothing escapes their notice. In addition to the regular staff, a number of other Hawkshaws are employed during the holidays. Everything considered, the firm of Tiffany & Co., acknowledged to be the largest jewelry house in America, surrounds itself with remarkable safeguards. These, considering the amount of capital invested and the immense stock carried, are necessary.

## THE NECKLACE OF A BREWER'S WIFE.

The brewers of England have plenty of money, says the *New York Truth*. They have put two score millions into the brewing business in this country and don't seem to miss it. The Guinness people have been wealthy for two or three generations, and when they turned their brewery into a stock company they became richer still.

The wife of one of this great brewing family has just given an order for a new necklace that, even with unlimited credit and the greatest industry, cannot be finished for several years, because, in the first place, the best old mine stones are very scarce, and secondly because she has stipulated that every diamond in the necklace must be a perfect match. It is to be a very elaborate pattern and will cost \$250,000.



# WHAT'S UP NOW ?






WELL, this Jeweler is cross because he ordered 6 Gold-Filled Cases of the A. W. C. Co.'s make from the Jobber with whom he usually deals, and on opening the express package he finds that the order has been filled with inferior goods, on which the Jobber has probably made a larger margin of profit, and which the sender says are "just as good" as those made by the AMERICAN WATCH CASE CO.

Now this Jeweler, besides being a conscientious man, knows that as a mere matter of business it does not pay him to sell any goods he cannot personally recommend as being just what he represents them.

He has found by experience that it is to his own interest to buy goods made by reputable houses only, whose trade mark is to him as good as the English Hall Mark, and then he can sell them to his customers with a certainty that they will do him no discredit. He finds that nothing does a retail Jeweler so much harm as to sell a customer a poor article and then have it brought back to him with a complaint that it has not turned out as represented. Even although he is willing to make the defect good, the impression remains in the mind of the customer that he has either tried to impose upon him, or else he does not know much about his business.

With these facts fresh in his mind, the Jeweler in the illustration hops up to the telephone and is holding a short, but emphatic, conversation with the Jobber, in which he requests him to send along at once the **6 Filled Cases of the A. W. C. Co.'s make, and no others**, for he knows that every Case the AMERICAN WATCH CASE COMPANY turns out is made upon honor, and from an experience of five years he is safe in recommending them to his best customers. The "just as good" Cases he is sending back, and proposes to make the Jobber pay the express charges both ways.

## THE MORAL OF THE ABOVE IS

Whenever you purchase any Cases, whether of Gold, Silver, or Gold-Filled, **examine them carefully and make sure of the maker.** Every Gold and Silver Case made by the American Watch Case Company, of Toronto, bears their trade mark of the Maltese Cross, thus:  Every one of their Gold-Filled Cases is stamped with a Winged Wheel, thus:  None others are genuine, and the Company will not guarantee any Cases which do not  bear one of the above trade marks.

# THE AMERICAN WATCH CASE CO.

67 ADELAIDE STREET WEST, TORONTO.



## THE MARVEL OF THE COBRA STONE EXPLAINED.



THE cobras are perhaps the only serpents which will eat insects. They feed on ants, grasshoppers, a variety of beetles, etc., but seem to have a special preference for fire-flies, perhaps because the latter can be caught at night much more easily than any other kind of insect. I have often for hours watched cobras in the grass catching the fire-flies, darting about here and there, a process which requires considerable exertion on the part of the serpent. Now, every entomologist knows that the flying lampyridæ consist entirely of males. The females, which are not very numerous, are much larger and cannot fly, as they have only rudimentary wings. They sit quietly in the grass, emitting a greenish light, which is much stronger than that of the males, and fades and becomes brilliant at regular intervals. If a glow-worm be watched for a time, a steady current of male insects will be observed flying toward it, and alighting in close proximity.

Now it so happens that the naja-kallu, this little pebble of chlorophane or fluor spar, emits in the dark a greenish light which is so much like that of the female lampyris that it is an easy matter to deceive the male fire-fly with it, by setting it up as a decoy. The cobras have gradually come to take advantage of an experience made by them, accidentally, I dare say, a thousand years ago. It may frequently happen, for instance, that a cobra finds one of these shining stones in the gravel of the dry river beds (where they are by no means uncommon), being attracted to it by its glow at night, and taking it for a glow-worm. It would then, at any rate, notice that the fire-flies could be caught more easily and quickly in the neighborhood of that shining object than anywhere else, and would habitually return to it. Several cobras might thus come together, and there would be competition, and from this moment to the finding out that success in capturing fire-flies depends on the possession of this phosphorescent pebble, and to the seizing of it in order to prevent another snake from monopolizing it, is, in my opinion, no great step, and involves no exceptional powers of reasoning. The cobra carries it about, and soon learns to treasure it, for it affords it an easy means of getting its living. All it has to do is to deposit the stone in the grass at night, and the obliging insects literally fly down its throat.

There are even reasons for believing that no individual experience is necessary to cause any cobra to act in this manner, but that even a young cobra, on finding such a stone, will instinctively take it up, and use it in the manner I have described. For it must be borne in mind that there is an inherited race memory among the lower animals which is often far stronger than the memory gathered during the short lifetime of the individual. What causes a blind kitten to spit and put up its back if a dog is brought near it? It never saw a dog, never saw anything, yet it knows there is some danger ahead. Thus the accumulated experience of the cobra's

ancestors during countless generations now causes it to act in a manner which we refer to instinct.

Such are the remarkable facts connected with the naja-kallu, the cobra's shining stone. Who can tell whether the old traditions of snakes carrying precious stones, of which we still find traces in our fairy tales, may not have their source in some such fact as this?—From "The Naja-Kallu, or Cobra Stone," by Professor H. Hensoldt, Ph. D., in *Harper's Magazine* for March.

## ORIGIN OF THE DIAMOND.

The origin of the diamond, says the *Inventor*, has been a fruitful topic for speculation among scientists, hence many contradictory theories have been advanced and argued with some show of reason, but after all that has been said and written upon the subject we are still left greatly in the dark. Theories answer a good purpose, since they often lead the way to truth; but this is not all. They illustrate the ingenuity of the human mind in seeking to account for the methods nature takes for the accomplishment of her secret operations.

Some of the theories about the origin of the diamond are very ingenious and interesting, though the amount of truth they embody remains to be proved. It has been suggested that the vapors of carbon during the coal period may have been condensed and crystalized into the diamond, and, again, that the itacolumite, generally regarded as the matrix, was saturated with petroleum, which, collecting in nodules, formed the gem by gradual crystallization.

Newton believed it to have been a coagulated substance, of vegetable origin, and was sustained in the theory by many eminent philosophers, including Sir David Brewster, who believed the diamond was once a mass of gum, derived from certain species of wood, and that it subsequently assumed a crystalline form. Dana and others advance the opinion that it may have been produced by the slow decomposition of vegetable material and even from animal matter. Burton says it is younger than gold and suggests the possibility that it may still be in process of formation, with capacity of growth. Specimens of the diamond have been found to inclose particles of gold, an evidence, he thinks, that its formation was more recent than that of the precious metal.

The theory that the diamond was formed immediately from carbon by the action of heat is opposed by another, maintaining that it could not have been produced in this way, otherwise it would have been consumed. But the advocates of this view were not quite on their guard against a surprise, for some quick witted opponent has found by experiments that the diamond will sustain great heat without combustion.

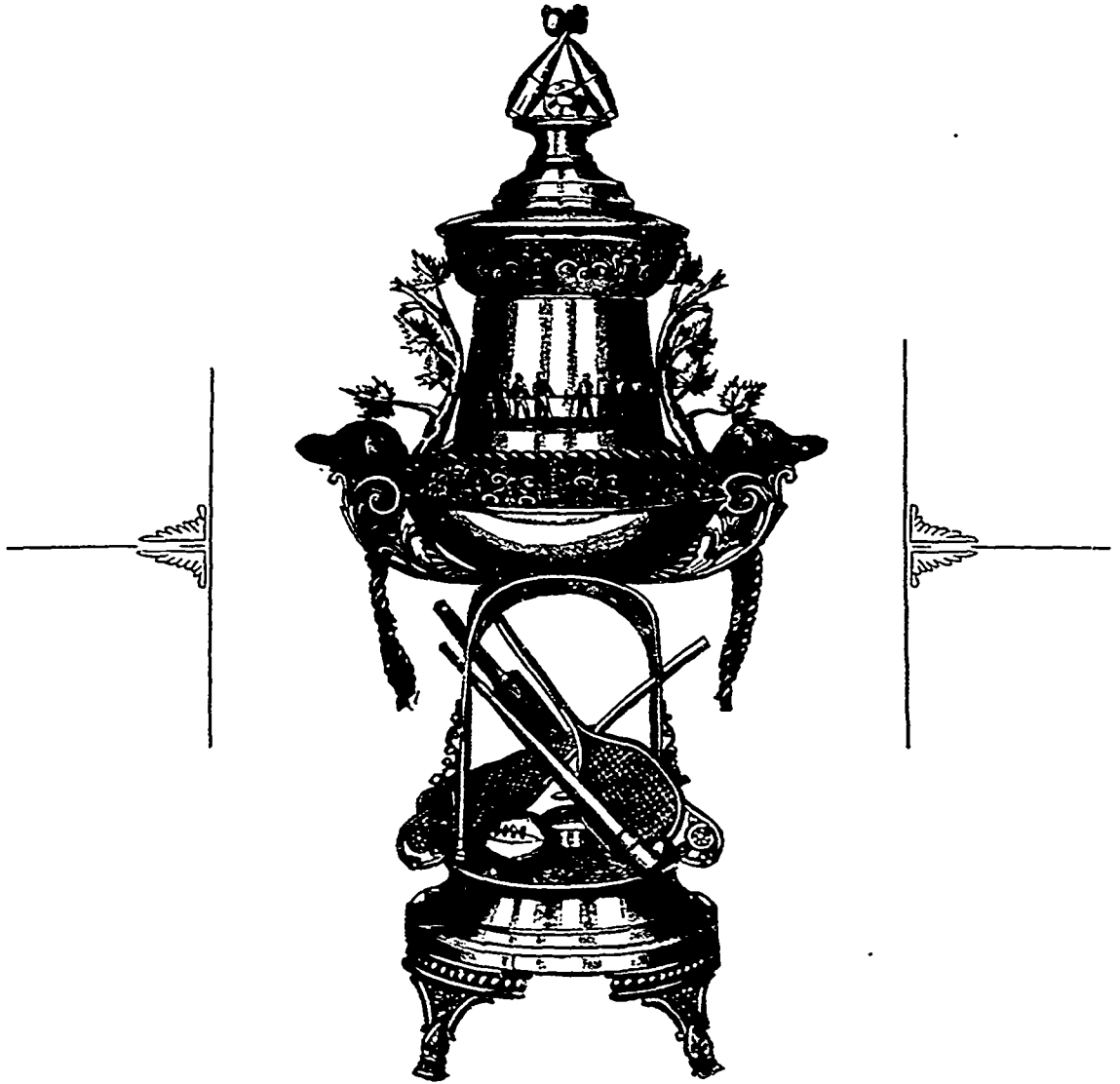
KELLAR, the magician, saw a trick at Calcutta, which, he confesses, baffled him. He was in a long, vacant room with four friends and they were allowed to examine it thoroughly. There were four fakirs present. The party took seats on a bench midway of the room, the fakirs lighted a censer, from which exuded a sickly, sweetish smoke, fillir; the entire room. The fakirs then began a wild whirling dance, all the while chanting and beating tom-toms, when suddenly the dancers appeared to increase in number until a full dozen were dancing and whirling about. These then decreased until but one dancer remained, an old man with flowing beard. What became of the other dancers Kellar could not tell, though he tried by another search of the room to discover the secret.





