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VOL. XXIX.

NEW YORK, WEDNESDAY, NOV. 14, 1894.

No. 16.

## A REMARKABLE RELIC IN THE BRITISH MUSEUM.

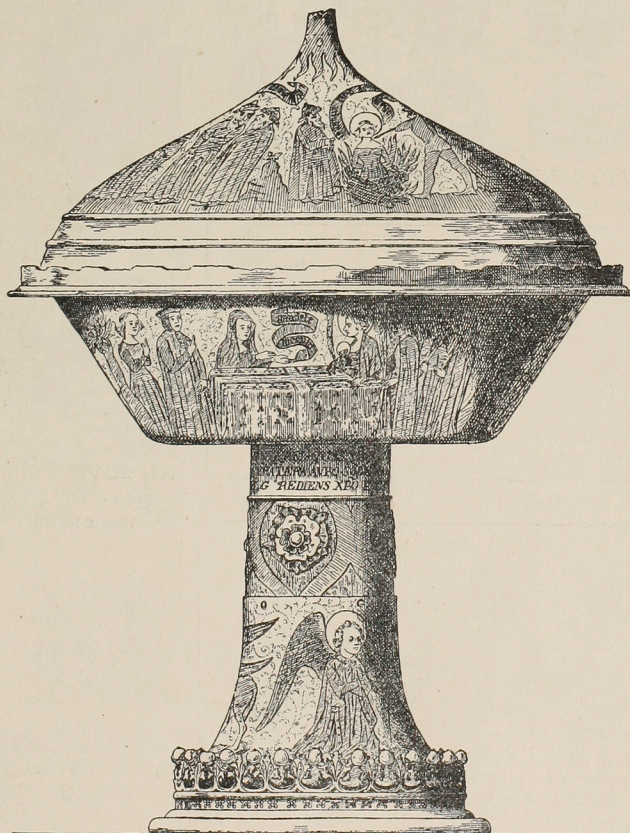
THAT an object, unique as the most perfect specimen of a past art, and equally interesting on account of its historical associations, could so lose its identity as to go a-begging for a purchaser, at an almost nominal price, seems incredible in this epoch of ours, so interested in every scrap that belongs to the past. It looks too like the realization of every collector's dream to be true; for who is he, in the world of curiosity searchers, be his purse long or short, who has not fancied that some day he would be selected by fate to find the anonymous treasure that is to be bought for a song? However, during the Autumn of 1883 such an opportunity was offered to a score of the keenest of Parisian connoisseurs.

The exceptional object was a gold cup, with a lid, 11 inches in height from base to summit. It was profusely decorated with admirable compositions in enamel. On the lid and bowl these devices represented scenes from the life of St. Agnes, on the foot the emblems of the four evangelists; even the interior of the lid and bowl were ornamented with medallion motives—on the whole, a gorgeous piece of orfèvrerie, reflective of the æsthetic sentiment and style of the fourteenth century. But, apparently, a mood of distrust was then prevalent among our connoisseurs. "La mariée est trop belle," say the French, when the

fault of something is to be too handsome. So it was with the enameled chalice. The

Besides, there were other causes for suspicion. The interior of the chalice was decorated, and it is well known that the chalice serving to celebrate the mystery of the mass is not to be ornamented inside. Then there was, just below the bowl, a Latin inscription in characters of the seventeenth century; how could these letters agree with the Gothic Latin of the mottoes inscribed in the scrolls accompanying the scenes from the life of St. Agnes? This was a gross anachronism that betrayed the counterfeiter. So judged our connoisseurs. They who are generally so jealous about showing private initiative in matters of that kind seemed to have agreed with one another not to yield to temptation. The man who offered it for sale—a Spaniard who spoke French very imperfectly—had nothing to say tending to establish the authenticity of this rather strange objet de vertu. He simply presented it on its own merits; the only information he could advance was that he had brought it from his country, and he did not conceal the fact that he was very desirous of selling it. So he went hawking it about, from such authorities as M. Fr. Spitzer, M. du Sommerard, etc., to the tribe of brokers in curios who people the neighborhood of the Rue Lafitte—only to meet with refusal everywhere.

Finally, he was sent to Baron Jérôme

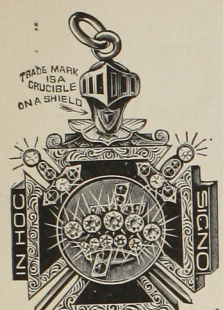


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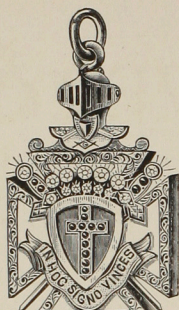
enamels were pronounced too perfect, the quality of the workmanship too fine, to be connected with the antiquity the aspect of the object implied.



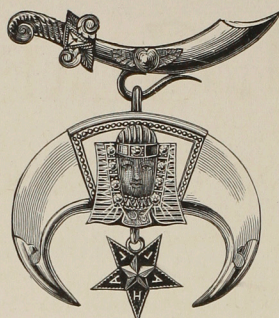
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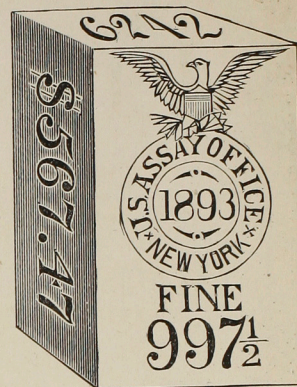
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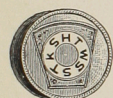
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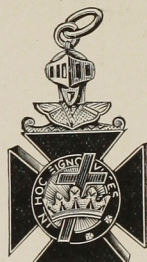
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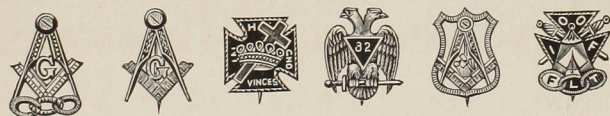
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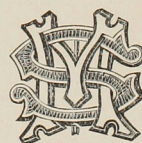


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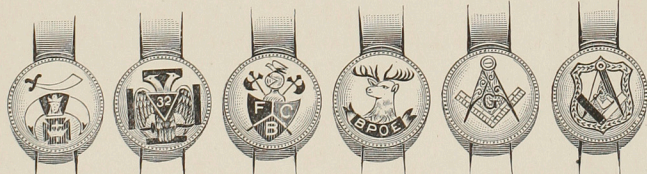


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Having imported a large reserve stock of Diamonds, we will not advance any of our prices at present. Dealers making their selections now will have the full advantage of the low tariff prevailing on Diamonds before the Wilson Bill went into effect.

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43 RUE MESLAY, PARIS

Pichon, who owns one of the most remarkable collections of antique jewelry that exists. The moment Baron Pichon held the cup in his hands he saw in it what others had failed to see. This is not to say that the doubts evoked by the refusal of so many competent judges were entirely banished by a mere glance at the object; on the contrary, he also refused to purchase it. But scarcely had the Spaniard turned his back, when a servant was sent after him. The first impression had been the strongest; Baron Pichon asked to keep the cup until next day, and when the man came back for his answer, after some bargaining, the baron remained proprietor of it for the sum of nine thousand francs. This new acquisition to a collection reputed most exclusive was greeted with a pretty concert of astonishment, each note pitched according to the individual's idea of the baron's folly. To the rather ironical congratulations he had but one answer: "Que voulez vous? The cup pleases me sufficiently for the money I paid for it."

Indeed, what he had done was not so extravagant, after all. The cup weighed 2,105 grammes of gold; that is, represented a rough value of 6,700 francs. Therefore, in case he really had been taken in, a margin of not quite five hundred dollars was not an excessive sum to pay for the handiwork of a modern artist of such talent as the imagery in enamel indicated. On the other hand, if the object proved of real antiquity, then it was the most curious remnant of orfèvrerie decorated with translucent enamels that had reached our time.

The care of studying the quality of the enamels was secondary in Baron Pichon's estimation, to the fascinating problem that lurked in the inscription, which had frightened off the amateurs to whom the cup had been previously offered. It was much abbreviated, and, when completed, read thus:

"Gazæ sacrae ex Anglia reliquias pacis inter reges factæ monumentum cratera auro solidum Johannes Velasquius Comestabularius inde Regi Britanniae gratus re-

dieus Christo pacificatori dedicat."

In English: "John Velasco, constable, grateful to the King of Great Britain, consecrates, on his return from that country, to Christ, the pacifier, this cup of massive gold, remnant of the royal treasury of England, and monument of the peace concluded between the kings."

The more the new owner of the cup studied the wording of this dedication the more convinced he felt that no counterfeiter could have been so learned as to be familiar with the abbreviations proper to the time, or to have known the minor points of history to which the inscription referred. It was evident that this inscription was commemorative of an event, and that it had been added at a more recent epoch. Then, was it not possible that such an event as a peace concluded between the kings of England and Spain might be recorded somewhere, either in history or chronicles? If so, and the record could be found, it was probable that mention would be made also of the memento of that peace; surely, the gift was noble enough to have been registered! Such, at any rate, was the reasoning of a bibliophile like Baron Pichon, who believed that everything could be found in books, and with this belief he set to work to solve the problem.

For nearly ten years Baron Pichon remained the proud possessor of the cup. Finally, in 1892, after much negotiation, he ceded it to the British Museum, for the sum of £8,000. It stands to-day in the jewel room of the great museum, facing the Portland vase, with the following legend upon a label:

"Enamelled gold cup of the kings of France and England, with subjects from the life of St. Agnes, given to Charles VI. of France, in 1391, by his uncle, Jean Duc de Berry, afterward in the possession of the kings of England, from Henry VI. to James I., who gave it, in 1604, to Don Juan Velasco, constable of Castile.

"Purchased by subscription, with the aid of the treasury, 1892"

*From The Cosmopolitan.*

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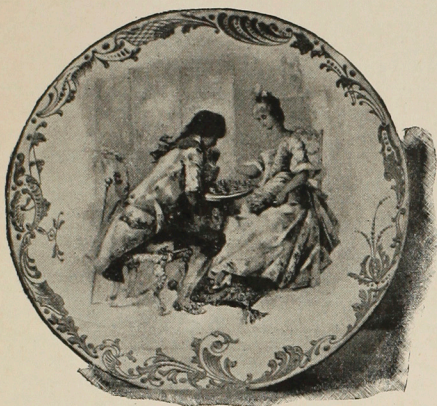


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## A WORD ABOUT CROWN PAIRPOINT FRENCH CHINA.

The JEWELER is not, generally speaking, an importer, yet he sells as nice a class of trade as exists. He can sell Fine China and Cut Glass as easily as Watches and Jewelry or Diamonds. Now we are importing genuine China blanks and decorating them here. We will import—you can buy from us. It will pay you well to talk with us about this.

SILVERWARE CATALOGUE No. 10.

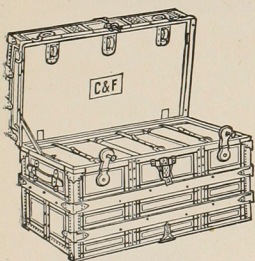
CUT GLASS CATALOGUE No. 11.

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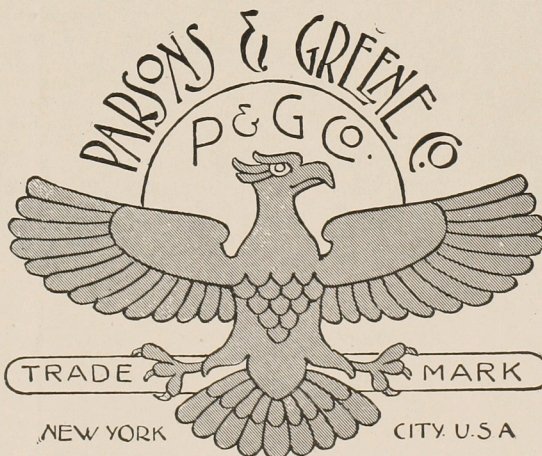
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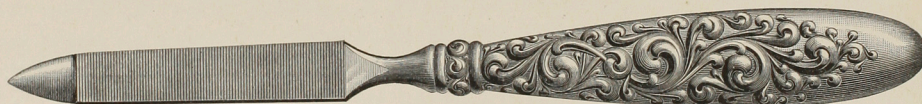
WALLINGFORD, - - - - - CONN.



No. 20 CUTICLE KNIFE.

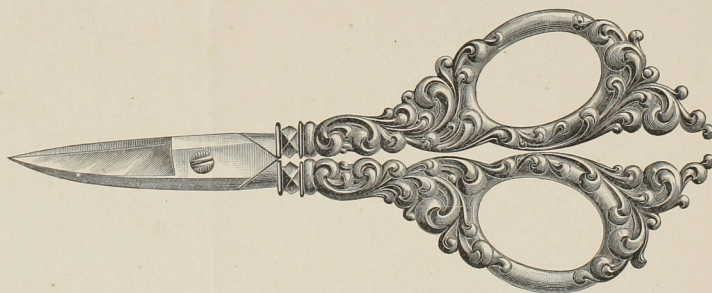


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No. 20 NAIL FILE.

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No. 20 NAIL SCISSORS.



No. 20 TWEEZERS.

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### The Shocking Death of Andrew H. Schilling.

SYRACUSE, N. Y., Nov. 6.—A fatality of unusual sadness in all its details occurred at the Delaware, Lackawanna & Western railroad station in this city at 5.30 o'clock, Saturday afternoon. While attempting to board a moving passenger train, Andrew H. Schilling, a prominent jeweler of Oswego, was thrown under the rear coach and instantly killed, the wheels passing over his neck and practically severing the head from the body.

Mr. Schilling came to Syracuse Saturday morning with his cousin. He had made arrangements with Joseph Seymour's Sons & Co. to go to work for them at an early date. An eye-witness of the accident says that Mr. Schilling came rushing out of the station just as the train was moving away. He grabbed one of the hand guards on the front steps of the rear coach and at that moment the train gave a sudden jerk and Schilling was thrown directly under the wheels. The body was removed to Mullin's morgue in the dead wagon, a delegation from the Syracuse Lodge of Elks taking care of the remains.

Andrew H. Schilling was born in Oswego, 30 years ago and lived with his widowed mother and a sister, on the east side. He was employed in Wendell's jewelry store in Oswego for nine years. On the death of jeweler Fred Mongin, he bought Mr. Mongin's business and conducted it for

seven years, up to last July. He then sold out his business, having in view his connection with the Seymours, in this city. Mr. Schilling was soon to be married to Miss Carrie Mitchell, daughter of Edward Mitchell, ex-Mayor of Oswego.

### Government Proposals for Supplying Silver Plated Ware.

WASHINGTON, D. C., Nov. 8.—The War Department, through the Philadelphia Depot of the Quartermaster's Department, 1428 Arch St., is inviting proposals until Nov. 21, 1894, for a lot of table ware, among which are the following items:

One hundred and eighty-four dozen silver plated teaspoons, to be equal to Rogers' best triple plated silver plated ware, "Anchor" brand and "Windsor" pattern; plated on white metal, and to strip at least 10-12 dwts. of silver to each dozen. Length, 6 inches. To be indelibly marked on upper flat side of handle with the letters "Q. M. D.," and to be equal in every respect to the standard sample.

One hundred and fifty-seven dozen silver plated tablespoons, to be equal to Rogers' best triple plated silver ware, "Anchor" brand and "Windsor" pattern; plated on white metal and to strip at least 21 dwts. of silver to each dozen. Length, 8-10 inches. To be indelibly marked on upper flat side of handle with the letters "Q. M. D.," and to be equal in all respects to the standard sample.

72 dozen silver plated table forks to be equal to Rogers' best triple plated silver ware, "Anchor" brand and "Windsor" "Medium" pattern; plated on white metal, and to strip at least 21 dwts of silver to each dozen. Length, 7-10-16 inches. To be indelibly marked on handle with the letters "Q. M. D.," and to be equal in every respect to standard sample.

Two hundred and thirty-six dozen plated knives to be equal to Rogers' best triple plated silver ware, "Anchor" brand, "Medium" pattern, and square handles. Plated on steels, and to strip at least 12 dwts of silver to each dozen. Length, 9-10 inches. To be indelibly marked on handle with the letters "Q. M. D.," and to be equal in every respect to the standard sample.

One hundred and twenty-five dozen silver plated mustard spoons.

### War Against the Watch Club Schemes of the Pacific Coast.

LOS ANGELES, Cal., Nov. 7.—The Post Office authorities on this coast have taken decided action against watch clubs. They have notified a number of jewelry stores in this city who have been conducting these schemes that they are violating the law against using the mails for lottery purposes.

It is claimed that the prime cause for moving against this class of trade is that a number of unscrupulous adventurers hereabouts have been using the club plan in working up suit clubs and that in a number of instances the patrons have been swindled by the club breaking up before the last man got out; the postal authorities were asked not to allow the mails to be used for such purposes and they decided that in order to stop the suit club men they would have to stop all persons from working this kind of scheme, including the watch club jewelers.

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ACCESON'S PATENT, February 28th, 1893.

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	\$ .15	\$ .18	\$ .20	\$ .23	\$ .25	\$ .28	\$ .30	\$ .35	\$ .40	\$ .45	\$ .50	\$ .55	\$ .61	\$ .65	\$ .70	\$ .80	\$ .90	18,000
1	.18	.22	.25	.28	.31	.33	.35	.40	.45	.50	.55	.62	.67	.73	.78	.90	1.00	14,000
2	.21	.25	.30	.34	.37	.40	.42	.46	.52	.58	.65	.70	.77	.85	.91	1.03	1.20	11,000
2 ½	.25	.30	.37	.42	.46	.48	.50	.55	.60	.67	.75	.80	.91	.98	1.05	1.20	1.40	8,800
3	.30	.38	.45	.50	.55	.58	.60	.65	.70	.78	.85	.95	1.05	1.15	1.25	1.45	1.65	7,400
4	.35	.45	.55	.65	.75	.80	.85	.90	.95	1.10	1.30	1.50	1.65	1.80	2.00	2.15	2.35	6,500
5	.45	.60	.75	.95	1.05	1.15	1.25	1.35	1.65	1.90	2.20	2.45	2.75	3.05	3.35	3.65	4.15	4,400
6	.55	.75	.95	1.25	1.50	1.60	1.80	1.95	2.35	2.75	3.15	3.55	3.95	4.35	4.75	5.15	5.95	3,700
7	1.10	1.20	1.25	1.45	1.60	1.80	1.95	2.35	2.75	3.15	3.55	3.95	4.35	4.75	5.15	5.95	7.00	3,160
8	1.35	1.55	1.70	1.90	2.10	2.35	2.60	3.15	3.70	4.25	4.80	5.35	5.95	6.45	7.00	8.10	9.20	2,750
9	1.65	1.90	2.15	2.45	2.75	3.05	3.35	4.05	4.80	5.45	6.10	6.75	7.40	8.15	9.00	10.10	11.30	2,450
10	2.00	2.40	2.65	3.10	3.40	3.80	4.15	5.10	6.10	6.90	7.80	8.75	9.65	10.55	11.45	13.25	15.10	2,250
12	2.45	2.80	3.25	3.70	4.15	4.65	5.10	6.25	7.40	8.50	9.60	10.70	11.85	12.90	14.05	16.30	18.55	2,000
10	3.60	4.00	4.40	5.10	5.80	6.50	7.20	8.80	10.40	12.00	14.60	15.20	16.80	18.40	20.00	24.55	26.40	1,830

CARBORUNDUM was awarded both a Medal and a Diploma at the World's Columbian Exposition in recognition of its merits as an Abrasive, the hardness being greater than any other abrasive material. Those over three inches in diameter are turned up after firing. The same numbers are used to designate the degrees of fineness, as are used with Emery, and the wheels are made in seven degrees of hardness, marked SSS, SS, S, M, H, HH, HHH, from extremely soft to extremely hard.

In ordering, state diameter, thickness, hole, number and hardness.

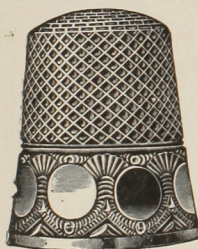
Monongahela, Pa., U. S. A.

THE CARBORUNDUM COMPANY.

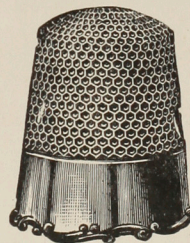
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**Notable Results in Railway Watch Examination.**

CHICAGO, ILL., Nov. 10.—In the examination of 1,236 watches on the C. & O., and the St. L. & S. F. Rys., but one watch was found to be unsafe for that hardest test of timekeeping quality—the railway service. This is the record presented by J. W. Forsinger, time inspector for the above railways in the reports recently rendered to the general superintendents. The summaries follow:

CHESAPEAKE & OHIO RY.	
Watches inspected, . . . . .	843
Watches compared with standard time weekly, . . . . .	689
Average number of days run for rated watches, . . . . .	24
Average daily variation, in seconds, for rated watches, . . . . .	.7
Rejected as unsafe, . . . . .	1

ST. LOUIS & SAN FRANCISCO RY.	
Watches examined, . . . . .	393
Watches compared weekly, . . . . .	342
Average number of days run for rated watches, . . . . .	46
Average daily variation in seconds for rated watches, . . . . .	.5

Competent inspectors who contributed to so favorable results include:

St. L. & S. F.—J. A. Droz, St. Louis, Mo.; Henry Seele, Newburg, Mo.; Wm. Brazeal, Pacific, Mo.; Frank Clark, Springfield, Mo.; J. L. Woolford, Monett, Mo.; M. T. Balsley, Joplin, Mo.; L. M. Smith, Pittsburg, Kan.; E. T. Tanquary, Neodesha, Kan.; H. W. Nunamaker, Ellsworth, Kan.; Klein & Fink, Fort Smith, Ark.; Noyes & Huber, Paris, Tex.; W. T. Danner, Burrton, Kan.; C. S. Poole, Anthony, Kan.

C. & O.—J. T. Allen & Co., Richmond, Va.; J. W. Lipop, Clifton Forge, Va.; Geo. A. Keller, Charlottesville, Va.; W. L. Fredeking & Co., Hinton, W. Va.; Glenn Hilton, Huntington, W. Va.; F. Piepers, Covington, Ky.; Wm. Owen, Cincinnati, Ohio; J. Jones, Lexington, Ky.; I. N. Pollock, Ashland, Ky.

**Death of an Old-Time Jewelry Manufacturer.**

PAWTUCKET, R. I., Nov. 6.—Samuel G. Stiness was struck by a locomotive at the Broad St. crossing last evening and instantly killed. He endeavored to cross the tracks after the gates were down, but slipping, fell beneath the locomotive which mangled his body beyond recognition.

Samuel George Stiness was the son of the late Phillip Bessow Stiness and was a native of Smithfield, R. I., where he was born 65 years ago. At an early age he learned the jewelry business and for a few years previous to the breaking out of the war was a manufacturer of jewelry in Providence. He gave up this business in 1861 and enlisted and served as a dispatch bearer until he was disabled and compelled to leave the service.

The deceased was regarded as an eminent authority upon all matters bearing on gas or electric lighting. He was vice-president of the National Association of Gas Engineers. He occupied a high rank in Masonic circles and was a past presiding officer of the various branches of this fraternity.

**Another Daring Window Smashing Affair in Norristown, Pa.**

NORRISTOWN, Pa., Nov. 7.—Shortly after 5 o'clock yesterday evening a daring thief hurled a brick through the show window of Thad. S. Adle's jewelry store and snatching up a tray of rings, walked rapidly away, finally breaking into a run. Three men who saw the thief gave chase, but the fellow eluded them in the Reading Railroad freight yard, where a number of cars were standing.

The robbery was committed in the brilliantly lighted business center of the borough, while persons were passing the store. The plunder is valued at \$125. The damage to a number of articles struck by the missile will amount to as much more.

**The Jewelers' League.**

The regular monthly meeting of the executive committee of the Jewelers' League was held on Wednesday, Nov. 7th. There were present: President Hayes; Vice-Presidents Bowden and Greason; Messrs. Jeannot, Van Deventer, and L. Stevens,

## If You are In business For Profits

You should sell  
the new

## "Princeton" Watch

and not be obliged to  
compete with outsiders  
nor have your customers  
tell you prices.

## Three grades:

16 size Nickel, Hunting  
and Open Face—15, 16  
and 17 Jewels, Adjusted,  
Patent Regulator.

Superior to any,  
and at less price.

Ask your Jobber.

Price Lists with full  
information mailed to  
regular jewelers upon  
application.

A. C. SMITH WATCH CO.,  
Manufacturers,

177 BROADWAY, - NEW YORK.

ESTABLISHED 1843.

Highest Awards in Every Competition



# LEROY W. FAIRCHILD & Co.,

3 Maiden Lane, New York City,

## Gold Pens, Gold and Silver Pencils and Pen Cases,

The Handsomest and Cheapest Line of Goods in the Market.

WORKS: 3D AVENUE AND OGDEN ST., NEWARK, N. J.



# GREAT BARGAIN!

**"A GOLD DOLLAR FOR ONLY 49 CENTS!"**

Such is the general character of the advertisements that take up the greatest space in the newspapers of the day, and the gulls flock in to buy the "great bargain," but soon after, they discover it is only a BRASS IMITATION, a deception, a cheat, a fraud. Our attention was called the other day to the advertisement of a large dry goods house that they were selling

**ROGERS' TEA SPOONS ONLY 65 CENTS A SET.**

We sent and got a set which the glib saleslady said were "Rogers' BEST goods, warranted for five years," and we analyzed them as follows:—

**The Pattern:**—An old discarded failure, of a concern that gave up the ghost of making flatware over ten years ago, coarse as to die work, and coarser in finish.

**The Plating:**—Just ONE QUARTER the thickness of the genuine ★ Rogers & Bro. A 1, extra plate.

**The Metal:**—About one half the quality of the Nickel Silver used in the genuine Rogers & Bro., Star Brand Goods.

**The Stamp:**—A Bogus Rogers that never made a spoon in his life, and is not in the business except with his name.

**The warrant for five years:**—Would hardly cover five months.

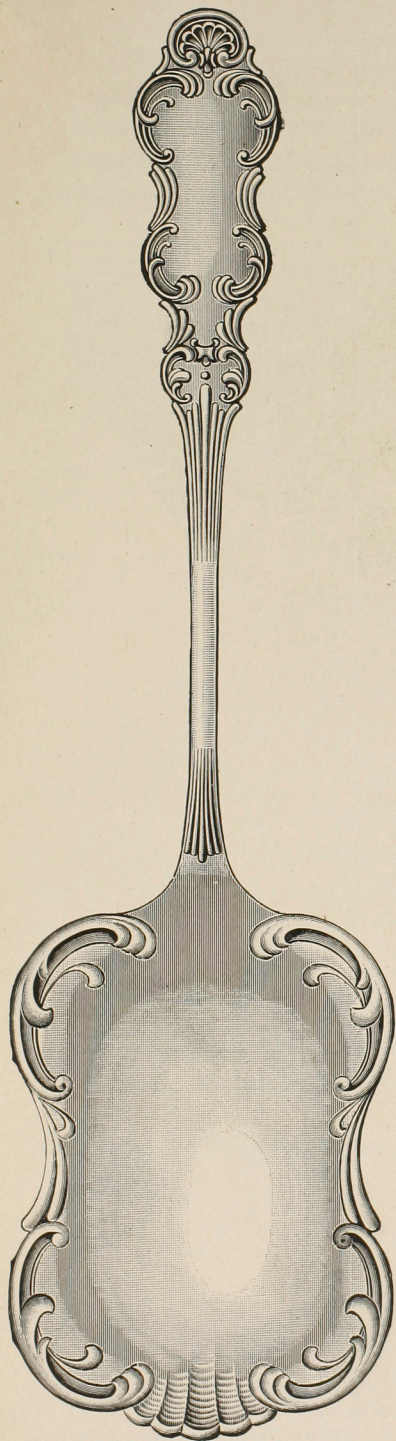
**The Price:**—Less than half what the genuine brand ★ Rogers & Bro. A 1, can be retailed for by the honest dealer.

---

**Moral:**—Isn't the gold dollar for 100 cents the cheapest, and doesn't a man enjoy a good conscience when he sells it?



THE FLEMISH



BERRY SPOON.

# The Genuine Rogers

## Electro Silver Plate

### Spoons, Forks, Knives, &c.

## CAUTION!

The name of **Rogers** is stamped on all sorts of **Electro Silver Plated Flatware**, some of it common and worthless. It is therefore necessary to **carefully examine** the **brand** in order to obtain the **right goods**.

THE ORIGINAL AND GENUINE

STAR ★ BRAND

which has been made continuously for half a century, given perfect satisfaction and made the name of **Rogers** on Electro Silver Plate celebrated, is stamped

★ **ROGERS & BRO. A 1.**

If you want the genuine goods which will satisfy your customers, and build up your reputation as a reliable dealer buy those bearing the above trade mark.

For sale by the leading jobbers throughout the country, and manufactured exclusively by

## ROGERS & BROTHER,

16 Cortlandt Street, N. Y. - - - - Waterbury, Conn.

The Oldest Makers of ROGERS GOODS in existence.

A Large Line of FANCY PIECES put up in beautiful PLUSH LINED BOXES, suitable for the HOLIDAY TRADE, NOW READY.



secretary. The minutes of the previous meeting were read and approved.

Six requests for change of beneficiary were received and granted and the following applicants were admitted to membership:

Section A.—C. H. Chaffee, New York city. Recommended by C. A. Starbuck and C. E. Leach.

Section A.—N. H. Davis, Worcester, Mass. Recommended by Geo. B. Osborn and Geo. W. Harlow.

Section A.—E. L. Gowen, Attleboro, Mass. Recommended by J. L. Sweet and C. L. Watson.

Section B.—H. N. Tuttle, Philadelphia, Pa. Recommended by H. G. Gill and F. B. Hurlburt.

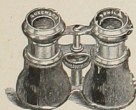
The next meeting of the executive committee will be held on Friday, Dec. 7th.

#### Imports and Exports for September, 1894, and the Preceding Nine Months.

WASHINGTON, D. C., Nov. 10.—The summary statement of imports and exports for the month ending Sept. 30, 1894, and the nine months ending the same date, compared with the corresponding periods of 1893, has been issued, and contains the accompanying figures relative to the jewelry trade.

The comparative summary of values of merchandise imported and exported during the nine months ending Sept. 30, from 1889 to 1894, inclusive, shows the following anent the jewelry and kindred lines: Average of the preceding five periods, imports, clocks and watches and parts of, \$1,391,788, nine months ending Sept. 30, 1894, \$744,190; imports, jewelry, manufactures of gold and silver and precious stones, average of the five preceding periods, \$10,684,472; nine months ending Sept. 30, 1894, \$5,450,085; exports, clocks and watches, average of the five preceding periods, \$1,023,334; nine months ending Sept. 30, 1894, \$871,313.