# THE TORONTO SILVER PLATE CO.

## PRIZE CUPS.



No. 1193—CHASED GOLD LINED. \$75.00 LIST.

DESIGNS AND ESTIMATES FURNISHED ON APPLICATION.

E. G. GOODERHAM,  
*Manager.*

J. C. COPP,  
*Sec. Treas*

# TORONTO CANADA.



## ADVICE TO YOUNG JEWELERS.



**I**N a recent issue of the *Elgin Every Saturday*, P. S. Bartlett, the well known patriarch of the watch business, indulges in a few playful suggestions to beginners, which are worthy of reproduction.

The construction of a watch, he says, depends entirely on how it is made; the wheels have nothing to do with the case. A small watch will keep as much time as a large one, and sometimes more. The reliability of the watch as a timekeeper depends upon how big a liar the owner is, there is no exception to this rule.

In order to be a good watchmaker it is not necessary to know anything about a watch; you must know how to shake a watch, look wise and hold an eye glass. If you cannot look wise try some other business. The proper thing for you to do when you do not know what ails a watch is to say the mainspring is broken; this will give the party confidence in you and show him you understand the business. All first class watchmakers keep a broken mainspring on their bench to show customers when they come in what ails their watch. Some watchmakers will say the watch is dirty, but as this is a reflection upon the owner it does not take so well.

The regular price for repairing a watch is \$3, makes no difference what you do to it; some will take out three or four wheels and then charge the owner \$3 for what there is left. This is not right, as it lowers the high moral tone of the business and will eventually lead to deception.

Some people have great ideas what a watchmaker can do. A young lady once brought us a very large, old-fashioned, bull's eye watch and wanted us to make two small ones out of it, one for her and one for her sister. We told her we could not do it and she left us with a poor opinion of our skill and ability; this is love's labor lost and truth crushed to the earth. But do not be afraid of telling the truth, you may get caught at it some day and then you can wear diamonds.

If any customers complain of your prices tell them that the skill and dexterity required in the manipulation of the fine and intricate parts of so costly and beautiful a watch is hardly commensurate with the importance of the object required and that if they ever wish to sell the watch you will give them \$2 for the first chance to buy it.

You can always guarantee a watch to run within one second a year, but state that it will take time to get it regulated down to it. the man will die or the watch will meet with some accident before you get it done, so you are safe in saying so.

Never have a watch done the first time the owner comes for it, as that will give away the business, and he will think you have not done it well, or that you have not much work, or it was an easy job.

The most difficult thing to do to an old watch is to get the hassled out of it and not lose any. It is important that you should be "the only reliable dealer in town" and "the best workman on both sides of New York:" this you can do in the daily and weekly papers; also that you should come from the

watch factory; Cloudman can get you through in twenty minutes if you can keep up with him.

Watch oil comes in pint and quart bottles, pints are 25 cents, quarts are 43 cents. It is made from the seeds of the sunflower at Los Angeles, Cal.

For tools you will need a grindstone, a monkey wrench, a hatchet and a lead pencil. With these few hints and two quart bottles of watch oil and \$5,000 in cash, an energetic young man can start in business.

## A FINE ESTABLISHMENT.

W. F. Doll, wholesale jeweler, has evidently prospered since he located in Winnipeg a few years ago. A few months ago he purchased one of the stores in the Bird block, Main street, and he has since had this fitted up and now occupies it for his jewelry business. The location is 433-35 Main street, at a fine, central position a little north of the post office. The building has been fitted up in good shape, and Mr. Doll now claims that he has the finest wholesale jewelry warehouse in Canada. This is a strong claim, but he is quite emphatic on this point. The building is three stories high, with basement, thus affording four floors, and all this space is taken up by the requirements of the business. The size of each floor is 80 feet deep by 22 feet wide inside the walls, and the main floor has a 16 feet ceiling, making it light and airy. The main floor is fitted up with show cases, etc., and is used for the showroom with the offices in the rear. Packing and shipping is done from the basement, which is also used for storing heavy packages. The second and third floors are used for the manufacturing departments, etc. All classes of general jewelers' work is manufactured, in solid gold and silver goods, also repairing.

The stock carried is of a varied nature. It is not confined to a few lines as is usually the case, but embraces everything relating to the jewelers' trade. Watches, diamonds, solid, plate and gilt jewelry, clocks, silver and electroplated ware, optical goods, watchmakers' and jewelers' tools and supplies, plush goods for jewelers, are the principal departments. To carry such a variety of lines requires close attention and wide experience in buying.

The building is heated throughout from a furnace in the basement and fitted for both gas and electric lighting. It contains a fire vault built up from the basement and with entrances on the different floors—a very necessary feature in a jewelry establishment.—*Winnipeg Commercial*.

## THE ASTORS' SEVRES WARE.

There is a great deal of Sevres ware owned in New York, though little is now sold. One of the finest Sevres dinner sets in the country belongs to the Astor family. It contains 200 pieces and was bought by John Jacob Astor many years ago. It cost \$5,000, but connoisseurs say it would sell for \$25,000 at the present time. The decoration is simple but very effective. It has a border of the rare turquoise blue shade, edged with gold. Mrs. Hicks-Lord has some very valuable Sevres, and so seldom as he entertains, has Jay Gould.—*New York Letter*



# HOW IS YOUR STOCK OF WATCH MATERIALS & TOOLS?

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**W**E are making special efforts to supply the trade with the **BEST GOODS** at the **LOWEST PRICES**.

## YOUR REPUTATION

not only for work alone, but of being a reliable Jeweler, also for the class of goods carried in stock, rests upon the fact of your doing **GOOD WORK**, in which

## *GOOD MATERIAL MUST BE USED*

The difference in price is a mere nothing when the satisfaction of user and consumer is considered.

We have all the New Goods and New **DODGES** in the trade that are practical.

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## WE ARE BOUND TO LEAD.

Every Department is managed by a thoroughly practical person.

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

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suggestion made to Mr. Childers, when he attempted to deal with the matter—viz., to allow the drawback only on goods manufactured within twelve or eighteen months from the date of the repeal of the duty. As the largest manufacturers and holders of plate, the Company contend that this is fair and equitable, and that houses which have an accumulation of old stock are not entitled to a drawback on it.

### CULLINGS FROM OUR U. S. EXCHANGES.

The authorized indebtedness of the Keystone Watch Club Co., a short time ago, was \$300,000; stock of the Keystone Standard Watch Co., \$500,000; mortgage of the Keystone Standard Watch Co., \$252,000. It is said that \$500,000 is held by parties who may never realize one cent from their holdings.—*Mfg. Jeweler.*

The new factory of the Crescent Watch Case Co., at Roseville, near Newark, will be 210 feet long and three stories high. There will be two wings, each 158 feet deep. The buildings will be ready for occupancy in the fall.—*Mfg. Jeweler.*

A few days ago a woman went into Pawnbroker Hussy's store at Springfield, Ohio, and asked for some money on a uniquely constructed star and crescent pin. Mr. Hussy supposing the many stones with which the jewel was studded nothing more than brilliants, gave her \$2 50 for it. It was afterwards discovered that the woman had been given the pin by a titled family in England, with whom she used to work, and was worth more than \$300. A very good bargain for the pawnbroker.—*Review.*

Arthur B. Hotchkiss, formerly of New Haven, who patented the Cheshire watch and took an active part in organizing the Cheshire Watch Co., and who has received \$22,000 in cash for his improvements in clock manufacture, is creating quite a stir by his latest invention, which is a bicycle railroad. One of these roads is now to be built to run in New Jersey from Mt. Holly to Smithville.—*Review.*

The United States Watch Company has withdrawn its membership from the Watch Manufacturers' Association.—*Catalogue.*

Negotiations have just been completed between Simpson, Hall, Miller & Co. and Charles Casper, by which the latter is to act as the New York agent of the house. The business is to continue under the name of Simpson, Hall, Miller & Co., but Mr. Casper is to have entire control in the capacity above stated. Mr. Casper was formerly for many years president of the Meriden Silver Plate Company. Pending alterations in the store recently burned, the Company is located at 80 University Place, adjoining their former quarters.—*Catalogue.*

The obsequies of Nelson P. Stratton, the founder of the American Waltham Watch Company, were held in the South Church, Springfield, Mass., last Wednesday, the 30th April. In addition to his services to the trade, Mr. Stratton was a natural inventor. Among his inventions were a safety barrel, which prevents injury by the breaking of a main-spring, and numerous tools employed in watchmaking. He was also the patentee of the gummed labels now made by the Dennison Manufacturing Company, of New York. He was the first American watchmaker to gild watch movements.

Tiffany & Co. are at work upon a silver "loving cup," the gift of the Latin-American delegates to the Pan-American Conference to Secretary Blaine. The gift is made in token

of the personal esteem of the delegates for Mr. Blaine and in recognition of his services as President of the Conference. The cup is to be presented in Washington about May 17. It is about twelve inches high and two and one-half inches in diameter. From the edge of the cup, equidistant from each other and curving outward and down to points four inches from the bottom, are three chased handles, one inscribed "North America," another "Central America," and the third "South America." On the sides of the cup the names of Secretary Blaine and all the delegates from the Latin-American countries are engraved. The base of the cup is covered with designs taken from the flora of the southern countries.—*Review.*

Bids were opened last month for the erection of the new wing to the Hampden factory at Canton, Ohio.—*Circular.*

The directors of the Elgin Watch Co. met in May and decided upon the matter of building a number of brick flats and a new factory wing.—*Circular.*

The banks of Aurora have begun suit in the Circuit Court against the Aurora Watch Company, asking the court to order the sale of the watch movements held by them as collateral security for the liquidation of their claims.—*Circular.*

The annual meeting of the American Watch Company stockholders took place recently, and resulted in the re-election of President E. C. Fitch, Treasurer R. E. Robbins, and the old board of directors. The annual reports of the officers of the corporation were pleasing to those present.—*Circular.*

There are now between 2,900 and 3,000 names on the local pay roll of the Elgin National Watch Co. The Company are determined to turn out 2,500 movements per day as soon as possible and have instructed all the foremen to find room for as many new hands as they can work to advantage.—*Circular.*

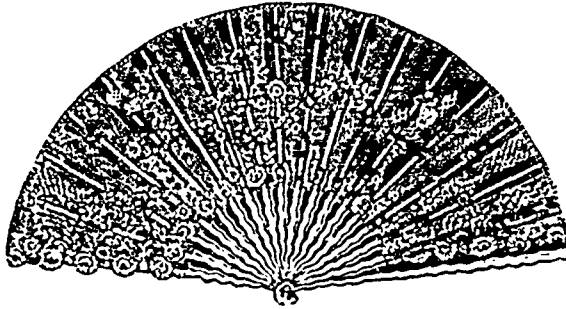
S. T. J. Byam, ex-superintendent of the Trenton Watch factory, sailed for England, April 2, to enter upon his duties at the new Lancashire watch factory, Prescott.—*Circular.*

### ANOTHER ATTRACTION FROM LONDON.

Mr. A. Mongeau, of Montreal, a jeweler of considerable practical ability and excellent taste, who has gained for himself the respect and liking of his confreres, and is working up a large and steadily increasing business, has just taken possession of a very fine store on St. Lawrence Main Street, situated in the new part, that has recently been built. This, we are informed, he intends fitting up in the latest style, the interior of window and fittings being made by F. Sage & Co., London, Eng. From the dimensions and general appearance of the store now, we should imagine that when complete—which it will be in the course of three weeks—there will be few shops more attractive in Montreal.

Mr. Mongeau seems to fully realize that half the retail jeweler's battle is fought when his goods are displayed to the best advantage, and kept in such condition that they always look fresh and new. We can only wish him the success that such enterprise, already proved in the past by others, is sure to meet with.

In answer to an enquiry of ours, made in the interests of the jewelry trade, Messrs. Louis Davis & Co., of Montreal, agents for the Dominion of Messrs. Sage & Co., of London, tell us that they have several orders and lots of letter enquiries for the style of fixtures above alluded to, which we are glad to learn as an indicator of the fact that the jewelry trade is as progressive, if not more so, than any other business in Canada.



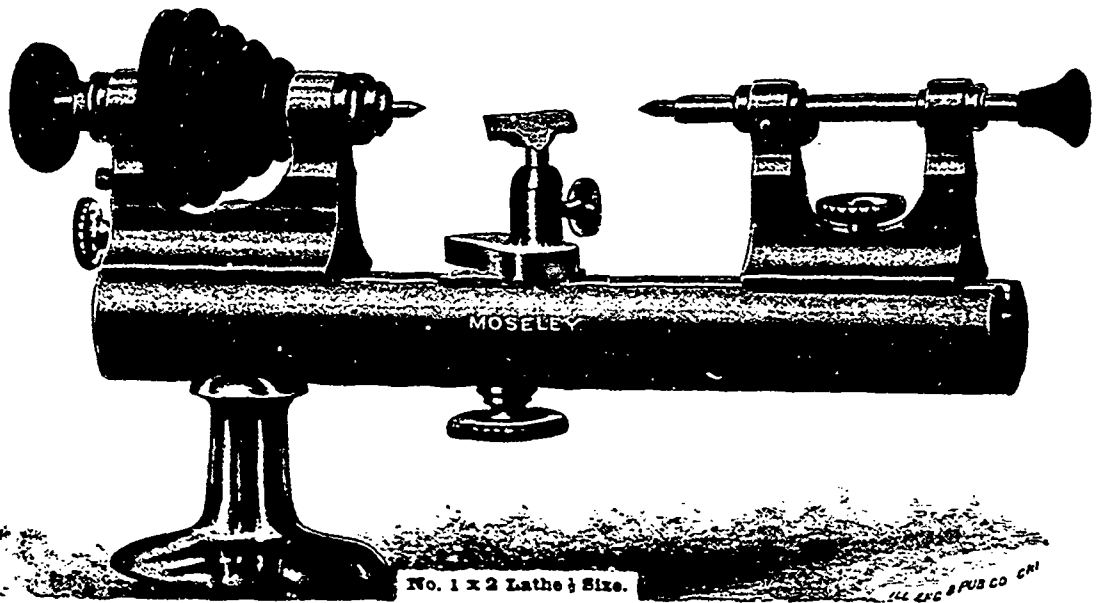
# FANS.



Another large shipment just arrived. Nearly every number of our enormous line in stock. Write for samples at once, stating about the price you wish to pay and whether you wish for Satin, Gauze, Feather, Decorated, &c., and what colors you prefer. What you do not wish to keep, you may return at our expense.

**THE HEMMING BROS. CO. LTD.**  
 76 YORK STREET, TORONTO.

QUALITY IS THE STANDARD OF VALUE.  
 WE COMPETE FOR QUALITY, NOT QUANTITY.



No. 1 x 2 Lathe & Size.



No 1 X 2 WIRE CHUCK.

All our Chucks are stamped "Moseley" on the face and warranted.  
 Cut of Chucks Full Size.

Note. The larger capacity of our Wire Chucks many times makes up for the difference in price, should there be any.

**ALBERT KLEISER,**  
 NO. 14 KING STREET EAST,

**MARTIN'S GENEVA MAINSPRINGS.**

This is the finest Spring ever offered to the Trade in Canada Send for sample doz. and be convinced.

	Per Doz.
Martin's Springs for Waltham and Elgin Watches, 18 Size,	\$1 25
" " for Swiss Watches, all sizes,	1 00

For Sale only by A. KLEISER, Wholesale Dealer in Watch Materials of all kinds.

Sole Agent for the Dominion for the Moseley Lathe,  
 - - Wholesale Dealer in Watch Materials of all Kinds,  
 - **TORONTO, ONT.**



# EDITORIAL NOTES

## SPECIAL NOTICE.

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

**WE CRAVE YOUR INDULGENCE.**—The Editor of THE TRADER asks the kind indulgence of the trade for the short comings of the present issue, as owing to the serious illness of three of his family, and the death of his youngest daughter, he has found it impossible to devote the necessary time to its preparation.

**J. B. STRATHERN**, jeweler, of Penetanguishene, was in the city last month and gave THE TRADER a call.

**ASSIGNED.**—Messrs. William Murray & Co., jewelers etc., Montreal, have assigned in trust.

**MR. GEORGE E. HOLT**, accountant and confidential clerk for Harry Benham, has been promoted to the road, and will hereafter call regularly on the customers of the firm.

**LOUIS DAVIS** of Louis Davis & Co., Montreal, is again in Europe in the interests of his firm and expects to bring out with him some very choice specimens of European jewelry.

On Saturday night, May 17th, W. Watson's jewelry store, Stayner, was entered by burglars and about \$300 worth of rings, chains, etc., taken. So far there is no clue to the burglars.

**STOCK SOLD.**—Suckling & Cassidy sold, on the 20th May, the stock of J. Douglas & Co., jewelers, St. Catharines, invoiced at \$5,642. to W. B. Gould, of Port Hope, for twenty cents on the dollar.

**HARRY BENHAM** last month re organized his premises by putting up a handsome little private office, where he asks his friends and customers to sit with him and smoke the latest brand of imported Havanas at his expense.

**IN THE CITY.**—Mr. Archie McDougall, the live watchmaker who supervises the repair work of J. R. Dingwall, of Winnipeg, Man., was in the city last month and appeared to be having a good time generally.

**MR. A. M. BROCK** has opened out in Kingston as a wholesale dealer in watchmakers and jewelers' material, and other sundries of a kindred nature. He proposes to keep a first-class assortment of material of all kinds, and will no doubt receive a fair share of the trade's patronage.

**A SNAP.**—The snap advertised by Edmund Scheuer on another page of this issue is one that will repay the inspection of the trade. Read his advertisement, try the snap, and then, if it is not just as Mr. Scheuer represents, you can take some of the snap out of him by telling him so.

**JAMES CARR** an employee of Messrs. J. & J. Taylor, the well known safe manufacturers, of Toronto, was accidentally killed last month while unloading a long and heavy pole from a waggon in front of the new building being erected for that firm. The Coroner's jury returned a verdict of accidental death.

**IRREPRESSIBLE.**—An Ottawa despatch says that the tea fakirs who were run out of Toronto and a score of other cities have started business in that city. If the Ottawa Jewelers are as wide awake as they should be, they will very quickly have these gentlemen up before the police magistrate.

**T. WHITE & SON**, the well known lapidists of this city, have just put in special machinery for the purpose of cutting rubies and other precious stones, diamonds excepted. So far as we know this is a new departure in lapidary work in this province, and the firm should find their enterprise handsomely rewarded by the liberal patronage of the trade.

**A STRONG TEAM**—Mr. Edward Beeton, the well-known watch specialist, finding that his repair business was fast out-growing his best efforts has taken into partnership Mr. Henry Playtner, one of the most skillful journeymen watchmakers in this city. The new firm will carry on business at Mr. Beeton's old stand on Leader Lane, and we have no doubt that they will make a big success of it.

**HOW HE WAS KILLED.**—Particulars of the death of Mr. W. I. Cusack, the well-known commercial traveller, at New Westminster, B. C., show that the accident occurred while he was trying to board a moving train. He was ground to pieces. If any lesson were needed as to the folly of attempting to get on or off a moving train, the above would supply it.

**NEW PRICE LIST.**—The Canadian Association of Jobbers in American watches have just issued a revised price list of watch movements only, which will be sent to every jeweler in Canada in a sealed envelope. If any jeweler not receiving a copy will write to Mr. E. A. Wills, secretary of the Association, he will receive one without any unnecessary delay.

**MR. E. G. GOODERHAM**, Manager, and Mr. J. C. Copp, Secretary-Treasurer, of The Toronto Silver Plate Co., have just returned from an extended tour through the Eastern States, taken in the interests of the company they represent. They got hold of several new wrinkles in manufacturing, which they propose to introduce into their own factory very shortly. Trade in the United States they report as being very quiet.

**A CANADIAN HONORED.**—On his spring visit to Birmingham, England, Mr. Louis Davis of Montreal, had the honor of being an invited guest at the annual banquet of the Birmingham Jewelers' Association. The gathering was a large one, over five hundred being present. The Right Hon. Joseph Chamberlain was also an invited guest and made one of the most eloquent speeches of the evening. When are our Toronto jewelers of all kinds going to come together in a similar way?

**THE ESTATE OF Thayer & Co.** was last month sold to Mrs. Thayer by the assignee, the stock bringing sixty cents on the dollar, and the fixtures and book debts thirty cents on the dollar. The assignee is busy settling up the preferred claims, and expects to declare a dividend to the ordinary creditors and close up the estate early in June. From present appearances it is not probable that the dividend will exceed five cents on the dollar of the ordinary claims.

**WHAT IS THE MATTER** with the great Canadian hen? A return brought down last month shows the total number of eggs imported into Canada from January 1 to April 16 to be 240,487 dozen, valued at \$32,967, and the export to be 260,081 dozen, valued at \$32,382. If these figures are correct, and the import of Yankee eggs is going to continue, our Canadian hen will find her occupation seriously endangered.

**ANOTHER JEWELRY AUCTIONEER GONE.**—The stock of Isaac Ambrust, auctioneer of trashy watches, fake jewelry, and paste diamonds, at 146½ Yonge street, has been seized and sold out by bailiff. Evidently this sort of business hasn't paid, and there are two or three more such places in the city that can't last much longer. Times are too hard for people to have any money to waste on auction-shop jewelry. If the public only had common sense, these jewelry auctioneers would all share a similar fate.

**HE KNEW IT ALL.**—

Beneath a fair exterior

A rascal often lurks.

It is true of men and watches.

You may tell them by their works.

—Pittsburg Bulletin.

The Pittsburg man must have had some of those snide filled cases that are now being sent into Canada at cut-throat prices in his mind's eye when he penned the above. It is a shame to put an honest American movement into such a disreputable case.

**A PECULIAR ACTION** is that of Mrs. Alex. Gallagher v. Thayer, in which the plaintiff claims \$200 damages against the Thayer estate. The action arises out of a promise by Thayer & Co. to sell Mrs. Gallagher goods if she gave them a mortgage on certain real estate. After the mortgage had been executed Thayer & Co. were informed that the property was not as good security as represented, and therefore refused to deliver the goods. The case is of interest to both the wholesale and retail trade, and the result will be eagerly looked for by them.