	SEPTEMBER		AUGUST	NINE MONTHS ENDING SEPTEMBER.	
	1894.	1893.	1894.	1894.	1893.
<b>IMPORTS.</b>					
Diamonds and other precious stones, rough and uncut, including glaziers' and engravers' diamonds, not set, and jewels to be used in the manufacture of watches.	\$5 785	\$32 979	\$161 858	\$812 253	\$665 717
Clocks and parts of.	34 283	14 624	14 353	66 565	129 646
Watches, and parts of, and watch materials and movements.	86 706	99 312	69 664	677 625	1 139 962
Jewelry, and manufactures of gold and silver.	25 030	56 122	24 951	253 922	564 980
Precious stones, n. e. s. and imitations of, not set.	124 709	149 437	889 748	5 196 163	9 116 004
<b>EXPORTS.</b>					
Clocks, and parts of.	78 537	75 456	55 392	648 640	688 686
Watches, and parts of.	28 735	39 231	23 280	222 673	271 672
Jewelry, and manufactures of gold and silver.	48 679	66 583	53 524	545 936	797 942
Plated ware.	17 051	26 185	29 458	171 488	247 503
<b>EXPORTS OF FOREIGN MERCHANDISE.</b>					
Diamonds and other precious stones, rough and uncut, etc.				2 220	355
Clocks, and parts of.	52	30	60	318	654
Watches, and parts of, etc.	18	104	24	48 420	437
Jewelry, and manufactures of gold and silver.	1 196	3 495	29 891	49 297	10 981
Precious Stones, n. e. s. and imitations of, not set.	2 096			4 264	1 168



## REORGANIZATION SALE OF Opera and Field Glasses.

We have for immediate sale the largest and best selected stock of Opera and Field Glasses in this country, and offer them at fully 25 per cent. below cost. A few specimen items:

- 75 Non-Achromatic Field Glasses**, 24 lines objective, in case,  
REGULAR PRICE, \$3.25, REDUCED TO.....\$2.00
- 50 Colmont Field Glasses**, 26 lines objective, in case,  
REGULAR PRICE, \$6.00, REDUCED TO.....\$4.90
- 85 Non-Achromatic Opera Glasses**, 15 lines objective, in case,  
REGULAR PRICE, \$9.00 per doz., REDUCED TO.....\$5.25 per dozen
- 50 Achromatic Opera Glasses**, leather covered and japanned, 15 lines objective, in case,  
REGULAR PRICE, \$1.75 each, REDUCED TO.....\$1.35 each.
- 50 Achromatic Opera Glasses**, leather covered and japanned, finer quality, 12 lines objective, in pocket book case, REGULAR PRICE, \$2.25 each, REDUCED TO.....\$1.55 each.
- 40 Achromatic Opera Glasses**, pearl covered, 15 lines objective, in case,  
REGULAR PRICE, \$3.75 each, REDUCED TO.....\$2.90 each.
- 36 Achromatic Opera Glasses**, pearl covered, 17 lines objective in case,  
REGULAR PRICE, \$4.50 each, REDUCED TO.....\$3.70 each

—SEND FOR SAMPLES.

**QUEEN & CO., Opticians,**

1010 Chestnut St., Philadelphia.

J. G. GRAY, Assignee.

DON'T FORGET THE JEWELERS' CIRCULAR PUBLISHING CO.'S BOOK LIST when in want of any technical book in the Jewelry or Kindred Trades.

ESTABLISHED 1870.



TRADE MARK.

**SAMUEL C. JACKSON,**

MANUFACTURER OF

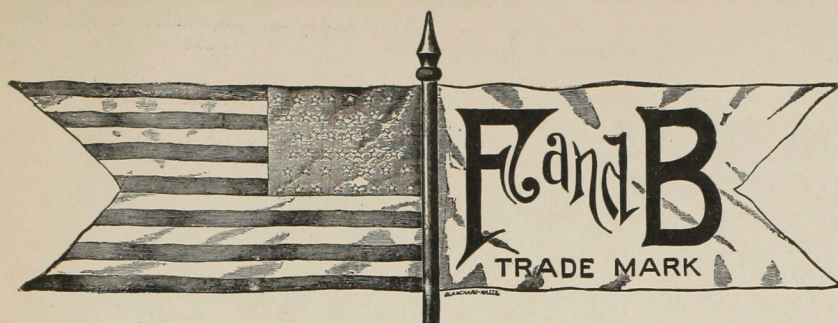
**FINE CASES FOR**

Jewelry, Silverware, &c., also Hardwood Chests, Trays, and Sample Cases.

**180 BROADWAY,**

**NEW YORK.**

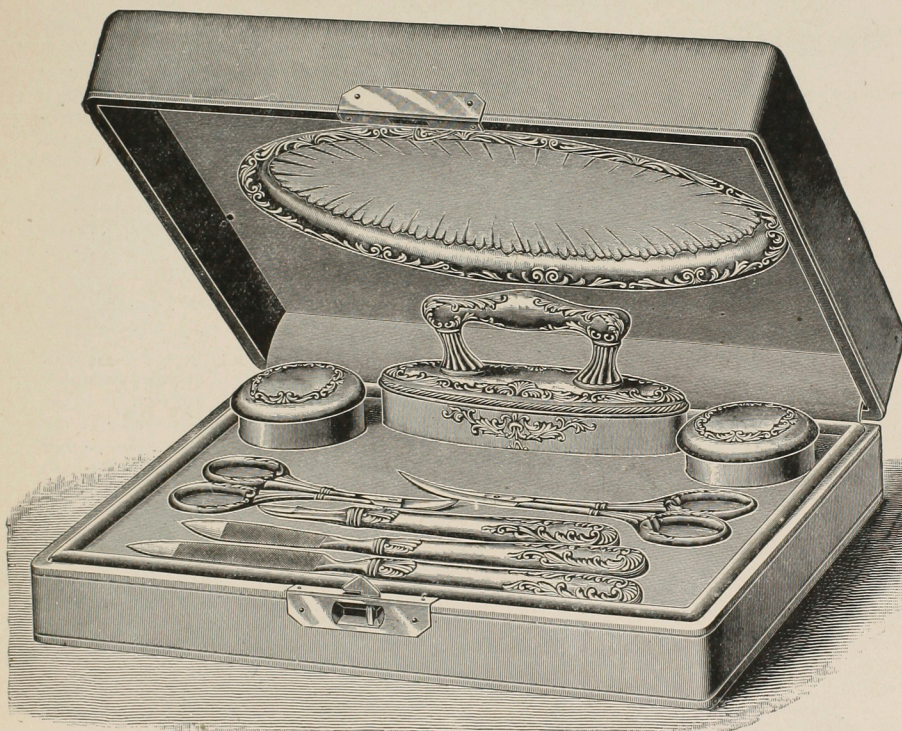




# FOSTER & BAILEY,

100 RICHMOND ST.,

PROVIDENCE, R. I.



ONE QUARTER SIZE.

Be sure and see the Manicure Goods that we have just put out. This cut shows a set in a nice box, lined with Chamois, and is a quarter size. **Beautiful Goods.** The steel parts are made by the famous **Henckles**, of Germany, and are considered the best in the world. We make the goods in Sterling Silver and also in Tenth Gold, and at **such a low price!** The goods are boxed just right, so that a traveler can carry them in a trunk, and take up but little room. Set without the large tray and buffer box and others with less pieces at low prices.

No. 1, 2, 3 is Sterling Silver. No. 4, 5, 6 Tenth Gold. Every piece is numbered and can be ordered separate, and at prices that will sell the goods. We make a specialty of Sterling Silver Novelties, comprising

**Match Boxes, Manicure Articles, Shoe Buttoners, Embroidery Scissors, Garters, Paper Cutters, Ladies' Seals, Etc. All  $\frac{925}{1000}$  Fine.**

#### Rolled Plate Watch Chains

Our Chains can be safely sold to the best trade, and guaranteed as superior quality. No chance of poor quality where chains are stamped F. & B.

#### Gold Vest and Dickens Chain

Soldered with 10 K. Gold Solder. Will assay 1-10 Gold.

#### Chain Mountings

We are headquarters, and make everything in this line.

#### "Mount Hope" Buttons

Superior to any button in the world. Easy to put in and take out of the cuff.

#### Solid Gold Locket

With Diamonds and without. This is a beautiful line and solid throughout.

#### Link Buttons

We are making some very pretty styles in Roman, chased, engraved and plain, with and without stones, Sterling Silver and Rolled Plate.

#### Locket and Charms

We make them in endless variety.

#### Sterling Silver Goods

Match Boxes, Manicure Articles, Shoe Buttoners, Embroidery Scissors, Garters, Paper Cutters, Ladies' Seals, and various novelties, all  $\frac{925}{1000}$  fine.

#### Bracelets

Curb Bracelets in all sizes, with padlocks and snaps, chased and plain polished, Roman, rolled silver plate and sterling silver. We make padlocks with keys and also with a push snap, which are very popular.

#### Neck Chains and Lorgnette Chains

#### Pins

Lace and Cuff Pins, with gold fronts, engraved; also trimmed pins, Scarf Pins. Baby Pins with Chain. Also Baby Buttons with Chain. Sword Pins with Scabbard and Chain. Belt Pins.

#### Glove Buttoners

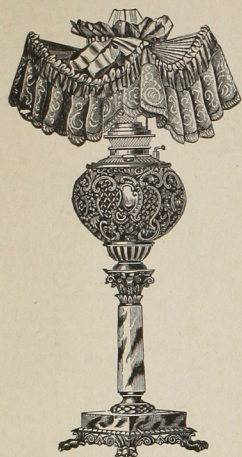
#### Crosses

Four sizes of gold filled in plain, engraved, and set with stones.

#### Earrings

A nice line in engraved and trimmed. Eye Glass Chains in Gold and Plate. We received four awards and a medal at World's Fair.





## Perfect Construction AND SUPERIOR FINISH

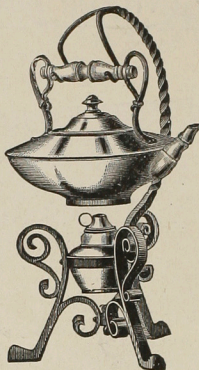
MAKE OUR PRODUCTIONS OF  
HIGHEST GRADE.

JEWELERS and  
FANCY GOODS DEALERS

will find in our new line of

### Art Metal Goods

many articles specially adapted  
to their trade.



### The Finest Line of Banquet Lamps

EVER PRODUCED.

Fitted with the Celebrated "B. & H." Burner.

New and Attractive Designs and Finishes. Sure to be Ready Sellers.

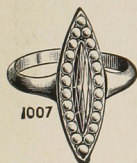
We will send you our Little Book, giving more information, if you desire, and will be glad to have you visit our Salesrooms and see the Goods.

## BRADLEY & HUBBARD MFG. CO.,

NEW YORK, PHILADELPHIA, BOSTON, CHICAGO,  
26 PARK PLACE 710 BETZ BLD'G. 160 CONGRESS ST. 204 MASONIC TEMPLE  
TO 21 BARCLAY ST. FACTORIES AND OFFICES, MERIDEN, CONN. F

## Now that we have touched bottom

And business generally is improving every GOOD RETAIL JEWELER should make his stock attractive and so invite customers. He can buy nothing more sure of sale than



of standard quality, at moderate cost, and of new and taking styles. If not called upon by our travelers send your orders direct to

### M. B. BRYANT & CO.,

10 MAIDEN LANE, NEW YORK.

WM. SMITH & CO.,  
Manufacturers of Gold, Silver and Roll Plate Chains and Jewelry.



Novelties in Gold and Silver Bead Necklaces and Bracelets. Also a large line of Chain Trimmings and Silver Rings.

Office: 5 and 7 Maiden Lane, New York. Manufactory: 61 Peck Street, Providence, R. I.

### Richard Robinson & Co. Make an Assignment.

PROVIDENCE, R. I., Nov. 7. — Richard Robinson & Co., manufacturing jewelers, 227 Eddy St., made an assignment to Henry W. Harvey, of Harvey & Otis, Monday afternoon, which was recorded at City Hall shortly after 4 o'clock.

This concern commenced business Jan. 1, 1894, and consisted of Richard Robinson, P. H. Richards and Frank H. Purrueter under the style of Richard Robinson & Co. They have done but a small business since starting, owing to the condition of the times.

Assignee Harvey stated that the only member of the firm was Richard Robinson and that the assignment was made simply because the firm had no money with which to continue. There have been no attachments placed upon the plant and there are no liens of any kind. Mr. Harvey will commence an immediate examination of the concern's affairs and expects to be able to give some idea of their standing the last of this week.

### A Clever Crook Proved Himself too Nervy.

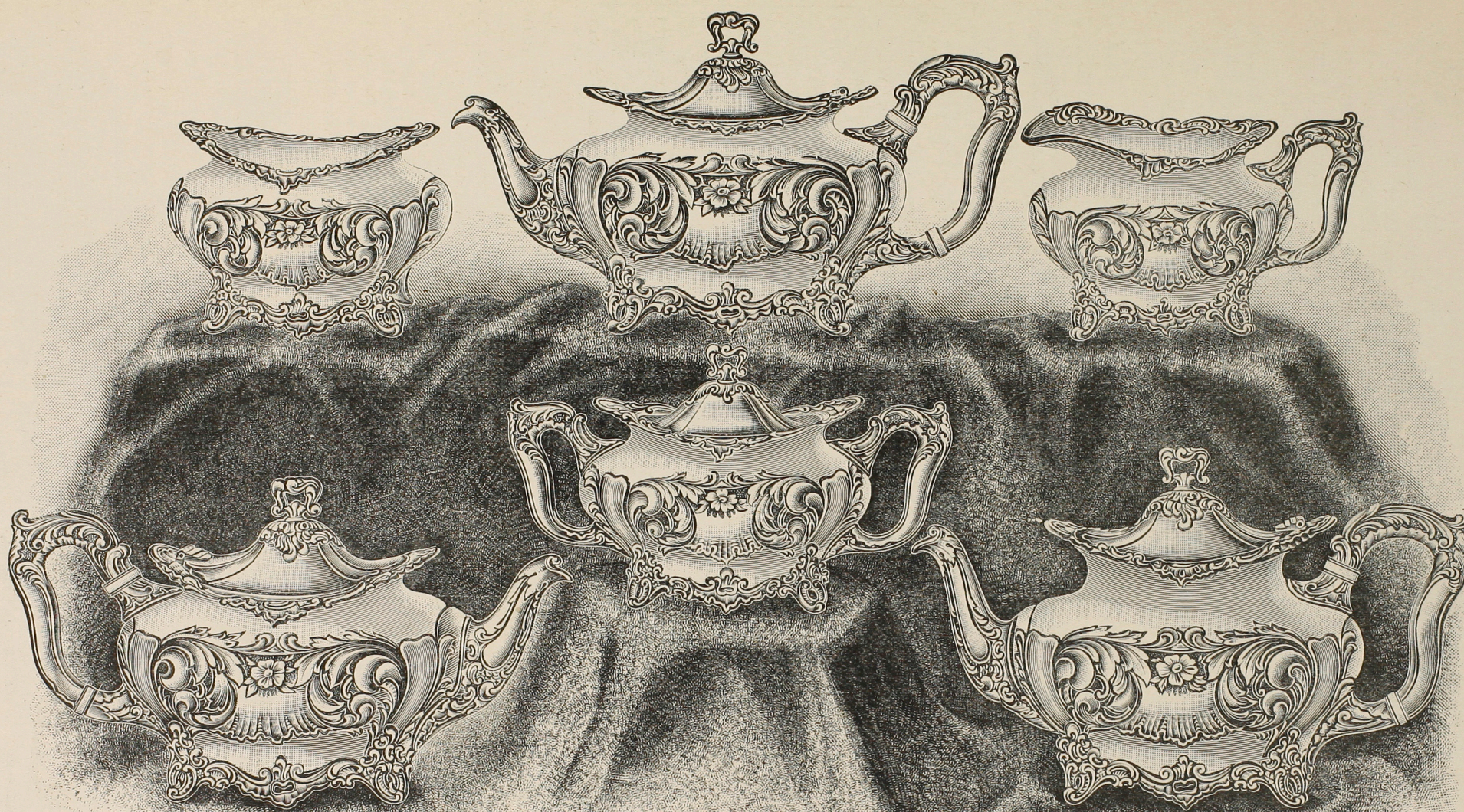
St. Louis, Mo., Nov. 8. — Chas. Wilson, a slick crook came to grief last Saturday through covetousness. Wilson went to the house of Mrs. Francis Molldring, 2,333 Pine St., and rented a down stairs room, paying \$1.50 for the first week's rent. He then went to the jewelry store of W. A. Gill, 616 Olive St., and selected a watch worth \$125. He told Mr. Gill to send the watch to 2,333 Pine St., to be examined by his mother; and if it suited her he would send the money back by the messenger. This was agreeable, and some time later Wm. Long was sent out to the house with the watch.

Wilson met Long at the door and conducted him to his room. Long handed him the watch and Wilson smilingly told him to take a seat and wait until he went upstairs to show the watch to his mother. Wilson said he would be back in a minute, but several minutes passed and no Wilson came. Finally, after waiting about half an hour, Long went upstairs and found Mrs. Molldring. He asked where her son was and Mrs. Molldring denied having a son. Explanations followed in rapid succession and a search resulted in the discovery that a window was up in the back parlor, showing how Wilson had escaped from the house.

Wilson was a nervy crook and his nerve led him back to the vicinity of the house. Mrs. Molldring went to a butcher shop about 5 o'clock and one of the first persons she met was Wilson. She notified an officer and Wilson was placed under arrest. He confessed everything and the watch was recovered.

J. L. Seivert, Fulton, Mo., has been succeeded by J. Wolz & Son.





No. 1716 Embossed Tea Set. Butter, Syrup, Spoon Holder and Kettle to match.

We claim that the above cut represents *the most elegant set ever made in white metal.* We are making more elegant designs than ever.  
*Only the Best Quality of Plated Ware is cheap at any price.*

## THE MIDDLETOWN PLATE COMPANY,

22 John Street, New York.  
 120 Sutter Street, San Francisco, Cal.

115 State Street, Chicago, Ills.

Middletown, Conn.







### The J. Ashton Jewelry Co. Comes to Grief and Disappears.

St. Louis, Mo., Nov. 7.—Three weeks ago two men rented the building formerly occupied by the Boatman's Saving Bank in 2d St., and set up the alleged banking firm of J. Otis Stevens & Co. Simultaneously the J. Ashton Jewelry Co. opened business at 9 S. 4th St. The partners of J. Otis Stevens & Co. were said to be Colonel "Bill" Traylor, Oscar St. Clair, formerly manager of the Hotel Vermont, in Chicago, and two silent partners, who were formerly connected with the Washington track. It was known that Oscar St. Clair, alias LeClaire, was both the manager of the jewelry concern and of the banking concern.

A representative of the jewelry company made an unsuccessful effort to effect large purchases in New York, as duly reported at length in THE CIRCULAR, using the fictitious bank's name. The bank likewise tried to purchase expensive office fixtures here, naming the jewelry firm as a backer and debtor. Saturday night all those concerned left the city, leaving their stenographers and other employes unpaid. St. Clair and Ashton are said to have operated a similar scheme in New Orleans and Chicago. It is not known how much money they took out of St. Louis.

There seem to have been four people interested as principals in the clever game planned by the schemers. Three of them

came to St. Louis some weeks ago; the other arrived within the last few days. The gentleman who has played the most prominent part thus far in the enterprise is O. C. St. Clair, alias Oliver Le Clare. His able lieutenant is Joseph Schwartz, alias "Diamond Joe Schwartz," alias "Frosty Joe," clerk and confidential adviser of the prospective jewelry establishment of John C. Ashton & Co. The third and the most modest of the quartet is John C. Ashton, alias "John Hadley," head of the firm of John C. Ashton & Co. And the fourth is the incomparable Bill Traylor, alias "Colonel William Traylor of Dinwiddle, Va.," alias "Mr. Evans, of Denver, Colo.," alias "Lord Ashcroft, of England," who arrived in the city last Thursday morning for the presumable purpose of playing the role of "J. Otis Stevens."

Besides these were countless "agents," men of good address, traveling in various parts of the country, who were to handle the bank's certificates; and in the prospective a horde of unsuspecting "suckers."

**DIAMOND JOE SCHWARTZ' OPERATIONS IN CINCINNATI.**

CINCINNATI, O., Nov. 8.—The exposure in St. Louis of the crooked operations of Colonel Bill Traylor, Diamond Joe Schwartz, Jack Ashton and a few others of the now-you-see-me-now-you-don't gang recalls the similar operations in this city of the firm of A. L. Dent & Co., just about a year ago.

## Scissors.

STERLING SILVER

Scent Bottles,  
Manicure Articles.

## Novelties

IN LARGE VARIETY.

**BACHRACH & FREEDMAN,**  
SILVERSMITHS,

1 & 3 Union Square,

NEW YORK.

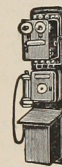
CHICAGO :  
800 Masonic Temple.

SAN FRANCISCO :  
230 Kearney Street.



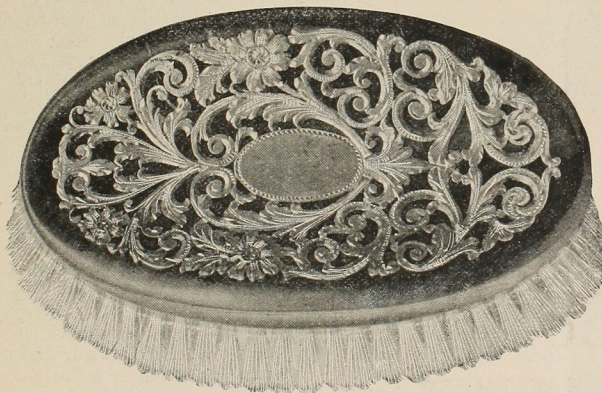
Trade Mark.

WRITE FOR ILLUSTRATED CATALOGUE.



### ELECTRIC TELEPHONE

Sold outright, no rent, no royalty. Adapted to City, Village or Country. Needed in every home, shop, store and office. Greatest convenience and best seller on earth. Agents make from \$5 to \$50 per day. One in a residence means a sale to all the neighbors. Fine instruments, no toys, works anywhere, any distance. Complete, ready for use when shipped. Can be put up by any one, never out of order, no repairing, lasts a life time. Warranted. A money maker. Write W. P. Harrison & Co., Clerk 10, Columbus, O.



### OUR LINE OF

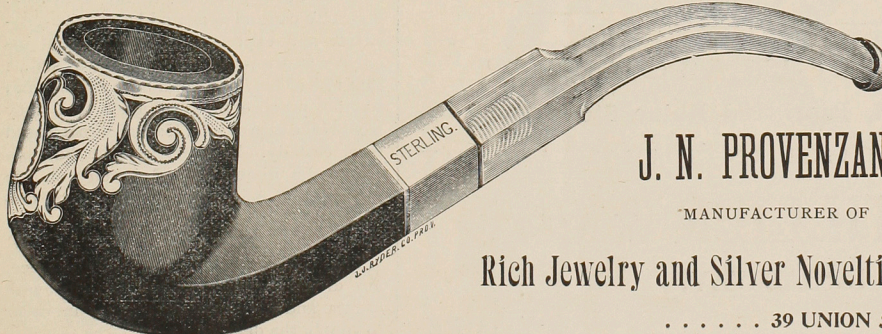
### SILVER MOUNTED

## Ebony : Goods

Is the most artistic that has ever been shown.

We have produced the most elaborate line of Toilet and Manicure Articles on the market. These goods are mounted with Pierced Sterling Silver, artistically engraved. Also a line of Sterling Silver Pocket and Paper Knives, Scissors, Pen Wipers, Hair Pins, Filigree Coffee and Tea Spoons, Key Rings, Garter and Belt Buckles, Baby Rattles, Ink Stands, Curling Sets, Paper Files, &c. Also great variety of

Silver Mounted Pipes, Sterling Silver Scissors and Knives at low prices.

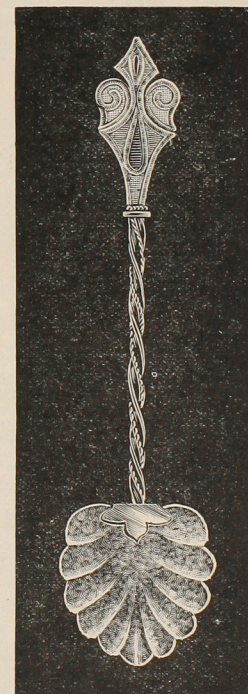


**J. N. PROVENZANO,**

MANUFACTURER OF

Rich Jewelry and Silver Novelties,

..... 39 UNION SQUARE, NEW YORK.





Schwartz was the head and tail of the operative department of the firm, and before his exposure sought to engage for his use the money of a number of acquaintances he made while here. The firm occupied quarters on the second floor of the Sinton building, corner of 5th and Vine Sts. and its operations in the business world consisted of trying to raise money on bogus diamonds.

An attempt to secure \$500 from Dr. De Johns, the dentist, upon some diamonds said to be worth \$1,800, but really not worth the cost of grinding the glass from which they were made, resulted in an exposure which helped Schwartz on in his decision to leave town. One Prof. Cham Ball, alias Bert Reese, a supposed accomplice of the man Schwartz, sniffed hostile air and also shook the dust of the city from his feet. The firm came to grief in a short time here and suspended operations for a continuation in more profitable fields.

#### Geo. W. Wells Discusses the Optical Business with Gov. Greenhalge.

BOSTON, Mass., Nov. 10.—To the statement made by Hon. George Fred. Williams that the American Optical Co.'s products were only affected by a 5 per cent. reduction, Gov. Greenhalge replies by pointing to the following tariff provisions on spectacles and lenses:

"Spectacles, eyeglasses, goggles, opera glasses and other optical instruments and

frames for the same, 40 per cent. ad. valorem. Wilson bill rate 35 per cent. Mills bill rate 40 per cent."

"Lenses of glass or pebble, wholly or partly manufactured, 35 per cent. ad. valorem. Wilson bill rate 35 per cent. Mills bill rate 40 per cent."

His excellency received the following letter from George W. Wells, president of the American Optical Co.:

Hon. Frederick T. Greenhalge.

DEAR SIR.—I understand that representations or misrepresentations are being made with regard to our business as compared with two years ago. However this may be the facts are that, taking 1892 as a basis, which was our most prosperous year, our sale fell off 14 per cent. in 1893 and our pay roll to \$47,000. Our sales in 1894 show a greater shrinkage than those of 1893, as compared with the previous year, and the pay roll in the same proportion. The average of help employed in 1893 and 1894 to the present day is 100 less than in 1892. We believe that all this was caused by the agitation of the tariff question, and we are also convinced that we have not yet experienced the full harmful effects of the serious changes of the schedules on our goods.

"From personal conversation with manufacturers in England, France and Germany the past Summer I am convinced that serious inroads are to be made by the importation of foreign-made goods in our line. The manufacturers and those interested, frankly stated that they were only waiting for the favorable changes in the tariff to enable them to ship large quantities of spectacles and eyeglasses to the States which was prevented by the McKinley bill. This can have but one effect, and that is to reduce the wages paid to American workmen on these goods, and I believe it will bring no corresponding advantage to the consumer.

"When I first came to Southbridge, I was one of 11 or 12 hands employed in this business. At the present

time, when business is at its normal condition there are over 1,000 hands employed in this town, and there never was a time when so good an article could be purchased for so small a price by the consumer as at present.

(Signed.)

Geo. W. Wells.

#### Diamond Workers in Amsterdam on Strike.

On Thursday a prominent diamond cutting firm informed a CIRCULAR reporter that they had received advices from their representative in Amsterdam that a general strike of the diamond workers in Amsterdam occurred that day. The next day the following United Press dispatch appeared in some daily newspapers:

AMSTERDAM, Nov. 8.—More than 8,000 diamond workers struck here to-day for higher wages and 80 factories are closed. The employers will yield probably if the strikers hold out, but eventually will remove their business to another city, owing to their repeated difficulties with the men in this district.

The firm above referred to say that the boom in the diamond cutting industry in this country offers opportunity to as many striking workers to obtain good wages on this side of the Atlantic as desire to accept it.

#### Worked Many Philadelphia Jewelers With Bogus Checks.

PHILADELPHIA, Pa., Nov. 12.—William H. Hansell, of Fern Rock, Pa., was arrested here Wednesday evening last on the charge of obtaining goods by means of worthless checks. The warrant for his arrest was sworn out by jeweler George W. Russell, 22 S. 6th St., who alleged that Hansell got four unset diamonds valued at \$532 from him on a bogus check. At a hearing before Magistrate Mulligan the following day an avalanche of charges were made against Hansell by jewelers. He was accused with securing \$287 worth of diamonds from Westcott Bailey; \$1,025.62 worth of goods from H. Muhr's Sons; \$500 worth from Bailey, Banks & Biddle; \$250 worth from James Burdick; \$750 worth from Simons, Bro. & Co.; and diamonds valued at various other sums from S. W. & S. M. Friedenburg, Kiefer & Deschamps, Kirchner & Son, and M. Kleckner.

The accused was held in \$3,000 bail, but a surprise developed later in the afternoon. Hansell's counsel appeared before the magistrate and expressed the belief that his client was of unsound mind. It was shown that two of his family had been insane, and on the promise of his friends that they would take care of him, Hansell was released from custody. In every case he had obtained the diamonds and jewelry on the presentation of checks which were dishonored.

The Ostby & Barton Co., Providence, are driven to their fullest capacity with orders and are working nights in order to supply the demand.

## NOVELTIES

IN

ROYAL WORCESTER,  
COALPORT, MINTON,  
POINTON, DOULTON,  
CROWN DERBY, Etc.

FRENCH FANCY GOODS, REAL AND IMITATION BRONZES,  
CLOCKS, PEDESTALS, ETC., ETC.

### GILT REGULATORS

With Plain, Pierced, Pearl and Rhine Stone Dials.

THE CHOICEST LINE IN THE COUNTRY.

## LE BOUTILLIER & CO.,

860 BROADWAY,

Northeast Corner of 17th Street,

NEW YORK.



## Letters to The Editor.

(It is THE CIRCULAR's policy to publish letters addressed to the editor but it does not follow that he endorses the opinions expressed in them.)

### JEWELRY AND DEPARTMENT STORES.

ALBANY, N. Y., Nov. 10, 1894.

EDITOR OF THE JEWELERS' CIRCULAR:—

Will you kindly permit me to take exception to your article "Jewelry and Department Stores" in your edition of Nov. 7th referring to the Providence Association. Your correspondent, upon whose information the article in question was based, has been misinformed. If I mistake not he interviewed me, and among the lesser evils I placed the department store as far as Providence was concerned. The Providence Association was not organized for the purpose of alone combatting the evil of manufacturers selling to department stores; although that is one of the evils organization has to contend with.

The Association was formed for the purpose of combatting the evil of manufacturers retailing; an evil that has almost wrecked the business of the retail jeweler, and that causes more injury to the retail trade than that of department stores combined. In no other place I have visited have I seen so little regard paid to the retail jeweler by the manufacturer, as in the city of Providence.

They, (the manufacturers), "pooh-pooh at the movement" as your article say they do, but let me assure them that there is an old adage they would do well to heed: "They laugh best who laugh last."

The Providence manufacturer is not dependent upon the trade of the Providence retailer, and he may laugh at the efforts these men make to protect their business from the greed of the manufacturer. Let them bear in mind that Newton Dexter when he tells the Providence retailer that there is a remedy for the evil of manufacturers retailing, is not making an empty boast. There are retailers in this country and their name is legion who stand ready to assist the Providence retailer. They are the men that the Providence manufacturer sells his goods to. I'll guarantee if THE CIRCULAR will furnish the names of those manufacturers who "pooh-pooh at this movement" that in six months the retail trade will see the shutters are placed upon the windows of their factories. Now that the manufacturers have thrown down the glove, in the name of the jewelers of Providence I'll pick it up.

As to the subject of the manufacturer selling the department stores I thoroughly agree in your opinion. Some years I had the honor of leading the retail drug trade of the country against a certain patent medicine manufacturer who catered for the trade of the dry goods store. When it reached the point that not a great gross of a certain medicine had been sold in three months between Chicago and the Pacific coast, the manufacturer was ready to call a halt. To-day some of those manufacturers are between the devil and the deep sea;

they can't sell the dry goods stores, nor can they sell the druggists. Out of the 40,000 retail druggists it can safely be said that 35,000 put up sarsaparilla under their own name. That crusade gave a boom to what is known as "Non-Secret Houses" that the manufacturer will never recover from.

The reputation that manufacturers' goods enjoy to-day was made by the retailer of jewelry and not dry goods stores, and I am inclined to believe the retailer still has it in his power to unmake, at the present time, as well as to make the reputation of the goods of any manufacturer, notwithstanding the "pooh-pooh" of the Providence manufacturer.—Very truly yours,

NEWTON DEXTER.

### The Jewelers' Security Alliance.

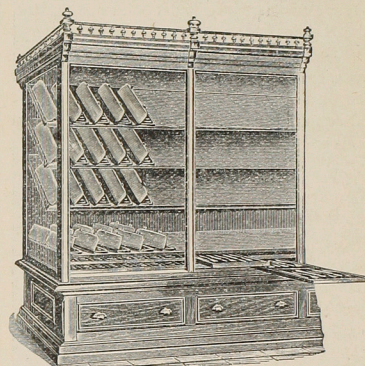
The regular monthly meeting of the executive committee of the Jewelers' Security Alliance was held at the Alliance office on the 9th inst. There were present: H. H. Butts, chairman; A. K. Sloan, president; J. B. Bowden, vice-president; Bernard Karsch, treasurer; Messrs. White and Wood, and Geo. H. Hodenpyl, secretary.