**SGT WM ASHALL**, of the Queen's Own Rifles, is not only one of





For Time, Appearance and General Satisfaction,

THEY

# WATERBURY WATCH

Is UNEQUALED by any other low-priced Watch  
IN THE WORLD.

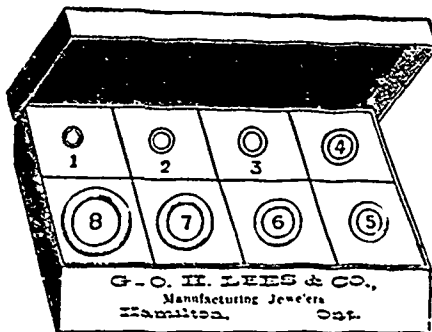
**T**HERE is a larger percentage of profit in the sale of WATERBURY WATCHES than ANY Watch in the market. Think of this, and then ask yourself why you handle cheap Swiss watches, when every one you sell will prove a boomerang. Give your customer good value for his money and you make a friend of him or her, do otherwise and you lose a customer. Send for our Catalogue showing different Dials and Fancy Cases.

*NO ENTERPRISING JEWELER SHOULD BE WITHOUT OUR GOODS IN STOCK.*

## THE WATERBURY WATCH CO.,

81 KING STREET EAST, . . . TORONTO, ONT.

ONE GROSS.



Rolled Plate and Silver Jump Rings, conveniently done up in boxes holding one gross in eight assorted sizes, as per illustration.

R. P., . . . . . \$1.25 per Gross.  
Silver, . . . . . \$1.50 per Gross.

This is less than Half Price ever sold before Sent by mail on receipt of price Try a box of each.

Our other Specialty is selling better than ever We have also added New and Pretty Patterns. Just look:

1 doz. Solid Silver Bangle Bracelets, 12 different Patterns for \$2.10; 2 doz. for \$4.10; 3 doz. for \$6.00.

Sent by mail on receipt of price.

**G. H. LEES & CO.,**

Manufacturing Jewelers, Watchmakers and Engravers,

HAMILTON, . . . . . ONT.

**T. WHITE & SON,**  
MANUFACTURING JEWELERS,  
LAPIDARIES & DIAMOND SETTERS,  
RICHMOND CHAMBERS, RICHMOND ST. WEST, TORONTO.

Canadian and Foreign Stones, Rubies, Sapphires, etc. Polished and Mounted for the Trade.

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

**C. W. COLEMAN,**

10 KING ST. WEST, (up Stairs,) . . . TORONTO.

WATCHMAKER TO THE TRADE.

Importer and Dealer in GRANDFATHER CLOCKS,

QUARTER TING-TANG AND CHIMES.

ESTIMATES FURNISHED FOR TOWER CLOCKS.

## W. COATES & BRO.,

JOBBERS IN

### JEWELRY AND WATCHES,

BROCKVILLE, ONT.



the best watchmakers in Toronto, but one of the best military rifle shots in the Dominion of Canada. We noticed an excellent life-size picture of this gallant military jeweler on exhibition on Yonge Street last month, which shows the various medals and trophies won by him in the rifle matches he has competed in both here and in Great Britain. If William ever gets hard up he should be able to exist comfortably for a few years on the proceeds of his large and valuable stock of trophies.

**INTEREST IN THE BIG BERTHA** confidence case, which was exposed in *THE TRADER* some months ago, has been revived by the action of Mrs. Rich v. Jacob Singer to recover the value of nearly \$12,000 in bonds commenced last week at Osgoode Hall, in this city. "Big Bertha" alias Bertha Heyman, the queen of confidence women, stole the bonds in 1888 and sold them to Singer and fled to the States. From Mr. Singer's testimony it was shown that he paid over half the amount of the purchase price in diamonds and jewelry.

**LOOK OUT FOR HIM.**—Charles Wilson, alias Robinson, a well-known burglar and pickpocket, who was last month released from the Central prison, where he had just completed a four months' term for larceny, was arrested by Detectives Burrows and Alf Cuddy on a charge of vagrancy. The prisoner pleaded hard with Inspector Stark to let him off, and as he promised to leave the country was permitted to purchase a ticket for Detroit and leave for that city at once. Our American cousins had better keep a sharp lookout for him.

**WE REGRET TO LEARN** that Mr. Robert Cuthbert, the well-known retail jeweler, of King Street, Toronto, lost his eldest daughter last month while on a visit to her aunt at Detroit, Mich., U. S. Although everything was done that medical skill could suggest, she gradually sank, and her father was telegraphed for to be with her during her last hours. Sad to say he reached her only half an hour after she had breathed her last. Mr. Cuthbert has the sympathy of the trade and a host of friends all over the province, in his sad bereavement.

**A BIG ADDITION.**—Owing to the great demand for their products, Messrs. J. & J. Taylor, safe manufacturers of this city, have been compelled to build a big addition to their already large factory, at a cost of over \$10,000. They expect to have the building completed and ready for occupation early in July, and will then be in a position to fill all orders for safes a great deal more promptly than it has been possible to do hitherto. The new factory will be fitted up with special machinery for the manufacture of vaults and other extra large and heavy work.

**MESSRS. P. W. ELLIS & Co** are now in the midst of the extensive alterations to their warehouse that we mentioned in our last issue, and which when completed will give them one of the finest warehouses and jewelry salesrooms on this continent. During a visit to their premises last week, we noticed that the firm were shipping an unusually large number of cases addressed to all parts of the Dominion. On enquiry we found them to contain clocks, a feature of the firm's business that they have been lately pushing and which has developed so rapidly as to surprise them.

**A LUCKY JEWELER.**—One of the most fortunate jewelers that we have heard of for many years is Mr. P. E. Poulin of the city of Quebec, who was lately left the sum of \$400 by Mrs. Clarke, a wealthy lady recently deceased, whose clocks Mr. Poulin had wound up every week and kept in good order for twenty-five years. This plan of having some jeweler attend regularly to the winding of all the clocks in a house, although uncommon in Canada, is an every-day occurrence in Great Britain, and if such rewards as the above are to be the outcome of its introduction here, our jewelers should strive to make it more common. The case is so singular as to make it of interest to the trade as well as to Mr. Poulin.

**AN HOROLOGICAL SCHOOL.**—As will be seen from Mr. Beeton's letter in another column of this issue, that gentleman has, in response to the solicitations of his many friends in the trade, decided upon opening up an horological school in this city. Mr. Beeton is particularly well adapted to organize and conduct such an institution, and we venture to predict that any young men who put themselves under his tuition will be amply repaid for the outlay. We trust to be able to give full particulars regarding the time of opening, terms, &c., in our next issue. In the meantime any persons desiring to attend such a school

would do well to write to Mr. Beeton and get this and any other information they require.

**AN INTERESTING CASE.** A case that will be of interest to the trade will be ventilated during the present sitting of the Courts. Dr. Otto Von Muller called at the Davis House, at Bloor street and Brunswick avenue, on January 13th last and engaged a room. Two days later he missed a ring, in which was set a glittering diamond. Fanny Pezet, a nurse girl employed at the hotel, handed the doctor a piece of glass of the exact shape of the lost diamond. He accused her of stealing the diamond, and had her arrested. She was acquitted. Through her solicitors, Murdoch & Tyler, the girl yesterday commenced suit against Dr. Otto Von Muller and Detective Potter, who executed the warrant, for \$1,000 damages for false arrest, imprisonment and assault.

**JOHN W. CAMPBELL IN PARLIAMENT.**—We learn from the *Herald* that Dr. Landerkin, just before Parliament prorogued, drew the attention of the House to a letter written by John W. Campbell, of Toronto, in 1887, to the late Hon. Thomas White, complaining of the harsh treatment of scrip holders by the Temperance Colonization Company. He wished to know whether the Government had taken or intended to take any action in the premises and whether Dr. Hunter had been compelled to disgorge the proceeds of his misrepresentations and frauds. It will interest the readers of *THE TRADER* to know that the gentleman above referred to is Mr. John W. Campbell, the well-known jewelry traveler of Toronto. We always knew that John W. would be in Parliament before he died.

**MR. A. D. MORRISON**, of Beaverton, who has been for the past six months acquiring the fullest information respecting the most difficult operations in watchmaking, at the establishment of Messrs. P. W. Ellis & Co., has just returned to his town, where he has fitted up one of the neatest and best equipped retail jewelry shops in north-eastern Ontario. With the increased knowledge he has obtained of watchmaking, and the experience he has acquired by close observation of the best city stores, Mr. Morrison will, no doubt, give his patrons the best of satisfaction in all the many lines handled by him, and do their repairing in such a manner that his trade will certainly increase. With a thorough knowledge of the business, *THE TRADER* bespeaks for Mr. Morrison a successful career.

**HIS LOT IS NOT A HAPPY ONE.**—"Of all skilled trades," says a writer in the London *Horological Journal*, "none is more miserably paid than ours. . . . In a little, dark hole at the back of the shop, where daylight never can enter, the poor watchmaker, in hundreds of shops in London, sits in circumstances the very best possible to utterly ruin his sight and health, making of him a physical wreck, when under ordinary circumstances he should be in his prime. Eighty hours per week I know to be a common thing, and to conclude his day's work, the privilege of shutting up the shop is thrown in. And what is the pecuniary reward? Well, about twenty-five shillings to thirty shillings per week, (\$6 25 to \$7 50); many do not even get that." Our watchmakers may congratulate themselves that they work on this side of the Atlantic.

**HOW GREENWICH TIME IS GOT.**—Some interesting experiments were last month carried out at the Observatory by Superintendent Carpmal. Connection was made with the Observatory at Greenwich, England, 4,000 miles away, for the purpose of getting a comparison of time. The experiment was not a success, however, as a difference of nearly 32 seconds was found to exist both here and at Montreal, which was not possible. The experiments were then continued at Montreal, with the result that an almost correct comparison was obtained, Montreal time being found a fraction of a second slow. It took about three quarters of a second to transmit the signals from Greenwich to Montreal, which was very rapid, the old cable time being about two seconds. Greenwich time is exactly five hours faster than Toronto time, that is, when it is 12 noon here it is five o'clock in England. The time commonly used here, however, is standard, which is 17 minutes, 34 5/6 seconds faster than Observatory time.

**A BIG DEAL.**—One of the largest purchases of American watches ever made in the Dominion of Canada was the 300 American watches, cased up complete, bought last month by Kyrie Bros., of this city. On their arrival they were all put on exhibition in the north window of



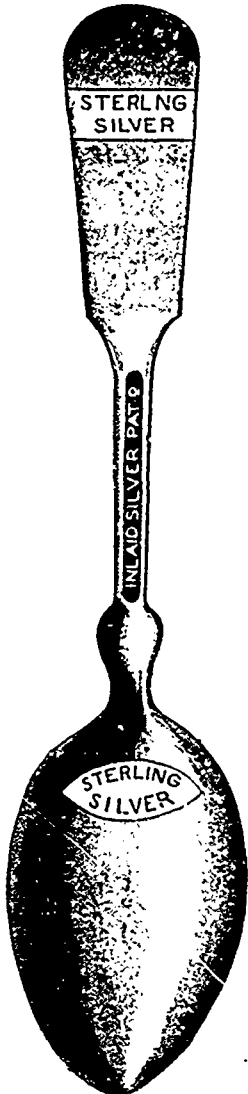
# TO THE TRADE.

**WE** HAVE purchased the right to manufacture **INLAID SILVER SPOONS AND FORKS** in the Dominion of Canada, and are now placing these goods on the market. We wish to call your attention to the superiority of the **INLAID SILVER GOODS** over all other Spoons and Forks heretofore manufactured.

The accompanying cuts represent our Forks and Spoons before plating, which in process of manufacture have a portion of the metal cut out where they rest on the table, the cavity thus made being **FILLED WITH SOLID SILVER**. They are then plated with pure silver, 8 oz. plate, (twice the weight of silver deposited on the regular A 1 goods) and are the same in appearance as other plated ware, the filling not being visible. **THIS EFFECTUALLY OVERCOMES** the great objection that has always been found with plated Spoons and Forks. Even the "Sectional Plate" which has an extra coating of silver at the rest points will wear through long before the other parts having the lighter plate, the wear being so great at these points. Our goods are manufactured from 18 per cent. nickel-silver only, are plated with pure silver, and **ABSOLUTELY WARRANT THEM TO WEAR 20 YEARS**. A guarantee is placed in each box. All our goods are done up in satin-lined rack boxes, containing one dozen. Every piece is stamped **INLAID SILVER, PAT'D**.

This class of goods has been on the United States market for the past two years, and has almost entirely superseded "A 1" and "Sectional" goods. The trifling extra cost makes "Inlaid Silver" fully 75 per cent. better value than the lines referred to.

Any dealer can sell, and confidently recommend them for all practical purposes equal to solid silver.



## PRICE LIST.

TEA SPOONS, - - - -	Tipped and Windsor, \$ 6 50	Fancy Patterns, \$ 7 00
DESSERT SPOONS, - - - -	" " 11 00	" " 12 00
TABLE SPOONS, - - - -	" " 13 00	" " 14 00
DESSERT FORKS, - - - -	" " 11 00	" " 12 00
MEDIUM FORKS, - - - -	" " 13 00	" " 14 00

SUBJECT TO THE REGULAR TRADE DISCOUNT.

# THE INLAID SILVER CO. - TORONTO, ONT.



the firm's store, and judging from the crowds which blocked up the sidewalk for the first few days they must have made a big advertisement for both the firm and the Waltham Company by whom they were made. If only one-half they say of it is true, it is indeed one of the wonders of the century. How the Waltham Company can turn out such an elegant timepiece at such a ridiculously small figure is too much for the average comprehension, and is another proof, if any were needed, of the pre-eminence of America in the watch-making industry. From its general get up, it is strong enough for the mechanic and neat enough for the bank manager and a capital watch for sportsmen, yachtsmen and holiday makers of every kind.

**HYMENEAL.**—A very fashionable wedding took place at Berlin, Ont., on the 20th April, when Mr. John A. Fuch, a leading jeweler and prominent young man of that city was united in the holy bonds of matrimony to Miss Kate Sawin, youngest daughter of the late Albert Sawin, district attorney, Buffalo. The ceremony was performed at the residence of the bride's sister, Mrs. Travers, wife of Mr. W. R. Travers, local manager of the Merchants Bank of Canada. Rev. John Downie, of St. John's church, officiated. Only a few of the contracting parties' intimate friends were present. The presents were costly and numerous. The bride was attired in a rich travelling costume, and was supported by Miss M. Fuch, while the groom was attended by Mr. J. McQuillan. After luncheon Mr. and Mrs. Fuch left for New York, Washington, Boston, and other points east, accompanied with the best wishes of their friends, and a shower of rice. THE TRADER wishes the newly wedded couple long life and happiness.

**BURGLARIZED.**—The jewelry store of H. R. Patterson was broken into between one and four o'clock on the morning of the 11th May. The safe was blown open and about \$1500 in watches and jewelry taken. The tools used in opening the door of the shop were taken from T. Gordon's canoe factory. They attempted to enter Madill Bros.' dry-goods store by a back window, but were evidently disturbed, as the window was pried up about six inches. It was evidently the work of professionals. There is no clue to the perpetrators. In this connection we are informed that Mr. Patterson had some time ago ordered a burglar-proof safe, which owing to some misunderstanding between that gentleman and the makers, was lying at the railroad station at the time the burglary occurred. Had his goods been protected by a good burglar-proof safe, there is no doubt that Mr. Patterson would be \$1500 better off than he now is. This is but another illustration of the truth we have so often tried to impress upon our readers, that an ordinary fire-proof safe is no more protection against burglars than a wooden one.

**IN DIFFICULTIES.**—The premises and stock of the Ontario Supply Company, dealers in pedlars' supplies, Wellington street, were last month seized by the bailiff on an execution for \$1,200, obtained by the Imperial Bank, and one for \$300 by the landlord. Four or five months ago S. N. Lobb, who was then book-keeper for the establishment, bought out Herbert Capewell, the proprietor, and a few weeks ago a deal was arranged by which a company, of which Mrs. Capewell was the moving spirit, was to buy back the concern. The bank people dropped on this with both feet and the business has come to a halt. The total liabilities are \$7,000, all the creditors except the bank and landlord being fully secured. R. Carrie & Co., have a claim for \$3,000, which is fully guaranteed by \$4,000 worth of security. The stock is valued at \$5,000. This business is the remnant of the old Ratcliffe estate. It will be remembered that Ratcliffe carried on a concern on Front street west, and sold out to Herbert Capewell, who ran three retail stores in Toronto and three more at country points. Both Capewell and Ratcliffe failed at the same time about eighteen months ago, the latter owing some \$40,000, and his estate turning out badly.

**A STRONG SAFE.**—The Goldsmiths' Co., of Toronto, have within their large fire and burglar proof vault, a solid steel safe in which they keep their stock of diamonds and valuable watch cases and movements. The door of this safe is locked by two combination locks, only one of which is commonly used. A few days ago, by an oversight on the part of someone not known, the second combination was turned, and the result was that when the safe came to be unlocked next day, no one could open it as they had not the right combination. Mr. Fudger, who

was in Europe, was cabled to about it, but he could not solve the mystery, and the result was that after two experts had wasted nearly a day in trying to get the combination, they had to drill the door. As this was a good two days' work, it is needless to say that the gentlemen who have charge of the contents of that particular safe will take care in future to keep themselves posted about both the locks and their combinations. The moral is that although a steel safe is a good thing to keep out burglars, they are equally effective in keeping out the rightful owner unless he has the correct password. In the vernacular you can't afford to monkey with a burglar proof safe.

**CANADIAN ENTERPRISE.**—It is understood that the first of the new vessels now being built by the C. P. R. for their Vancouver-China route will be launched about the beginning of November. It is the intention of the company to send them to the Pacific coast via the Mediterranean and Suez canal, and to furnish at that time one of the grandest excursion trips ever undertaken round the world under the British flag, with only two transfers—at Vancouver and at Halifax. The vessels will visit Indian and Australian ports, and then proceed to China and Japan, at Yokohama entering upon the regular trip to Vancouver. Such an excursion has never been undertaken heretofore. The three vessels will follow each other at stated intervals, and the globe-girdling excursion will be open for tourists at about \$600 for the round trip, which, of course, will include transit across Canada by the great railway. Already the room in the first vessel has been engaged, and passengers are now being booked for the second steamer. When these greyhounds of the Pacific are on the China route it is expected that the passage will be made in about ten days, and with a fast service on the railway it will be possible for the C. P. R. to land passengers or freight from China in New York before the United States steamers can land them in San Francisco.

**A JEWELRY STRIKE.**—The staff of jewelers employed by E. H. Allport & Co., of this city, went on strike about ten days ago, and, as usual, there are two sides to the dispute. The men claim that the firm have issued a mandate that they must not speak to each other during working hours under pain of dismissal. They say that one boy was dismissed last week for singing, another a short time afterwards for whistling and a third yesterday forenoon because he spoke to a fellow employee. The strikers ask that the rule be rescinded. Mr. Allport says that the strike was caused by a disagreement between the firm and one of the employees. An apprentice, a Hebrew boy, was being constantly annoyed by one of the men. Mr. Pearsall, a member of the firm, objected to this and very properly took the boy's part, as he believed that a boy's nationality should not make him a subject of persecution. This led to a disagreement and hot words ensued, resulting in the workman being discharged. The other men all went out with him. The men called during the afternoon and explained to the firm that the boy was at fault. The boy was discharged and the man who caused the trouble was told that the firm would consider his case and give him an answer in a couple of days. In the meantime the men refused to return to work until their comrade was reinstated.

**FACTS WORTH KNOWING.**—In a recent speech Lord Roseberry made the following statements which go far to show the need of cheap postal communication between England and her colonies. "You are, of course, aware that British home trade with the colonies is assuming ever greater proportions and that the bread of our working classes is more and more dependent on our retaining the colonial market, from which so many unscrupulous rivals are endeavoring to oust us. Last year there was an increase in our colonial and foreign trade of no less than £42,500,000. For every 10 shillings' worth of goods purchased from us by the foreigner, the colonist buys £8 worth. What shall we say, then, of the conduct of the British post-office in not merely shackling and repressing the operations of our mercantile classes with heavy postal rates, but in actually conveying the correspondence of our foreign rivals at half rates in British ships. One of the most encouraging features in the condition of the empire just now is, to my mind, the generous and continuous assistance forwarded by the 350,000 emigrants who leave the United Kingdom every year to their poor relations left behind in the Old Country. Last year, for instance, 78,340 persons resident in Canada sent no less than £207,667 to their friends in the



# FACTS. \* \* \* \* \*

LEVY BROS., HAMILTON, ONT.

## Silver and Gold Filled Cases

Are now off the List. We have made large purchases in these lines and are prepared to unload at a small profit.

## Our Silveride Case.---Key Wind

Has had a grand run. It has no equal.

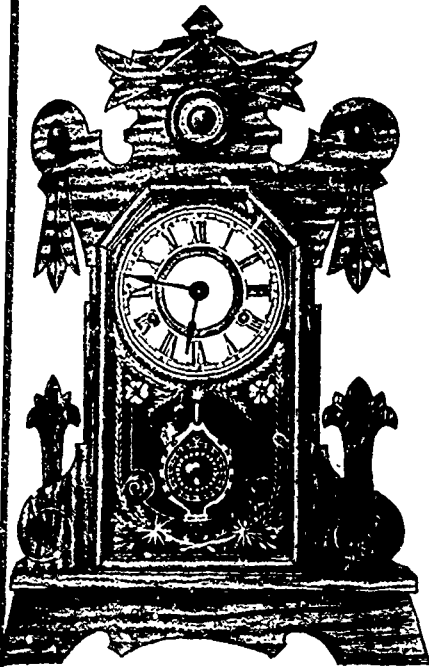
If you want to buy Cheap Watches just write to us for figures. We have what you can use and at right prices.