The following were admitted to membership: H. W. Carroll, Bennettsville, S. C.; Jules Renaud & Son, Keokuk, Ia.; Fred'k B. Morse, Cortland, N. Y.; Waltham Jewelry Co., Waltham, Mass.; Carl L. Rost, Crawfordsville, Ind.; Watson, Newell & Co., Attleboro, Mass.; H. E. Adams, Sanford, Fla.

A well-known optical house in Maiden Lane recently received an order from a western dealer for a pair of gold spectacles.

A pair sent with the order as sample in regard to size, etc., was a No. 2 eye. Not having a No. 2 eye spectacle frame in stock, the firm informed the westerner of this fact, stating they would send him a three eye spectacle unless otherwise advised. They received a letter countermanding the order, the dealer saying he had no use for three eye spectacles, as none of his customers had more than two eyes.

## THE FLETCHER PATENT Wall Case Tray System



Complete line of goods displayed in Trays in one movement. Will increase carrying capacity one hundred per cent. Samples being shown in boxes on the shelves.

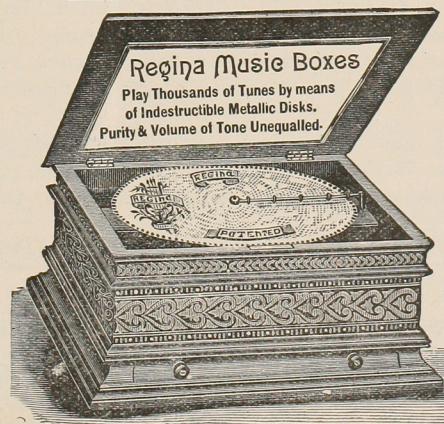
**FLETCHER MFG. CO.,**  
259 WEST 27TH ST., NEW YORK.

See Creations this Season. Send for Catalogue.

**CHRYSO-CERAMICS,**  
GOLD COVERED PORCELAIN.  
**M. & E. HEALEY,**  
1122 CONNECTICUT AVE., WASHINGTON, D. C.  
MEDAL AT WORLD'S COLUMBIAN EXPOSITION.

A BEAUTIFUL AND ACCEPTABLE HOLIDAY PRESENT

## THE REGINA MUSIC BOX



PLAYS ALL THE LATEST SONGS.

New tunes issued every week. Over one thousand are now ready including dances, operatic and all the popular airs of the day.

It is a musical novelty tuned steel combs the most beautiful music and playing an unlimited number of tunes.

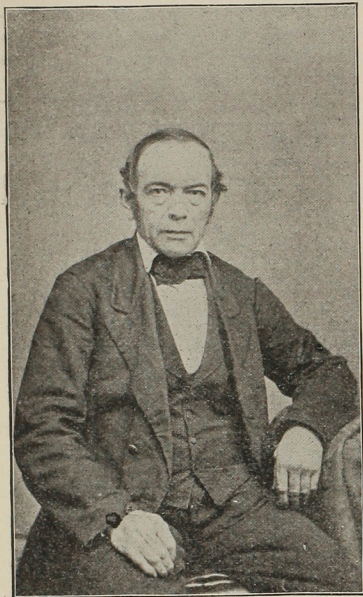
It is the first and only music box manufactured in the United States and far surpasses the finest imported ones. The mechanism is of wonderful perfection and so strong and well finished that with ordinary care it will last for a life time. It runs fifteen minutes with one winding. All its parts are interchangeable. The cases are ornamental and highly polished. The tune-sheets are indestructible, being made of metal and are easily adjusted or changed. Send for illustrated catalogue.

**A. WOLFF,**  
194 Broadway, New York.



### The Death of Charles Constant Cottier.

A sad event last week was the death of Charles Constant Cottier, which occurred Nov. 7 at his late residence, 12 Congress



CHARLES CONSTANT COTTIER.

St., Jersey City, N. J. Mr. Cottier was the founder and senior member of the well known precious stone importing firm of C. Cottier & Son, and was generally considered

to be the foremost lapidary of his day. His death, which was due to old age and general debility, was not unexpected. Though severely ill but about one week, he had been ailing since his stroke of paralysis, 12 years ago.

Charles Constant Cottier was born in Gex, France, April 5, 1810. He started in the business which was destined to become the vocation of his life, when but a lad of 12 years. After serving his apprenticeship as a lapidary he continued in this work in his native village until his 20th year. Going to Paris he was employed by the then celebrated lapidary, David, now David Frères, and made Paris his home during his remaining years in France.

It was in 1840 that Mr. Cottier sailed to this country and immediately afterward established himself in business as a lapidary in Dey St., New York. Being one of the first, if not the only lapidary in the city, Mr. Cottier's business prospered and the year following he moved to 8 Cortlandt St., and shortly afterward commenced importing precious stones, being the second precious stone importer of New York, the first being Victor Bishop & Co. After occupying other locations in Cortlandt St., Mr. Cottier in 1857 moved to 171 Broadway, where his business remained until last May, when it changed to 14 Maiden Lane. In 1873 Mr. Cottier admitted his son, Jean J. C. Cottier, as a partner and changed the firm name to C. Cottier & Son.

Though widely known as an importer, Mr. Cottier was perhaps more famed throughout this country and Europe as a lapidary. He was the inventor of the

"Lake George" and "Star" cuts, which he brought out in the '70s, and which were used almost universally until about three years ago. He was also the recipient of a certificate of award for lapidary work exhibited at the Centennial Exposition at Philadelphia. Though naturally of a jovial and sociable disposition, Mr. Cottier never joined any societies, fraternities or benefit organizations, not even those in the jewelry trade. His only hobby outside his business was farming and to ride this he purchased and for many years operated a farm in Pike County, Pa., where he devoted his leisure time to experimenting.

It was here, in 1882 that Mr. Cottier received the paralytic stroke which practically forced his retirement from business and from work. Since then the business has been in charge of his son Jean, who now continues it under the old name. Mr. Cottier was married in 1843. His widow, son and a married daughter survive him.

The funeral services which were held Saturday morning at the Church of St. Paul and the Cross, Hancock Ave., Jersey City, were largely attended. The remains were interred at the family plot in Calvary Cemetery, Brooklyn.

Harris & Shafer are making improvements in their jewelry store at 1113 Pennsylvania Ave. N. W., Washington, D. C. So advantageous had the former venture proved that they are again adding more of the Fletcher patent system of trays, manufactured by the Fletcher Mfg. Co., 259 W. 27th St., New York.

## Great Sacrifice Watch Sale.

A RARE OPPORTUNITY TO BUY FINE WATCHES

BELOW THE PRICE OF ORDINARY.

Having decided to discontinue the "Complete Watch" branch of our business and to hereafter confine our trade exclusively to watch movements, we offer our large and superb stock of Paillard Non-Magnetic Ladies' and Gentlemen's **Fine Gold Watches**, Plain and Complicated, at **prices less than manufacturing cost**. These watches are **high class** and carry with them our **full warrant and guarantee**.

This entire stock must be closed out, **regardless of cost**, before January 1st, to make room for **regular movements**. If you have a trade in **Fine Watches**, or appreciate **high class goods**, or if you have a customer to whom you can sell a Fine Watch, **this is the greatest opportunity ever offered and**

**ONE YOU SHOULD TAKE ADVANTAGE OF.**

Selection Packages sent to responsible dealers. Parties unknown to us will please furnish New York references. Descriptive "Sacrifice Sale" Circular mailed upon application.

A. C. SMITH WATCH CO., 177 Broadway, New York.



# The Jewelers' Circular

AND  
HOROLOGICAL REVIEW.

PUBLISHED EVERY WEDNESDAY BY

THE JEWELERS' CIRCULAR PUB'G CO.,

189 BROADWAY, NEW YORK CITY.

A JOURNAL DEVOTED TO THE INTERESTS OF JEWELERS, WATCHMAKERS, SILVERSMITHS, ELECTRO-PLATE MANUFACTURERS, AND ALL ENGAGED IN KINDRED BRANCHES OF INDUSTRY.

Our Editorial columns will contain our own opinions only, and we shall present in other columns only what we consider of interest or value to our readers. Advertising matter will not be printed as news.

Advertising rates in THE CIRCULAR are lower, considering the number of tradesmen reached by its large circulation, than in any other jewelry journal.

Notices of changes in standing advertisements must be received one week in advance; new matter can be received up to Monday.

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### Terms of Subscription, Postage Prepaid.

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Single Copies, . . . . .	.10

New subscribers can commence at any time.

Payments for THE CIRCULAR, when sent by mail, should be made in a Post-Office Money Order, Bank Check or Draft, or an Express Money Order or Registered Letter. All postmasters are required to register letters whenever requested to do so.

Pay money only to authorized collectors having proper credentials. Returning your paper will not enable us to discontinue it, as we cannot find your name on our books unless your address is given.

In changing address always give the old as well as new one. Your name cannot be found on our books unless this is done.

We will continue to send papers until there is a specific order to stop, in connection with which all arrearages must be paid; in such an order can be given at any time, to take effect at the expiration of the subscription. All such orders will be promptly acknowledged by mail.

The Courts have decided that all subscribers to journals are responsible until arrearages are paid in full and an order to discontinue has been received by the publisher.

Member of the American Trade Press Association

VOL. XXIX. Nov. 14, 1894. No. 16.

WERE any signs wanting to tell us that the holiday season is coming, the numerous robberies throughout the country as reported in the news columns of THE CIRCULAR would prove all-sufficient.

THE official examinations of the watches of railroad employes are showing, as they follow each other, a more and more perfect quality of timekeepers in general use among these persons. In the latest tests of 1,236 watches of the Chesapeake & Ohio and St. Louis & San Francisco railroads but one watch was found to be unsafe.

THE Government Print has spells of erraticalness in the issuing of the *Official Patent Gazette*. The past few weeks have been one of them. For a fortnight no edition appeared, and then within two days, two editions overwhelmed us in rapid succession. Hence the latest patents in this number of THE CIRCULAR comprise the issues of Oct. 30 and Nov. 6.

## Pearls to be The Fashion

IF the dictates of the leaders of fashion in Paris are of any account, the pearl will be among the most fashionable of all ornaments this Winter. Strings of fine pearls will be twisted in and out among the coils of the hair, a happy revival of the styles in vogue in the days of Louis Quinze, when the ladies of France wore their hair powdered and decked with pearls. The use of pearls will not be confined to the hair, however, for they will be worn in every kind of necklace, from a single row to a wide collar made of rows of pearls caught together with a diamond clasp at intervals around the neck. A long, slender chain of pearls is another fancy, and this is worn twice around the throat, forming a kind of necklace. It falls in graceful loops to the waist, and is caught at one side of the corsage by a jeweled pin. For those who cannot afford the genuine article, there are surprisingly good reproductions of the most costly pearls.

## The Industrial Use of Aluminum.

FROM time to time this journal has taken occasion to consider the results of tests in the use of "the coming metal," aluminum, in various fields of industrial enterprise. By the promulgation of these results, aluminum as a competitor of silver, nickel and other metals employed in the arts may be readily valued by those who take an interest in the matter. The latest experiments with aluminum were the trials on the Thames River of a small torpedo boat, built with a steel framework and aluminum plates for the hull, which showed an unusual speed, which the makers state is partly owing to the use of the light metal and partly to the better balancing of the machinery, as well as the use of water tube boilers in place of the usual locomotive type. This and other tests reported from time to time, would lead to the belief that this metal may before long take an important place as a shipbuilding material, but they are offset by the recent tests made at the Norfolk navy yard in Virginia, where plates of pure aluminum and an aluminum-copper alloy were submerged in salt water for a considerable period, with very unfavorable results. Both the pure metal and the alloy were badly corroded and covered with barnacles. In the report submitted to the Navy Department it was stated as the opinion of the officers making the test that aluminum or such alloys as that used were unsuitable for use where subjected to the continued action of salt water, though they might answer in cases where they would come in contact with it for a short period, as with torpedo boats carried on board of men-of-war. On the other hand, the builder of the aluminum boats used on the Wellman polar expedition says, regarding these tests, that he considers them altogether incorrect, as the experience of this expedition showed that the metal was not

corroded, and that there was no trouble from barnacles adhering to it. There have not yet been sufficient tests of this metal under the varying conditions of actual service to supply data from which any reliable conclusions can be drawn. The metal undoubtedly presents many advantages for shipbuilding work, but, apart from the objections raised by the Norfolk test, the softness of the metal and its liability to be punctured by slight blows are serious objections to it. Some of the alloys are harder than the pure metal, but even these have not as great powers of resistance as a piece of steel of equal weight, so that the advantage due to the lightness of the metal is not then apparent.

WE understand that one New York importer alone has placed orders for \$2,000,000 worth of silk webbing for belts, for early delivery. It is to be inferred from this that belts, with their ornamental auxiliaries, the buckles, are to be again the rage next Spring and Summer.

## Opening of the Kent & Stanley Co. Building.

PROVIDENCE, R. I., Nov. 8.—The new Kent & Stanley Co. building, which is in a practically finished condition, was formally opened for the first time to the public today. The attendance during the forenoon was not as large as expected, the occasional showers keeping many away. By noon the visitors began to arrive in greater numbers and the commodious elevator was filled at every trip. Hundreds of working people from all over the city took advantage of the opportunity to inspect the great building during the noon hour. The entire six floors and basement were thrown open and the people wandered about at will, over the six acres of floor surface; inspecting this really noteworthy business structure. Later in the day large numbers of ladies and business men visited the building. In fact, it was a sort of holiday occasion.

On the topmost floor was an artistic display of finished jewelry; the offices of the Kent & Stanley Co. were attractive with ornamental flowers and potted plants, and the novelty (to very many) of seeing the actual manufacture of jewelry was permitted as the entire plant of the Kent & Stanley Co. was in full operation. Superintendent Clark was everywhere looking after the comforts of the thousands of visitors.

Reeves' American Band was in attendance all day, and gave two prolonged concerts, lasting all through the morning and afternoon, and including the best and most popular music this excellent organization is capable of producing. Every visitor departed feeling that he or she had seen the leading jewelry structure in this country.

Augustus Schmidt, Asbury Park, N. J., son of the late jeweler Herman Schmidt, who died recently very suddenly, died at the home of his brother, in New York, on Monday of last week, of consumption.



### New York Notes.

G. M. Thurnauer sailed for Europe, Saturday, on the *Etruria*.

A judgment for \$75.15 has been filed against Elias Pilzele in favor of E. L. Anrich.

Lewisohn & Co. have entered a judgment for \$95.53 against Frank X. Schoonmaker.

Max Freund & Co. have secured and entered judgment for \$706.51 against Isaac Boltansky.

A judgment for \$96.29 has been entered by the Meriden Britannia Co. against Edward J. Solomans.

The Ostby & Barton Co., Providence, R. I., have entered a judgment in this city for \$2,197.05 against Caroline Kopelovich.

The Manhattan Supply Co., of this city, have been awarded the contract for furnishing the Weather Bureau, of Washington, D. C., with 10 regulator clocks at \$10.98 each, and 50 alarm clocks at \$1.27.

An order by Judge Bishoff, of the Court of Common Pleas, Thursday, discontinued without costs the action of the Jas. A. Welch Co., against the American Watchmen's Time Detector Co. The suit was over a disputed amount due for advertising and was settled out of court.

John Connors, in the Butler Street Police Court, Brooklyn, Wednesday, was sent to the penitentiary for six months by Police Justice Tighe. The night before he entered the jewelry store of Rachel Lyons, 170 Columbia St., and stole four watches, but was captured after a chase of several blocks.

Cross & Beguelin are renovating and redecorating their storé, 17 Maiden Lane. This work was made necessary by the falling of part of the coping and ceiling which occurred over a week ago. Fortunately no one was in the store at the time and thus no harm was done beyond the damage to the ceiling and furniture.

Daniel O'Connell, assignee of Wm. Downey who assigned June 8th was discharged from that position on his own application by Judge Bookstaver, of the Court of Common Pleas, Thursday, Mr. Downey having settled with his creditors at 50 per cent. The bond of the assignee was cancelled and the sureties on it released from liability.

During a quarrel with some boys election night, Philip Rodenburg, jeweler, 1907 Second Ave., drew a revolver and to frighten them away, so he says, fired in their direction. The bullet struck 13 year-old Katie Boyer in the leg. Rodenburg was arrested, but the girl's parents refused to prosecute him, and he was discharged by Justice Burke Wednesday.

Max J. Lissauer, a member of the Committee of Seventy, was the recipient of an informal ovation last week. All day Wednesday Mr. Lissauer's friends and associates in the trade filled the store of

Lissauer & Co., 12 Maiden Lane, and showered congratulations upon him over the result of the election in this city, and the part his committee played.

Friday the police arrested Richard Kust, said to be a jeweler of 542 E. 85th St., who was indicted with Mrs. Annie Mobens for causing the death of Agnes Berthold. Miss Berthold died in October from the result of a criminal operation to which it is alleged Mrs. Mobens and Kust were parties. Mrs. Mobens, as a Lexow witness, corroborated Dr. Whitehead, who swore that he paid money to certain lawyers and detectives on many occasions.

Sinnock & Sherrill, 21 Maiden Lane, have withdrawn their action in the Supreme Court against Chas. S. Platt, refiner, 29 Gold St. The suit, the developments of which have been chronicled in these columns, was to recover the value of gold which Sinnock & Sherrill claim was stolen by Foreman Ackerman, in their factory in Newark, N. J., and sold by him to Platt. On consent of counsel for both parties, Judge Truax Friday signed an order discontinuing the suit.

Tiffany & Co. are exhibiting one of the most valuable collections of relics of the Napoleonic dynasty in the world. They were purchased by H. De Young, Director-General of the California Midwinter Exposition, for the Memorial Museum, and the collection consists of over eight hundred medals, jetons and coins, in gold, silver, bronze and copper, and memorializes the leading events of the Napoleonic periods. Among the curios secured by Mr. De Young for the museum is part of the famous collection of Alessandro Castellani, which was sold at the Hotel Drouot, Paris, in 1884.

Catherine Fagan, 50 years old, was committed to Raymond Street Jail, Brooklyn, Saturday by Justice Walsh on a charge of having stolen numerous articles from the jewelry store of Benjamin F. Spink, 433 Fulton St., where she had been employed in the capacity of charwoman. The prisoner had been working for the jeweler for 12 years. A week ago Hermann J. Meyers, the superintendent, saw her remove a pair of sleeve buttons from the showcase and when he accused her of the theft she tearfully confessed her crime. Mrs. Fagan was subsequently arrested. A detective recovered a quantity of Mr. Spink's property and fifty pawn tickets for jewelry pledged. The woman admitted that she had begun to steal the jewelry a year ago last June. Mrs. Fagan will be arraigned for sentence to-day.

### The Death of Jacob Schmid.

NEWARK, N. J., Nov. 8.—Jacob Schmid, a well-known Newark goldsmith, died at his home, 468 Washington St., late Monday night. He was 80 years old and had been identified with the business interests of Newark since his arrival here from Germany 46 years ago. He is survived by a widow and one daughter.

### Miniature of Mary, Queen of Scots.

MONSIGNOR SETON has just loaned to Tiffany & Co., New York, to place on exhibition for a few days, an invaluable original miniature of Mary, Queen of Scots. This miniature, a relic of the 16th century, is one of the historic portraits of the unfortunate queen. Its interesting history, briefly traced in the inscription on the silver plate set in the little wooden case which protects the portrait, reads:

This original portrait of Queen Mary Stuart is an heirloom in the family of the Setons of Parbroath, now of New York, into whose possession it came through their ancestor, David Seton, of Parbroath, who was Comptroller of the Scottish Revenue from 1589 to 1595, and a loyal adherent of his unfortunate sovereign. It was brought to America in 1763 by William Seton, Esquire, representative of the Parbroath branch of the ancient and illustrious family of the forfeited Earls of Winton.

It is not positively known upon what the miniature is painted, or who the artist was; his name is believed to be upon the back of the miniature, but on account of the miniature's age and its great value, neither Monsignor Seton nor his immediate ancestors have ventured to take it from its oval wooden frame for examination. This frame is of dark wood, resembling walnut, and is, in all probability, as old as the portrait itself. In this portrait the queen, painted from life, appears about 35 years of age, which would make the date of the portrait 1577.

An interesting description of this miniature is contained in the little volume recently published by the Harpers, entitled, "From the Books of Lawrence Hutton," where, in the chapter "On the Portraits of Mary, Queen of Scots," the writer says:

"An interesting miniature of the Scottish Queen is now in America. As it has never been engraved or publicly exhibited, it is little known to collectors. It represents her at half length. The dress is black, trimmed around the neck, the arms and upon the bosom with eider down.

"Between the large ruff of the down about her neck, and the neck itself is a fine upright collar of stiff lace. On the head, and falling back over the neck is a black velvet coif. The hair is what is called 'Titian gold.' The background of the picture is dark-blue, and contains the legend 'Maria Regina Scotorum.' In the case of polished wood which holds it is a plate with the inscription (as quoted above).

"There is a tradition that this picture was the gift of the Queen to her faithful servant, David Seton who, although a member of the Kirk of Scotland, was never counted among her personal foes. A copy of it was presented by the late William Seton in 1855 to Prince Labanof, who believed it to be from life, and surmised that it was taken during her captivity. The face is beautiful, but no longer young."

Tiffany & Co. have just made an extra reproduction of the original miniature—frame, case and every detail—for Seton Gordon, of Orange, N. J., a cousin of Monsignor. It is said that Monsignor Seton was offered \$10,000 for the original, but it is not for sale. The original miniature may be seen in Tiffany's window, Union Square and 15th St.



L. TANNENBAUM & Co.,  
IMPORTERS AND CUTTERS OF  
**Diamonds and Precious Stones,**  
Cor. Maiden Lane & Nassau St.,  
**NEW YORK.**  
25 Hatton Garden, London.  
TELEPHONE, LONG DISTANCE, 1959 CORTLANDT.

## Special Announcement.

Mr. L. Tannenbaum begs to notify his customers and the trade in general, that he has largely extended his facilities for cutting and polishing. Hereafter he will cut and polish not only RUBIES and SAPPHIRES, which has been done for the past 15 years with increasing and gratifying success, but

## DIAMONDS

and all other stones which undergo this process.

Modern machinery of the best and most approved pattern, and workmen of the highest class will enable Mr. Tannenbaum to offer, direct from the cutter's hands, that excellent workmanship demanded by American buyers, at

## PRICES THAT DEFY COMPETITION.

Nor will buyers of Diamonds be the only people benefited. Mr. Tannenbaum imported a five years' supply of rough Rubies and Sapphires DUTY FREE under the old tariff. These goods are now being cut and polished and it is very evident that in these particular stones he can make UNAPPROACHABLE PRICES.

New York as the future Diamond Market is not a phantasy. American cutters will be shown an assortment of rough, at prices which will perhaps cause them to believe that this has already been brought about. All arrangements have been made by the firm for enormous shipments of DIAMONDS, EMERALDS, PEARLS, SPINELS, CATSEYES, MELLÉS and allkinds of Precious Stones, although to-day the assortment offered by L. Tannenbaum & Co. ranks second to none in this country.



## A Selling Novelty

### Cup and Saucer,

With Solid Silver Spoon that can  
be retailed complete for

**\$1.00.**



Discount to the trade in dozen lots,  
33½ per cent. Net Cash.

Cup and Saucer are assorted decoration.

**LEVY, DREYFUS & CO.,**

9 and 11 Maiden Lane,

New York.

ART GOODS FOR JEWELERS.

No jeweler or watch repairer should be without a copy of "WORKSHOP NOTES," a new and very useful book for the workshop. Send for circular containing a complete index of the book, and judge of its merits for yourself.

### Greenleaf & Crosby Suffer a \$4,000 Robbery in New York.

JACKSONVILLE, Fla., Nov. 9. — Damon Greenleaf, senior partner of Greenleaf & Crosby, says that the article in one of THE CIRCULAR's contemporaries, in which it is stated that they were robbed of \$10,000 worth of diamonds in New York, is untrue. "It is greatly exaggerated," said Mr. Greenleaf yesterday. "It was about \$4,000 that was stolen from Mr. Crosby's trunk, at the St. Denis Hotel, in New York. We import diamonds in large quantities. When Mr. Crosby is in New York he puts in his spare time sorting out the fine gems. These are then taken away for mounting. In this way his stock on hand was small, and he kept them in his trunk instead of having them locked in the hotel safe. One day, on his return to the hotel, he found that his room had been entered and his trunk robbed. They were all unset stones, and worth about \$4,000. We have offered a reward of \$1,000 for the return of the gems, and \$1,000 to the officer securing them. As the thieves cannot pawn them for more than half their value, we are willing to offer this sum, and maybe we can get them back."

### Incorporation of the John S. Allen Co.

MINNEAPOLIS, Minn., Nov. 12. —The John S. Allen Co., of Minneapolis, have incorporated with a capital stock of \$25,000 to "conduct, maintain and carry on a mercantile business in the buying, selling, trading, manufacturing and repairing of jewelry, watches, diamonds, etc."

The promoters are John S. Allen, John J. Salfinger, Frank J. Salfinger, all of Minneapolis.

The stock and plant of the Acme Silver Plating Co., Toronto, valued at \$70,000, were sold at auction Saturday to the Manhattan Silver Plate Co., Lyons, N. Y., for \$16,000.

### Last Week's Arrivals.

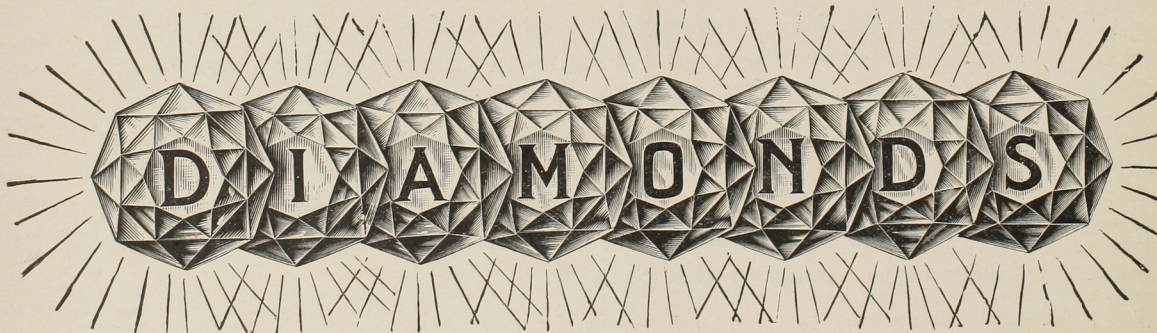
**THE CIRCULAR** has perfected arrangements for obtaining the names and hotel addresses of all the latest buyers visiting New York, and each day posts in its office, 189 Broadway, a bulletin which every member of the trade is cordially invited to copy.

The following out-of-town dealers were registered in New York during the past week: J. R. Nutt, Akron, O. Imperial H.; M. Weber, Chicago, Ill., Astor H.; C. S. Davis, Philadelphia, Pa., Astor H.; A. C. Anderson, Toronto, Ont., Astor H.; D. Gregory, Jr., Washington, D. C., Colonnade H.; O. E. Bell, Cincinnati, O., Broadway Central H.; S. K. Zook, Lancaster, Pa., Coleman H.; J. D. Ryan, Middletown, Conn., Normandie H.; F. H. Gale, Norfolk, Va., Grand Union H.; C. E. Wigginton, Woodward & Lathrop, Washington, D. C., St. Denis H.; W. M. Sturdy, Chartley, Mass., Astor H.; C. E. Giles, Chicago, Ill., Astor H.; J. Gumbinger, Jacksonville, Fla., Continental H.; J. J. Freeman, Toledo, O., Imperial H.; E. W. Trask, Aurora, Ill., Astor H.; J. T. Wise, Elmira, N. Y., Gilsey H.; J. Nelson, Dunkirk, N. Y., St. Denis H.; M. I. Epstein, Savannah, Ga., Union Square H.; E. Oppenheimer, Baltimore, Md., Marlborough H.; W. T. Marcy, Indianapolis, Ind., Broadway Central H.; M. Cohen, Washington, D. C., Marlborough H.; J. A. Caldwell, Philadelphia, Pa., Broadway Central H.

A gratifying state of affairs exists at the Trenton Watch Co.'s factory. The steadily increasing popularity of the new Trenton movements makes it difficult even with a full force working full time, to keep pace with orders.

## OPPENHEIMER BROS. & VEITH,

OFFER TO THE TRADE



Cut by them according to scientific principles, at prices far below imported goods of the same quality.

NEW YORK, 35 MAIDEN LANE.

Amsterdam, 2 Tulpstraat.

London, Eng., 27 Holborn Viaduct.



### Providence.

Samuel Moore has returned from an invigorating trip down on Cape Cod.

J. Stein, New York, was a visitor among the manufacturing jewelers the past week.

Tuck & McAllister, formerly of Bangor, Me., have removed to 112 Mathewson St., this city.

C. E. Sandland, of North Attleboro, Mass., has opened a branch enameling shop at 35 Potter St. this city.

Parks Bros. & Rogers are making preparations for their removal to quarters in the new Kent & Stanley Co. building.

John E. Leonhard, who has been doing engraving and etching for several years at his residence has now opened a shop at 98 Pine St.

J. W. Spence, president of the Racine Jewelry Mfg. Co., Racine, Wis., was in Providence last week visiting the manufacturing jewelers.

Henry H. Richardson, one of the oldest living manufacturers jewelers of this vicinity, has been confined to his house for several weeks with neuralgia. He is in the 80th year of his age.

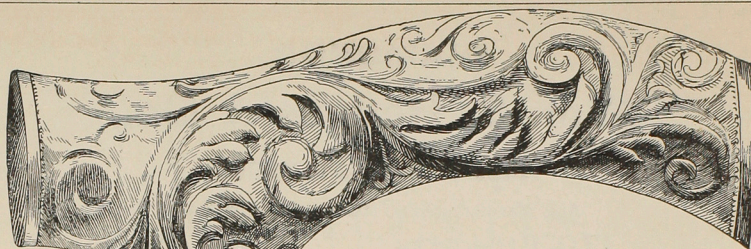
Among the delegates to the Republican City Convention are: from the 6th Ward, Frederick Rueckert; 7th Ward, William H. Luther and William N. Otis; 9th Ward, John M. Buffinton.

The directors of the Manufacturing Jewelers' Board of Trade will meet on the 17th inst., for the last time previous to the regular annual meeting which occurs on the third Saturday in December.

Next Friday evening the Retail Jewelers' Association will meet for the purpose of completing their organization. Several of the officers are still to be elected, by-laws and a constitution to be adopted and plans laid for future work.

Ansel L. Sweet will continue the business of the late firm of George W. Willis & Co., under the firm name of A. L. Sweet & Co. He has placed a mortgage of \$5,500 upon his property. The disappearance of Mr. Willis left the condition of the firm in a somewhat discouraging condition, but Mr. Sweet gives the assurance that if he is not pressed that he will pull out of the present difficulties and soon be upon a sound basis.

The tax assessors of the Town of Cranston have just completed their labors and among the persons and corporations taxed for \$5,000 and over are the following: Dewey F. Adams, *et ux*, \$30,090; Arthur E. Austin, \$14,515; John Austin, \$104,230; George N. Babbington, \$6,700; Gustavus Bender, \$6,300; Chas. G. Bloomer, \$10,375; Chas. G. Bloomer, *et ux*, \$14,500; William W. Bloomer, \$6,200; Horace F. Carpenter, \$27,800; Stanton B. Champlin, \$36,955; Walter A. Griffith, \$5,780; Sylvester K. Merrill, \$7,530; Henry A. Hidden, \$7,000; Lorenzo Vaughn, *et ux*, \$11,500; Jonathan Wheeler, estate, \$12,150; Ellen E., wife of Walter E. White, \$6,555.



(Enlarged fac-simile of head.)

# WAITE, THRESHER COMPANY, Providence, R. I.

OUR  
CANE  
Stick  
And  
Lapel  
Pins.

PATENTED  
OCT. 23, 1894  
ARE  
THE  
PROPER  
THING.  
HEADS  
ARE OF  
SOLID  
GOLD OR  
STERLING  
SILVER,  
Artistically  
CHASED.  
STICKS  
ARE  
ENAMELED  
TO  
REPRESENT  
NATURAL  
WOODS.

THEY SELL AT  
SIGHT.