## \* Diamonds. \*

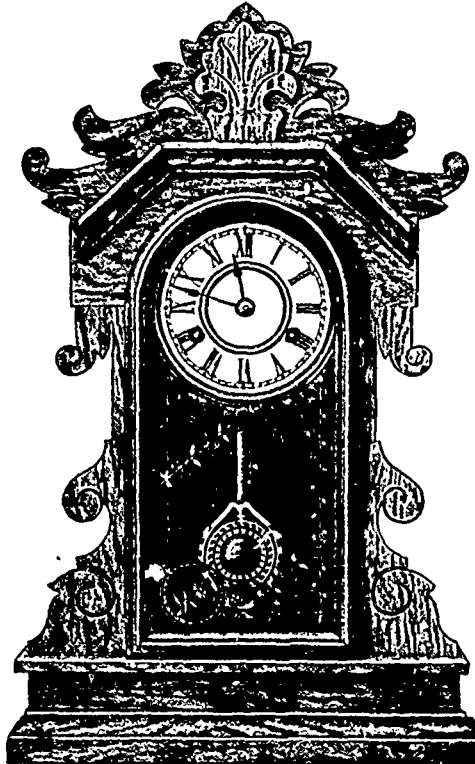
Our Fall Stock of Precious Stones is now on the way. Although prices are up in the Diamond Market, yet we have got them right and can sell at prices that will satisfy all.



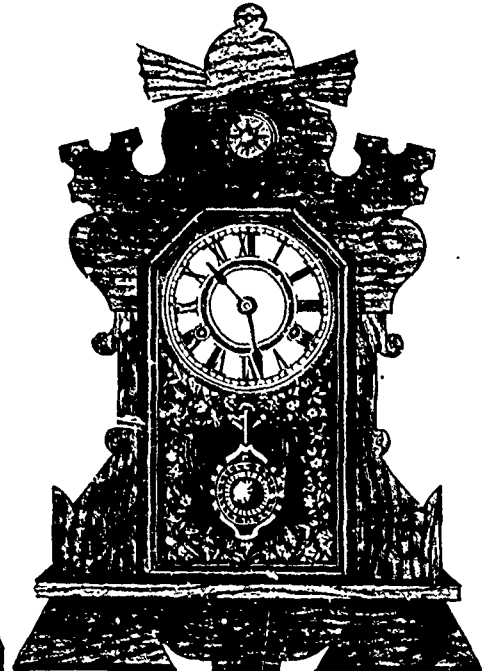
# NEW HAVEN CLOCKS.



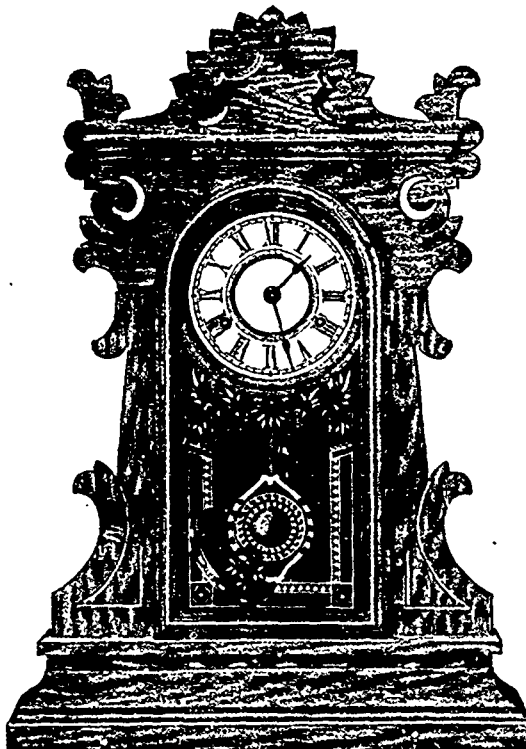
RAMBLER.—8 Day. Height 19½ in.



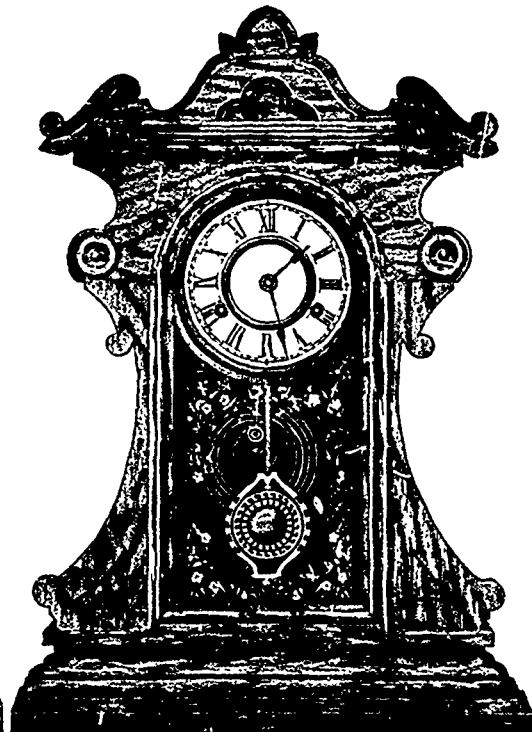
TITANIA.—8 Day. Height 24 in.



GRAYLING.—8 Day. Height 19½ in.



SHAMROCK.—8 Day. Height 23½ in.



TOMAHAWK.—8 Day. Height 23 in.

THESE  
ARE THE  
CLOCKS  
THAT SELL  
AT  
SIGHT.

GIVE THEM  
A TRIAL  
THEY WILL  
NOT GO  
BACK  
ON YOU.

LEVY BROS., Hamilton, Selling Agents for Canada.



# The Montreal Optical & Jewelry Co., Ltd.

**Warehouse and Factory, 1685 Notre Dame St. Montreal.**

P. O. BOX 1054.

**ONLY MANUFACTURING OPTICIANS IN CANADA.**

We are now offering to the Trade exceptional prices and the finest lines of all kinds of

## OPTICAL GOODS

Ever Shown in the Dominion.

*Andemair's celebrated Opera Glasses, Field Glasses, Telescopes, Spectacles*  
**AND EYE GLASSES OF ALL KINDS, TRIAL LENS SETS, ETC.**

Special care given to Prescription Trade and Customers' Repairs.

N.B. Our Travellers are now on the road. Reserve your Orders for these Goods. It will pay you.

**Montreal Optical and Jewelry Company, Limited.**

**The Best Line of Rolled Plate Chains.**  
 IN THE MARKET FOR THE MONEY.

STYLES  
 ORIGINAL.  
 DURABILITY  
 GUARANTEED.



# J.G.C. & CO.

FINISH ALL  
 THAT  
 COULD BE  
 DESIRED.

Send for Illustrated Sheet of Specialties for this Season. For Jobbers only.

**J. G. CHEEVER & COMPANY,**  
**NORTH ATTLEBOROUGH, MASS., U.S.A.**

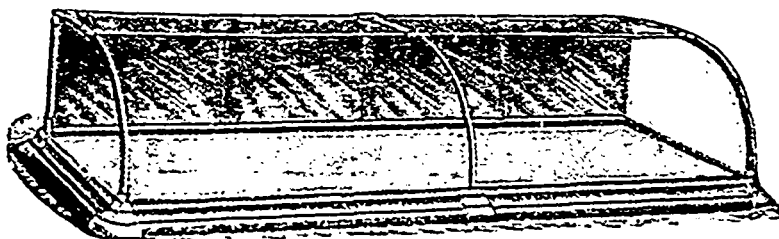
GEO. P. WAGNER.

CARL ZEIDLER.

D. C. WAGNER.

**DOMINION SHOW CASE WORKS, WAGNER, ZEIDLER & CO.**  
 (FORMERLY DOMINION SHOW CASE CO.)

HIGHEST AWARDS RECEIVED WHEREVER EXHIBITED.



Manufacturers of

Show Cases of every description in Nickel, Steel,  
 Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

**Show Rooms, Head Office and Factory: West Toronto Junction, Ont.**



United Kingdom. On every letter enclosing one of these contributions a postal charge equal to the commission on the order was levied. Such charges are utterly indefensible, for a letter may be sent from London to New Zealand at a profit for one penny and the American Government can afford to send an ounce from New York to Alaska—5,000 miles, chiefly by rail—for one penny.

**THE WATCH WAR.**—Very unwisely, we think, some of the retail jewelers of this city have commenced a trade war on a small scale in the matter of watches. One prominent jeweler starts out by selling a leading watch at \$10, which, as it afforded him and his competitors a margin of over 60 per cent. profit on the cost, could not have crippled anybody's business. A competitor in order to make the public believe that there was no "snap" in this, advertises that he will sell the same goods at \$7.50, and still another comes out and declares that he is satisfied to sell the same watch to the public at \$6.50. Now we are no advocates of doing away with competition. A reasonable amount of competition is a healthy thing to have, but surely such business as is outlined above is competition run mad. Watches are the staples of the jewelry trade, and should bear a fair margin of profit, else they are not worth selling. If one merchant makes a bait of one staple watch by selling it at cost, he is sure to be followed up by some competitor who will not only meet him on the line he is cutting, but break the price on other goods on which a profit is being made. When such a thing becomes general, as it always does sooner or later, the result is so far as the retail trade is concerned, that they practically do their business without profit to themselves for the benefit of the public, and get no thanks for it. Before the present fight goes any further would it not be well for those taking part in it to ask themselves, will this thing pay us? We don't think that it will pay, and we are equally certain that none of you will get any thanks from the public for it, for they don't know enough about the goods to realize that it is something which it don't pay you to do.

## WORKSHOP NOTES.

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

**TALK** for wrapping up silver may be made by dissolving six parts of caustic soda in water until the hydrometer shows 20° B. To this solution are added four parts of oxide of zinc and boiled until dissolved. Sufficient water must next be added to reduce the solution to 10° B. Next dip paper or calico into this solution and dry. This wrapping will very effectually preserve silver articles from being blackened by sulphuretted hydrogen, which, as is well known, is contained in the atmosphere of all large cities.

A **GOOD** preparation for silver plating may be made by dissolving 1 ounce crystals of silver nitrate in 12 ounces soft water. Then dissolve in the water 2 ounces potassium cyanide. Shake the whole together, and let it stand until it becomes clear. Have ready some half ounce vials and fill them half full of Paris white or fine whiting, and then fill up the bottles with the liquid, and it is ready for use. The silver coating is not as tenacious to the article as when electrolytically deposited.

There are various ways for soldering stone-set rings, but the following may be found to be as good as any. Take tissue paper and tear it into strips about three inches wide, twist them into ropes, and then make them very wet and wrap the stone with them, passing around the stone and through the ring until the centre of the ring is a little more than half full of paper, always winding very close and then fasten upon charcoal, allowing the stone to project over the edge of the charcoal, and solder very quickly. The paper will prevent oxidation upon the part of the ring it covers, as well as protect the stone.

*La Lumiere Electrique* gives the following description of the process

employed by Mr. Pratt for soldering platinum wire, crucibles, etc. Prechloride of gold ( $\text{AuCl}_3$ ) is slowly heated up to 200 degrees C. with an ordinary gas blowpipe, so as to obtain chloride of gold, then to a higher temperature in order to obtain metallic gold, which flows between the two surfaces which are to be united, and which have been previously juxtaposed. The soldering is rendered complete by hammering while still hot. Mr. Pratt has found this method far preferable to the one that consists in the use of fine gold wire.