**DIAMONDS.****Wm. S. Hedges & Co.,****Importers of Diamonds,**

And Manufacturers of DIAMOND JEWELRY.

**170 Broadway, New York.**

22 Holborn Viaduct, London.

**Alfred H. Smith & Co.,****IMPORTERS****DIAMONDS**

AND

**PRECIOUS STONES,****82 BROADWAY, COR. JOHN STREET,****NEW YORK.**

15 Holborn Viaduct, London, E. C.

**R. A. KIPLING,****Precious Stones**AND **Fancy Goods****Bought and Sold on Commission.****19 RUE DROUOT,****PARIS, FRANCE.****ONE YEAR'S SUBSCRIPTION**

—TO—

**The Jewelers' Circular****—At \$2.50,—**

Entitles the subscriber to a copy of "WORK-SHOP NOTES" free, a 200 page book, bound in cloth, containing a fund of information for the workshop that can be found in no other work.

The tools and machinery of the Utility Mfg. Co., 102 Orange St., are advertised for sale.

Fred. B. Ray, of the Darling Smelting & Refining Co., is making a business trip through Canada.

A. T. Wall & Co. are making preparations for an early removal to the Kent & Stanley Co.'s new building.

Greene & Knox Mfg. Co. are moving their heavier tools, machinery and safes to the new building of the Kent & Stanley Co., which they will in future occupy.

Assignee Henry W. Harvey, for Payton & Greene, states that the stock and property of that firm are being slowly disposed of at good advantage and expects to close up the firm's affairs shortly.

George F. Greene & Co. have been making extensive alterations and improvements in the office and factory at 111 and 113 Point St. They have taken additional shop room and have added numerous new tools and machinery.

The public will be interested in the announcement made Saturday that the New York, New Haven and Hartford Railroad managers have decided to run the 3 o'clock p. m. Shore Line express train between Boston and New York on seven days in the week in the future, beginning on Sunday, Nov. 18, thus affording two express passenger trains via the Shore Line on every Sunday, viz.: The Shore Line express at 3 p. m., and the Gilt Edge express at 5 p. m. This decision is the outcome of the long continued solicitation of prominent citizens of Providence headed by Nathaniel Barstow, of Barstow & Williams, and signed by a majority of the manufacturing jewelers of this city.

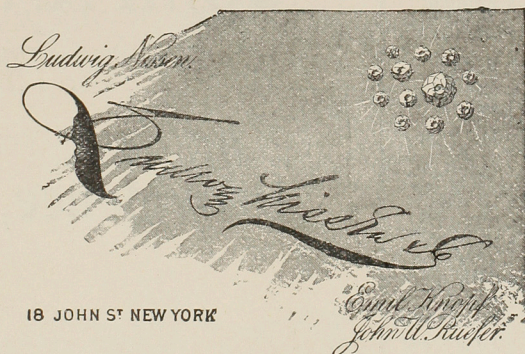
**Syracuse.**

E. C. Howe left Saturday for a week's stay in New York.

D. C. Draper, Fulton, and Chas. Morley, Jordan, were in town last week buying goods.

The funeral of Andrew H. Schilling, of Oswego, who was killed by the cars at the D. L. & W. station in this city on the 3d inst., was held from the home of ex-Mayor Mitchell, in Oswego, on Wednesday morning.

Fire in Louisville, Ky., last week damaged the business of D. E. Shoup, optician, to the extent of \$1,000.



18 JOHN ST NEW YORK

**AIKIN, LAMBERT & CO.,**

CHICAGO BRANCH: 103 State Street.

**No. 19 MAIDEN LANE, NEW YORK.**Manufacturers and Exporters  
Gold Pens, Holders, Pencils,

Toothpicks and Novelties.

**MERCANTILE****FOUNTAIN PEN.**



**Connecticut.**

E. J. Pierpont, the Naugatuck jeweler, has made arrangements to move to Arizona, and is selling out his stock.

C. C. Carroll, the Wallingford jeweler, moved into his fine new store in Wallingford's handsome block, Nov. 8th.

Alderman William H. Watrous, Republican, of Hartford, was elected to the General Assembly, as representative, Tuesday last, polling a large vote, his election being a gain of one Republican representative for that city.

President Arthur S. Goodman, of the National Retail Jewelers' Association, was in Hartford last week with Major C. H. Case, president of the Hartford Jewelers' Association and vice-president of the State organization.

Secretary F. L. Tibbals, Republican, of the Geo. H. Ford Co., New Haven, was elected on Tuesday one of Milford's representatives to the General Assembly, defeating a strong Democratic candidate, and triumphing in a town which for ages previous had gone Democratic.

Charles Teske, Hartford, has been appointed watch inspector of the Philadelphia, Reading and New England Railroad Co. Among certificates as to his ability in his line he has received one from C. M. Lawler, general manager of the Philadelphia, Reading and New England Railroad Co.

C. Rogers & Bros., silver plate manufacturers, Meriden, have petitioned the Meriden city government for authority to erect a frame addition to the factory. The same firm have been awarded \$1,500 damages by the city owing to a change of grade affecting their property. A like amount has been awarded the I. C. Lewis estate.

By a tremendous wash out on the Naugatuck R. R., at Ansonia, caused by the giving way of the banks of the canal, various manufactories were affected, among them the Phelps & Bartholomew Co. Their water power being cut off, the factory has had to cease work to a large extent for a few days pending the arrival and setting up of an engine which A. H. Bartholomew, of the company, ordered immediately.

Benjamin L. Hood, once a leading jeweler in Albany, N. Y., and one of the oldest men in the business, died Nov. 2. Many years ago he became twice the victim of robbers, who ransacked his store, and this crippled him financially. Since then he did business in a small way on South Pearl St. His son and two daughters survive him.

Early last Monday morning a robbery was committed at the jewelry store of H. Oberlin & Bro., Columbia, Pa. On Saturday night three gold chains and a locket were left in the window and were covered over with cotton. When the store was opened, Monday morning, it was noticed that a pane of glass on the side of the window was broken or cut out. The trinkets were not to be found.

ESTABLISHED 50 YEARS.

RANDEL, BAREMORE &amp; BILLINGS,

IMPORTERS OF

DIAMONDS,

AND OTHER PRECIOUS STONES.

FINE PEARLS A SPECIALTY.

MANUFACTURERS OF

DIAMOND JEWELRY,

IN THE LATEST DESIGNS.

Diamonds Recut in Modern Styles or Repaired on Premises.

58 Nassau Street,  
29 Maiden Lane,  
NEW YORK.

1 Tulp Straat,  
AMSTERDAM.

1 St. Andrews St.,  
Holborn Circus,  
LONDON, E. C.



TRADE MARK.

ESTABLISHED 1841.

CARTER, SLOAN &amp; CO.,

MANUFACTURERS OF GOLD JEWELRY,

No. 15 MAIDEN LANE,

NEW YORK.

A. CARTER JR.  
A. K. SLOAN.  
C. E. HASTINGS.

GEO. R. HOWE  
WM. T. CARTER  
WM. T. GOUGH.

FACTORY, NEWARK, N. J.



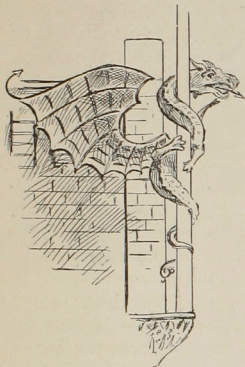
JOHN N. DISSELKOEN,  
Cutter and Importer of  
**DIAMONDS**  
FACTORY  
TO LANGELEEKERSPAD  
AMSTERDAM.  
19 East 16th St.,  
NEW YORK.





## A MODEL FACTORY BUILDING.

THE KENT & STANLEY CO.'S MAMMOTH NEW STRUCTURE, THE FINEST OF ITS KIND IN THE WORLD.

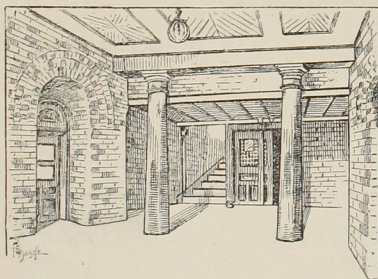


PROMINENT among the many handsome factory buildings for which Providence is noted is the handsome structure built and occupied by the Kent & Stanley Co., on the Square bounded by Sabin, Aborn, Beverly and Mason Sts., in that

city. The property which it occupies was the location of the old-time popular skating rink, destroyed by fire last year. Mr. Edwin F. Kent, recognizing the advantages of the site, on his own responsibility purchased the property after the fire, though at that time the building occupied by the Kent & Stanley Co., at Eddy and Fountain Sts., was generally looked upon as a model factory, excellently planned and perfectly equipped.

Mr. Kent's foresight in the matter of the purchase of the new site was soon endorsed by his partners. Its proximity to the new railroad depot, which will be one of, if indeed not the finest, in the country is a guarantee of increasing values in that section of the city, while the increased shop room was something rendered imperative by the firm's constantly increasing business.

Work on the new structure which is depicted in one of the illustrations in this article, was begun on November 1, 1893, and October 1, 1894, the company was operating in its new quarters.

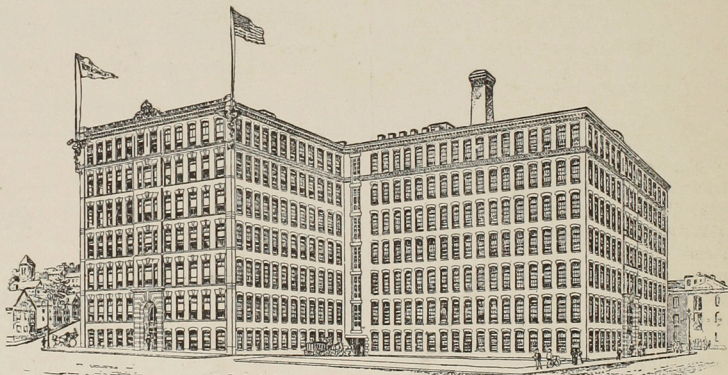


MAIN ENTRANCE ON SABIN ST.

The readers of the CIRCULAR can gather an idea of the immensity of the structure when it is borne in mind that it occupies an

acre of ground, rises seven stories above the foundation, has over 250,000 square feet of floor space, about 1,200 windows and required over five million bricks in its construction. While nearly all available space has already been leased, firms seeking modern quarters will do well to bear in mind that rentals are figured on a basis of 30 cents per square foot per annum, including power, steam heat water and elevator service.

The ground plan and character of the plot is excellently suited for the purpose to which it has been put. The L shaped formation gives it a frontage of 276 feet on Mason St., 221 feet on Aborn St., 106 feet on Sabin St., and 123 feet on Beverly St. A light well 40x200 feet extends from roof to basement in the main structure



THE KENT & STANLEY CO.'S BUILDING.

which with the additional advantage of four street frontages makes that great desideratum, good light, an assured fact for each tenant.

Red brick with brownstone trimmings was the material used for the walls, which rest on particularly solid foundations. At either corner on the Sabin St. facade are two handsome flag staffs held in place by artistic creations in wrought iron of dragons, one of which is incorporated in the initial letter beginning this article. Flags floating from these staffs bear, one, the company's trade mark on a white field and the other the national colors.

The two entrances to the building are well worthy of attention. Each shows a granite arch, while within enameled bricks of a light bluff tint please the eye and present an imperishable surface.

### THE KENT & STANLEY CO.

Our illustration shows the Sabin St. entrance with the handsome wrought iron elevator in the back ground, and two beautifully silvered supporting columns. The other entrance on Beverly St. is practically the same. Marble slabs for the names of the tenants is another feature not usually found in a factory building, and rapid running passenger elevators at either entrance afford quick access to, or egress from any floor. In the driveway running through from Sabin to Mason Sts., are two commodious freight elevators.

Floorings throughout are of maple, each floor being nearly an acre in area. The supporting columns are of iron, rising thirteen feet to the ceilings. Grinnell sprinklers and all other modern factory conveniences make the building a perfect one, whether from the view of the tenant, the insurance or the factory inspectors. Over 3,500 hands can find accommodation within its walls. Power and light are furnished by the company's private electric plant, one of the finest in the country.

The offices of the Kent & Stanley Co. are fitted up in oak, in the best taste, and pre-

sent an exceedingly attractive and handsome appearance. They occupy practically the whole of the Sabin St. wing on the sixth floor. Our illustration shows a view of the general office; adjoining it is the private office of Mr. E. F. Kent, which also connects with the director's suite.

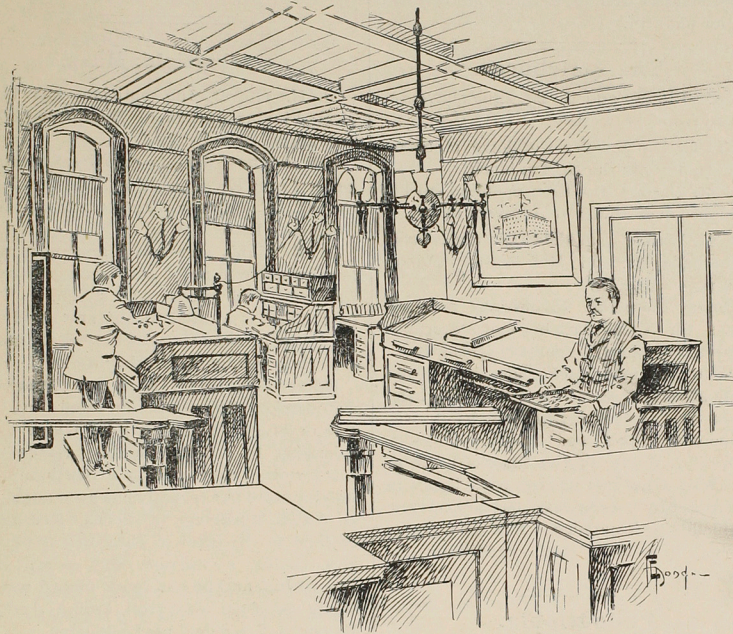
The Kent & Stanley Co.'s shop, ever known as a model one, is in the new building better than ever. In one of the illustrations accompanying this article is shown a corner in the silver shop, a line in which the company is winning rapid recognition, and of which some of the productions, notably yachting trophies, have already been the subject of extended mention in the CIRCULAR.

A pioneer in selling its goods directly to the retail trade, the company, through its ten traveling salesmen and New York, Boston, Philadelphia and San Francisco offices offers a wide and varied line of goods. Some idea of its scope can be gathered from the fact that among them are:



**THE KENT & STANLEY CO.**

One-tenth and one-quarter Gold Seamless Wire Chains; Gents' Rolled Plate Vests, all Seamless Wire, 1, 2, 3, Strand Curbs; Dickens, Trace, Rope, Single Curb, Boston



VIEW OF GENERAL OFFICE.

and Fancy Links; Red Gold and Platinum Links in all styles; Ladies' Lorgnette, Neck, Vest and Victoria Chains; 1,500 styles Gold, Silver and Plated Locketts and charms; White Stone Lace Pins and Brooches; Hair Ornaments; Chain Bracelets, Plate and Sterling Silver; Hat, Hair, Stick, Scarf and Bib Pins; Plated Sword Corsage Pins; Bracelet and Eye-Glass Chains.

In Sterling Silver Novelties, all warranted Sterling Silver are: Garters, Collarettes, Pocket Combs, Tie Holders; Belts with Silver, Pearl and Tortoise Shell Buckles, Paper Cutters and Weights, Match and Stamp Boxes, Trays, Letter Clips, Letter Openers, Book Marks, Prayer Book Marks, Thermometers and Calendars, Satchel Tags, Hat Marks, Coat Hangers, Souvenir Spoons, Umbrella Clasps, Pearl Teething Rings and Rattles, Glove Hooks, Button Hooks, Glove Stretchers, and Hat Buckles, Hair Pins in Celluloid, Real Tortoise Shell, Silver Mounted; Tooth Brushes, Shoe Horns and Letter Seals, Mirrors, Game Counters, Cigarette Cases, Sword Corsage Pins, Key Ring Chains, Bonbon Spoons, Pocket Knives, Scissors, Razors, Manicure Articles, Gold and Silver Mounted Suspenders, Novelties in Leather Card Cases, Memorandum Books, etc.; Stag Handle Cutlery Novelties, Corkscrews and many others.

The company issued last year one of the finest illustrated catalogues ever put out by a jewelry house and another is now in preparation which will be even better than

**THE KENT & STANLEY CO.**

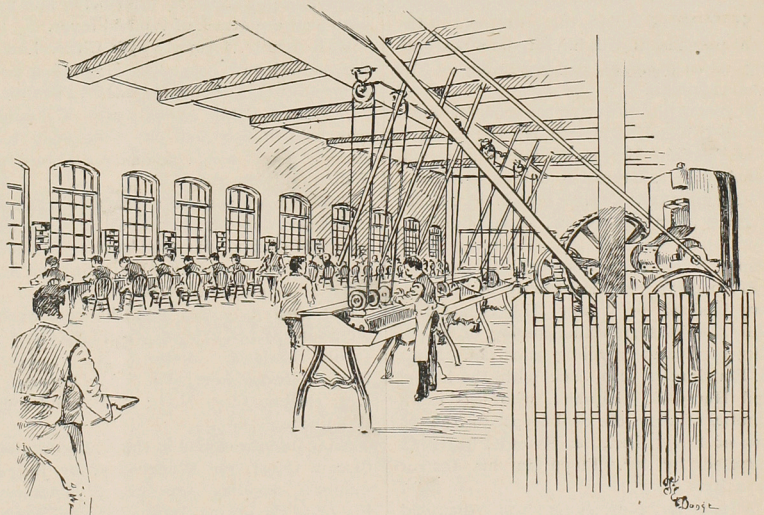
its predecessor, if that is possible. The business of the present Kent & Stanley Co. was first established in 1873 under the style of William H. Robinson & Co.,

**THE KENT & STANLEY CO.**

surviving partners, Edwin F. Kent and Arthur W. Stanley, under the old firm name. In 1887 these gentlemen purchased Mrs. Robinson's interest and continued under the style of Kent & Stanley. Under the new impetus, business during the two following years was doubled, but on Feb. 19, 1888, another fire once more interrupted operations by burning the factory entirely to the ground. Another shop was immediately found by Mr. Kent, and by noon of the day following the fire new machinery was already being put in position at the new shop, an instance of his indomitable will and prompt action in an emergency to which is due in a large measure the firm's success and high position to-day.

A lease of the ground on which the burned building had stood was quickly secured, and without the least unnecessary delay, Kent & Stanley began the erection of a building suitable to the needs of jewelry manufacturers which, when completed, ranked among the best factory buildings in the city. The firm took up its quarters in it and continued with increasing success. In February 1891, it was incorporated, under the title of the Kent & Stanley Co., being capitalized at \$300,000, represented in real property, and with charter rights for half a million. In November, 1893, the constantly increasing business necessitated larger quarters and the balance of the treasury stock was issued. In July, 1894, this additional stock had been issued, paid for in cash and invested in the new plant, which forms the subject of this article. It represents an investment of about \$350,000, and the total capital and surplus of the company in-

at 25 Calendar St. and the output consisted of chains. In 1882 Mr. Edwin F. Kent became a member of the firm and at once took an active interest in its welfare. In 1884 occurred the disastrous fire still remembered by the citizens of Providence, in



A CORNER IN THE SILVER SHOP.

which the factory was destroyed. New quarters were found at 7 Eddy St., and operations were again resumed. In 1885 Mr. Robinson died, and for nearly two years the business was conducted by the

vested in business is \$650,000. Its officers are: president, A. W. Stanley; treasurer, E. F. Kent; vice-president, J. S. Ingalls; secretary, J. D. Warren. George R. Clarke is superintendent and designer.



**Boston.**

## TRADE CONDITIONS.

Many of the Boston jobbers are getting a more than satisfactory run of trade this month, and report that October business this year goes ahead of that in the corresponding month a year ago. One dealer states that his sales have approached 1892 figures. Nearly all the larger concerns are able to say that business is better with them than they anticipated. With the manufacturers in various parts of New England the slackness of a few months ago has to be balanced by over-time work now. This is learned from travelers for the prominent industries in the jewelry and silver lines. As a rule orders cover a wider range, variety being sought for to an unusual degree this season, with smaller volume in the items listed. There is considerable stocking up in progress, and holiday goods are moving with a fair degree of freedom.

A. D. Handy, formerly in the jewelry business in South Boston, has opened a place in the city proper as manufacturer and dealer in high grade stereopticons and supplies.

Richard Hills, who has been a watchmaker in Boston for upward of 50 years, was the subject of an illustrated biography in the *Boston Globe*, Nov. 2, being described as the oldest watchmaker in the city.

General Manager Carr, of the E. Howard Watch & Clock Co., who has just returned from a business trip to New York and Chicago, reports the clock department of the company's business booming at both cities, as well as here in Boston.

J. B. Humphrey is now the sole proprietor of the business carried on at the old stand of H. T. Spear & Son, the retirement of the joint purchasers with him of the stock having taken place at the beginning of the present month.

Buyers in Boston during the week included: James Holland, Concord, N. H.; J. Jefts, Fort Fairfield, Me.; E. W. Folsom, Somersworth, N. H.; Everett S. Albee, Wolfboro, N. H.; Dana N. Coy, Windsor, Vt.; A. F. Grimes, Peterboro, N. H.; M. M. Genter, Rockland, Me.; W. P. Meyers, Derry Depot, N. H.; C. F. Pettengill, Quincy.

Herbert W. Smith, formerly in the jewelry business at Winter Hill, Somerville, Mass., has entered the employ of E. B. Floyd & Co. as traveling salesman. Mark B. Flanders is also back with the house, and Harry E. Chapman, who was for a number of years the bookkeeper for the old firm of Floyd, Pratt & Rounds, has been engaged by Mr. Floyd in his former capacity.

Alfred A. Marcus & Son, diamond brokers and real estate dealers, Exchange Place, have filed a petition in insolvency. The members of the firm are Alfred A. and Simeon Marcus. The former has a rather unique business career, and has figured in the insolvency court once before. He is

also said to have drawn a big prize at one time in a lottery. About two months ago he was the victim of an assault, the attacking party being a member of the Boston City Council. A very light fine was imposed, however, the court taking the ground that the affair was not entirely unprovoked by the plaintiff.

**The Attleboros.**

S. O. Bigney and C. E. King have returned from the west.

The Curtin Jewelry Co. have enlarged their quarters in the Horton block.

A. M. Barden has been confined to his residence over a week with severe illness.

R. M. Walker and Helen Estelle Marsh were made Mr. and Mrs. Walker Friday evening.

Among the many suggestions for new names for North Attleboro are Sterling, Braston, Richdon, Draper and Richards.

During the past week there have been many advertisements inserted in the local papers for fine chainmakers which indicates an increase in this line.

David J. White, of the Standard Seamless Wire Co., was elected councilman in Pawtucket by a large vote and his success has made the Republicans talk strongly of making him their next candidate for Mayor.

**Philadelphia.**

Benjamin Greenland, Manayunk, has returned from a gunning trip throughout the State.

C. R. Smith & Son have announced a general clearance sale preparatory to retiring from business.

Martin Sheridan, 10th and Chestnut Sts., has returned to business after being laid up with a severe attack of typhoid fever.

A. Koettnitz, formerly with Chris. Loeffler, 1004 Girard Ave., has accepted a position with D. C. Schumo, 2258 N. Front St.

A colored youth named Percy Williams was held in \$500 bail on Wednesday for stealing a gold watch case from the store of William Silverstone.

Philip Cohen was arrested in New York last week, and brought to this city on the charge of stealing diamond ear-rings valued at \$165, from A. S. Millard, 713 Sansom St. He was committed for trial.

Out-of-town buyers here the past week included: R. G. Porter, Woodbury, N. J.; Jacob Braddock, Medford, N. J.; John Dewer, Bryn Mawr, Pa.; A. Dertinger, Egg Harbor City, N. J.; C. F. Rudolph, Wilmington, Del.

An opinion was filed in the United States Circuit Court, on Wednesday, by Judge Acheson, deciding the suit of Receiver Fisher, of the Spring Garden National Bank, against Simons, Bro. & Co., in favor of the firm. The action grew out of a claim to recover upon a renewed promissory note for \$5,000.

Early on Friday morning officer Ennis, captured John Broadhead while attempting

to break into the jewelry store of Milton M. Bovard, 4369 Cresson St., by a rear window. Before the magistrate Broadhead said he was full of whisky at the time, and didn't know what he was doing. He was held in \$1,500 to answer for attempted robbery.

**Springfield, Mass.**

T. N. Glover, the optician, has been elected junior warden of Hampden Lodge of Masons.

Among the traveling men here within a week were: E. A. Bigelow, Hayden Mfg. Co.; H. C. Schwartz, Krementz & Co.; Mr. Goldsmid, Leopold Weil & Co.

A. E. Hall's store, Williamstown, was burglarized one night last week and over \$200 worth of goods was stolen. The post office is located in the store and the burglars probably thought they could make a much larger haul than they did.

Harry Sanderson, a South Deerfield watchmaker, has been arrested on the charge of embezzling a gold watch case belonging to a Mrs. Childs. Sanderson was formerly employed in a Northampton jewelry store but recently has been engaged in watch repairing in South Deerfield. Failing to produce a case belonging to Mrs. Childs, a warrant was sworn out against him and he has been placed under bonds of \$500 for trial before Justice Malone in Greenfield next Saturday.

The embossed tea set shown in the artistic full page display of the Middletown Plate Co., elsewhere in this issue, will commend itself at once to all who see it. Butter, syrup, spoon holder and kettle all match, and the makers confidently assert that the set is the finest ever made in white metal. This is only in line with the recent productions of the Middletown Plate Co., which are all of more elegant design than ever before.

The manicure sets shown by Foster & Bailey, Providence, R. I., are meeting with the excellent success which they merit. The steel parts are all from the famous Henckles factory and the mountings are in tenth gold or sterling silver. Each piece is numbered and can be ordered separately and a particularly good feature is in the packing of the goods which are put up so that a traveler can put them in his trunk in a very small space.

The cane head illustrated on another page, by the Waite, Thresher Co., Providence, R. I., is a fac-simile of one of the heads on their cane pins. They are made in solid gold and in sterling silver, the sticks being enameled to represent natural woods. As stick and lapel pins they are meeting with enormous success, and the jobber who doesn't carry them is missing a quick selling and profitable article. These pins are fully protected by patents.



### News Gleanings.

E. Curtis is a new jeweler in Lemont, Ill.  
Frank H. Cary, Lebanon, O., has assigned.

Paul Helbert, Dayton, O., has sold out to quit business.

Elmer Brown has opened a jewelry store in Harrisburg, O.

Geo. F. Blakeslee has opened a jewelry stock in Marion, Ia.

E. E. Alexander will open a jewelry store in Delanson, N. Y.

William Boadenhamer, Hanover, Pa., is having his store improved.

Lyon & Kylling, Danville, Ill., have disposed of their jewelry store.

John H. LeRoy, Fairburg, Neb., has given a mortgage for \$1,200.

W. H. Kress, Elk Rapids, Mich., has removed into a renovated store.

The J. G. Willeke Jewelry Co., Springfield, Mo., opened for business Nov. 3d.

The assignee has sold the stock of N. B. Shyer & Co., Nashville, Tex., to Max Levy.

A. J. Clark, formerly of Dayton, Tenn., is now located at 135 E. Main St., Lexington, Ky.

C. C. Budd, jeweler, Valparaiso, Ind., moved into his new quarters, on Main St., last week.

Robert Graham, Rhinelander, Wis., will erect a jewelry store and residence before the Winter.

George H. Frees, jeweler, Reading, Pa., will open a place of business at 348 N. 9th St., in a few days.

A. R. Baldwin, of Baldwin & Martin, Winchester, Ky., has given a real estate mortgage for \$2,100.

Marshall & Bragg, Rutland, Vt., removed into their new store on the east side of Merchants' Row, Nov. 6.

J. Weber, jeweler, Montfort, Ill., has formed a partnership with his brother at Lancaster and has left Montfort.

Baldwin Wassmuss, jeweler, Holbrook, Long Island, died on the morning of Nov. 3, of pneumonia, aged 72 years.

T. A. Haney, recently of Lyons, Kan., has located in Springfield, Mo., and will engage in the jewelry business.

An optical parlor, at G. Lanz's jewelry store, Norristown, Pa., has been opened, and is in charge of a lady graduate optician.

The death occurred recently of Mrs. Elizabeth Whatnough, mother of John Whatnough, jeweler, 519 E. 18th St., Kansas City, Mo.

David F. Fero, who has been in business in Corning, N. Y., for 30 years, is closing out with the intention of retiring altogether from business.

Fire early on the morning of Nov. 2d slightly damaged the store occupied by Levy Segall, jeweler, Milwaukee, Wis. Insurance, \$500.

William Smith, charged with breaking and entering the jewelry store of M. J. Cohen, Jacksonville, Fla., has been turned over to the county authorities.

The board of directors of the First National Bank, Waynesboro, Pa., have elected E. Elden, jeweler, Chambersburgh, president of that institution.

William H. Joslin, once a prosperous business man of Grand Rapids, Mich., conducting a jewelry store in the Kendall block, died recently at the Soldiers' Home.

E. Kerper, Pottstown, Pa., has just completed a supplementary course of optics in the Philadelphia Optical College. He is also a graduate of the Easton School of Optics.

The jewelry store of J. E. Eckert, Maringo, Ia., was burglarized recently. The burglars effected an entrance through the back window and stole between \$75 and \$100 worth of goods.

J. F. E. Weiland has purchased the interest of his father in the jewelry store of Weiland & Son, Fremont, Neb., and Mr. Wieland, Sr., will leave for his old home at Vienna, Austria.

Mrs. A. E. Martin, of Cooke & Martin, Jacksonville, Fla., has had a return of the illness from which she

suffered all Summer. She is now able, however, to again attend to business.

B. F. Johnson will open a jewelry store Nov. 12th in Trumansburgh, N. Y. The store will be beautifully furnished in modern style. E. J. Kneeland has engaged with Mr. Johnson as watchmaker and optician.

A few days ago John Bartley, Jas. Cole and William Campbell were arrested charged with robbing a jewelry store at Green Castle, Mo. Several watches and other jewelry were found on the person of John Bartley.

Two boys aged 10 and 12 years broke into a jewelry store in Lima, O., and carried off a lot of jewelry. They escaped on a freight car to Bucyrus where they were arrested, and while in jail made a full confession of their guilt.

Burglars made a good haul at the jewelry store of Mrs. Mattie W. Parry, 1010 7th St., Washington, D. C., about 4 o'clock last Wednesday morning. The show window was smashed and about \$100 worth of jewelry taken.

A. J. Shriever, jeweler, 1308 7th St., Denver, Col., was arrested last week on a warrant charging him with receiving stolen goods. Mrs. J. H. Wright was the complaining witness, she having lost by theft a diamond and garnet ring valued at \$150, and a gold necklace worth \$15. Schriever purchased the goods from a 14-year-old girl for \$20.

## A. WITTNAUER,

Successor to I. EUGENE ROBERT & CO.,

19 MAIDEN LANE, - - NEW YORK.

## Swiss Watches and Movements

—OF—

ALL DESCRIPTIONS, STYLES AND SIZES

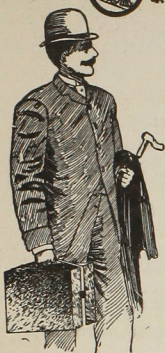
—AND—

IN VARIOUS GRADES.

Split Seconds, Minute Repeaters  
and Novelties.



## Our Traveling Representatives



Traveling representatives may consider these columns open for the publication of any news or items of interest regarding themselves or their conferees.

**T**RAVELING men in Indianapolis last week included W. P. Hanford, Roseman & Levy; Fred. Philipps, A. & J. Plaut; L. Rauch, Strauss & Stern; M. Fairchild, Leroy W. Fairchild & Co.; M. Fowler, Fowler Bros.;

Robt. Moorhead, R. L. Moorhead & Co.; E. R. Bennett, Foster & Bennett; Ernest Block, W. & S. Blackinton; W. S. Creveling, Chas. Ahrenfeldt & Son; Jos. Hazleton, Jno. Holland Gold Pen Co.; Daniel Earl, and a representative of Baldwin, Ford & Co.