**THE** Turk glue diamonds and other jewels to their metal settings with the following mixture. Five or six bits of gum mastic, each of the size of a large pea, are dissolved in as much spirits of wine as will suffice to render it liquid. In another vessel as much isinglass as will make a two-ounce vial of strong glue, previously softened in water, should be dissolved in brandy, adding two small bits of gum ammoniac, which must be rubbed until dissolved. These must be mixed by heat, and kept in a vial closely stopped. When it is to be used, set the vial in boiling water. This cement perfectly resists moisture, and it is said to be able to unite effectively two surfaces of polished steel.

A **GOOD** way to remove rust from pinions is to scour them up with oil-stone dust and oil, till a smooth surface is obtained, then polish with crocus. Care must be taken not to grind the leaves off any more than is necessary, or the proper shape may be destroyed. Some workmen soak the rusted parts in a solution of cyanide of potassium or other solvent of oxide of iron, but the use of such means cannot be approved of. The way described is as good as any, and is safe. If the pinions are very badly rusted they should be rejected and others put in, as they will be out of shape when finished off smooth, and would not perform well in the watch.

## OTHER NOTES.

The survivors of the Balaklava charge are said to exceed twenty. Some are in poverty, but an appeal on their behalf in Great Britain only secured \$24.

**THE** insignia of the British Order of the Bath, which has heretofore been made of gold, is to be of silver gilt hereafter, and instead of being made by a jeweler they will be turned out by contract at so much the score by a Birmingham firm.

A **VERY** ingenious electrical device has lately been patented by which the hands of a clock set to a certain hour are made to complete an electric current connected with the kitchen stove, so that the fire is started when the given hour arrives.

**QUEEN** VICTORIA, who recently started on a continental tour, took along three coachmen, nine grooms, eight horses, one donkey, three carriages, seventy-two trunks, three special bells, a special cooking stove, nine, two doctors, one surgeon, three ladies in waiting, nine women servants, one lord, two equestrians, seven dogs.

**THE** latest experiments made with carrier pigeons in connection with various European armies show that the normal velocity of the carrier in calm weather and for a short distance is about 1,210 yards a minute. With a very strong wind in the direction of the flight, a bird has reached 1,980 yards a minute.

**THE** Mannlicher rifle and the small bullet have had their first practical trial in the recent riots at Biala. The mob was so defiant that the Austrian troops were compelled to fire on them. In all cases of wounds the bullets were found to have passed completely through the bodies.

It is said a marriage has been arranged between Henry M. Stanley and Miss Dorothy Tennant, who is a young artist, and much admired, and has become well-known through her clever pictures in the Academy and other galleries. The marriage will probably take place early in June.

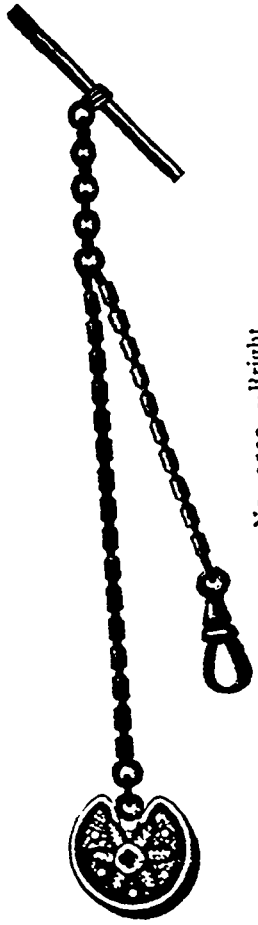
**BISMARCK** consulted a jeweler a short time ago as to the money value of the precious stones in the crosses, medallions, stars, and chains which have been conferred on him with orders by European sovereigns. His purpose was to turn the jewels into ready cash. He told the jeweler that on future state occasions he would wear no order except the Iron Cross and the Star of the Black Eagle.



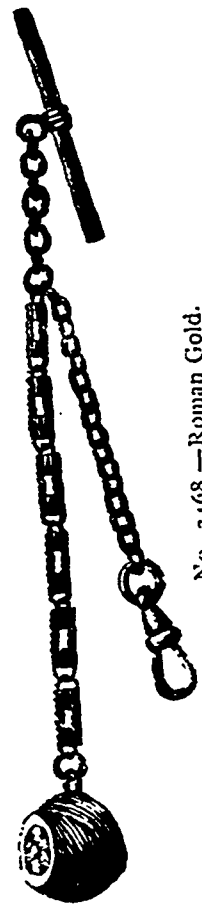


# R. F. S. & CO.

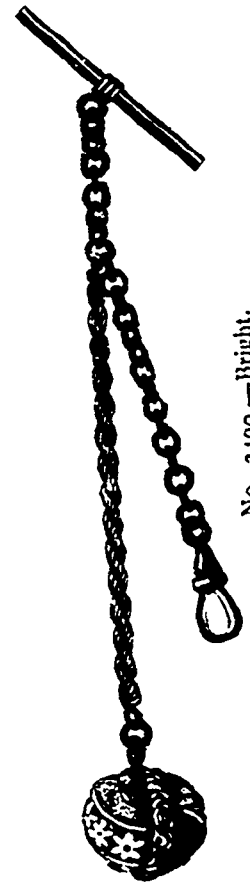
## "SAFETY QUEEN."



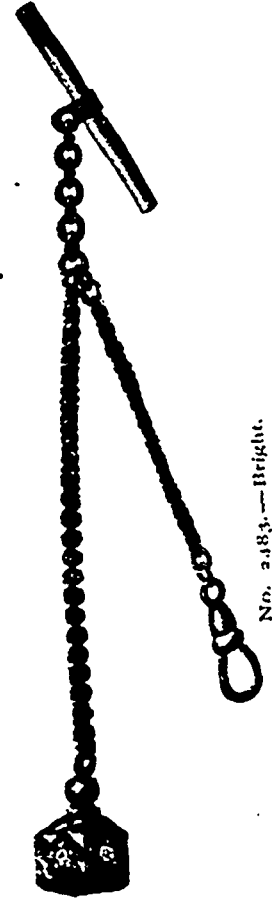
No. 2520.—Bright.



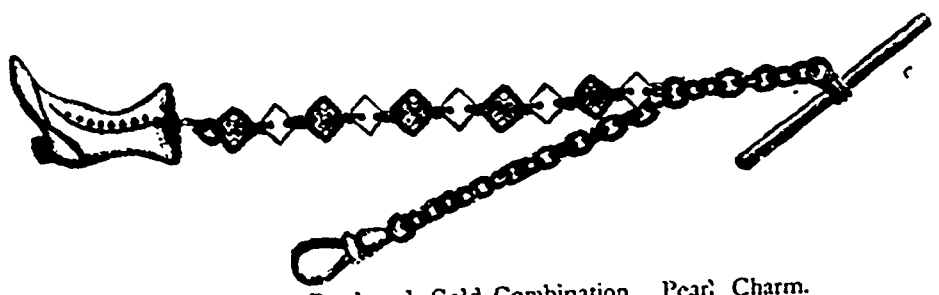
No. 2468.—Roman Gold.



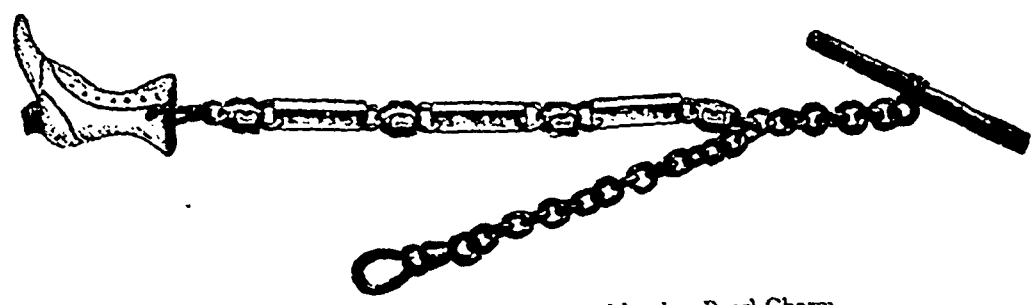
No. 2490.—Bright.



No. 2483.—Bright.



No. 2497.—Pearl and Gold Combination. Pearl Charm.



No. 2530.—Pearl and Gold Combination Pearl Charm.

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# OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade. NO CHARGE is therefore made for advertising in this column, but the subject matter should not exceed five type lines, or about 60 words.

**FOR SALE**—Jewelry business in the village of Norwich. Stock about \$1,500. Reason, giving up business. For particulars address, J. H. ROBINSON, Box 83, Norwich, Ont.

**FOR SALE**—In a thriving town of 1200 population. A good jewelry business and property, store and fixtures, \$3,000. Good run of bench work. Regular bonanza, as it will be sold cheap. Good reasons given for selling. Don't apply unless you mean business. No opposition. Address, Z. BROWN, care TRADER PUB. Co., Toronto, Ont.,

**POSITION WANTED**.—A first-class watchmaker and salesman is open for a permanent engagement in city or good town. Has full set of tools, including American lathe. Good address, 24 years of age, steady and a worker. Address, "Balance," care of TRADER PUB. Co.

**SITUATION WANTED**.—By a young man at the watchmaking business, has served two and one half years. Can furnish best of references. Address, G. M. ROSS, Vienna.

**SITUATION WANTED**.—With chance to improve, by one with 13 months' experience; can do ordinary clock and watch repairing; fair salesman; first-class references. Address, HERBERT J. McNAUGHTON, Brussels, Ont.

**SITUATION WANTED**.—By young man as improver to the watchmaking; has been 3 years at the trade, can do mostly all ordinary watch and clock repairing; could act as salesman if required. Address, "REPAIRER," care TRADER PUB. Co.

**SITUATION WANTED**.—By a young man, nineteen years of age, who has had four years' experience at the watch, clock and jewelry repairing. Improvement more of an object than wages. For recommendations apply to H. J. Reid, Warsaw, Ont., or Alex. Moffatt, jeweler, Port Elgin, Ont.

**SITUATION WANTED**.—By a young man as improver. Can do any ordinary watch or clock repairing and hard soldering. Would work for little more than board at first. Improvement, not wages, the object. Can act as salesman if required. Best of references. Address, E. H. care of EDWARD HARWOOD, Pembroke, Ont.

**SITUATION WANTED**.—By young man 22 years of age, who has had two and a half years' experience at bench; good salesman; good hand at clocks and jewelry. Wages not so much of an object, as would like to improve. Can furnish best of references. Correspondence solicited. Address, HAROLD BLACK, care of J. NICHOL, Dunnville, Ont.

**WANTED**.—Two good working jewelers who are capable of stone setting, apply to J. U. THIBAUDEAU, 33 St. John St., Montreal.

**WANTED**.—A good watchmaker can find a permanent situation and good wages by applying to W. B. JEWETT, Jeweler, Woodstock, N. B.

**WANTED**.—Situation as watchmaker; first-class workman, use neither liquor nor tobacco. West of Toronto preferred. "WATCHMAKER," care of TRADER PUB. Co.

ENGLISH rose growers are using blood manure for their vines with much success, it is said. They take sixteen pounds of blood, and as soon as it begins to purify pour into it four ounces of muriatic acid and four ounces of proto-sulphate of iron, previously mixed, which turns the blood into a dark, dry powder that will keep for any length of time. A half pound of this is mixed with the soil over the roots of each rose bush.

# A. M. BROCK,

IMPORTER OF

## WATCHMAKERS'

AND

## JEWELERS'

## MATERIALS.

KINGSTON, - - - CNT.