Flint Bowen, Kansas City, Mo., is on his western trip of six weeks. He will go as far as Helena, Mont.

E. H. Lowman, of Lissauer & Co., New York, returned Monday from a successful trip through the west. After replenishing his stock of samples he will start out again in a few days.

The following traveling salesmen passed through Detroit last week: F. C. Allen, for A. Wittnauer; G. W. Birnbaum, Ehrlich & Sinnock; Mr. Stine, Wendall Mfg. Co.; C. Pettit, Hayden Mfg. Co.; F. B. Brigham, for F. S. Gilbert; Mr. Frazer, H. S. Smith & Co.; Mr. Kenion, H. D. Merritt & Co.; Mr. Gallagher, Sinnock & Sherrill; Mr. Fowler, Fowler Bros.; W. S. Smith, Tor-

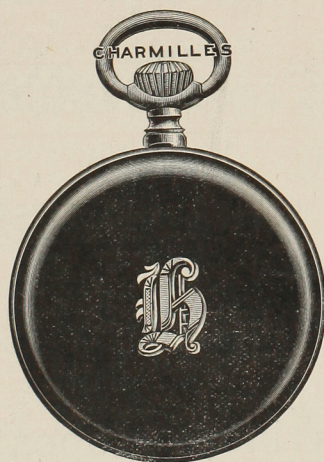
toise Shell Novelty Co.; F. C. Faxon, Royal Silver Novelty Co.; R. M. Woods, Dominick & Haff; C. W. Cary, J. B. & S. M. Knowles Co.; Mr. Arnstine, Arnstine Bros. & Mier; E. S. Shepherd, R. F. Simmons & Co.; William Jarchow, C. F. Rump & Sons; and G. W. Hull, Silver Plate Cutlery Co.

Travelers in Pittsburgh, Pa., last week were: H. D. Mix, Wightman & Hough Co.; Stephen B. Kent, Wm. H. Ball & Co. and Geo. O. Street & Sons; Jos. J. Sideman, Ferd. Fuchs & Bros.; Gus W. Strandberg, E. L. Spencer & Co.; Mr. Simons, Stern Bros. & Co.; A. A. Wood, Howard Sterling Co.; H. A. Scofield, Lincoln, Bacon & Co.; Hubert Somborn, Albert Berger & Co.; E. T. Hopkins, Meriden Silver Plate Co.; Harry B. Kennion, H. D. Merritt & Co.; A. Kaufman, Bruhl Bros. & Co.; Fred Baker, Hayden W. Wheeler & Co.; B. E. Osgood, Bioren Bros.; Edward C. Stone, James W. Gibson Co.; Monroe Engelsman, for Maurice Weil; G. W. Hull, Silver Plate Cutlery Co.; Mr. Schwab, New Haven Clock Co.; R. M. Woods, Dominick & Haff; Mr. Tinker, for W. B. Durgin; F. L. Mueller, for Reinholdt G. Ledig; Wm. W. Middlebrook, B. A. Ballou & Co.; and A. Peabody.

Energetic travelers noticed in Syracuse the past week were: W. H. Lee, W. E. Webster & Co.; R. E. Kehl, F. H. Noble & Co.; Harry C. Larter, Hayden W. Wheeler & Co.; W. S. Campbell, Day & Clark; Louis Lassner, Goodfriend Bros. & Lassner; W. R. Washburne; W. H. Bryant, T. G. Hawkes & Co.; Ernst Gideon Bek, for Richard Horstmaun; T. A. Ball, Montgomery & Co.; Mr. French, French & Franklin Mfg. Co.; Wm. Egerton Bliss, Meriden Sterling Co.; E. W. Dellar, Wm. S. Hicks' Sons; Mr. Smith, Smith &

Knapp; T. C. Faxon, Royal Silver Novelty Co.; Charles W. Hempel, Sandland, Capron & Co.; Robert Welch, Welch & Miller; Louis A. Scheuch, Jeannot & Shiebler; J. L. Granbery, D. D. Coddling; Geo. C. Moody, E. G. Webster & Son; F. O. Spencer, Seliger, Toothill Co.; J. S. Franklin, L. Tannenbaum & Co.; G. B. Osborn, Wm. Smith & Co.; S. Mathez for Edmond E. Robert; Frank H. Dana, G. E. Luther & Co.; Chas. F. Osgood, H. H. Curtis & Co.; Chas. N. Swift, Chas. N. Swift & Co.; Sam Cohn, H. E. Oppenheimer & Co.

Travelers who visited the Hub during the past week included: L. Jones, R. F. Simmons & Co.; Mr. Smith, S. Cottle Co.; W. S. Campbell, Day & Clark; Charles Medbury, F. M. Whiting & Co.; Mr. Joralemon, A. Joralemon & Co.; Henry Fera; Mr. Matschke, Kuhn, Doerflinger & Co.; J. E. Alexander, Frank W. Smith; George Beardsley, George W. Shiebler Co.; Eugene H. Cox, Sussfeld, Lorsch & Co.; Henry Thresher, Waite, Thresher & Co.; Herbert E. Slater, Champenois & Co.; James F. Barclay, R. Wallace & Sons Mfg. Co.; Mr. Call, Simpson, Hall, Miller & Co.; J. H. Messler, T. B. Clark & Co.; W. Wildpret, Wildpret & Saake; Eugene Thomas, Jr., Woodman-Cook Co.; Louis Busiere, Poole Silver Co.; A. W. Pierce, Winsted Optical Co.; Nelson Davis, B. S. Freeman & Co.; Mr. Noble, Payton & Kelley; C. S. Sweetland; C. Kaste, Kipper, Vogel & Co.; J. E. Blake, Blake & Claflin; A. H. Wade, Wade, Davis & Co.; George Hutchison, Hutchison & Huestis; Nat. Barstow, Barstow & Williams; T. B. Wilcox, Pairpoint Mfg. Co.; G. W. Cheever; Frank Sherry, Jos. Fahys & Co.; F. C. Cam, Mgr. Brooklyn Watch Case Co.; Mr. Tirrell, M. Fox & Co.



## SOMETHING NEW!

### Interchangeable Initial Watches.

We have placed on the market a line of "Charmilles" watches cased in steel, black oxydized with GOLD INITIALS in relief. These initials are interchangeable with the backs; are 10 karat gold, cost but little extra, and make

### A VERY ATTRACTIVE WATCH.

INITIAL watches appeal to public sentiment and taste. The advantages of INTERCHANGEABLE Initial Watches at LOW PRICES will be appreciated by all.

Ask Your Jobber For Them.

A. C. SMITH WATCH CO., - 177 Broadway, New York.



## ADVERTISING HINTS FOR RETAIL JEWELERS.

BY CHARLES AUSTIN BATES.

The Editor of THE JEWELERS' CIRCULAR has asked me to contribute a series of articles on retail jewelry advertising.

It is my desire to make these articles as useful as possible and to that end, an invitation is extended to retailers to send to me any of their advertisements which they would like to have criticised. It may be that there are some questions which they will care to ask and that I can answer.

Each week I will give several examples of advertising, which will illustrate my ideas on the subject. I do not present these advertisements with the claim that they are perfect, but only with the hope that they will contain some useful suggestion, and that some dealer at least will find that by making slight changes in them, as local conditions require, they will be able to make use of them, and so relieve themselves of one detail of their business.

### PART VI.

I AM receiving quite a number of advertisements for criticism. This little local notice comes from St. Joseph, Mo. As it stands there is nothing about it to criticise. It is a mere statement of removal:

L. Burnett & Co., our jewelers, moved into their new quarters, Tuesday. They are now located in the building lately vacated by B. F. Harpster.

and I presume was not really intended to be much of an advertisement.

If it has not already been done, I should think that Burnett & Co. ought to have a complete write-up of their new place published in the papers. It should be interestingly written if possible, and should not be two glaring in its advertising features. To make a good advertisement out of a reading notice, it is not necessary to drag your own business into every other line. The notice should talk about jewelry in general, and then take up a dozen or more special things in the new store of Burnett & Co., calling the readers' attention to these things as items of interest and as things to be bought. Above all things, avoid the "spread eagle" style, and do not tell people how many square feet of floor space, how many show cases and how many gas jets there are in the room. A New York merchant recently said to me "Everybody knows that we have counters and show-cases and clerks and goods in the store. What we want is something different from that, something interesting about the goods themselves."

Nine reading notices out of every ten are spoiled by the frantic efforts of the advertiser to get advertising into every line.

Here is a little ad. from Indianapolis that, to a certain degree, demonstrates what I have been saying. It is a little bit

#### The Diamond Bank

pays the depositor hourly dividends in personal gratification; pays always "on demand" in gold, if gold is required or desired; pays it, too, in any country on the globe, without discount or indentation. Call on J. C. Sipe, room 4, Old Sentinel Building, and examine his large stock of fine diamonds.

too sure to carry out my idea exactly, and it may be that some people would not find it quite plain. Of course you will say, any one of ordinary intelligence will know what it means at once, but just think over the

list of people you know, and see how many of them possess ordinary intelligence. You remember the old Quaker's remark to his wife—he said: "All the world are fools but me and thee, and sometimes I think thou art a little queer."

There are a great many people in the world who do not know enough to go in out of the rain, and the money of these people is just as good as that of anybody else.

You cannot make your advertisements too plain. It is a great deal better to have them too plain than not plain enough. If you make the ad. so plain that even a fool can understand it, you are sure to be understood by the smart people.

\*\*\*

Another advertisement from Indianapolis is not good because it is apparently written merely to fill space. Walk & Son

#### SHIPS THAT PASS IN THE NIGHT

brought our celebrated Swiss Watches all the way from Switzerland. A finer line of time pieces are not to be found anywhere.

Come and see us.

**Julius C. Walk  
& Son,**

Leading Jewelers.

12 East Washington St.

evidently had nothing in particular to say on that particular day. As a general thing their advertisements are exceptionally well written. Most all of them convey some information in a straightforward way. I remember several years ago they published a series of advertisements about the precious stones which were emblematic of the months of the year. I think I have mentioned this series before without giving the name of the advertiser.

\*\*\*

From Burnett & Co., St. Joseph, Mo., comes a display ad., which is about one hundred per cent. better than the other advertisement. It occupied a space three columns wide and about 15 inches long in its original form.

As an ante-election effort it is quite commendable. There is just enough humor

about it to make it please most people. The statement that money will be refunded for unsatisfactory goods is a very strong one, and I am surprised that it is not made use of a great deal oftener.

Perhaps the most successful clothing house in New York is that of Rogers, Peet & Co. They have made a sort of trademark out of the sentence, "Money back, if you want it." It has been a great drawing card for them, although, as a matter of fact, I suppose that almost any reputable dealer will refund money for unsatisfactory goods

## ??? QUESTIONS.

### WHAT IS A DEMOCRAT?

A Democrat is a man who believes in Free Trade, but not to an alarming extent, especially if it hits on something that he is interested in. He has a special fondness for holding office.

### WHAT IS A REPUBLICAN?

A Republican is a man who believes in Protection, but not to an alarming extent, especially if it hits on something that he is interested in. He has a special fondness for holding office.

### WHAT IS A POPULIST?

A Populist is a man who believes that rich men ought to divide up with the poor men, but not to an alarming extent, especially if he is the one who has to divide with the other fellow. He has a special fondness for holding office.

### WHAT IS THE DIFFERENCE?

There is not a bit of difference between a Democrat, a Republican, and a Populist. They are all human, all after the almighty dollar and the place to get the most for it. A great many of them have

## DISCOVERED

That ours is the best place. We are now selling  
**Watches, Clocks, Jewelry,**  
AT A REDUCTION OF 25 PER CENT.

and give a guarantee with every article bought, and if it is not as represented, bring it back and your money will be refunded.

Try us and you will always trade with us.

Yours respectfully,

**L. BURNETT & CO.**  
Severance, Everest, St. Joseph, Mo.,  
Cor. 7th and Felix.

without quarrelling about it. Rogers, Peet & Co. carry the matter out in a very nice

### "CHECK."

If the bargain is not satisfactory, return the clothes within ten days and you shall have your money (dress suits and white goods excepted).

If they do not wear well, we shall be glad to pay for the loss at any time.

The price is the same to everybody, and as low as anybody anywhere sells such clothing for; and the quality is as stated.

This check identifies the transaction. Keep it.

Besides we ask as a favor that you inform us of any cause for dissatisfaction of any sort.

We are doing our best to make a perfect store and perfect salesmen and perfect merchants.

Help us by pointing out our shortcomings.



# CLASSIFIED INDEX TO ADVERTISEMENTS.

All Advertisements are entitled to one insertion under proper heading. Extra insertions, \$6.00 per annum  
Extra Headings, \$12.00 per annum.

	Page.		Page.		Page.
<b>Art Pottery, Bric-a-brac, Etc.</b>		<b>Ebony Goods.</b>		<b>Safes.</b>	
Bing, Ferdinand & Co., 106 Grand St., N. Y. . . . .	42	Provenzano, J. N., 39 Union Square, N. Y. . . . .	17	Mosler, Bahmann & Co., 518 B'way, N. Y. . . . .	45
Bradley & Hubbard Mfg. Co., Meriden, Conn. . . . .	14	<b>Fine Stationery.</b>		<b>Sample Trunks.</b>	
Glaenger, Leon J. & Co., 80 & 82 Chambers St., N. Y. . . . .	3	Parsons & Greene Co., 18 Murray St., N. Y. . . . .	5	Crouch & Fitzgerald, 161 Broadway, N. Y. . . . .	5
Healey, M. & E., Washington, D. C. . . . .	19	<b>Furniture.</b>		<b>Show Cases.</b>	
Hinrichs & Co., 29 & 31 Park Place, N. Y. . . . .	47	Smith, Geo. Wm., 3907 Powelton Ave., Phila., Pa. . . . .	42	Smith, B. & W. B., 220 W. 29th St., N. Y. . . . .	48
Leonard, P. H., 76 & 78 Reade St., N. Y. . . . .	32c	<b>Gold and Rolled Plate Jewelry.</b>		<b>Silver Plated Ware.</b>	
Le Boutillier & Co., 860 Broadway, N. Y. . . . .	18	Foster & Bailey, Providence, R. I. . . . .	13	Middletown Plate Co., Middletown, Conn. . . . .	15
Levy, Dreyfus & Co., 9 & 11 Maiden Lane, N. Y. . . . .	24	Smith, Wm., & Co., 5-7 Maiden Lane, N. Y. . . . .	14	Bell, O. E. & Co., 51 E. 4th St., Cincinnati O. . . . .	36
Vantine, A. A. & Co., 877 & 879 B'way, N. Y. . . . .	45	<b>Gold Jewelry.</b>		Pairpoint Mfg. Co., New Bedford, Mass. . . . .	5
Straus, L. & Sons, 42 to 48 Warren St., N. Y. . . . .	41	Carter, Sloan & Co., 15 Maiden Lane, N. Y. . . . .	24c	Rogers & Bro., 16 Cortlandt St., N. Y. . . . .	10-11
<b>Assayers &amp; Refiners.</b>		Aikin, Lambert & Co., 19 Maiden Lane, N. Y. . . . .	8-24b	The Wm. Rogers Mfg. Co., Hartford, Conn. . . . .	5
Baker, Geo. M., Providence, R. I. . . . .	39	Cross & Beguelin, 17 Maiden Lane, N. Y. . . . .	4	Webster, G. A., Chicago, Ill. . . . .	35
Goldsmith Bros., 63 & 65 Washington Chicago, Ill. . . . .	34	Hedges, A. J. & Co., 6 Maiden Lane . . . . .	45	<b>Sterling Silver Novelties.</b>	
Guild & Gardner, 189 Eddy St., Providence, Providence, R. I. . . . .	8	<b>Gold and Silver Novelties.</b>		Bachrach & Freedman, 1 & 3 Union Sq., N. Y. . . . .	17
Le Long, L. & Bro., Newark, N. J. . . . .	48	Riley, John A., & Sloan Co., Ltd., Broadway and 17th Street . . . . .	46	Coddling Bros. & Heilborn, North Attleboro Mass. . . . .	42
U. S. Smelting & Refining Works, 25 John St., N. Y. . . . .	48	Reddall, John W. & Co., Newark, N. J. . . . .	7	Hagan, White & Co., 243 W. 23d St., N. Y. . . . .	16
<b>Auctioneers.</b>		<b>Guards, Scarf Pins.</b>		Kent & Stanley Co., Providence, R. I. . . . .	24d, 25
Boyle, Davis & Goodman, 63 5th Ave., N. Y. . . . .	16	Security Mfg. Co., 7 Astor House, N. Y. . . . .	42	Richardson, Enos. & Co., 23 Maiden Lane. . . . .	41
Comrie, A. J., 22 John St., N. Y. . . . .	31	<b>Horological Schools.</b>		<b>Sterling Silverware.</b>	
French, J. H., P. O. Box 2775, N. Y. . . . .	39	Chicago Watchmakers' Institute, Chicago, Ill. . . . .	33	Campbell-Metcalf Silver Co., Providence, R. I. . . . .	41
H. M. Rich & Co., 21 School St., Boston, Mass. . . . .	16	Parson's School for Watchmakers, Peoria, Ill. . . . .	33	Fuchs, Ferd. & Bros., 808-810 Greenwich St., N. Y. . . . .	45
<b>Brownie Novelties.</b>		Philadelphia College of Horology, 623 Heed Building, Phila., Pa. . . . .	8	Towle Mfg. Co., Newburyport, Mass. . . . .	47
Griffith, R. L. & Son, 129 Eddy St., Providence, R. I. . . . .	41	<b>Insurance.</b>		Wallace, R. & Sons Mfg. Co., 3 Park Place, Wood & Hughes, 16 John St., N. Y. . . . .	6
Wm. Hendricks Sons, Louisville, Ky . . . . .	32	Fidelity & Casualty Co., 140-146 Broadway. . . . .	47	<b>Spectacle and Eyeglass Cases.</b>	
<b>Badges, Medals, Etc.</b>		<b>Jewelry, Silverware and Optical Cases.</b>		White, W. B. & Son, Boston, Mass. . . . .	39
Stockwell, E. R., 19 John St. N. Y. . . . .	16	Jackson, S. C., 180 Broadway, N. Y. . . . .	12	<b>'Thimbles.</b>	
<b>Carborundum.</b>		<b>Jobbers, Watches, Diamonds, Etc.</b>		Ketchum & McDougal, 198 Broadway, N. Y. . . . .	8
The Carborundum Co., Monongahela, Pa. . . . .	8	Allen, Benj. & Co., Chicago, Ill. . . . .	16-33	<b>Tortoise Shell Goods.</b>	
<b>Chains.</b>		Aikin-Lambert Jewelry Co., 19 Maiden Lane . . . . .	8-24b	Potter, W. K., Providence, R. I. . . . .	31
Kent & Stanley Co., Providence, R. I. . . . .	24d, 25	Brethauer Watch and Jewelry Co., Chicago, Ill. . . . .	31	<b>Tool Manufacturers and Dealers.</b>	
<b>Clocks, French, English and American.</b>		Myers, S. F. & Co., 48 Maiden Lane, N. Y. . . . .	48	Allen, Benj. & Co., Chicago, Ill. . . . .	16-33
Jacques, Chas., Clock Co., 22 Cortlandt St., N. Y. . . . .	48	Oppenheimer Bros. & Veith, 35 Maiden Lane, N. Y. . . . .	24	American Watch Tool Co., Waltham, Mass. . . . .	40
<b>Cut Glass.</b>		Sproehle, F. M. & Co., Chicago, Ill. . . . .	35	Moseley & Co., Elgin, Ill. . . . .	33
Clark, T. B. & Co., 860 Broadway, N. Y. . . . .	42	<b>Musical Boxes.</b>		Oliver, W. W., Buffalo, N. Y. . . . .	48
<b>Diamond &amp; Precious Stone Importers.</b>		Cuendet, E. L., 21 John St., N. Y. . . . .	16	Swigart, E. & J., 101 W. 5th St., Cincinnati, O. . . . .	33
Disselkoen, John N., 19 E. 16th St., N. Y. . . . .	24c	Jacot & Son, 39 Union Square, N. Y. . . . .	48	<b>Trays.</b>	
Falkenau, Oppenheimer & Co., 40 Maiden Lane, Friedlander, R., L. & M., Ltd. 30 Maiden Lane, N. Y. . . . .	46	Wolfe, A., 194 Broadway, N. Y. . . . .	19	Fletcher Mfg Co., 259 W. 27th St., New York. . . . .	19
Hedges, Wm. S. & Co., 170 Broadway, N. Y. . . . .	24b	<b>Ophthalmic College.</b>		<b>Trunks and Traveling Bags.</b>	
Kahn, L. & M. & Co., 172 Broadway, N. Y. . . . .	48	St. Louis Ophthalmic College, St. Louis, Mo. . . . .	35	Crouch & Fitzgerald, 161 Broadway, N. Y. . . . .	5
Kipling, E. E., 182 Broadway, N. Y. . . . .	48	Chicago Ophthalmic College, Chicago, Ill. . . . .	33	<b>Watch Manufacturers.</b>	
Kipling, R. A., Hays Bldg., N. Y. . . . .	24b	<b>Optical Goods.</b>		A. C. Smith Watch Co., 177 Broadway . . . . .	9-20-28
Lorsch, Albert & Co., 37 Maiden Lane, N. Y. . . . .	48	Berger, Albert & Co., 47 Maiden Lane, N. Y. . . . .	5	Trenton Watch Co., Trenton, N. J. . . . .	32a
Nissen Ludwig & Co., 18 John St. . . . .	24b	Geneva Optical Co., Chicago, Ill. . . . .	33	<b>Watch Case Repairers</b>	
Randel, Baremore & Billings, 29 Maiden Lane . . . . .	24c	Queen & Co., Philadelphia, Pa. . . . .	12	The Planchamp & Becker Co., Chicago, Ill. . . . .	33
Smith, Alfred H. & Co., 182 Broadway, N. Y. . . . .	24b	Spencer Optical Mfg. Co., 15 Maiden Lane, N. Y. . . . .	37	<b>Watch Importers.</b>	
Tannenbaum, L., & Co., cor. Maiden Lane and Nassau St., N. Y. . . . .	23	<b>Pens, Pencils, etc.,</b>		Hyde's, J. E., Sons, 22 Maiden Lane, N. Y. . . . .	44
<b>Diamond Jewelry.</b>		Aikin, Lambert & Co., 19 Maiden Lane, N. Y. . . . .	8-24b	Racine, Jules, 180 Broadway, New York. . . . .	47
Jeanne, Paul, Bradley Bldg., N. Y. . . . .	8	Beaumont, D. W., 17 John St., N. Y. . . . .	8	A. Wittnauer, 19 Maiden Lane, N. Y. . . . .	27
Leonhardt & Curran, 44 1/2 Maiden Lane, N. Y. . . . .	16	Diamond Point Pen Co., 7 Astor House, N. Y. . . . .	44	<b>Watch Keys.</b>	
Sauter, L. & Co., 194 Broadway. . . . .	45	LeRoy, Fairchild & Co., 3 Maiden Lane. . . . .	9	Clark, A. N., Plainville, Conn. . . . .	48
<b>Diamond Polishing Mills.</b>		Smith, H. M. & Co., 83 Nassau St. . . . .	46	<b>Watch Repairers.</b>	
Arthur Co., The, 86 John St., New York. . . . .	48	<b>Ring Makers.</b>		Henry, Peter, Cincinnati, O. . . . .	33
<b>Display-Window.</b>		Bowden, J. B. & Co., 192 Broadway, N. Y. . . . .	4		
Pearce, Frederick, 77-79 John St., N. Y. . . . .	38	Bryant, M. B. & Co., 10 Maiden Lane, N. Y. . . . .	14		
		Hildreth Mfg. Co., 53 Maiden Lane, N. Y. . . . .	41		
		Princess Ring Co., Hays Bldg., 21-23 Maiden Lane, N. Y. City. . . . .	2		
		Waite, Thresher Co., Providence, R. I. . . . .	24a		



## Special Notices.

Rates 75c. per insertion for notices not exceeding 3 lines (25 words); additional words 2 cents each. If answers are to be forwarded, postage stamps must be enclosed. Two insertions, 15 per cent. off; three insertions, 20 per cent. off; four insertions or more, 25 per cent. off. Payable strictly in advance. Display cards on this page will be charged at \$2.00 per inch for first insertion, subject to same discount as above for subsequent insertions.

Under the heading of **Situations Wanted** on this page advertisements will be inserted for **One Cent a Word**. This offer refers to **Situations Wanted only**. Payable strictly in advance. If answers are to be forwarded, postage must be enclosed.

## Situations Wanted.

*Notices under this heading ONLY are charged at one cent a word, payable strictly in advance. If answer are to be forwarded, postage must be enclosed.*

**BY** an American watchmaker, jeweler and salesman with complete set of tools and eight years' experience. Best reference. Address Reliable, Box 202, Station A, Meriden, Conn.

**SITUATION** wanted by an A1 watchmaker and engraver; sober and reliable 16 years' experience; A1 reference; have fine set of tools. P. B. L., P. O. Box 412, Winchester, Ill.

**FIRST-CLASS** watchmaker, jeweler and salesman wants position. Young man; single; 12 years' experience. Best of references. Address C. E. Hagy, Abingdon, Va.

**WANTED.**—A steady position by a first-class watchmaker. Twenty years' experience. Have my own tools. Best of references. A. L., care of JEWELERS' CIRCULAR.

**WANTED.**—Position by young man, age 22. Can do clock, watch and jewelry repairing. Four years' experience. Best of references. Box 1084, Meriden, Conn.

**SITUATION** wanted by a young lady in the business department of either watch, jewelry, silver or kindred trades. Several years' experience. First-class references. New York or Newark preferred. Address C. I. M., care of JEWELERS' CIRCULAR.

**SITUATION** wanted by lady stenographer and bookkeeper with Chicago house. Experienced in wholesale jewelry. Address X. Y., care JEWELERS' CIRCULAR, Chicago office, 517 Inter-Ocean Building, Chicago, Ills.

**WANTED.**—A steady position wanted as watchmaker, jeweler and engraver; 12 years' experience; speaks German and English; complete set of tools; can furnish good references. Michigan, Ohio and Indiana preferred. Address J. F. W., Box 540, Marshall, Mich.

**BY** a thoroughly competent and first-class watchmaker, jeweler and salesman; do fair engraving; capable of taking charge of retail store; complete set of full nickel tools; single; age 27; no bad habits; want a good steady job. Address John, care THE JEWELERS' CIRCULAR.

**WANTED.**—Position by practical watchmaker and jeweler, 20 years' experience in store and bench; wages not so much an object as good position; 40 years old; single; good reference. Address James Fergus, care H. Kempe, Danville, Pa.

**WANTED.**—A position by a graduate of New York Horological Institute; is good watchmaker and script letter engraver; A1 references; own lath; and tools; New York City preferred. Address N. Y. C., care JEWELERS' CIRCULAR.

**WANTED.**—Position by young man, age 22, has had six years' experience as salesman in retail store; good window trimmer; best of references. Address X. G., care JEWELERS' CIRCULAR.

**AN** experienced jeweler, married, German, 36 years of age, seeks a situation preferably in a small city; first class repairer and engraver; sober and industrious. C. F. Keller, Louisville, Ky.

**ENGRAVER.**—Plain and fancy; thoroughly understands repairing and replating silverware; assistant salesman; reference A1. Address W., care JEWELERS' CIRCULAR.

**MANUFACTURING** jeweler and engraver; fair workman; sober and reliable; good references. Address S. C. J., care JEWELERS' CIRCULAR.

## Help Wanted.

**WANTED.**—A good manufacturing jeweler; one that can do repair work, re-enameling, plating, and set stones. Address A. H. Furstnow & Co., Fond du Lac, Wis.

**WANTED.**—First class watchmaker accustomed to complicated chronometers and fine grades of Swiss and American watches; only strictly responsible and competent watchmakers need apply; who is good engraver preferred; state salary wanted; send samples of engraving. Address General Watch Inspector, Northern Pacific, Grand Forks, N. Dakota.

**WANTED.**—First class watchmaker; one able to engrave, with a knowledge of optical work preferred; state age and wages expected. 8 Temple building, Montreal, Que.

**WANTED.**—Letter engravers on silverware. State experience and wages expected. Address B. C., care JEWELERS' CIRCULAR.

## Miscellaneous.

**I BUY JEWELRY STOCKS.**—Manufacturers, jobbers and retailers desiring to dispose of surplus or entire stocks of diamonds, watches and jewelry can find quick cash buyer by addressing Stephen S. Harmon, 1240 Lexington Ave., New York City.

## Business Opportunities.

**PARTNER WANTED.**—In an established jewelry business in State of Illinois, located where crops are good and hard times not felt, doing the best business outside of Chicago. Population 12,000. Capital required about \$8,000; annual cash sales \$35,000. Investigation courted. Best of reference given and required. Prefer young man of some experience. Address F. E. B., care JEWELERS' CIRCULAR.

**YOUNG** man, 27 years old practical watchmaker, good salesman and business correspondent; (English, French and German); has been employed five years in America; wants position as interested employee or partner in retail jewelry store or importer's office; can invest \$2,500; references. Address offers with all details as to salary, interest, security, etc., to L. R., poste restante (general delivery), Geneva, Switzerland.

## For Sale.

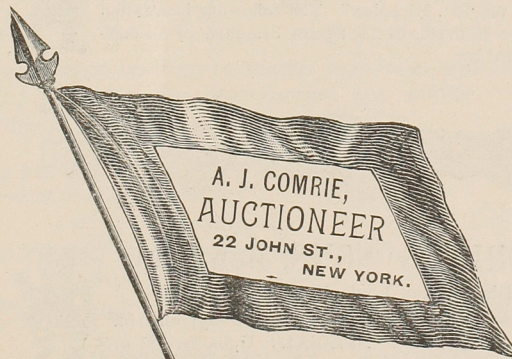
**\$500 BUYS** a well paying jewelry business in Illinois with branch agencies and watch club. Absolutely. No competition. Address Snap, JEWELERS' CIRCULAR.

**PAYING** jewelry business in live town established 20 years. No competition. Bench work alone pays \$50 monthly. Clean stock. Ill health reason for selling. Will sell for \$1,500 cash. W. C. Bailey, Winthrop, Me.

—**17 Jewel Dueber-Hampden Watches**—  
ARE THE MOST RELIABLE WATCHES MADE.  
A FULL LINE OF DUEBER CASES AND HAMPDEN MOVEMENT.

Write for New Price List.

**Brethauer Watch and Jewelry Co.,** Special Agents,  
71 WASHINGTON ST., CHICAGO, ILLS.



SPECIAL SALESMAN OF  
**WATCHES, DIAMONDS,**  
Bric-a-Brac  
and Art Goods  
FOR  
**Established Jewelers.**

WRITE FOR PARTICULARS.

Communications Strictly Confidential.

Reference given in all parts of the United States from Retailers and Jobbers.

My entire stock and fixtures consisting of watches, clocks, jewelry, silverware, showcases, etc.; with or without tools; prices to suit the buyer; must sell at once; best of reason for selling; bench work will average \$18 per week; rent \$5 per month; all modern improvements; plate glass front, brick building, center of business in the city; population about 2,000; rich farming country all around here; eastern Michigan. Address Michigan, care JEWELERS' CIRCULAR.

## A RARE OPPORTUNITY

To Buy at a bargain Fixtures and Lease of a 16 years established Jewelry Store on the leading avenue up town in New York City.

Owner retiring from business wishes to close out his Stock of Diamonds, Watches, Jewelry and Silverware before January 1st.

Sales have averaged the last five years from \$16,000 to \$20,000, and the amount of repairing from \$3,000 to \$4,000 yearly.

Good reference given.

Address A. A., care Jewelers' Circular.

## FOR SALE.

The entire Plant of H. Muhr's Sons' Factory; one of the most complete in this country will be sold for reasonable price Bids solicited.

**BROAD AND RACE STS.,**  
**PHILADELPHIA.**

## DIAMOND CUTTING WORKS FOR SALE

12 Mills down-town, most improved, entirely new machinery, good light, could give possession at once. Rent of premises reasonable.

APPLY TO

**THE ARTHUR CO.**

86 John Street,

New York.



way. With every garment or article that is sold they give a check, which is numbered and dated. On it is printed the foregoing:

This check is a clincher, which is sure to make the recipient feel very kindly toward the house, and, as a matter of fact, he is much less likely to make a complaint than he would be if he did not have the guarantee slip.

#### The Legality of Watch Clubs in Connecticut.

HARTFORD CONN., Nov. 12.—William J. Pierce, a clerk for the Travelers' Insurance Co., was on trial in the police court this morning, charged with violating the lottery laws by managing a sale of gold watches on the weekly club system. Pierce is agent of the Standard Jewelry Co., of Meriden.

The prosecution was instigated by the Connecticut Retail Jewelers' and Opticians' Association, recently organized. Joseph L. Barbour defended Pierce and claimed that under the system there cannot be fraud, as each person obtains full value for his money. Judge Barbour reserved his decision until Wednesday. The case is regarded by jewelers as a test case.

G. A. Sauer, who has been engaged in the jewelry business in Mifflintown, Pa., since April, last week sold out to John Sweger. Mr. Sauer has returned to Baltimore, and will hereafter travel for a music house.

Officers from Londonderry, Vt., were in Albany, N. Y., in search of a burglar who cracked a safe in the jewelry store of W. H. Landman, in that place, last Monday night, and stole 20 watches and about 60 rings. The person suspected of the burglary is a man who was in the jewelry store the day before and represented himself as an agent for a safe company. He examined the safe and then went off, promising to return again. The officers describe him as being about 55 years old, 5 feet 8 inches high, grey chin whiskers.

#### Grown-Up Toys.

BY ELSIE BEE.

THE taste for frivolities so conspicuous to-day is not without reason. If the history of things could be written it would doubtless be found that interest in trifles tended to preserve the balance whenever the feverish haste of daily life taxed too greatly the energies of men and women. Marie Antoinette playing shepherdess at the Little Trianon had some philosophic basis.

Without these considerations it would be curious enough to find a demure matron seated at a table arranging a farmyard of bronze cows and chickens, and a club man over a counter buying a collection of china or bronze pussies, which he will install in his chambers for the entertainment of his friends.

This new phase which collecting has assumed was introduced through the silver tables. The proper silver table was a low spider legged affair covered with brocade and finished with gold gimp and lace. On these were set forth all sorts of curious or rare small pieces of silver. These silver tables were matters for social rivalry. Conversation immediately began over inspection of the silver table, as in rural communities it depends on the photograph album.

Silver, however, proves more costly, and by no means so amusing as the later and more grotesque phase has assumed. The art, spirit and humor that reside in these miniature travesties of human life to be found in French, German and Italian bronze and china are in fact worthy our higher consideration.

Since the days of Æsop, revived in Lafontaine, the human in animals appeals to almost every member of the human race. On almost any fine day it is possible to see a bank president and a messenger boy alike grinning at a cat orchestra, or a group of monkeys playing cards in some shop window.

The fidelity to nature in form, color and

action in these small pieces gives the dignity of an art to the representation. It is impossible to enumerate the forms they take. The figures are all detached and their attitudes suggest something of the proper grouping, but this can be varied and different humorous combinations can be worked out.

Monkeys, cats, dogs and horses are the favorite animals and playing musical instruments, waltzing, flirting, nursing babies are their favorite occupations. Some of the most amusing pieces are single; for example a cat seeing its master's hunting suit hanging on a rack, is taking revenge for his preference for dogs by beating the coat with a stick. The cat's earnestness would make a philosopher laugh.

The race course is figured in every shape with horses and jockeys. There are other more graceful and pastoral scenes with sheep, cows, chickens and horses together with such details as ploughs, stiles, old gates, hedges, watering troughs, etc. Such groups demand a separate table, or corner of a mantelpiece and sufficiently detached from other ornaments.

Animals are not the only form these trifles take. There are Oriental figures, bazaar keepers looking out from their windows, squatting groups making coffee with all their pretty implements and an Oriental square on which to group them. There are groups of all nations not forgetting the negro, all conceived with reference to some central motive. Various trades are represented, the varieties being the shoemaker, the porter and the bellows mender. There are, of course, convivial groups with costumed serving maids and German beer jerkers. There is, of course, a sufficiency of ballet girls, bathers, horsewomen dressed and undressed in the last touch of French fashion.

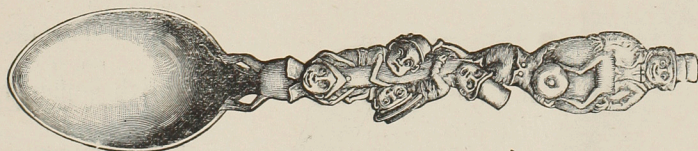
The politer accomplishments and the sentiments have their expression. These are chiefly in china and come from Germany while the bronzes are from France and Austria. Shepherdesses and their swains, maidens coquetting with love's flirtations among Watteau groups, sedan chairs with powdered dame inside and gallants at the windows, musical parties, are all to be found in Dresden ware. Other sorts of German wares have domestic groups with babies beruffled in finelaces wonderfully simulated in china.

The blue and white Delft is more devoted to domestic scenes, cows and milkmaids, mothers and their children. Italy produces beggars, peasants, Savoyards, street arabs.

Altogether it is an interesting turn in human interest. Now that the holidays are approaching, the shops are devoting more and more of their space to these amusing travesties of human experience. The jeweler has found in them a new method of beguiling his trade. In five well known houses different bronze groups of the most grotesque sort were found in the midst of a display of bursting suns and other heavenly bodies.

## "BROWNIES"

Have become very popular through the medium of the "Ladies' Home Journal" and the "St. Nicholas." The following illustration is a reproduction of a Souvenir Coffee Spoon designed by a Louisville lady and controlled by



WM. KENDRICK'S SONS, Jewelers,  
336 4th Avenue, Louisville, Ky.

PRICES: Coffee Spoon, Plain, \$2.00; Gilt Bowl, \$2.25; all Gilt, \$2.50. Discount to Jewelry Trade. SPECIAL: Upon receipt of \$1.50 Spoon will be sent as sample.





## The Latest Patents.

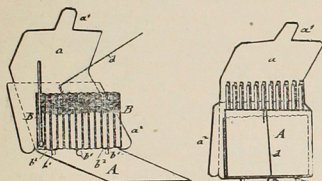
ISSUE OF OCT. 30, 1894.

- 528,155. LENS FOR OPTICAL PURPOSES.** CARL P. GOERZ, Schöneberg and EMIL VON HÖEGH, Wilmersdorf, Germany.—Filed Feb. 11, 1893. Serial No. 461,972. (No model.)



In an objective, a compound lens consisting of three single lenses, the outer ones of which have a greater and less refractive power respectively than the intermediate lens, said intermediate lens having its surfaces curved in opposite directions and said outer lenses having their outer surfaces curved in the same direction.

- 528,186. MATCH-BOX.** MAX STRAKOSCH, New York, N. Y., assignors of two-thirds to Frank Wolf and Leopold Salzer, same place.—Filed Nov. 7, 1893. Serial No. 490,257. (No model.)



A match-box composed of a wrapper or case provided with a closing top-flap, and side-flaps, a corrugated partition having an igniting surface at each side of and secured to the wrapper, and a covering or finishing wrapper applied to the body of said main wrapper, and adapted to form a pocket for the tongue of the closing top-flap.

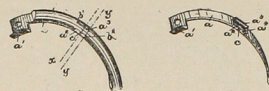
- 528,197. EAR-RING.** GILBERT T. WOGLOM, New York, N. Y.—Filed Nov. 7, 1893. Serial No. 490,328. (No model.)



The combination with an ear-wire of a loop-shaped lug extending upward from the lower portion of the said ear-wire, to rest against the ear-lobe and by its pressure prevent the tilting of the ear-ring.

- 528,207. WATCHCASE-SPRING.** CHARLES NOBS, Newark, N. J. Filed Dec. 15, 1893. Serial No. 493,728. (No model.)

A watch case spring provided with a tongue formed on the side thereof, said tongue being bent back and out to form a centrally arranged post on

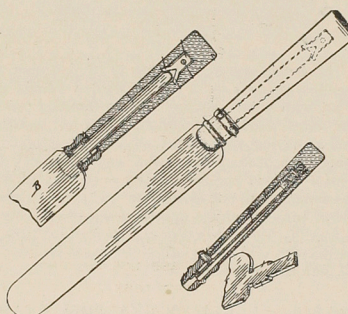


the back of the spring, in combination with a sectional piece or backing provided with a slot or opening extending entirely through said piece or backing, whereby said piece or backing can be arranged upon said post and on the back of said spring.

- 528,211. SLOW MOTION ATTACHMENT FOR MICROSCOPES.** HIRAM G. SEDGWICK, Nashville, Tenn.—Filed Feb. 10, 1894. Serial No. 499,783. (No model.)

- 528,223. WORKMAN'S TIME-RECORDER.** DANIEL M. COOPER, Rochester, N. Y.—Filed May 14, 1894. Serial No. 511,223. (No model.)

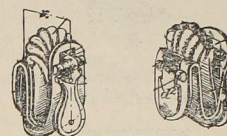
- 528,452. MEANS FOR ATTACHING KNIVES TO THEIR HANDLES.** JOSEPH WESTBY, Sheffield, and JOSEPH WHITFIELD, Menston, Wharfedale, England. Filed Oct. 16, 1893. Serial No. 488,319 (Model.) Patented in England, May 18, 1893, No. 9,977.



A knife blade provided with a tang having two lateral shoulders beveled on their inner ends, in combination with a knife handle which receives the said tang and a spring catch fastened to the said handle within the socket of the same and provided with raised lugs which are rounded for contact with the beveled ends of the said shoulders but adapted to hold the tang and blade in place when they spring into their former position after the shoulders are pressed in beyond them.

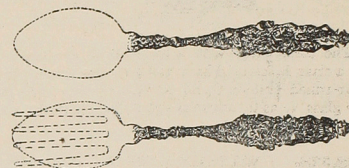
- 528,469. DEVICE FOR HOLDING COLLARS OR CUFFS ON SHIRTS.** ADOLPH FEINER and THOMAS G. SAXTON, Lexington, Ky. Filed Feb. 10, 1894. Serial No. 499,822. (No model.)

A device for attaching collars or cuffs to shirts comprising a U shaped frame having two legs, 1 and 2, the front leg 1 being slotted as at *a*, a U-shaped collar or cuff holder made of resilient material and provided with roughened holding arms, mounted in said frame, a bent lever pivoted to said front leg pro-



jecting into said slot *a* and adapted to press said holding arms together, an extension *A'* integral with said rear leg 2, bent over as shown, and slotted as at *a'*; a bent lever *D* pivoted in said slot, and a spring mounted on the inside of said extension and adapted to be pressed forward by said lever.

- DESIGN **23,747. SPOON, &C.** HENRY J. ROBIN-



SON, Washington, D. C., assignor to Rieman & Dawson, same place. Filed Sept. 28, 1894. Serial No. 524,404. Term of patent 7 years.

- TRADEMARK **25,414. MEDALS.** GEORGE B. SOLEY, Philadelphia, Pa. Filed Sept. 18, 1894.



*Essential feature.*—The representation of Independence Hall. Used since November 1, 1887.

- TRADEMARK **25,415. MEDALS.** GEORGE B. SOLEY, Philadelphia, Pa. Filed Sept. 18, 1894.



*Essential feature.*—A representation of the Liberty Bell. Used since November 1, 1887.

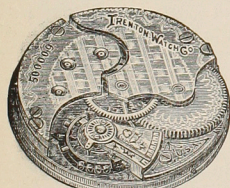
ARE YOU PUSHING THE SALE OF

## TRENTON MOVEMENTS?

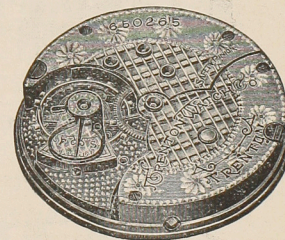
IF NOT, WHY NOT?

For intrinsic value and great merits combined, with LOWNESS of PRICE, they far surpass any movements ever placed on the market.

A sample line will thoroughly convince you that it will be to your advantage to handle them extensively.



6 SIZE, 7 JEWELS.



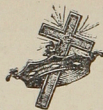
16 SIZE, 16 JEWELS.

INSIST UPON HAVING THEM.

**TRENTON WATCH CO.,**  
TRENTON, N. J.



TRADEMARK 25,416. MEDALS. GEORGE B. SOLEY, Philadelphia, Pa. Filed Sept. 18, 1894.



*Essential feature.*—The representation of a cross and crown. Used since April 1, 1891.

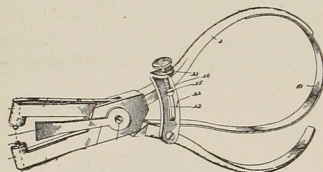
ISSUE OF NOVEMBER 6, 1894.

528,528. SPECTACLES OR EYEGLASSES. JOHN L. BORSCH, Philadelphia, Pa.—Filed June 2, 1894. Serial No. 513,289. (No model.)



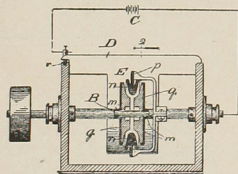
The combination with a spectacle or eyeglass lens, of a clasp B, secured by a screw to the same, and a four-armed cushion C, set between the lens frame and the glass so as to embrace and protect both the edge and the faces of the lens.

528,538. WATCHMAKER'S CALIPERS. GEORGE B. FARRELL, East Las Vegas, N. Mex.—Filed April 15, 1893. Serial No. 470,507. (No model.)



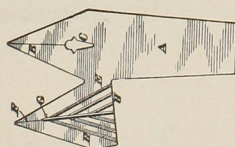
The combination with a tool having pivoted jaws and provided with handles, a segmental plate secured at one end to one of the handles and having intermediate of its ends a longitudinal slot, and provided at its other end with an outwardly extending flange or seat 13 arranged at right angles to the body of the plate and provided with a threaded opening, a headed stud projecting outward from the other handle and arranged in the slot of the plate, and a set screw mounted in the threaded opening of the flange or seat 13 and arranged to engage the head of said stud.

528,587. APPARATUS FOR ELECTRODE-POSITION. HENRY L. BRIDGMAN, Blue



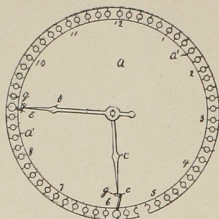
Island, Ill. Filed Oct. 3, 1893. Serial No. 487,115. (No model.)

528,654. FOUNTAIN-PEN. HARRY L. BRA-



HAM, Cincinnati, Ohio. Filed Aug. 2, 1894. Serial No. 519,232. (No model.)

528,678. ELECTRIC ALARM - CLOCK. MICHAEL McDONNELL, New Bedford, Mass. Filed May 29, 1894. Serial No. 512,856. (No model.)



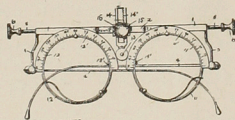
In an electric alarm clock, adjustable contact devices, consisting of the metallic posts  $d$   $d'$ , having an arm  $e$ , bearing in its outer extremity a flat spring  $g$ , adapted to yield to the slight pressure of the hand of the clock in whose path it is adjusted.

528,715. CUFF - BUTTON OR STUD. CHARLES C. CHAMPENOIS, Newark, N. J. Filed June 5, 1894. Serial No. 513,597. (No model.)



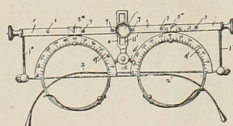
The herein described button or stud, comprising therein a casing  $c$  and a disk  $e$  secured therein provided with a hub having a screw-threaded hole, a perforated disk in said casing, a pair of springs  $d$  and  $d'$  having spring-arms  $d^2$  and  $d^3$  respectively spurs  $d^4$  on each spring resting against curved portions  $d^5$  of said springs, a screw post adapted to be screwed into said hub to separate said spring arms  $d^2$  and  $d^3$  and slots on the opposite sides of said post adapted to engage with said spring-arms and cause the parts of the button to be locked.

528,716. OCULIST'S TESTING-FRAME. JOSEPH H. E. DE CELLES, Southbridge, Mass., assignor to the American Optical Company, same place.—Filed Jan. 3, 1894. Serial No. 495,512. (No model.)



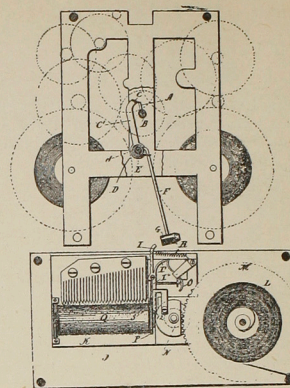
An oculist's testing frame, consisting of two flat bars with their outer ends bent rearwardly and downwardly to form downwardly extending arms to the lower ends of which are jointed the temples, and said temples, and the inner ends of said bars overlapping and adapted to slide longitudinally on each other to lengthen or shorten the frame, and a lens holding frame attached to each and to move therewith, to adjust simultaneously the lens holding frames and the temples.

527,717. OCULIST'S TESTING FRAME. JOSEPH H. E. DE CELLES, Southbridge, Mass.,

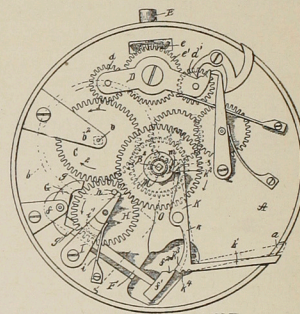


assignor to the American Optical Company, same place.—Filed Jan. 3, 1894. Serial No. 495,513. (No model.)

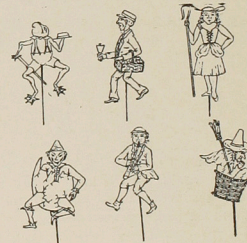
528,739. MUSICAL CLOCK. HENRY W. PORTER, Forestville, Conn., assignor of one-half to Frederick N. Manross, same place.—Filed Nov. 27, 1893. Serial No. 492,105. (No model.)



528,790. \*ALARM FOR WATCHES. JOHN W. NUNAMAKER, Chicago, Ill.—Filed June 29, 1894. Serial No. 516,113. (No model.)

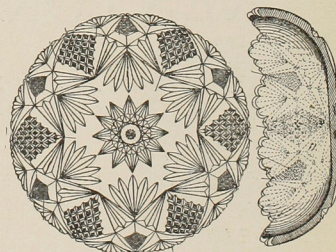


DESIGNS 23,755, 23,760. SCARF - PINS. GEORGE F. GREENE, Providence, R. I.—Filed



Oct. 6, 1894. Serial Nos. 525,163, 525,164, 525,166, 525,163, 525,165, 525,167. Term of patent  $3\frac{1}{2}$  years.

DESIGN 23,761. GLASS VESSEL. THOMAS



SINGLETON, JR., New Bedford, Mass., assignor to the Pairpoint Manufacturing Company, same place.—Filed Oct. 9, 1894. Serial No. 525,434. Term of patent 7 years.



**Canada and the Provinces.**

## STATE OF TRADE.

Business has been quiet in Toronto of late but a good average holiday trade is anticipated with a demand more especially for cheap sterling silver novelties and fancy jewelry. Trade is better in the eastern section than the west where the depression caused by the low prices for grain is seriously felt. A good lumbering season is anticipated and business is considerably more buoyant in the lumbering districts than in the purely agricultural sections.

Inquiries among the Toronto wholesale houses indicate that sales of diamonds have considerably increased since the imposition of a higher duty on diamonds entering the United States, presumably on account of sales to American visitors. P. W. Ellis, of P. W. Ellis & Co., states that his anticipations of the effect of the change have been fully realized, their sales of diamonds having increased fully 20 per cent. since the United States duty was put on.

J. Luke, jeweler, Ingersoll, Ont., has sold out to Wm. Gibson.

G. Kleiser, jeweler, of Toronto, has been visiting in Nova Scotia.

R. W. Woodruff, Winnipeg, Man., paid Toronto a visit last week.

F. Saunders, Winnipeg, Man., is selling out and will leave the city.

W. A. Fenwick, late of Toronto, has opened a jewelry business in Guelph.

E. A. Woodmancy, representing Potter & Buffinton, Providence, R. I., was in Toronto last week.

Harper Allen's jewelry establishment, Port Elgin, N. B., was robbed last week of \$300 worth of goods.

George Chillas, Montreal, representing the Pairpoint Mfg. Co. was registered last week at the Rossin, Toronto.

E. F. Davis, jeweler, Mitchell, Ont., has bought out the book and fancy goods store of Robbins Bros., of that place.

W. Gibson, son of Postmaster Gibson, Ingersoll, Ont., has purchased the jewelry business of L. H. Luke, of that town.

C. H. A. Grant, of the Montreal Watch Case Co., and M. Schwob, of Schwob Bros., Montreal, were in Toronto last week.

Charles Robinson, late of the Sheffield House, one of the best known jewelers of Toronto, has accepted a position with P. W. Ellis & Co.

W. J. Harrison, representing A. H. Dewdney & Bro., Toronto, has started on a business trip to the eastern provinces. He will be absent until Christmas.

R. L. Meadows, formerly with E. & A. Gunther, and lately manager of the Winnipeg Jewelry Co., died on the 2d inst. He was about 30 years of age and unmarried.

The Toronto Jewel Case Co., Toronto, in order to enlarge their manufacturing facilities and accommodate additional plant

have removed to more commodious premises at 11 Wellington St. East.

J. F. Herlim, Wolfsville, N. S., is exhibiting in his window a collection of amethysts obtained at Blomidon, a few miles from the town of Wolfsville, cut into gems suitable for setting. The lapidary work was done in Canada.

A. J. C. MacKenzie, a jeweler who did business on Buckingham St., Halifax, N. S., over 30 years ago, is reported to have died recently in Amethyst, Col., worth considerable property, and inquiries are being made for his heirs in Halifax.

W. C. Gibson, jeweler, St. John, N. B., is offering to compromise at 35 per cent. at three and six months secured. His liabilities are \$5,300. He settled his debts in 1876 by paying one-half what he owed. The business has been running for about 25 years.

**Jeweler Drinkwater Gets Himself Into a Predicament.**

YOUNGSTOWN, O., Nov. 10.—E. H. Drinkwater, a jeweler of Toledo, had himself appointed a constable and came here to-day to collect a small bill for jewelry from Mr. and Mrs. L. A. Haulters, proprietors of Turkish bath parlors. When they did not settle he attempted to arrest them and take them to Toledo, but was prevented by a writ of habeas corpus.

A \$10,000 damage suit was immediately brought against him for false arrest.

# HOLIDAY COLLECTION FOR THE TRADE.

## ORDER ONE.

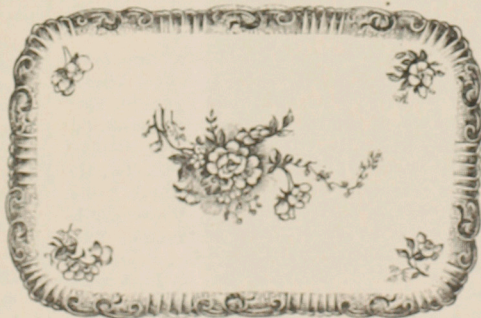
### NOVELTIES

...FOR THE...

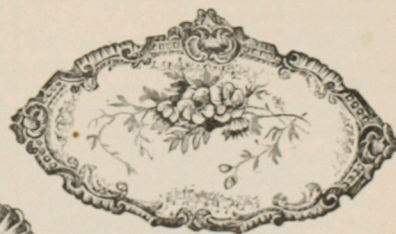
### JEWELRY • TRADE.



THE FOSTER PATTERN.



RICHFIELD PATTERN.



THE ROSE PATTERN.

Our \$75 assortments are  
a Specialty and form a  
complete collection.

P. H. LEONARD, 76 & 78 Reade Street, NEW YORK.



THE STAR OF EMPIRE WESTWARD TAKES ITS WAY

# WESTERN SUPPLEMENT

## of THE JEWELERS' CIRCULAR

Chicago Office: Room 517, Inter-Ocean Building.

VOL. XXIX.

CHICAGO, WEDNESDAY, NOV. 14, 1894.

No. 16.

### Chicago Notes.

#### TRADE CONDITIONS.

Trade was unsatisfactory last week. The snows and rains of the past week have tended to retard purchasers and the elections are of too recent date to show a reaction in favor of business houses. A satisfactory change is looked for the present week, and the future is regarded as full of encouragement.

H. F. Hahn returned from New York in time to cast his vote.

C. R. Raymond, Omaha, Neb., stopped off to see business friends here on his return home from New York.

C. E. Patterson, Towle Mfg. Co., came in from his trip, saw the handsome new lines, and went forth to Indiana to conquer.

V. E. Rukgaber is the title of the successor to Rukgaber & Crane, 280 E. 55th St., and the store on 53d St. will be discontinued. Mr. Crane has entered business in Mt. Pleasant, Iowa.

C. M. Welsh, Plymouth, Ind., is in Chicago attending Mrs. Welsh, who is under treatment here. Wednesday night it was not thought Mrs. Welsh could survive twenty-four hours.

The Maltby, Stevens & Curtis Co., Wallingford, Conn., have sent G. A. Webster, 44 Madison St., who carries their line here, a new Brownie child's set that combines the popularity of Brownie designs with low price.

"The factory is running full time and working hard to keep abreast of orders" is the report of Manager Loeb, of the Chicago office of the Wadsworth Watch Case Co. Mr. Loeb has returned from a visit to the factory.

Mr. and Mrs. G. W. Marquardt, Jr., are entertaining at their home a very popular young gentleman who arrived at the house Nov. 4. His last name is Marquardt and on arrival weighed nine pounds. He is Mr. and Mrs. Marquardt's first born.

Bixby & Hamilton, Danville, Ill., have

bought the stock of Lion & Kylling, of that city and will continue the business at the old stand. Mr. Bixby is an old-time jeweler of Danville and was in the employ of Lion & Kylling as watchmaker. Mr. Hamilton was connected with the Chicago & Eastern Illinois Railroad, for which the new firm have been appointed watch inspectors at Danville.

The regular monthly meeting of the Chicago Jewelers' Association was held at their rooms, Nov. 7. The committee on holidays reported favorably as to closing places of business all day on Thanksgiving, Christmas, New Year, Washington's Birthday, Decoration Day, and 4th of July; closing at 5.30 p. m. from Jan. 15 to Sept. 1, and closing at 12 noon Saturdays from April 1 to Sept. 1. No other important action came before the association.

A clew has been found that may possibly result in unearthing the robbers who held up George W. Brethauer, of the Brethauer Watch & Jewelry Co., and looted the store, but particulars are carefully withheld from the press through fear of publication interfering with the work of the city detectives on the case. A watch case has been located, but further details are denied reporters. Mr. Brethauer is completing his inventory, the checking up of memorandum goods having taken considerable time, and thinks his loss will not exceed \$2,000. This will have no serious effect on his business.

Despite the election buyers were fairly numerous in Chicago the past week, among whom were noticed: Harry Birely, Oshkosh, Wis.; Lyon & Scott, Ottumwa, Ia.; C. S. Corey, Lehigh, Ia.; Wm. Conley, Cresco, Ia.; J. J. Lowry, Cresco, Ia.; Mr. Thatcher, Milwaukee, Wis.; Frank Foote, Lake Mills, Wis.; H. B. Conyers, Chillecothe, Ill.; A. Helfrich, Burlington, Wis.; J. R. Schneider, Evanston, Ill.; Schmeltzer & Derleth, Centralia, Ill.; E. F. Schafer, Chesterton, Ind.; Smyth & Lawrence, Elgin, Ill.; J. N. Schaefer, Milwaukee, Wis.; Clarence Vail, Ransom, Ill.; R. E. Winter, Fort Sheridan, Ill.; W. P. Yeoman, Waukegan, Ill.; J. W. Burkett, Arlington Heights, Ill.; Baker & Son, Fay-

ette, Ia.; E. B. Boyne, Jr., Delton, Mich.; D. S. Bander, Elburn, Ill.; F. B. Crane & Co., Mt. Pleasant, Ia.; C. S. Dustin, Stillman Valley, Ill.; W. W. Denny, Aurora, Ill.; C. E. Dodge, Walnut, Ill.; Erickson & Newhouse, Mabel, Minn.; R. H. Haines, Indianapolis, Ind.; J. J. Heath, Lansing, Mich.; T. B. Holderness, Batavia, Ill.; J. F. Ingalls, Waukegan, Ill.; H. Laederach, Hammond, Ind.; L. Luchtemeyer, Blue Island; M. B. Messler, Canton, Ill.; W. I. McDonald & Co., Highmore, S. D.; Jos. Okoniewski, Milwaukee, Wis.; C. J. Peterson, St. Charles, Ill.; Irvin Runyeon, Redlands, Cal.

### Pittsburgh.

Maurice Baer is in New York, on a six weeks' visit.

William Harrison, formerly with R. L. McWatty & Co., is now with G. B. Barrett & Co.

Charles Lohman, a young jeweler of this city, is now with J. P. Steinman, Federal St., Allegheny.

James R. Brown, with G. B. Barrett & Co., has returned from a successful trip through Ohio.

C. C. Will & Co. have removed to their new quarters on Smithfield St., and have made a marked change for the better. The new rooms are larger and much lighter.

Some well known jewelers who visited Pittsburgh last week were: J. B. Bruce, Burgettstown; C. W. Collings, Niles, Ohio; E. H. Kennerdell, Tarentum; H. C. Morrison, Mt. Pleasant; Frank Worrell, Washington, Pa.; E. Kaiser, Brownville; R. Merrill, Jeannette; C. L. Clark, Blairsville; and Loy Hanna, New Castle.

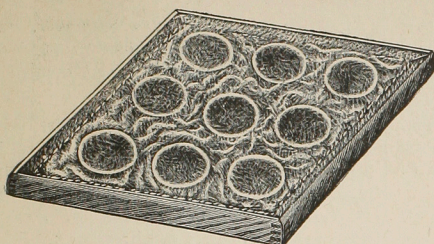
Niel Kunkel, Oregon, Mo., has sold out to Jas. Payne.

O. P. Ragan, Ridgeway, Mo., will open a jewelry store in Grant City, Mo.

W. G. Green, of Saratoga, N. Y. and Rutland, Vt., will open a jewelry store on Glen St., Glens Falls, N. Y., in the store recently vacated by C. A. Hovey.



# LOOK AT THESE PRICES!



Show Case Trays with Solid Walnut Frames lined with Fine Red Silk Plush, with Old Gold Border, and made to stack one on top of the other. Size,  $11\frac{1}{4} \times 11\frac{1}{4}$ .

For Gents' Watches, each . . . . . \$1.25  
 For Ladies' Watches, each, . . . . . \$1.25  
 For Rings, each . \$1.25. For Chains, each, . \$1.25  
 For Charms, ea., \$1.25, for Card Jewelry, plain, ea., 80c.

Subject to the usual discount for cash.

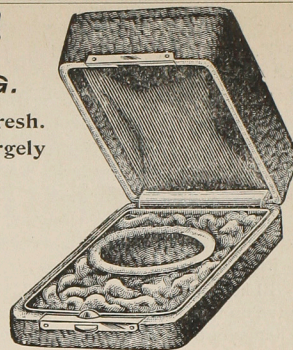
## CHRISTMAS IS COMING.

Make your Stock Attractive and Fresh. It does not cost much and will add largely to your SALES.

### BENJ. ALLEN & Co.,

141 & 143 State St.,

CHICAGO, ILL.



FINE PLUSH BOXES.

For Gents' Watches, per dozen, \$3.00	For Ladies' Watches, per dozen, \$3.00
For Rings, per dozen, \$2.00	For Ear Drops, per dozen, \$3.50
For Six Tea Spoons, per dozen, \$9.00	For Six Table Spoons, per dozen, \$15.00
For Child's Set, per dozen, \$9.00	For Six Coffee Spoons, per dozen, \$15.00
For Sugar Shell, per dozen, \$9.00	For Butter Knife, per dozen, \$9.00

WATCHES, CLOCKS,  
 DIAMONDS,  
 SILVERWARE  
 and JEWELRY.

Subject to the usual discount for cash.

**PARSONS & SCHOOL**  
 —FOR—  
**WATCHMAKERS,**  
**PEORIA, ILL.**

Send for Circular and Terms.