LOOK AT THESE PRICES FOR

## WATCH REPAIRING FOR THE TRADE.

BALANCE STAFFS.	\$1.00
CYLINDERS.	1.00
HOLE JEWELRY, ordinary.	.50
LEVERS.	1.00
LEVER, straight line.	1.50
DIALS, plain.	1.00
DIALS, with seconds.	1.25
PALETS, Swiss or English.	1.00
PINIONS, ordinary.	1.00
PIVOTS, where piece permits.	.50
HAIR SPRINGS, Sat.	.75
HAIR SPRINGS, Breguet.	1.50

10% discount when cash accompanies order, and I will prepay return postage. Save time by sending your work to

**BILLINGS, the Watchmaker.**

208 Dundas Street, - - LONDON, ONT.

## JEWELERS WANTED,

TO SEND THEIR ENGRAVING TO

## J. S. MURRAY & CO.

GENERAL AND ORNAMENTAL

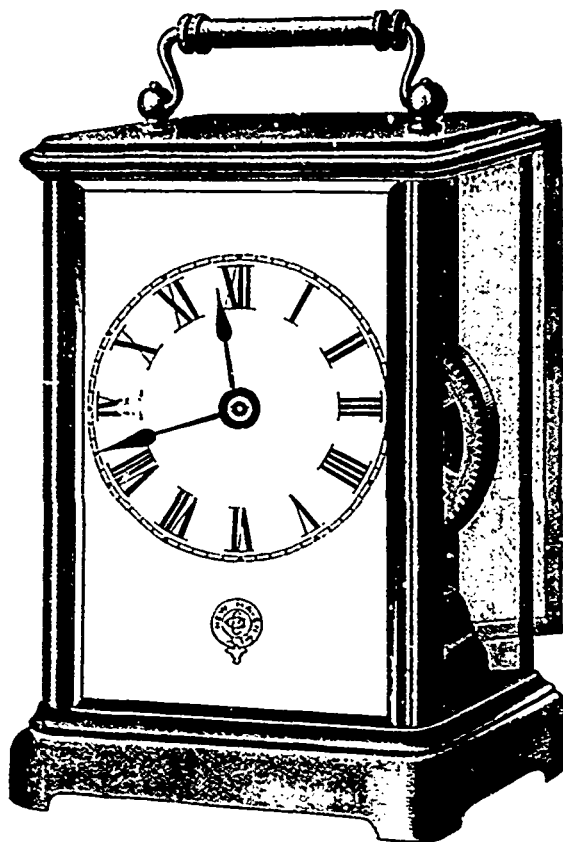
## ENGRAVERS,

ROOM 58,

YONGE STREET ARCADE, - TORONTO.



# THE PILGRIM



IS the best Nickel 1 Day Half Hour Striking Clock made. It is striking in appearance, is an accurate time-keeper, and one of the best sellers in the market. It is also made with Gilt Mat Dial.

The names we want to bring before our patrons this month are - CABINET, No. 6; CABINET, No. 4; CABINET, No. 7; CABINET, No. 3. These we are selling at a

## GREAT REDUCTION

In price, and they are without doubt the best value in the market.

Etruria, Umbria, Servia, Gallia, Hidalgo and Valkyrie have not been surpassed, and are still leaders this Spring. These Clocks are made by the famous New Haven Clock Company, of which we are Agents.

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E. & A. GUNTHER, - TORONTO.

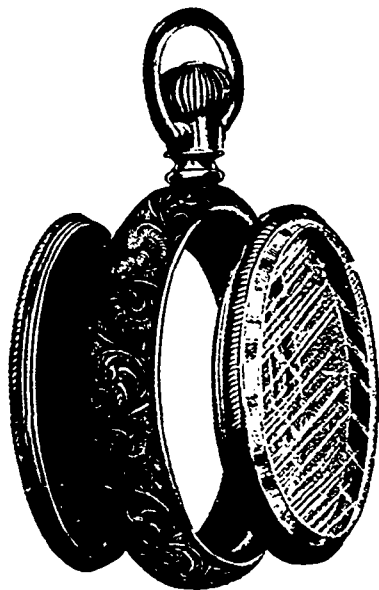


# A CASE YOU CAN SWEAR BY



**T**HE great Showman, PHINEAS T. BARNUM, says that "the public like to be humbugged." Whether this be correct or not, it is undoubtedly true that there is a great deal of humbug during the present age, and that in no branch of business is it more apparent than in the manufacture of GOLD FILLED WATCH CASES.

It is a notorious fact that cheap so called filled Cases are being sold by unscrupulous manufacturers, and guaranteed to wear from 15 to 20 years, that have hardly gold enough on them to swear by. The retail trade purchase them in good faith, and sell them with the idea that the warranty means just what it says, and will be lived up to by the manufacturers. Such goods cannot possibly wear as guaranteed, and are bound in the end to bring loss of both money and reputation to every person handling them.



The Patent Screw Dust-Proof Case Manufactured by the American Watch Case Company of Toronto, has been upon the Canadian Market for nearly two years. No Case ever received a heartier reception, and the fact that its sales are larger to-day than they ever were before, is proof positive that it has filled "a long long felt want," viz., a first-class case, honest in every particular, at a low price.

Hitherto their Screw Dust-Proof Case has been made only in Gold, Silver and Silveroid, but in response to the generally expressed request of the trade in all parts of the Dominion, the Company have placed upon the market a 14 K. Gold Filled Case of this kind.

It is almost needless to say that in placing a Gold Filled Case upon the market, the American Watch Case Company have taken pains to make sure that it is not only perfect in design and finish, but especially that it should be thoroughly reliable as regards its wearing qualities.

Their 14 K. Gold Filled Screw Case has a Solid Gold Bow, extra thickness of gold plate, and comes up to this standard in every particular. Each Case is stamped with the word "PREMIER," and bears the Company's registered trade mark of a "WINGED WHEEL." A guarantee for 21 years accompanies every Case, a fac simile of which is given above, and this warranty the Company proposes fully to maintain, no matter by whom the goods are sold.

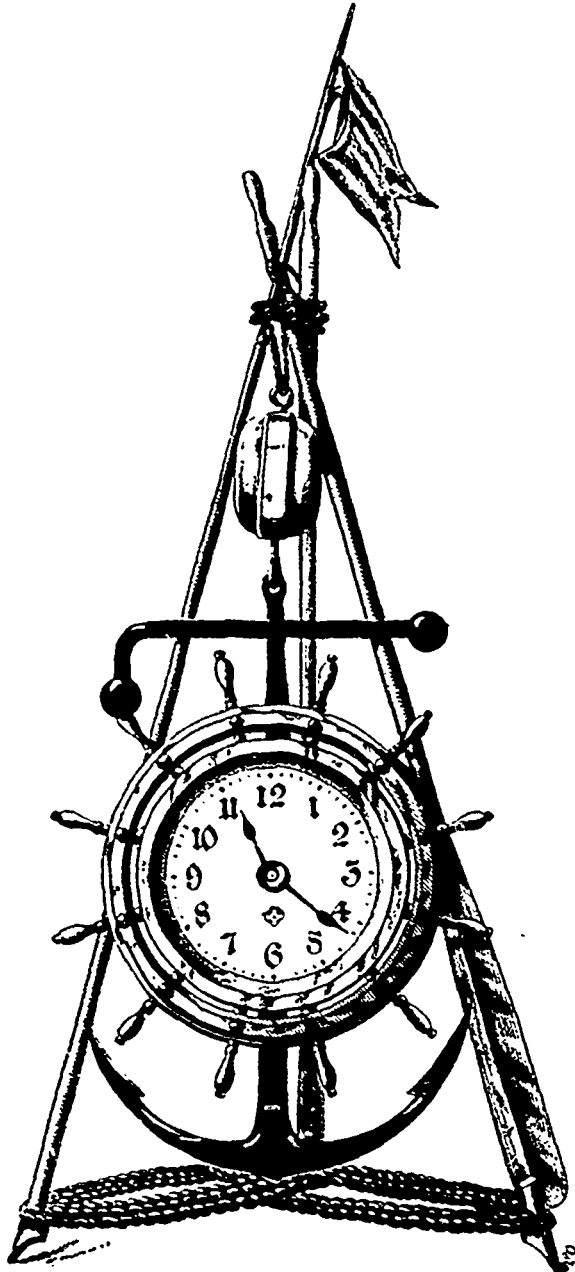
The American Watch Case Company's Patent Screw Dust-Proof Case can now be had from all the leading Jobbers, in Gold, Gold Filled, Silver, Silver Filled, and Silveroid. They are the best and cheapest Cases in the market, and as you can make more money out of them than any other, you will find it to your advantage to handle them. Sell only cases you can "swear by."



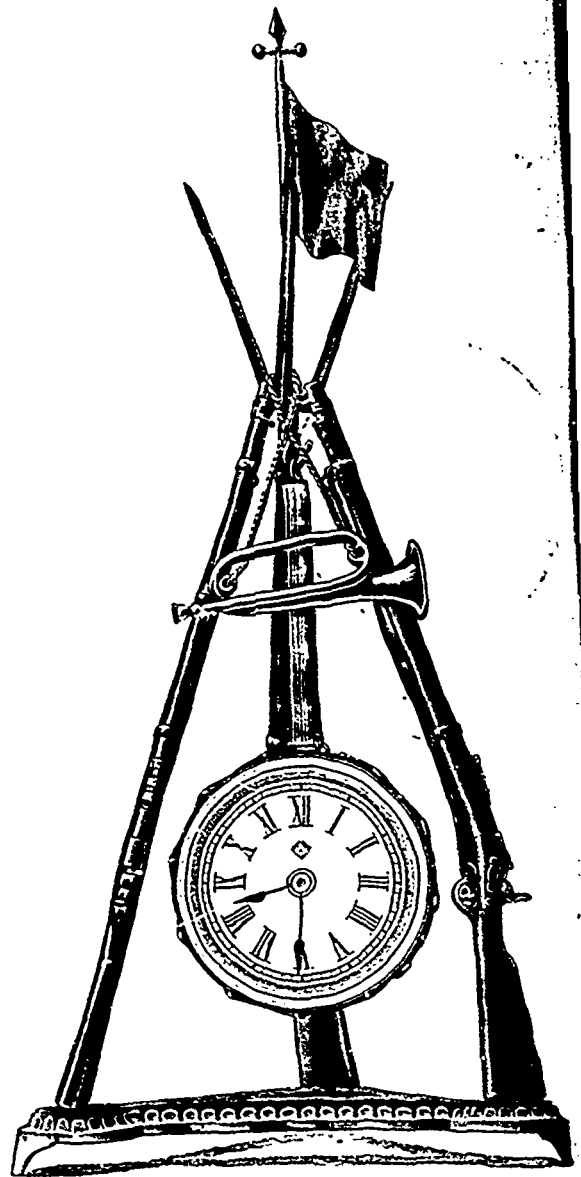
# THE GOLDSMITHS' STOCK COMPANY OF CANADA

(LIMITED)

**AGENTS ANSONIA CLOCK COMPANY.**



NAVY.—8 Day, Time.



ARMY.—8 Day, Time.

Importers of Watches and Fine Jewelry. Distributors of Domestic  
Manufactured Goods.

48 YONGE STREET,

- - - -

TORONTO, ONT.