**PARSONS & CO.**

**THE PLANCHAMP & BECKER CO.**

Makers and Repairers of

**WATCH CASES,**

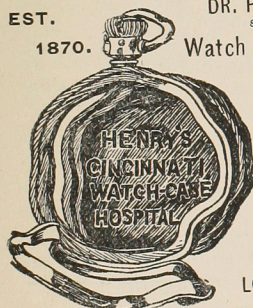
Gold and Silver Plating—

—of Watch Cases & Specialty.

UNEXCELLED FACILITIES.

63 and 65 East Washington St., Chicago.

EST. 1870. **DR. PETER HENRY**  
 SPECIALIST IN  
**Watch Case Diseases**



Key Winders changed to Stem Winders

Hunting Case changed to O.s

English Case changed to fit American movements.

Can be cured at

53  
 LONGWORTH ST.,  
 Cincinnati, Ohio.



**GENEVA**  
**OPTICAL CO.,**  
**CHICAGO.**

CATALOGUES.

PART 1—General Catalogue of Optical Goods.  
 " 2—Microscopes and Accessories.  
 " 3—Photographic Cameras, Sticks and Supplies.  
 " 4—Thermometers, Barometers and Meteorological Instruments.

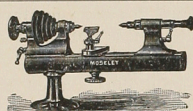
**PRESCRIPTION WORK**

Made with Promptness and Accuracy.

**OCULISTS' or OPTICIANS' OUTFITS.**

Trial Cases.  
 Ophthalmoscopes.  
 Lens Measures.

CORRESPONDENCE SOLICITED.



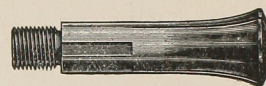
One of the best of the very best.

QUALITY IS THE STANDARD OF VALUE  
 FOR WHICH WE COMPETE

"THE MOSELEY."

"A Bread Winner" for the watchmaker. We furnish you good lathes and chucks, while the other fellow furnishes the wind.

MOSELEY & CO., Elgin, Ill.



No. 2 Moseley Wire Chuck has length, strength, accuracy.

WRITE FOR NEW CATALOGUE.

## Chicago Watchmakers' Institute,

SUITE, 913 A MASONIC TEMPLE, Our New and Enlarged Quarters.

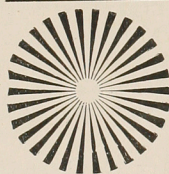
A Modern Trade School for the Watchmaker, Jeweler and Engraver.

**OPTICIANS' SCHOOL.**

If you want a GOOD ROOF over your head, come to our school. We want EARNEST STUDENTS, leave the rest to us, we do not want diploma hunters.

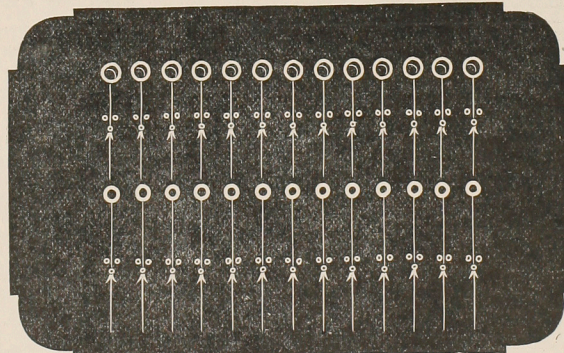
The Chicago Ophthalmic College and Hospital,

H. M. MARTIN M. D., PRESIDENT. 607 VAN BUREN ST., CHICAGO  
 Being the oldest and most favorably known College of Theoretical and Applied Ophthalmic Optics in America, having more thoroughly qualified opticians in the field than all other so-called schools combined.



## E. & J. SWIGART,

### JOBBERS OF TOOLS & MATERIALS.



14 K. Gold Watch Hands. QUALITY WARRANTED.

The following Sizes in Stock.

18 Size, Waltham, S. W.	Price per doz. pair, \$7.50	18 Size, Elgin, S. W.	Price per doz. pair, \$6.00
16 " " " Htg.	" " " 7.50	16 " " " Int.	" " " 7.50
16 " " " P. S.	" " " 7.50	16 " " " S. W.	" " " 6.00
6 " " " " "	" " " 6.00	6 " " " " "	" " " 6.00

14 K. Seconds to match, - - Price per doz., \$2.50

Send us your Material Orders, if you want good attention and prompt service.

101 WEST 5TH ST., CINCINNATI, O.



**Indianapolis.**

E. T. Jordan, Harmony, Ind., was in the city last week buying stock.

Wm. T. Marcy is repainting the exterior of his store in black and gold.

The engagement of Norbert Gunzburger, of New York, and Miss Delia Rosenthal, of this city is announced.

H. M. Tourney, Bloomington, Ind., has recently taken a position as watchmaker with Wm. J. Eisele.

Ill health has obliged W. F. Harmon to give up work at the bench and to seek a change of climate in Tacoma, Wash.

Oscar Daringer is back from a trip through Illinois in the interests of the material house of Nichols, Pee & Co. He reports trade greatly stimulated by the fine corn crops.

Julius C. Walk & Son, of this city, have offered a beautiful silver cup to the individual or firm receiving the largest number of first premiums during the November Chrysanthemum Show.

In a series of articles reviewing the business houses in the retail portion of the city, *The Sentinel* mentioned William T. Burns, the oldest jeweler on Indiana Ave., and M. T. Campbell, the oldest jeweler on Massachusetts Ave.

Sam S. Goldsberry, formerly watchmaker for Dyer & Matsumoto, has taken a similar position with Jas. N. Mayhew, and Alfred F. Lick has given up his repair shop on

Indiana Ave., and is now watchmaker for Dyer & Matsumoto.

**St. Joseph.**

J. C. Baldwin was married last week to Miss M. E. Lea, of this city.

Louis Burnett & Co., Severance, Kan., have moved their jewelry store to the bank building, formerly occupied by Banker B. F. Harker.

R. U. Hendrick is at his store again attending to business. Samuel Hewitz, for many years with Albrecht & Huber and R. U. Hendrick, has accepted a position with Louis Burnett & Co.

**Minneapolis and St. Paul.**

F. D. Day, Duluth, Minn., has satisfied a mortgage for \$1,500.

Karl Rosell has opened a watch repairing establishment in North Branch, Minn.

Simon Jacobs, St. Paul, made a voluntary assignment Nov. 2d to Ed. Schurmeier. The liabilities and assets are not given.

A. H. Simon, St. Paul, has started an auction sale to reduce his large stock. Louis Dodd and H. F. Borroughs are the auctioneers.

Col. Dawson, a well-known jewelry auctioneer, is engaged by A. S. Weller, St. Paul, to manage and conduct daily auction sales in order to reduce surplus stock.

Jobbing trade in the Twin Cities is at present enjoying quite a boom. The firms

are working their forces night and Sundays to keep up with orders.

Emil T. Steinhaus, a watchmaker, has been in Minneapolis purchasing a stock of goods and store fixtures. He has opened a store in White, S. Dak.

Out-of-town jewelers visiting the Twin Cities recently: A. Anderson, Litchfield, Minn.; Mr. Day, Day & Nicholson, Worthington, Minn.; Jacob Stange, Kenyon, Minn.; L. J. Korstadt, Zumbrota, Minn.; Karl Rosell, North Branch, Minn.; E. T. Steinhaus, White, S. Dak.

B. Edelstein, manager of a jewelry store at 103 Nicollet Ave., Minneapolis, was fined \$5 for assaulting W. P. Harmon. Edelstein became incensed at Harmon after he had shown Harmon about 20 mouth organs and the latter was about to depart without making a purchase. Edelstein thought he would help Mr. Harmon out of the place, and he paid the above fine for doing so.

E. Lieberman and James Conner were arrested a few days ago in Minneapolis for working the yellow watch game upon O. M. Schow. Lieberman keeps the place on High St. where the game was played, and Conner, it is alleged, is an old time plugger. Schow claims that he purchased a watch for \$10 and found afterwards that it was fictitious goods and worth only \$2.50. Lieberman was released upon his own recognizance, and Connor was put under \$25 bail.

# Now IS THE TIME . . .

To look over your old style and unsalable jewelry, old plated jewelry, filings, sweeps, etc.  
You want to put your stock in good shape for the holidays. The question is:

"Where shall I send my old gold and silver?"

Remember, that we pay 4c. per kt. for Gold and Highest Market

## Prices for Old Silver.

There is a well known maxim that "Experience makes perfect." To accurately test and value a lot of old gold, etc., the requisite experience is absolutely necessary. Being the largest buyers of old gold and silver in the country, and having the exclusive patronage of the majority of the jewelers in the United States and Canada, we can guarantee to the trade accuracy in valuation and

**PROMPT AND HONEST RETURNS.**

## OUR PLAN

Immediately upon receipt of shipment we will remit by cash or draft (as desired). If our offer should not prove satisfactory, we will return consignment in exactly same condition as received, and pay all charges. By this arrangement you are absolutely safe, as it is no sale unless our offer should prove satisfactory, and you run no more chances than if you were disposing of same right over your counter.

## GOLDSMITH BROS.,

Mention the Jewelers' Circular.

Gold, Silver and Platinum Refiners and Assayers,

**FREE**—Send for our LITTLE BOOK giving pointers on preparing acids, testing and buying gold, etc., mailed free on application.

63 & 65 Washington St., Chicago, Ill.



**San Francisco.****TRADE CONDITIONS.**

The wholesale houses report trade to be in a spasmodic condition, but on the whole looking up better. Elections cut a considerable figure in business as most of the country customers waited till after election day before coming to town.

George Jordan, San Bernardino, Cal., has been in town.

O. Zitka, a member of the Standard Jewelry Co., was married last week.

Hampton S. Field, of Hammersmith & Field, has been enjoying a vacation in Santa Cruz.

Walter Green, of Carrau & Green, has arrived home from an extended trip in Europe.

J. A. Watson, auctioneer, has returned from Marysville, Cal., where he conducted a sale for Peter Engle.

Roland F. Allen has returned from a successful trip through southern California for the California Jewelry Co.

S. C. Eppenstein, of Chicago, stopped at the Baldwin last week. Fred. Roth, New York, was registered at the Palace.

George H. Doerr, Spokane, Wash., has been in town. On Nov. 8th he was wedded to a charming young lady of Oakland.

D. E. Mowry, of Kirby, Mowry & Co., Providence, R. I., and Alex. Noack, Sacramento, Cal., were among the latest arrivals in town.

**Pacific Coast Notes.**

E. M. Stanton has re-opened his jewelry store in Riverside, Cal.

Frank A. Conant, Santa Barbara, Cal., has retired from business.

Dupre & Lind have opened a jewelry store in San Luis Obispo, Cal.

Peter Hay, formerly of Sanger, Cal., has opened a store in Fresno, Cal.

Theodore Hansen will open a fine jewelry store at 271 Morrison St., Portland, Ore.

W. Wolf, San José, Cal., is preparing to retire from business the first of the year.

E. D. Foster, jeweler, Norwalk, Cal., has been confined to his home through serious illness.

E. B. Chambers, Santa Barbara, Cal., has just completed the erection of a beautiful residence.

J. H. Bayse is having an auction sale in his Seattle, Wash., establishment, conducted by G. G. J. Watson.

H. M. Funk, formerly a clerk with M. German, in San Diego, Cal., has opened a store of his own in that city.

M. Lessner will open a jewelry and optical establishment at the corner of 13th St. and Broadway, Oakland.

Whitley & Clock have bought out C. C. Hooper, Los Angeles, Cal. Mr. Clock was formerly of Funk & Clock, Seattle, Wash.

H. C. Warner, Fresno, Cal., has moved into the store formerly occupied by Bangle & Hansen, who removed to Tacoma, Wash.

George W. Collis, who was for a number of years with Platt & Harris, Los Angeles, Cal., has opened a store for himself at 58 E. Colorado St., Pasadena, Cal.

W. G. Walz Co. have opened a store at 321 S. Spring St., Los Angeles, Cal. They will deal principally in Mexican jewelry, Mexican opals and shell jewelry.

Maurice Kittredge, Santa Barbara, Cal., has returned from Rochester, N. Y., where he took a course in an optical school, and has taken charge of the optical department of the jewelry store of F. A. Conant.

Wm. J. Westphal, Alameda, Cal., was married last week to Miss Huldah M. Bradley, of East Oakland. The young couple, owing to parental objection to their union, had signed a marriage agreement some time ago, and it was a discovery of this which led to a formal marriage.

**Rockford, Ill.**

The Goodman & Riggs Cutlery Co. have opened a store in this city.

O. G. Dohlman has left on an extended trip through the west for the Rockford Watch Co.

G. D. Parsons opened his Watchmaker's Institute last week. About 50 students were enrolled.

John Ryan, who burglarized a jewelry store in Genoa, pleaded guilty and was sentenced to three years in the penitentiary.

Olaf Olson, jeweler, De Kalb, Ill., was arrested last Monday on the complaint of C. H. Knights & Co., Chicago, who charge him with having obtained \$200 of jewelry on false pretenses. He was held to the criminal court in the sum of \$1,000.

**G. A. WEBSTER**

42 & 44 Madison St., Chicago, Ill.

**Manufacturer,**

AND WESTERN AGENT FOR

E. G. WEBSTER & SON, of Brooklyn, N. Y.

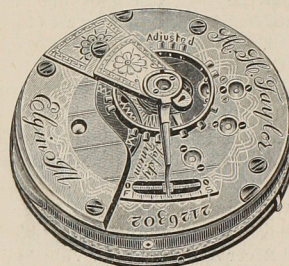
A. F. TOWLE & SON CO., of Greenfield, Mass

**BUILT  
FOR  
BUSINESS.**

YES, THAT'S WHAT  
THESE PRICES ARE  
MADE FOR.

**Elgins Reduced.**

THE FOLLOWING GRADES WILL  
BE CLOSED OUT AT PRICES  
QUOTED WHILE THEY LAST.



H. H. TAYLOR.

Compensation Balance, Breguet Hairspring, adjusted, 15 Jewels (4 pairs setting), Patent Regulator, Hunting or Open Face.

Gilded Movement, . . . . .	\$15.00
Nickel Movement, . . . . .	18.00
No. 80. Gilt, Hunting, . . . . .	15.00
No. 76. Gilt, Open Face, . . . . .	15.00
No. 33. Nickel, Hunting, . . . . .	18.00

**New 17-Jewel Elgin**

18-Size Movement.

B. W. RAYMOND.

Compensation Balance, Breguet Hairspring, adjusted, D. S. Dial, 17 Jewels, (4 pairs settings), Patent Regulator, Hunting or Open Face.

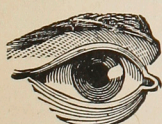
Gilded Movement, . . . . .	\$28.00
Nickel Movement, . . . . .	32.00
No. 70. Gilt, Hunting, . . . . .	28.00
No. 77. Gilt Open Face, . . . . .	28.00
No. 27. Nickel, Hunting, . . . . .	32.00
No. 116. Nickel, Open Face . . . . .	32.00

Prices Subject to Catalogue Discounts.

**F. M. SPROEHNLE & CO.,**  
CHICAGO.

PUBLISHERS  
OF **our Salesman**

SEND AND GET OUR CATALOGUE.  
IT WILL PAY YOUR RENT.

**The St. Louis Ophthalmic College and Hospital**

A SCHOOL OF THEORETICAL AND APPLIED OPHTHALMIC OPTICS.

1655 SOUTH JEFFERSON AVENUE,

N. W. Corner Lafayette Avenue, ST. LOUIS, MO.

For the Announcement and further information, address Ignatz Mayer, M. D., President.



Jeweler John T. Buker wears a handsome gold badge which he won for the best average in a recent tournament of crack shots at St. Louis.

George B. Kelley, manager of the Rockford Silver Plate Co., has purchased the Avery Beach Hotel, at South Haven, Mich. This is one of the most delightful Summer resorts in the State.

The National Cutlery Co. have been much hampered by an accident to their machinery, but the difficulty has been removed and the company will soon have five new machines in operation.

### Detroit.

E. L. Church, Union City, Mich., has opened a jewelry store in that place.

E. Rogers, representing Parks Bros. & Rogers, visited the trade here last week.

W. D. LeRoy, Cedar Springs, Mich., has moved his stock and fixtures to Rockford, Ill.

O. O. Forbush, Chesanning, Mich., has moved his jewelry store into more commodious quarters.

Oscar Marx, of the United States Optical Co., was elected Alderman from the 15th ward by a rousing majority.

G. W. Johnston, 121 Grand River Ave., has moved into handsome quarters at 93 Grand River Ave. in the new Vahy building.

J. F. Steere, of Arnold & Steere, left recently for Providence, R. I. He will return in time to attend to the holiday trade.

G. W. French, Sparta, Mich., has purchased the jewelry stock of T. U. Balkwill, Belding, Mich., and has removed it into the building formerly occupied by Blystone & Gooding, in that place.

H. M. Baxter, Birmingham, and George Chambers, Mt. Clemens, were the only Michigan country jewelers here last week. The jobbers report a dull week and assign the cause to politics. As soon as the agitation is finished, they look for a good business.

Last week burglars attempted to break into the jewelry store of C. W. Mosher, Holly, Mich. W. B. Nicholson, who sleeps in the store, heard them at work in the rear. He grabbed his revolver and fired twice at them and immediately ran down stairs where he found three men. He telephoned for help and held the would-be burglars at bay until it arrived. One of them escaped. The names of the two men who were arrested are James Walker and Thomas Donovan.

Five different jewelry houses of Chicago recently received orders for watches, chains etc., valued at \$400 to be sent C. O. D. to Alfordton, O. Two of the orders bore the names of A. J. Kempton, of Addison, Mich., and the late E. Conant, of Hudson, Mich. The Pacific Express office was broken open and the package stolen. A conference of officers was held in Hudson, Mich., last week to settle upon a plan to apprehend the

thieves. It is suspected that George Cleveland, an escaped prisoner from the Hillsdale jail, had something to do with the job. The names used in ordering the goods indicated a familiarity with the jewelry concerns of Addison and Hudson.

### Cincinnati.

There is to be a new Cincinnati silver plate factory this year.

S. G. Schwab is on the road and reports good trade. His sales in diamonds are the features of the Fall trade.

Jos. Gosling, of Jos. Noterman & Co., writes from Colorado Springs that he is gaining flesh daily and will return home in a few weeks a well man.

If you have not received O. E. Bell & Co.'s new circular called the "Holiday Ripper," send for it. It will prove advantageous in buying future bills.

Oskamp, Nolting & Co. will mail their holiday circular this week. Over 10 000 will be sent out. The circular is profusely illustrated with every novelty in the market.

Eugene Frohmyer, of D. Schroder & Co., who was ill on the road returned home Saturday morning the worse for wear. He brought in some good lists which redeemed his trip.

E. & J. Swigart are about the busiest people in town. Jewelers realize they must have new trays and boxes to display their holiday goods. The material business is also very good.

Homan & Co. are surprising not only the trade but their competitors with their new goods. They are turning out such quantities that everybody about the plant is kept on the jump. Business has increased to such an extent that another typewriter has been added to the office force.

### Buffalo.

E. A. Smith spent several days in Newark, N. Y., on pleasure and business.

Mr. and Mrs. A. H. Plimpton, Daneville, N. Y., spent several days in town last week on pleasure and business.

J. B. Gumbinger, West Bay St., Jacksonville, Fla., left for New York Nov. 5. He will remain there a month to take a course of lectures on optics.

W. W. Parker, New York State representative of King & Eisele, has been home several days with an attack of influenza, but expects to be out again in a few days.

The retailers claim business is not picking up as fast as it ought to, but all look forward to doing all the business in December instead of before, as in former years.

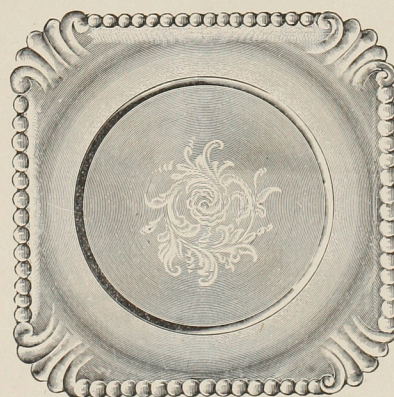
There were few out-of-town jewelers here last week, everybody being busy with election. The following were among those that came in: F. D. Kelsey, East Aurora, N. Y.; Leon Kramer, Gowanda, N. Y.; E. F. Norton, Salamanca, N. Y.; Geo. Crandall, Holland, N. Y.

The Edholm & Akin Jewelry Co., Deadwood, S. Dak., have incorporated with a capital stock of \$4,000, in single shares of \$100, for the conducting and carrying on the jewelry business. The promoters are Arthur M. Akin and Nelson J. Edholm, of Deadwood, and Henry C. Akin, Omaha, Neb.

Some nights ago the store of M. I. Cohen, jeweler, Jacksonville, Fla., was entered by a robber, who was evidently only after money, for so far as known nothing was disturbed except the cash register, and that had nothing in it. An entrance was gained by breaking the transom over the rear door.

Damon Greenleaf and J. H. Crosby, of the firm of Greenleaf & Crosby, Jacksonville, Fla., returned to that city on Nov. 4, after an absence of several months. Mr. Greenleaf spent the greater part of the Summer on a ranch in New Mexico. Mr. Crosby has been north and in Europe, buying an extensive Winter stock of jewelry and fine bric-à-brac.

## THE • THING • FOR • A • XMAS • SELLER.



Finest Finish. Best Quadruple Plate.  
Any Style in Sterling Silver to Order.

### INDIVIDUAL BUTTER AND SOUVENIR PLATES.

Any Name or Initial Engraved to order.  
Any Style. Any Quantity. Order Sample.  
Send for Illustrated Circular.

EXCLUSIVE CONTROL TO LIVE JEWELERS.

1/2 doz., Plain or Satin, Square or Round, in Plush and Satin Case, complete	\$3.00
Or with Leatherette Satin Lined Case	2.75
1/2 doz., Fancy or Initial Engraved Centers, in Plush and Satin Case	3.63
Leatherette Case	3.38
Without Plush Case, 75c. less; Leatherette, 50c. less.	
6 per cent. off for Cash with Order.	

Also Made in All Styles with Gold Border.  
FOR SURE WINNER ORDER QUICK.

O. E. BELL & CO., Mfgs. Cincinnati, O.



## Trade Gossip.

The new Princeton watch movements are forging their way into the hands of the trade and are very much admired by those who are able to judge. One thing in their favor is that they are not to be found outside the trade and pay the dealer a living profit. Dealers looking for such watches will do well to investigate the Princeton.

H. M. Rich & Co., jewelry auctioneers, 21 School St., Boston, Mass., made successful sales last month for W. V. Blair, Meriden, Conn.; C. P. Forbes, Greenfield, Mass.; C. G. Small, Easthampton, Mass.; and E. E. Cleveland, Athol, Mass. They have six auctioneers selling for retail jewelers and have only four open dates left for sales up to Christmas.

A very appropriate watch for the holidays and one which appeals to public sentiment and taste is the new initial "Charmilles" watch. These "initials" are made in 10 karat gold on black oxidized steel case and are interchangeable, by which means dealers can easily change the initials to supply the desired letter. This advantage, coupled with the attractiveness of the watch and its very low price, is bound to be appreciated and make it a ready seller.

A unique novelty in the way of hairpins is announced by Paul Jeanne, 18th St. and Fourth Ave., New York, and application has been duly made for a patent thereon. The new pin can be worn alone, making a very handsome ornament, or any brooch may be combined with it in such a manner that, while securely attached, the brooch is nevertheless free to revolve and always remains in full view, no matter what may be the position of the wearer's head. These pins are made by Paul Jeanne in gold, silver and enamel.

Jewelers contemplating taking a course in optics should obtain the announcement issued recently by the St. Louis Ophthalmic College and Hospital, 1655 S. Jefferson Ave.,

St. Louis, Mo. This is a school of theoretical and applied optics, for physicians and opticians, which can well be recommended. Its course of lectures which begins the first Monday of each month and continues for four weeks, embraces lectures on anatomy, physiology and pathology of the eye, physical and physiological optics, the use of the ophthalmoscope, retinoscope, perimeter, ophthalmometer, the adjusting of lenses and frames, errors of refraction, muscular innervations, etc.

As announced elsewhere the A. C. Smith Watch Co. have decided to discontinue the "complete watch" branch of their business and to hereafter confine their trade exclusively to watch movements handled through the jobbing trade. This change is due to the impracticability to handle two branches of business with two sets of customers and a desire to concentrate the manufacture on a special line of watch movements which the company are preparing to bring out. It is well known that the company's stock of complete watches is one of the finest in the country and the special offer they make is a great opportunity to buy fine watches at prices considerably less than manufacturing cost and one which should attract the attention of every jeweler having a trade in fine watches. This entire stock is advertised to be closed out regardless of cost by Jan. 1st. This special call, of course, does not include that marvel of simplicity the "Charmilles" watch in which the company's business is fairly booming.

The manufacturers of the "Princess" rings have in their special field a reputation second to none. In their attractive full page display on the second page of this issue dealers will find interesting reading. The lapel buttons in solid gold and in sterling silver are specially salable goods and the prices at which they are offered explains this very readily. These buttons are made for all known societies and are carried in stock. In emblems there is illustrated a thirty-second, a Knights' Templar, and a

Shrine. These goods the manufacturers confidently assert to be the very finest of their kind in the market. The silver monogram pins shown can be furnished in any desired combination of letters. Now a word about the patented Princess diamond initial rings. They are too widely and favorably known to make encomiums necessary and have been on the market for over twelve years *without a single complaint ever having been received* by the manufacturers. The simplicity of the interchangeable device in particular is a feature much appreciated. "It is the only initial ring worth having" wrote a well pleased customer recently when ordering more Princess rings.

The annual catalogue of the "Busiest House in America," Lapp & Flershem, Chicago, Ill., has again made its appearance. In this the 19th number, for 1895, the volume appears in an enlarged and improved form, consisting of 600 pages, 9 x 12½ inches instead of 6½ x 10 inches as heretofore. The thousands of cuts which adorn its pages illustrate and give prices of this firm's principal lines of silver plated hollow ware, table cutlery and novelties; aluminum ware; sterling silver ware; optical goods, cases; gold and silver headed canes; pens and pencils; onyx, marble, wood and nickel clocks; bronzes; watches, watch cases and movements; diamond, gold, silver and rolled plate jewelry and novelties; medals and emblem goods, etc. The catalogue, which is one of the largest and most complete of its kind issued in the jewelry trade, is neatly bound in cloth, and has the recipient's name in gold upon the cover. Like its predecessor, the book contains the name of Lapp & Flershem nowhere between its covers, and all the prices quoted are subject to discounts, for which a key is sent under a separate cover. The jeweler is thereby enabled to take orders directly from the catalogue, or permit it to be inspected freely by his customers without danger of their detecting the jobber from whom or the prices at which he buys his goods.



Just Received Our Fall Importation.

THE AUDEMAIR OPERA GLASSES,  
SPENCER OPTICAL MFG. CO.,  
15 MAIDEN LANE, NEW YORK.

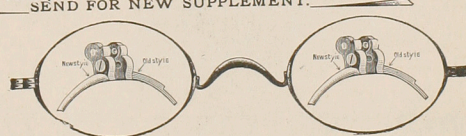
CALL OR WRITE. IT WILL DO YOU GOOD!

ONE OF THE 400, AND VERY SWELL INDEED.  
THE PERFECT FIT OF OUR No. 918 GOLD EYE  
GLASS, SWELL END EYE WIRE.

Our Ambition to Make a FAULTLESS GOLD SPEC. and Eye Glass has been realized, and is appreciated. Strength and Beauty Joined Together WITHOUT SOLDER. You "see that hump" no longer. It's gone, and in its place, at ends and bridge, you find that GRACEFUL SWELL, as shown in cut. *This is the Modern and Perfect Frame the public are asking for, made in all weights, sizes, shapes and qualities.*

WE MAKE ALL KINDS OF OPTICAL SPECIALTIES, AND TEACH HOW TO GET BEST RETURNS IN HANDLING THEM.

The Best Made for the Least Money. Also Cheaper Grades. The Greatest Variety of Styles. Great Reductions to Correspond with New Tariff and Other Causes.  
SEND FOR NEW SUPPLEMENT.





## MATTERS IN JEWELRY STOREKEEPING.

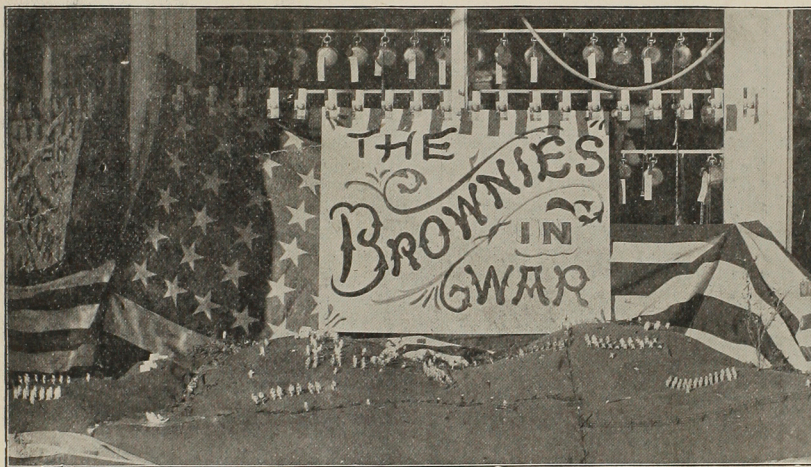
That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade generally communicate with THE CIRCULAR regarding any advantageous device or plan that they are utilizing in the conduction of their business.

### Suggestion for Window Decoration.

IDEA LXXVII.

THE illustration herewith depicts a display recently seen in the window of E. L. McDowell, Arkansas City, Kan., during the week of the Soldier's Reunion in that city. The engraving requires care-

carried out with good effect, as was attested by the attention the display attracted. A clever ad. uniquely arranged appeared simultaneously in the daily press; it read as follows: "Ahead of Palmer Cox. Brownies at War, in the window of the Crescent Jewelry Store."



WAR OF THE BROWNIES.

ful inspection before the full significance of the window decoration can be appreciated. The idea represents Palmer Cox's Brownies at War. The floor of the window is arranged to resemble a field of battle, with fortifications, outposts, tents, and all the "pomp and circumstance" of war. Numerous miniature figures are distributed in line of battle and look very terrible indeed. The conception is very clever and has been

### An Attack that Proved an Advertisement.

TWO jewelry firms of Westerly, R. I., A. E. Hahn and W. B. Smith & Co., have been indulging in a little competition bout in which the former seems to have come out somewhat ahead. Mr. Hahn advertised in the local papers a special sale of silverware for one week only, and as a leader quoted Rogers knives and forks at

\$3.75 per dozen. The following day this notice appeared in the papers:

**B**EWARE! Rogers & Bro. knives, forks and spoons are now on the market in second quality. They are sold at \$2.85 per doz. Tea spoons \$1.50 per doz. The reliable goods we sell at \$3.75 per doz. all the year round. Buy from reliable dealers always. Don't pay \$3.75 for the \$2.85 goods.—W. B. SMITH & Co., Westerly.

Hahn then advertised as follows:

**\$100 REWARD.** In last evening's issue of your paper, a competitor of mine has a notice to the public, telling them to "beware" of the quality of Rogers' goods, which are now on the market. As I have now on sale Rogers' goods, and have advertised the same, I take it for granted that said notice reflects on my advertisement. I, therefore will give anybody, including my jealous competitor, the sum of \$100, if they, or he, can prove that the knives and forks I now have on sale, are not first-class, and the genuine Rogers' goods. HAHN, the Jeweler, Barber Memorial Building, Westerly, R. I.

He then procured from the bank a \$100 dollar bill, and with that placed his competitor's notice as well as his own notice of reward in his show window, the bill being attached to an upright nickel stand. The exhibit proved the means of attracting a great many people to the window, there being a constant crowd around it waiting to read the notices. This effective advertising aided the sale considerably. One of the local papers had the following notice:

"For those who are not in the habit of seeing such things, a glance into the window of Hahn's jewelry store, on High St., yesterday revealed a \$100 bill."

It may be said, in comment of the above controversy, that there is no second quality of the genuine ★ Rogers & Bro. A 1 brand of flatware, and that we consider it wrong on the part of Smith & Co. that they should endeavor to lead the people of the town to believe that there is

## A MOVING DISPLAY

FOR THE HOLIDAYS.

The Best Attraction in the World—a Moving Advertisement in a Window.

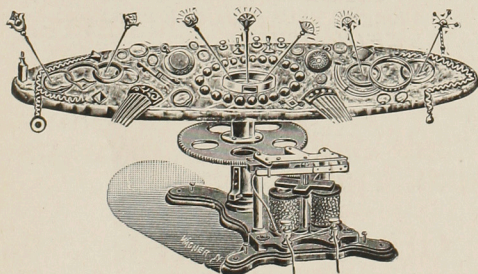
### OUR ELECTRIC REVOLVING SHOW STANDS

Are of various styles, made especially for jewelers. They are equivalent to a four fold increase of Show Window space. It runs steadily ten hours per day, at an expense of two cents per day. Made to be operated by either battery or electric light current.

Send for Circular of Illustrations.

FREDERICK PEARCE,

77 & 79 John St., N. Y.



**Care in Putting Up a Watch.**—The brass guard pin in the end of the fork should be perfectly upright or the watch will not run at the same rate in different positions, and should be near enough to the roller to just pass in the crescent, and after passing should have a sideshake of about the thickness of writing paper. The roller jewel should enter the fork well, but not touch the horn of the fork in entering. Put in the balance wheel and see that it has a perceptible end-shake, and that is all. If the balance jewels are too large, change them or put in new staff. If any of the pivots are cut, polish them in the lathe and put in smaller jewel holes, or insert new pivots. See that the hairspring is perfectly flat and true in the round, and, above everything, put the watch in beat.



## Deadening the Loud Tick in American Clocks.

[From the *Deutsche Uhrmacher Zeitung*.]

**S**ELDOM has an article of our industry met with so rapid and general a reception as the well known American clock. It is cheap almost to a fault, of a pleasing exterior, and well calculated to gain public favor. To this may be added that in consequence of the practical construction, and in spite of the highly primitive tech-

In order to remedy this evil, Mr. C. Hahlweg, of Stettin, has contrived the following device: The several pins as well those serving as pallets, as the impulse pins, are elastic, being fairly long, and made weaker by filing near their point of fastening, whereby naturally care has to be taken that the safety of the depth of the escape wheel into the pallets and from the impulse pin into the fork is not interfered with. Accompanying illustrations represent the escapement parts with these elastic pins, for which the inventor has received a German patent.

FIG. 1.

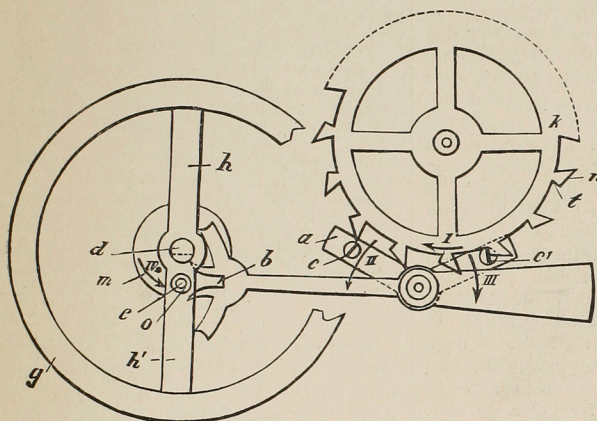


FIG. 2.

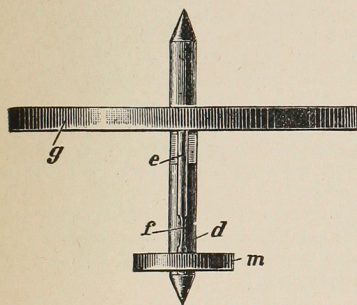


FIG. 3.

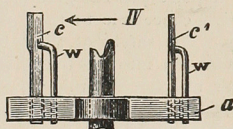
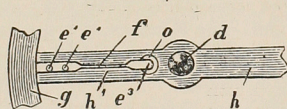


FIG. 4.



nical get-up, these clocks comply with all the reasonable demands made of them as alarm or room timepieces, and this is doubtless the principal reason why they may be found in nearly every room, house or shop of the civilized world.

But they are open to one great objection, and that is their hard, loud tick. This is caused by 1st: The excessive spring force of nearly all the springs in American watches or clocks; 2d: The very thin wheels, especially the escape wheels, the inertia of which, on account of their lightness, is extremely small, whereby the drop of the scape teeth upon the pallets, occasioned by the strong spring, is still increased; 3d: The thin cases will, on the one hand, deaden the sound but little, while on the other hand the movement is firmly and metallically, by direct screwing, fastened to the case, which, therefore, acts, as it were, as a bell to every tick of the clock.

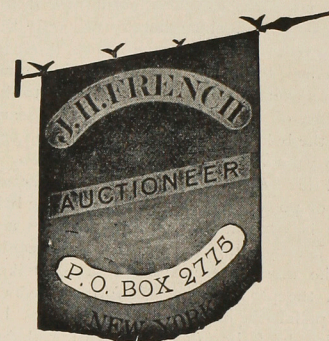
received a German patent.

As will be seen from Figs. 1 and 3, into the pallet *a* are fastened in place of the ordinary round, rigid pins, two flat spring blades *cc'* of such a thickness that they partially yield when the escape wheel *k*, moving in the direction of the arrow *I*, drops with one of its teeth on one of the spring blades *cc'*. These blades, however, are not so weak that the quietly acting (that is, exerted during the rest) power of the escape wheel is able to bend them—they only yield for a moment during the drop

of the escape wheel, which causes a proportionally powerful blow. By this is effected that the drop of the escape wheel, which otherwise produces a hard, ringing stroke on one of the rigid pins, becomes soft and soundless by the drop on an elastic spring blade.

The spring blades, which are elastic only in the motion direction of the escape wheel, therefore in the direction of the arrow *4b*, I do not yield in the motion direction of the pallet arrow (II and III), therefore in the lifting of the pallet, because they stand at a high edge to the lifting planes *n* of the escape wheel and remain rigid in this direction. The lifting of the pallet consequently takes place just as safe and as powerful as if the pins were rigid.

Although the spring blades *cc'* are sufficiently stiff to stand free without brace,



**SPECIALTY: SALES OF  
JEWELRY BRIC-À-BRAC  
AND  
ARTICLES OF VERTU**

WHITE'S EYE SHADE,

**W. B. WHITE & SON**  
MANUFACTURERS OF  
Spectacle and Eye Glass  
CASES

90 SOUTH STREET, BOSTON.

Special Cases made to order for Optical Trade. Cases for Trial Lenses. Opera Glasses recovered, etc. Chatelaine Spectacle Cases Metal Bound Leather Cases for combs, scissors, etc. Over forty kind of cases manufactured.

**WOOD & HUGHES,**  
STERLING SILVERWARE MANUFACTURERS

New York Agents for the Derby Silver Co.'s

**FINE QUADRUPLE PLATED WARE,**  
No. 16 JOHN STREET, NEW YORK.  
206 Kearney St., San Francisco, Cal.

HASKELL & MUEGGE, Agents.



**WE KNOW THAT WE CAN GIVE YOU BETTER  
RETURNS ON YOUR OLD GOLD  
AND SILVER OR WASTE THAN  
ANY ONE ELSE. TO PROVE  
THIS STATEMENT GIVE US  
ONE TRIAL.**



**GEO. M. BAKER,**

GOLD AND SILVER REFINER  
AND SWEEP SMELTER.

**PROVIDENCE, R. I.**



nevertheless for the sake of greater safety two pins *w* may be located immediately before these springs, as shown in Fig. 3. these pins are bent over at right angles at about three-quarters of the length of the spring blades, and made to lie loosely with their ends on the latter. This arrangement acts as a support and the blades stand steadier without disturbing their functions. The drop of the wheel teeth takes place at the outer end of the blades *cc*<sup>1</sup>, in the direction of the arrow IV.

Another noise is caused by the circumstance that in the unlocking of the pallet from the locking, the lifting pin *e*, Figs. 1 and 2, strikes against the fork *b*. It is well known that with unelastic pins the balance must recoil the escape wheel a little in the unlocking, and since hereby not only the living force of the escape wheel must be overcome, but also its inertia, which two factors exert a fairly large resistance to the rapidity of the unlocking, it is necessary that the balance strikes fairly hard with the lifting pin *e* against the fork, whereby a hard tick and at the same time an essential loss of power for the vibration of the balance is generated. Both these errors are avoided by using the elastic pins, because at the moment when the balance strikes with the pin *e* against the fork to unlock the pallet, the escape wheel needs not be carried back, but one of the spring blades which is just then in locking, yields with an elastic motion in the concussion before the rising locking plane *t*, Fig. 1, of the escape wheel,\* whereby the unlocking of the pallet takes place much easier than if the escape wheel would have to be led back. It is evident, there-

\* The technical editor gives the wording of the patent writings, without, however, subscribing to the deduction expressed in it because he doubts the correctness of the statement, after it has been expressly stated above that the spring blades *cc*<sup>1</sup>,—as is evident—are so strong as to bend only at the drop of the escape wheel. But as this wheel stands in locking at the moment of the unlocking of the pallet, the spring blade (and he thinks the attentive reader will come to the same conclusion) against which the tooth lies at the time, will undoubtedly remain rigid, and the escape wheel, as is also the case with any other lever escapement withdraw, will experience a recoil.

fore, that by the elastic pins the hard stroke of the wheel on the pins, as well as that of the balance pin *e* on the fork is moderated quite extensively, and the ticking of the clock is exceedingly deadened thereby, while at the same time its escapement acts with greater force by reason of this ameliorated unlocking.

Beside these pins, the impulse pin *e* can also be made elastic, which may be done in different ways. Figs. 1 and 2 represent such a disposition of the pin *e*; *g* is the balance, *h* *h*, its arms, *d* the balance staff. The fork depths nearly underneath the balance *g*, Fig. 2, into the impulse pin *e*. At the lower end of the staff *m* is mounted a disc *m*, into which the extraordinarily prolonged pin *e* is fastened. This is near its fastening point, to wit, at *f*, filed flat on two sides in a radial direction toward the balance center, so that it will be elastic at this place, in a concentric direction only, however. To protect this pin against bending, its upper end is pushed through a hole *o*, Fig. 1, in the balance arm *h* which is large enough to permit the impulse pin *e*, to exert its full elasticity.

Another arrangement of the kind is shown in Fig. 4. Here also, the balance arm *h*<sup>1</sup> is furnished with a hole *o*, through which passes the impulse pin *e*<sup>3</sup>; this, however, is at its upper end bent at right angles and filed out in form of a spring *f*, which is with two rivets *e*<sup>1</sup> fastened to the arm *h*<sup>1</sup>. With form of the spring, it is self-evident that the impulse pin can give way only in a direction concentric to the axis, but not radially. The safety of the depth of the impulse pin into the fork is therefore not at all interfered with by the elasticity of the pin *e*<sup>3</sup>, and the stroke of the pin on the inner sides of the fork is largely moderated.

In case, says the paper, that the disagreeably loud tick of these clocks can be modified, it will doubtless be hailed as an immense improvement of these universally popular timekeepers.

Isaac Fuller's jewelry store, Lone Rock Wis., was recently robbed of \$200 worth of goods.

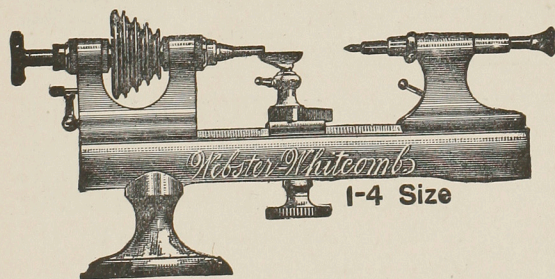
## Workshop Notes.

**Shape of Pivots.**—Pivots should be cylindrical, well tempered, with a shoulder or bearing at right angles, but rounded at the end; the same may be said of the pivot holes. The material entering into their composition must not be easily oxidized by the action of the oil, and it is of advantage to have them somewhat olive shaped inside, with ends lemon shaped and extending beyond the oil links. They should bring the oil to the pivots, and for this the sharp angled pivot is the best.

**To Test the Stopwork.**—Take up the winding square of an arbor with the barrel, etc., in position, in a pair of sliding tongs or a Birch's key; hold the tongs between the last three fingers and the palm of the left hand, the first finger and thumb being applied to the circumference of the barrel so as to rotate it, first in one direction and then in the other. During this movement take a pegwood point in the right hand, and try to turn the star wheel *against* the direction in which it would be impelled by the finger.

**Order in Watch Cleaning.**—To facilitate the work by securing order in taking down the watch and cleaning it, preventing the screws from being mixed, it is a good practice to prepare beforehand one or more boards, in which grooves and holes are made in positions to correspond with those of the several pieces on the plate of the watch, and the young beginner should at once learn that in no department of watch repairing does order pay as well as in the taking down. At first he will find an advantage in noting on a slip of paper bearing the number of the watch, the successive operations that have to be done. He will then merely have to strike them out one by one as the work progresses. As he becomes more practical he can dispense with this auxiliary.

**To Clean With a Brush.**—This method is less used now than formerly, as it can be adopted with safety with the old fashioned gilding, but it is too severe for the thin galvanic coats that are applied at the present day. It may, however, be resorted to for getting up the surface of polished brass wheels, for example. Put some French chalk or powdered hartshorn (which can be bought at a chemist's or drug store) in pure alcohol. Shake the mixture and with a fine paint brush, coat the object with a small quantity of it, subsequently brushing the surface with a brush that is in very good condition. Polished wheels may be made to present a very brilliant appearance by this means, but their teeth and the leaves of pinions must be afterward carefully cleaned. The French chalk and hartshorn are all the more effective according as they have remained a longer time in the alcohol, doubtless owing to the fact that the hard grains met with in these agents are then more completely dissolved.



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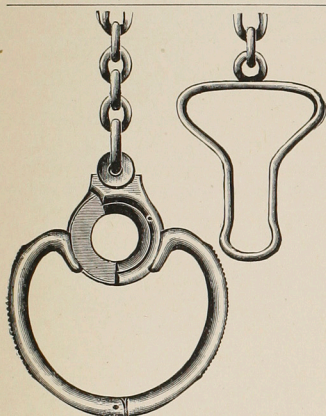
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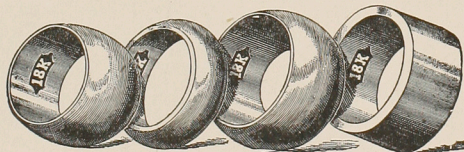
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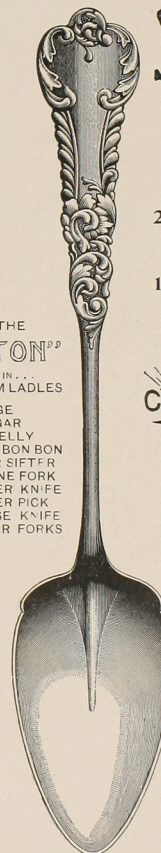
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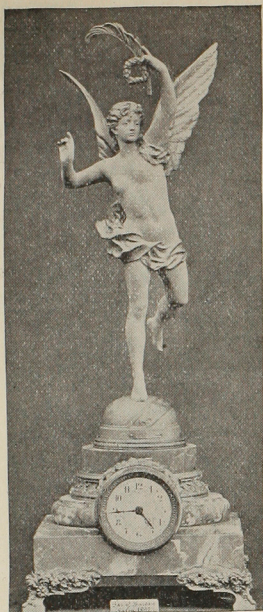
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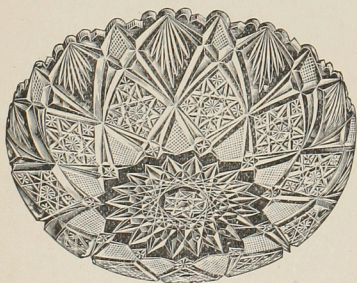
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### RICH CUT GLASS.



7 INCH NAPPY. SAVOY CUTTING. BOTTOM VIEW.  
The illustration does not fully show the handsomely  
scallop edge.

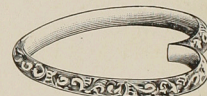
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The Pattern herewith shown is that long  
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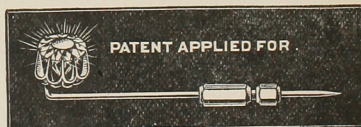
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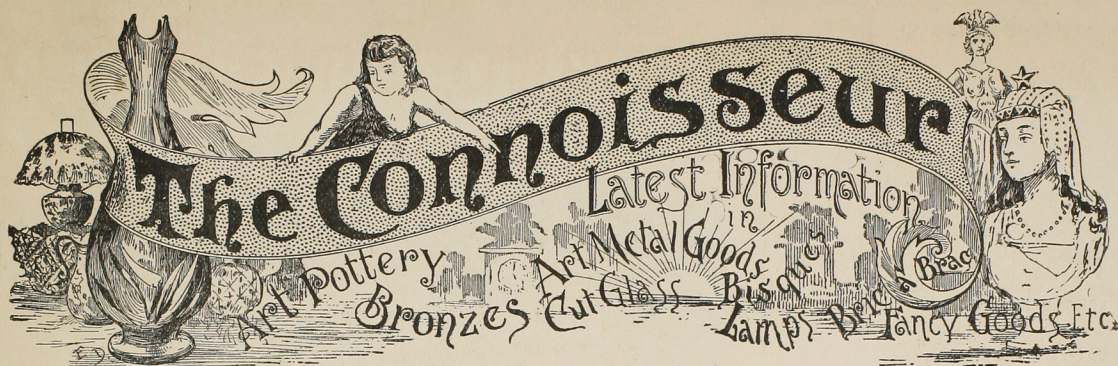
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### New Goods in Rudolstadt.

THREE representative pieces of the Fall line of Rudolstadt pottery are to be seen in the illustrations herewith. The beauties of this ware which has often been described in these columns, are too well known to the jewelry trade to need further comment. It will be noticed in the pieces here shown that the shapes are new and though somewhat out of the usual style, are very graceful. The decoration which these pieces display is known as the "Cloisonné," and consists of artistically colored flowers outlined in gold on a cream ground. These pieces must be seen for one to obtain full appreciation of the delicacy of their finish and decoration.

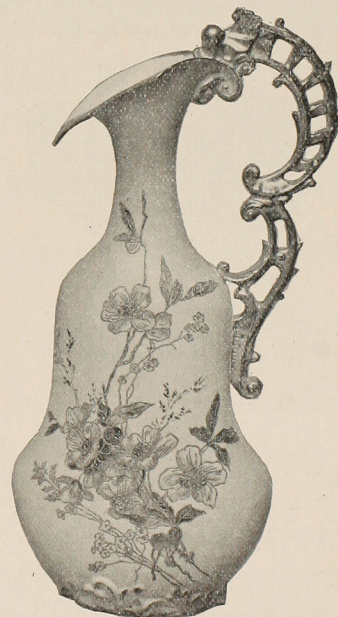
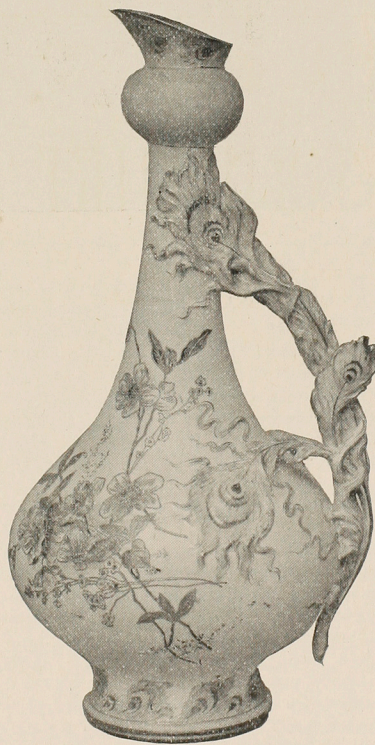
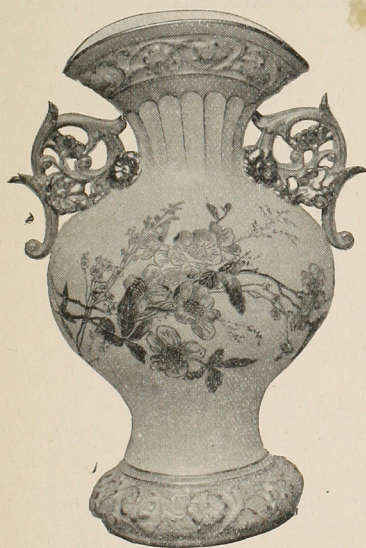
"Cloisonné" decoration many smaller articles, such as teapots, sugars, creams, bonbon baskets and boxes, and candlesticks, which will be of interest to the jewelry trade.

### Good Prices for Keramics.

KERAMICS have increased in favor, and this season prices at various sales

A set of old Chelsea, 168 pieces, was very cheap at 200/, but the lot being unbroken, probably put it out of the means of the ordinary china maniac, who mostly picks up a piece at a time. Fourteen old Worcester plates have realized 88 guineas, an old Dresden service 110 guineas, a big clock in blue Sèvres porcelain 165 guineas, and two other pieces of Sèvres blue, 125 guineas.

The best prices of all have been made for Henri Deux ware, in which there is a remarkable advance, the craze being at least as violent in France as in England. Exact figures are not available, but over a



SPECIMENS OF RUDOLSTADT WARE—L. STRAUS & SONS.

As the trade well knows, this ware is controlled by L. Straus & Sons, 42-48 Warren St., New York, who are now showing one of the largest varieties of it that they have ever displayed. In addition to the vases, pitchers, urns and other pieces of pottery, there will be found in the

in England show a rise. A Rose del Barri jardiniere has fetched 320/, a piece of old majolica 81/, a lustred Gobbio dish illustrating the martyrdom of St. Sebastian, 126/, a large fan shaped china dish beautifully painted on a pale blue ground, 405/, and two vases of old Chinese porcelain, 252/.

thousand guineas for a single piece has been paid quite recently. Henri Deux "flourished" 1547-59, and represents the early "French" Renaissance.

John Yost & Son, of Fresno, Cal., have retired from business.



## The Connoisseur.

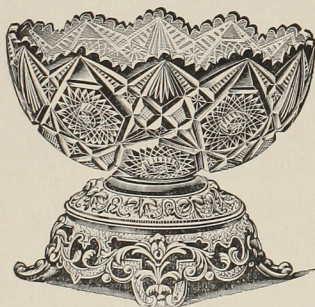
(Continued from page 43.)

### The Rambler's Notes.

WHAT THE RAMBLER SAW AND HEARD AMONG THE DEALERS IN ART POTTERY, CUT GLASS, BRONZES, ETC.

**J**EWELERS cannot fail to be interested in the line of Dresden novelties which Chas. Ahrenfeldt & Son, 52 Murray St., New York, are displaying. Among the pieces carried especially for the jewelry trade are the Dresden china backs for hat, clothes and hair brushes, and for combs. These are as light and delicate as is consistent with durability, and show gilt, Watteau and large and small flower decorations. Bonbonnières form another jewelry line. The shapes, mainly hearts, eggs and cradles, show a wide range in size and have decorations similar to those on the brush backs. Other similar novelties are the trays, lamps, photograph and miniature frames, calendar holders and tea caddies.

**T**HE handsome fruit bowl here illustrated is one of the special pieces in the new line introduced



CUT GLASS ON BRASS STAND.

by the T. B. Clark Co., 860 Broadway, New York, of brass and cut glass. This

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line was spoken of in this column two weeks ago. As before stated these bowls, which come in eight and nine inch sizes, show unique and most artistic combinations of cut glass and solid cast brass work finished in matt and burnished gold effects.

gold and bright colors on a pale ground, are to be seen in the Taizan and Satsuma wares. Very rich looking lamps with perforated designs are those in Benares brass or Persian bronze. They show library, banquet and princess sizes in many queer



GROUP OF ORIENTAL BRONZE AND PORCELAIN LAMPS.

### RICH ORIENTAL LAMPS.

**I**N probably no other article does the richness of the Japanese and Chinese art pottery and bronze work show to better advantage than lamps. This statement may easily be verified by a visit to the warerooms of A. A. Vantine & Co., 877 Broadway, New York, who show what is probably the largest assortment of these lamps in the United States. The illustration depicts a representative group from their warerooms. In Japanese bronze there will be found lamps of many styles in banquet, library and piano sizes. The shapes are principally vases, pedestals and koros. The greatest variety is to be seen in blue and white; of these one of the principal wares is the Ibrado which shows library, princess and banquet pedestal lamps with raised dragon decorations on an underglazed blue and white ground. Other similar pieces in library and banquet sizes are in Hawthorne and Chinese blue and white. Brilliant decorations, mainly

designs. In one, a pedestal lamp, three cobras form the support of the fount. Among other desirable styles are the Cloisonné, Awayi ware and Tokanati. This last is a red terra cotta pottery with raised dragon decorations. In connection with the lamps a beautiful collection of lamp shades is shown in Chinese silk, lace, rogauze and chiffon. There is also a variety of lamp veils for small lamps. These are of lace richly embroidered.

### FINE GLASS TUBES AND HOLDERS.

**A** SEASONABLE line displayed by Hinrichs & Co., 31 Park Place, New York, includes glass chrysanthemum vases of many varieties. Green crystal tubes, green vases decorated with gold scrolls, Bohemian glass tubes and holders in variegated colors and many shapes, plain crystal with hand painted figures, and rich cut glass vases are among the most popular pieces shown.

THE RAMBLER.

Fountain Pen 14 Kt. Solid Gold Nib



**\$7.50**  
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Net Cash  
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Elegant Plush Lined Box FREE. Every Pen Warranted. Send for Catalogue.

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If you desire samples, we will be pleased to send you one piece of a kind.



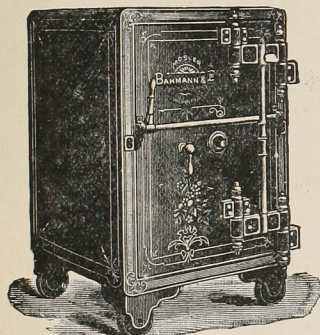
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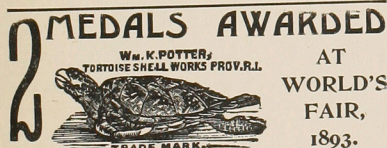
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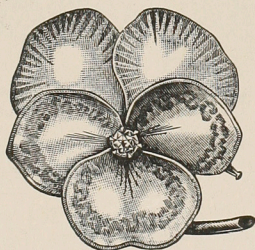
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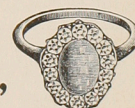
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NEW YORK.

No jeweler or watch repairer should be without a copy of "WORKSHOP NOTES," a new and very useful book for the workshop. Send for circular containing a complete index of the book, and judge of its merits for yourself.

### Value of Royal Crowns.

REGAL crowns are an expensive luxury for the people of those backward countries which still prefer to have kings to presidents. One of the most costly crowns in existence is that of the King of Portugal. The jewels which ornament it are valued at \$8,000,000. The crown which the Czar of Russia wears on special occasions is also one of the most precious in the world. The cross which surmounts the crown is composed of five magnificent diamonds resting on a large uncut but polished ruby. The small crown of the Czarina contains, according to authorities, the finest stones ever strung.

The crown of the Queen of England, which is valued at \$1,800,000, contains a great ruby, a large sapphire, sixteen small sapphires, eight emeralds, four small rubies, 1,360 brilliants, 1,273 rose diamonds, four pearl formed pearls, and 269 of other shapes. In his State clothes, including the crown, the Sultan of Johore wears diamonds worth \$12,000,000. His collar, his epaulets, his girdle and his cuffs sparkle with the precious stones. His bracelets are of massive gold, and his fingers are covered with rings which are almost priceless. The handle and the blade of his sword are covered with precious stones.

The most costly insignia of princely dignity, however, are those of the Sultan, or Maharajah, of Baroda, in India. The chief ornament is a necklace of five strings containing 500 diamonds, some of which are as large as hazel nuts. The upper and lower rows consist of emeralds of the same size.

### The Other Side of Life.

One by one, like fleeting dreams,  
His fondest hopes took wing;  
She did not keep the tryst, alas!  
She did the diamond ring.

—Puck.

SHE—Are these ten-day clocks?  
HE—No, Ma'am; ten-dollar clocks.—  
*Yonkers Statesman.*

OFFICE-IMP—Please, sir, the fo'man says we're outen copy.

EDITOR—Out of copy? Well, tell him to mix up that tea tasting article with that Dresden China essay—head it "War over Corea," and let her go.—*Puck.*

"Ma," said a six-year-old, "can I wear your gold ring to-day?"

"No, dear."

"Why, you let Pa wear it."

"I know; but he won't lose it and you might. When I die you can have it."

"But you may not die for some time."—  
*Norristown Herald.*

At the boarding-school.

FIRST GIRL—What is the matter with these pickles?

SECOND GIRL—Don't they taste right?

FIRST GIRL—No; they're horrid.

THIRD GIRL—I'm sorry, girls; but I was just out of hairpins and so I took a fork to get them out of the bottle.—*Judge.*

## R., L. & M. Friedlander,



We have made great reductions in the prices of Watch Glasses.

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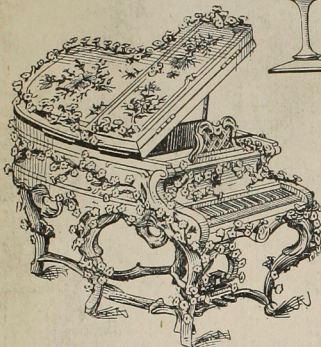




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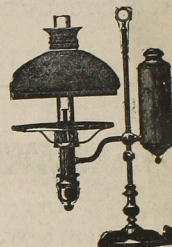


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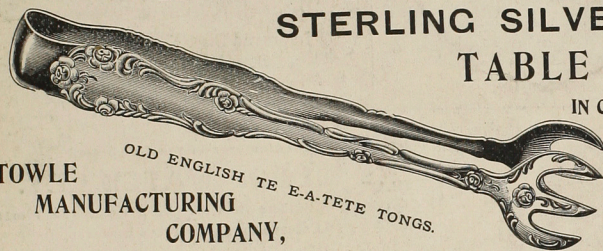
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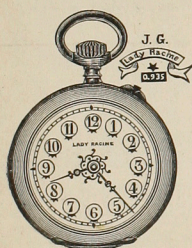
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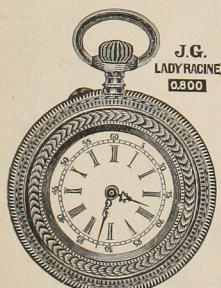
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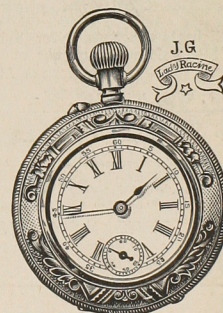
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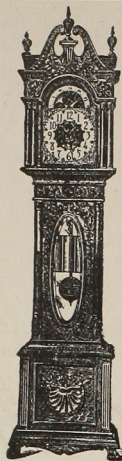
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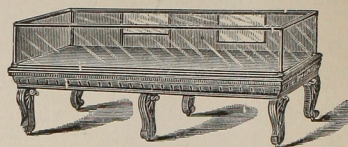
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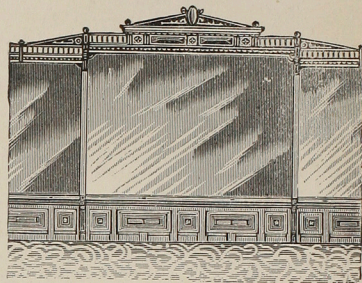
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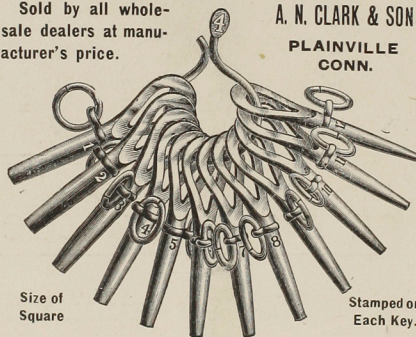
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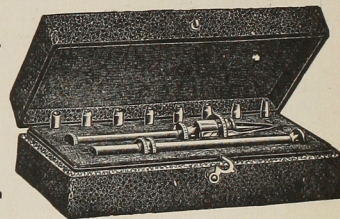
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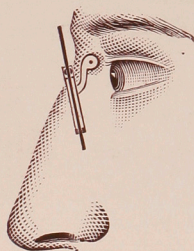
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